

## **Financial Summary**

	<b>Q2 FY25</b>	<b>Q1 FY25</b>	<b>Sequential Comparison – Main Drivers</b>
Revenue	\$762.1M	\$875.9M	Fewer deliveries in North America and Europe reflecting timing of syndication activity and planned production changes
Aggregate Gross margin	\$138.6M	\$173.6M	Continued strong operating performance offset by lower revenue and \$2.4 million of European facility-related rationalization costs
Aggregate Gross margin %	18.2%	19.8%	
Selling and administrative expense	\$64.6M	\$62.0M	Includes \$4.2 million of European facility-related rationalization costs
Net gain on disposition of equipment	\$9.6M	\$0.2M	Timing of gains from fleet optimization
Earnings from operations	\$83.6M	\$111.8M	Strong operating performance including increased gains from equipment sales offset by lower revenue and \$6.6 million of European rationalization costs
Operating margin %	11.0%	12.8%	
Core EBITDA <sup>(1)</sup>	\$123.9M	\$145.1M	
Effective tax rate	32.3%	37.8%	A decrease in discrete items in foreign jurisdictions
Core Net earnings attributable to Greenbrier	\$56.1M <sup>(1)</sup>	\$55.3M	
Core Diluted EPS	\$1.69 <sup>(1)</sup>	\$1.72	Q2 includes \$0.04 per share of dilution from 2028 convertible notes

(1) See reconciliation at conclusion of Supplemental Information.

## **Segment Summary**

	<b>Q2 FY25</b>	<b>Q1 FY25</b>	<b>Sequential Comparison – Main Drivers</b>
<b>Manufacturing</b>			
Revenue	\$700.3M	\$820.4M	Fewer deliveries in North America and Europe
Gross margin %	13.6%	17.1%	Planned production and product mix changes, and European facility-related rationalization costs
Earnings from operations	\$69.0M	\$116.1M	
Operating margin % <sup>(1)</sup>	9.9%	14.2%	
Deliveries (units) <sup>(2)</sup>	5,000	5,600	
<b>Leasing &amp; Fleet Management</b>			
Revenue	\$61.8M	\$55.5M	Primarily higher rents
Gross margin %	70.7%	60.5%	Robust fleet performance, increased syndication activity and gains from equipment sales
Earnings from operations	\$45.6M	\$26.7M	
Operating margin % <sup>(1)</sup>	73.8%	48.1%	
Owned fleet (units)	16,600	16,700	Timing of fleet investment
Fleet utilization	98.3%	98.6%	

(1) See supplemental segment information in Supplemental Information.

(2) Excludes Brazil deliveries which are not consolidated into Manufacturing revenue and margins.

**THE GREENBRIER COMPANIES, INC.**

**CONSOLIDATED BALANCE SHEETS**

*(In millions, unaudited)*

	<b>February 28, 2025</b>	<b>November 30, 2024</b>	<b>August 31, 2024</b>	<b>May 31, 2024</b>	<b>February 29, 2024</b>
<b>Assets</b>					
Cash and cash equivalents	\$ 263.5	\$ 300.0	\$ 351.8	\$ 271.6	\$ 252.0
Restricted cash	38.4	12.9	16.8	20.2	20.0
Accounts receivable, net	535.4	583.0	523.8	488.5	519.1
Income tax receivable	31.5	26.7	45.1	20.0	20.9
Inventories	692.5	753.8	770.9	812.4	827.0
Leased railcars for syndication	260.4	228.1	130.7	155.3	134.4
Equipment on operating leases, net	1,259.0	1,234.1	1,243.5	1,226.9	1,160.5
Property, plant and equipment, net	702.6	695.5	711.7	648.3	636.1
Investment in unconsolidated affiliates	88.2	83.9	87.3	90.3	90.0
Intangibles and other assets, net	268.5	242.1	244.4	254.3	255.6
Goodwill	127.0	127.4	128.5	128.0	128.0
	<u>\$ 4,267.0</u>	<u>\$ 4,287.5</u>	<u>\$ 4,254.5</u>	<u>\$ 4,115.8</u>	<u>\$ 4,043.6</u>
<b>Liabilities and Equity</b>					
Revolving notes	\$ 372.0	\$ 444.9	\$ 351.6	\$ 348.4	\$ 300.8
Accounts payable and accrued liabilities	669.0	653.1	731.4	652.9	649.3
Deferred income taxes	144.4	131.4	130.1	82.9	79.7
Deferred revenue	35.0	45.5	58.9	74.0	81.5
Notes payable, net	1,384.9	1,394.5	1,404.2	1,413.9	1,421.8
Contingently redeemable noncontrolling interest	41.2	43.1	41.7	56.3	56.0
Total equity – Greenbrier	1,460.2	1,412.7	1,376.1	1,329.1	1,299.9
Noncontrolling interest	160.3	162.3	160.5	158.3	154.6
Total equity	<u>1,620.5</u>	<u>1,575.0</u>	<u>1,536.6</u>	<u>1,487.4</u>	<u>1,454.5</u>
	<u>\$ 4,267.0</u>	<u>\$ 4,287.5</u>	<u>\$ 4,254.5</u>	<u>\$ 4,115.8</u>	<u>\$ 4,043.6</u>

**THE GREENBRIER COMPANIES, INC.**

**CONSOLIDATED STATEMENTS OF INCOME**

*(In millions, except number of shares which are reflected in thousands and per share amounts, unaudited)*

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>February 28, 2025</b>	<b>February 29, 2024</b>	<b>February 28, 2025</b>	<b>February 29, 2024</b>
<b>Revenue</b>				
Manufacturing	\$ 700.3	\$ 811.0	\$ 1,520.7	\$ 1,570.7
Leasing & Fleet Management	61.8	51.7	117.3	100.8
	<u>762.1</u>	<u>862.7</u>	<u>1,638.0</u>	<u>1,671.5</u>
<b>Cost of revenue</b>				
Manufacturing	605.4	725.4	1,285.8	1,397.9
Leasing & Fleet Management	18.1	15.1	40.0	30.1
	<u>623.5</u>	<u>740.5</u>	<u>1,325.8</u>	<u>1,428.0</u>
<b>Margin</b>	138.6	122.2	312.2	243.5
Selling and administrative expense	64.6	63.6	126.6	119.9
Net gain on disposition of equipment	(9.6)	(4.9)	(9.8)	(4.8)
<b>Earnings from operations</b>	<u>83.6</u>	<u>63.5</u>	<u>195.4</u>	<u>128.4</u>
Interest and foreign exchange	21.7	24.6	45.1	47.8
Earnings before income tax and earnings from unconsolidated affiliates	61.9	38.9	150.3	80.6
Income tax expense	(20.0)	(9.3)	(53.4)	(19.3)
Earnings before earnings from unconsolidated affiliates	41.9	29.6	96.9	61.3
Earnings from unconsolidated affiliates	4.3	4.0	8.4	5.5
<b>Net earnings</b>	46.2	33.6	105.3	66.8
Net (earnings) loss attributable to noncontrolling interest	5.7	(0.2)	1.9	(2.2)
<b>Net earnings attributable to Greenbrier</b>	<u>\$ 51.9</u>	<u>\$ 33.4</u>	<u>\$ 107.2</u>	<u>\$ 64.6</u>
<b>Basic earnings per common share:</b>	\$ 1.66	\$ 1.08	\$ 3.42	\$ 2.08
<b>Diluted earnings per common share:</b>	\$ 1.56	\$ 1.03	\$ 3.28	\$ 1.99
<b>Weighted average common shares:</b>				
Basic	31,376	31,117	31,311	31,071
Diluted	33,228	32,570	32,745	32,676
Dividends per common share	\$ 0.30	\$ 0.30	\$ 0.60	\$ 0.60

**CONSOLIDATED STATEMENTS OF CASH FLOWS**

(In millions, unaudited)

	<b>Six Months Ended</b>	
	<b>February 28, 2025</b>	<b>February 29, 2024</b>
<b>Cash flows from operating activities</b>		
Net earnings	\$ 105.3	\$ 66.8
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Deferred income taxes	13.4	(35.5)
Depreciation and amortization	59.6	54.3
Net gain on disposition of equipment	(9.8)	(4.8)
Stock based compensation expense	8.7	8.1
Noncontrolling interest adjustments	7.9	1.6
Other	1.6	2.0
Decrease (increase) in assets:		
Accounts receivable, net	(17.7)	12.2
Income tax receivable	13.7	21.3
Inventories	49.0	(8.4)
Leased railcars for syndication	(146.4)	(6.7)
Other assets	0.1	2.5
Increase (decrease) in liabilities:		
Accounts payable and accrued liabilities	(34.8)	(93.8)
Deferred revenue	(22.1)	34.8
Net cash provided by operating activities	<u>28.5</u>	<u>54.4</u>
<b>Cash flows from investing activities</b>		
Proceeds from sales of assets	55.6	25.9
Capital expenditures	(126.4)	(190.5)
Cash distribution from unconsolidated affiliates and other	5.8	1.5
Net cash used in investing activities	<u>(65.0)</u>	<u>(163.1)</u>
<b>Cash flows from financing activities</b>		
Net change in revolving notes with maturities of 90 days or less	11.9	28.5
Proceeds from revolving notes with maturities longer than 90 days	45.7	114.5
Repayments of revolving notes with maturities longer than 90 days	(35.1)	(140.2)
Proceeds from issuance of notes payable	0.5	178.6
Repayments of notes payable	(21.7)	(68.2)
Debt issuance costs	(1.0)	(2.9)
Repurchase of stock	-	(1.3)
Dividends	(19.8)	(19.7)
Cash distribution to joint venture partner	(6.7)	(4.4)
Tax payments for net share settlement of restricted stock	(5.5)	(5.2)
Net cash provided by (used in) financing activities	<u>(31.7)</u>	<u>79.7</u>
Effect of exchange rate changes	1.5	(1.7)
Decrease in cash, cash equivalents and restricted cash	(66.7)	(30.7)
<b>Cash and cash equivalents and restricted cash</b>		
Beginning of period	368.6	302.7
End of period	<u>\$ 301.9</u>	<u>\$ 272.0</u>
<b>Balance Sheet Reconciliation:</b>		
Cash and cash equivalents	\$ 263.5	\$ 252.0
Restricted cash	38.4	20.0
Total Cash and cash equivalents and restricted cash	<u>\$ 301.9</u>	<u>\$ 272.0</u>

**SUPPLEMENTAL LEASING INFORMATION**

(In millions, except owned fleet, unaudited)

Greenbrier’s leasing strategy provides an additional “go to market” element to Greenbrier’s Commercial strategy of direct sales, partnerships with operating leasing companies, and origination of leases for syndication partners as well as providing a platform for further growth at scale. Investing in leasing assets also provides a recurring stream of revenue and tax-advantaged cash flows, however in the short-term it reduces Greenbrier’s Manufacturing revenue and margin as a result of deferring revenue recognition.

During the April 2023 Investor Day, Greenbrier provided a long-term target to more than double recurring revenue from leasing and management fees by investing up to \$300 million net annually for the next five years. Recurring revenue is defined as Leasing & Fleet Management revenue excluding the impact of syndication activity, which is more transactional in nature.

**Key information for the Leasing & Fleet Management segment:**

	Three Months Ended	
	February 28, 2025	November 30, 2024
<b>Greenbrier Lease Fleet (Units)<sup>(1)</sup></b>		
Beginning balance	16,700	15,500
Railcars added	1,400	1,800
Railcars sold / scrapped	(1,500)	(600)
Ending balance	<u>16,600</u>	<u>16,700</u>
	February 28, 2025	November 30, 2024
Equipment on operating lease <sup>(2)</sup>	<u>\$ 1,259.0</u>	<u>\$ 1,234.1</u>
Non-recourse warehouse	\$ 233.0	\$ 193.6
ABS non-recourse notes	463.8	467.7
Non-recourse term loan	<u>314.3</u>	<u>317.4</u>
Total Leasing non-recourse debt	<u>\$ 1,011.1</u>	<u>\$ 978.7</u>
<b>Fleet leverage %<sup>(3)(4)</sup></b>	<b>80%</b>	<b>79%</b>

(1) Owned fleet includes Leased railcars for syndication

(2) The \$600 million U.S. corporate revolver borrowing base includes Equipment on operating lease assets that do not currently secure the Leasing non-recourse term loan

(3) Total Leasing non-recourse debt / Equipment on operating lease

(4) Fleet assets are leveraged at Fair Market Value based on independent appraisals while they are shown at net book value on Greenbrier’s Consolidated Balance Sheet

## SUPPLEMENTAL INFORMATION

(In millions, except per share amounts, unaudited)

### Operating Results by Quarter for Fiscal 2025 are as follows:

	<u>First</u>	<u>Second</u>	<u>Total</u>
<b>Revenue</b>			
Manufacturing	\$ 820.4	\$ 700.3	\$ 1,520.7
Leasing & Fleet Management	55.5	61.8	117.3
	<u>875.9</u>	<u>762.1</u>	<u>1,638.0</u>
<b>Cost of revenue</b>			
Manufacturing	680.4	605.4	1,285.8
Leasing & Fleet Management	21.9	18.1	40.0
	<u>702.3</u>	<u>623.5</u>	<u>1,325.8</u>
<b>Margin</b>	173.6	138.6	312.2
Selling and administrative expense	62.0	64.6	126.6
Net gain on disposition of equipment	(0.2)	(9.6)	(9.8)
<b>Earnings from operations</b>	<u>111.8</u>	<u>83.6</u>	<u>195.4</u>
<b>Other costs</b>			
Interest and foreign exchange	23.4	21.7	45.1
Earnings before income tax and earnings from unconsolidated affiliates	88.4	61.9	150.3
Income tax expense	(33.4)	(20.0)	(53.4)
Earnings before earnings from unconsolidated affiliates	55.0	41.9	96.9
Earnings from unconsolidated affiliates	4.1	4.3	8.4
<b>Net earnings</b>	59.1	46.2	105.3
Net (earnings) loss attributable to noncontrolling interest	(3.8)	5.7	1.9
<b>Net earnings attributable to Greenbrier</b>	<u>\$ 55.3</u>	<u>\$ 51.9</u>	<u>\$ 107.2</u>
<b>Basic earnings per common share</b> <sup>(1)</sup>	\$ 1.77	\$ 1.66	\$ 3.42
<b>Diluted earnings per common share</b> <sup>(1)</sup>	\$ 1.72	\$ 1.56	\$ 3.28
Dividends per common share	\$ 0.30	\$ 0.30	\$ 0.60

<sup>(1)</sup> Quarterly amounts may not total to the year-to-date amount as each period is calculated discretely.

**THE GREENBRIER COMPANIES, INC.**

**SUPPLEMENTAL INFORMATION**

*(In millions, except per share amounts, unaudited)*

**Operating Results by Quarter for Fiscal 2024 are as follows:**

	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Total</b>
<b>Revenue</b>					
Manufacturing	\$ 759.7	\$ 811.0	\$ 755.0	\$ 986.7	\$ 3,312.4
Leasing & Fleet Management	49.1	51.7	65.2	66.3	232.3
	<u>808.8</u>	<u>862.7</u>	<u>820.2</u>	<u>1,053.0</u>	<u>3,544.7</u>
<b>Cost of revenue</b>					
Manufacturing	672.5	725.4	672.2	842.9	2,913.0
Leasing & Fleet Management	15.0	15.1	24.2	18.9	73.2
	<u>687.5</u>	<u>740.5</u>	<u>696.4</u>	<u>861.8</u>	<u>2,986.2</u>
<b>Margin</b>	121.3	122.2	123.8	191.2	558.5
Selling and administrative expense	56.3	63.6	59.3	67.9	247.1
Net loss (gain) on disposition of equipment	0.1	(4.9)	(7.8)	(0.5)	(13.1)
<b>Earnings from operations</b>	<u>64.9</u>	<u>63.5</u>	<u>72.3</u>	<u>123.8</u>	<u>324.5</u>
Interest and foreign exchange	23.2	24.6	24.7	28.3	100.8
Earnings before income tax and earnings from unconsolidated affiliates	41.7	38.9	47.6	95.5	223.7
Income tax expense	(10.0)	(9.3)	(10.7)	(32.0)	(62.0)
Earnings before earnings from unconsolidated affiliates	31.7	29.6	36.9	63.5	161.7
Earnings from unconsolidated affiliates	1.5	4.0	3.7	1.8	11.0
<b>Net earnings</b>	33.2	33.6	40.6	65.3	172.7
Net earnings attributable to noncontrolling interest	(2.0)	(0.2)	(6.7)	(3.7)	(12.6)
<b>Net earnings attributable to Greenbrier</b>	<u>\$ 31.2</u>	<u>\$ 33.4</u>	<u>\$ 33.9</u>	<u>\$ 61.6</u>	<u>\$ 160.1</u>
<b>Basic earnings per common share <sup>(1)</sup></b>	\$ 1.00	\$ 1.08	\$ 1.09	\$ 1.98	\$ 5.15
<b>Diluted earnings per common share <sup>(1)</sup></b>	\$ 0.96	\$ 1.03	\$ 1.06	\$ 1.92	\$ 4.96
Dividends per common share	\$ 0.30	\$ 0.30	\$ 0.30	\$ 0.30	\$ 1.20

<sup>(1)</sup> Quarterly amounts may not total to the year-to-date amount as each period is calculated discretely.

**THE GREENBRIER COMPANIES, INC.**

**SUPPLEMENTAL INFORMATION**

*(In millions, unaudited)*

**Segment Information**

Three months ended February 28, 2025:

	Revenue			Earnings (loss) from operations		
	External	Intersegment	Total	External	Intersegment	Total
Manufacturing	\$ 700.3	\$ 53.1	\$ 753.4	\$ 69.0	\$ 9.7	\$ 78.7
Leasing & Fleet Management	61.8	0.2	62.0	45.6	–	45.6
Eliminations	–	(53.3)	(53.3)	–	(9.7)	(9.7)
Corporate	–	–	–	(31.0)	–	(31.0)
	<u>\$ 762.1</u>	<u>\$ –</u>	<u>\$ 762.1</u>	<u>\$ 83.6</u>	<u>\$ –</u>	<u>\$ 83.6</u>

Three months ended November 30, 2024:

	Revenue			Earnings (loss) from operations		
	External	Intersegment	Total	External	Intersegment	Total
Manufacturing	\$ 820.4	\$ 2.8	\$ 823.2	\$ 116.1	\$ –	\$ 116.1
Leasing & Fleet Management	55.5	0.2	55.7	26.7	–	26.7
Eliminations	–	(3.0)	(3.0)	–	–	–
Corporate	–	–	–	(31.0)	–	(31.0)
	<u>\$ 875.9</u>	<u>\$ –</u>	<u>\$ 875.9</u>	<u>\$ 111.8</u>	<u>\$ –</u>	<u>\$ 111.8</u>

	Total assets	
	February 28, 2025	November 30, 2024
Manufacturing	\$ 2,042.0	\$ 2,134.7
Leasing & Fleet Management	1,854.9	1,775.3
Unallocated, including cash	370.1	377.5
	<u>\$ 4,267.0</u>	<u>\$ 4,287.5</u>

**BACKLOG AND DELIVERY INFORMATION**

*(Unaudited)*

	Three Months Ended
	February 28, 2025
<b>Backlog Activity (units) <sup>(1)</sup></b>	
Beginning backlog	23,400
Orders received	3,100
Production held on the Balance Sheet	(1,400)
Production sold to third parties	(4,700)
Ending backlog	<u>20,400</u>
<b>Delivery Information (units) <sup>(1)</sup></b>	
Direct sales	4,700
Sale of Leased railcars for syndication	800
Total deliveries	<u>5,500</u>

<sup>(1)</sup> Includes Greenbrier-Maxion, our Brazilian railcar manufacturer, which is accounted for under the equity method

## SUPPLEMENTAL INFORMATION

(In millions, unaudited)

THE GREENBRIER COMPANIES, INC.

### Reconciliation of Net earnings to Core EBITDA

	Three Months Ended	
	February 28, 2025	November 30, 2024
Net earnings	\$ 46.2	\$ 59.1
Interest and foreign exchange	21.7	23.4
Income tax expense	20.0	33.4
Depreciation and amortization	29.4	29.2
Facility-related rationalization costs <sup>(1)</sup>	6.6	—
Core EBITDA	<u>\$ 123.9</u>	<u>\$ 145.1</u>

<sup>(1)</sup> Includes \$1.0 million of Depreciation & amortization

### Share Calculations for Core diluted earnings per share (in thousands)

	Three Months Ended	
	February 28, 2025	November 30, 2024
Basic Shares	31,376	31,246
Dilutive effect of performance awards	959	934
Dilutive effect of convertible notes due 2028	893	43
Diluted weighted average shares outstanding	<u>33,228</u>	<u>32,223</u>

### Reconciliation of Net earnings attributable to Greenbrier to Core net earnings attributable to Greenbrier

	Three Months Ended	
	February 28, 2025	November 30, 2024
Net earnings attributable to Greenbrier	\$ 51.9	\$ 55.3
Facility-related rationalization costs <sup>(1)</sup>	4.2	—
Core net earnings attributable to Greenbrier	<u>\$ 56.1</u>	<u>\$ 55.3</u>

<sup>(1)</sup> Net of \$2.4 million of tax and non-controlling interest

### Reconciliation of Diluted earnings per share to Core diluted earnings per share

	Three Months Ended	
	February 28, 2025	November 30, 2024
Diluted earnings per share	\$ 1.56	\$ 1.72
Facility-related rationalization costs	0.13	—
Core diluted earnings per share	<u>\$ 1.69</u>	<u>\$ 1.72</u>

### Debt Summary

	February 28, 2025	November 30, 2024
	Total Leasing non-recourse debt	\$ 1,011.1
Total other debt	760.7	876.5
	1,771.8	1,855.2
Debt discount and issuance costs	(14.9)	(15.8)
Total consolidated debt	<u>\$ 1,756.9</u>	<u>\$ 1,839.4</u>