

# INTRODUCTION TO GREENBRIER

# Greenbrier History

- Founded in 1981 by current CEO Bill Furman and partner Alan James by the acquisition of a small fleet of freight cars from Commercial Metals Company
- Bought Gunderson from FMC Corp in 1985
- Became primary industry producer of double-stack intermodal cars
  - Key supplier to forest products industry
- Listed on the NYSE in 1994
- Established Greenbrier Europe in 1998 with acquisition of Wagony Swidnica
- Diversified into covered hopper cars and tank cars in 2006 and expanded production in Mexico
  - GIMSA - 2006
  - Concarril - 2012
  - Tlaxcala - 2014
- Formed GBW Repair JV with Watco in 2014
- Acquired a 35% stake in the leading railcar manufacturer in Brazil; Amsted-Maxion Hortolandia

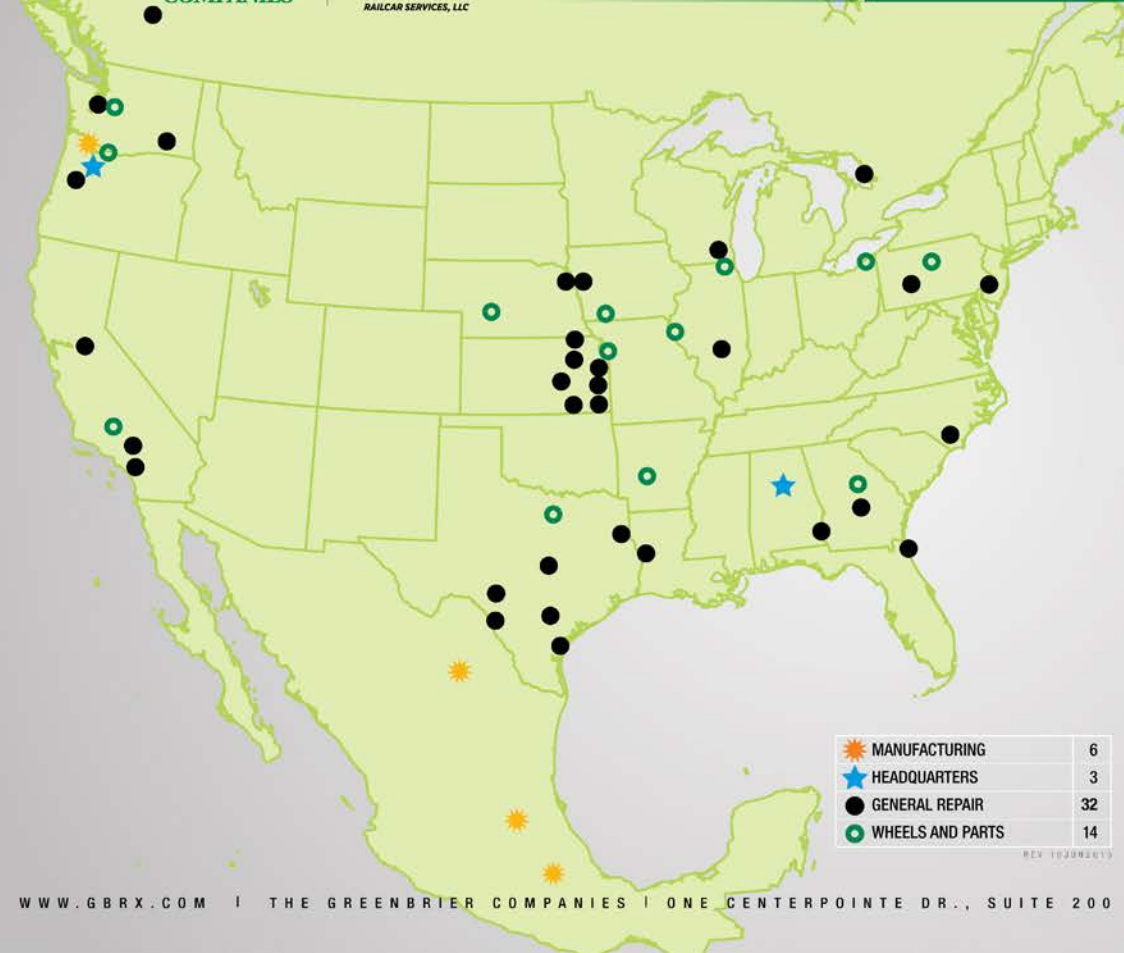


# Locations

**THE GREENBRIER COMPANIES**



ALL LOCATIONS



WWW.GBRX.COM | THE GREENBRIER COMPANIES | ONE CENTERPOINTE DR., SUITE 200 | LAKE OSWEGO, OR 97035 | 800.343.7188

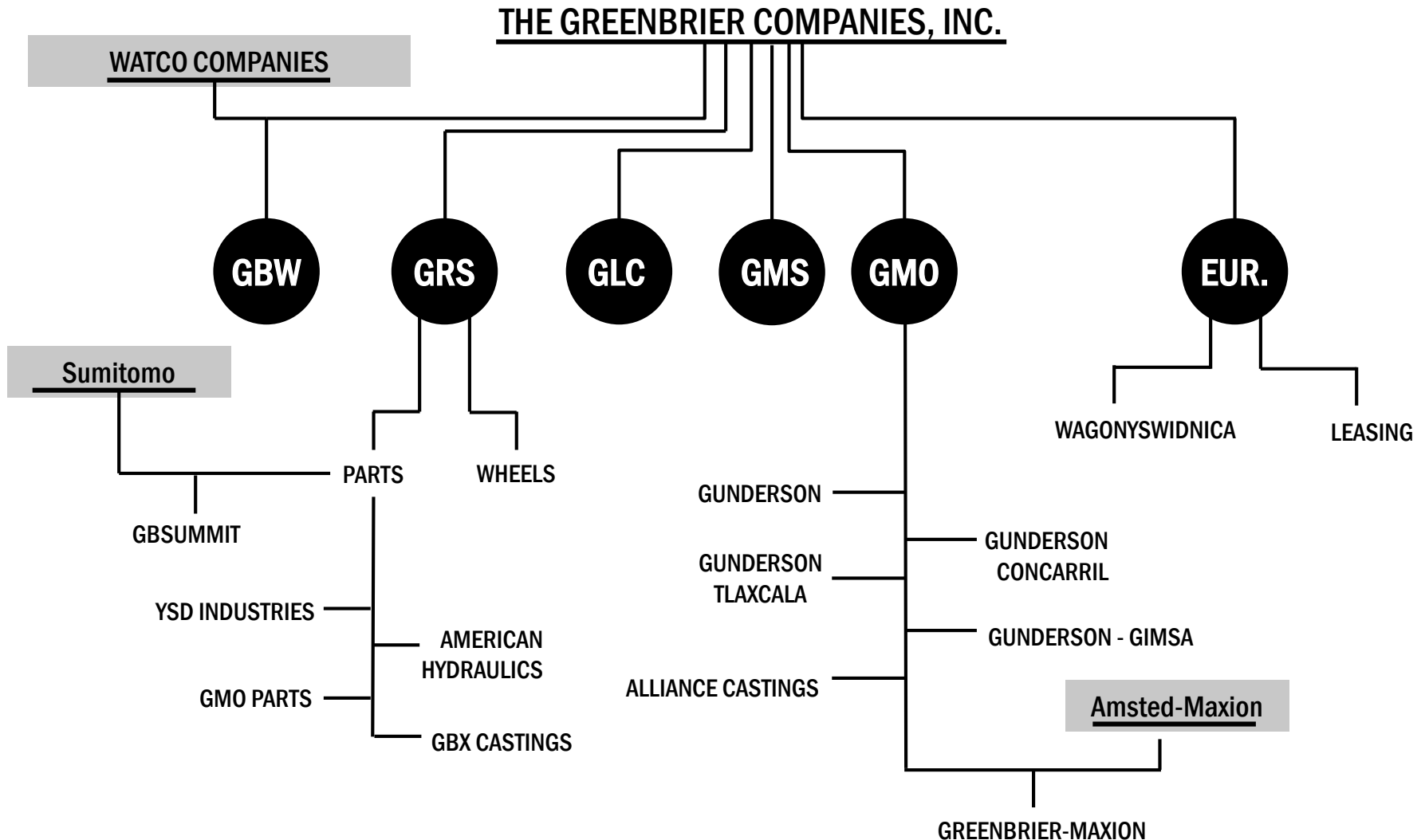
# Integrated Business Model

Greenbrier's fully integrated business model delivers superior value to customers by creating customized freight car solutions over the entire life of a railcar.

Our diversified portfolio of quality products and services enhances our financial performance across the business cycle.



# Organizational Structure



# Greenbrier Manufacturing Footprint

## Portland, OR, USA

- 1,400 employees
- Produces intermodal cars, refrigerated boxcars, and marine barges

## Monclova, Mexico

- 3,600 employees
- Produces tank cars and covered hopper cars

## Sahagun, Mexico

- 2,500 employees
- Produces boxcars, covered hopper cars, and automotive cars

## Tlaxcala, Mexico

- 500 employees
- Produces gondolas, tank cars, and covered hopper cars

## Swidnica, Poland

- 1,600 employees
- Produces tank cars, flat cars, covered hopper cars, gondolas and automotive cars

## Total Manufacturing

- 9,600 employees

# Recent production expansions & improvements

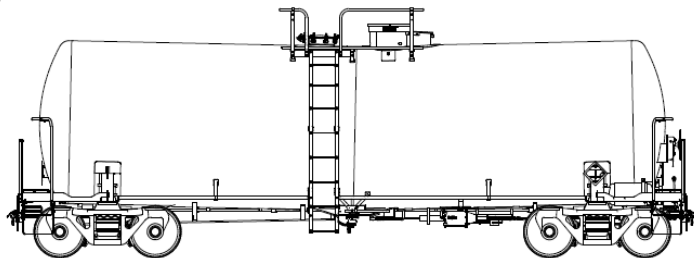
Added 8,500+ units of annual capacity (to approx. 26,000)

- ✓ 2 new lines at Plant 3 and new track for articulated units
  - Gondola Line OCT-14
  - Tank Line JUN-15
- ✓ 2 new lines at the Torres
  - Covered Hopper Line #1 SEP-14
  - Covered Hopper Line #2 NOV-14
- ✓ New Lining Capacity at Gimsa APR-15
  - Tanks with option for other car types
  - Supplemental capacity at GBW



# Continued investment in our manufacturing capabilities

- Continued investment in robotic automation and inspection imagery equipment
- Lean manufacturing program 4DX successfully implemented at GBW repair shops and throughout our manufacturing facilities
- Engineering added new designs to our product portfolio including pressure tank cars and tank cars for downstream petrochemical service
- Awarded all quality certifications in 2016 (ISO-9001, AAR M1002, M1003, doors S/A, wheel shop)





# Greenbrier Rail Services



As the largest independent repair, wheel and refurbishment service network in North America, GBW & GRS are uniquely positioned to offer innovative engineering solutions and skilled repair and refurbishment services. GBW & GRS have business units specializing in:

- Wheel set assembly and refurbishment
- Axle finishing
- Repair services
- Manufacturing key freight car component parts
  - **YSD Industries:** Sliding & Plug doors, roofs & anti-spin & worm drive devices.
  - **American Hydraulics:** new & re-conditioned cushioning units & associated parts.
  - **Greenbrier Casting:** reconditioned coupler bodies, yokes, draft gears & related parts.

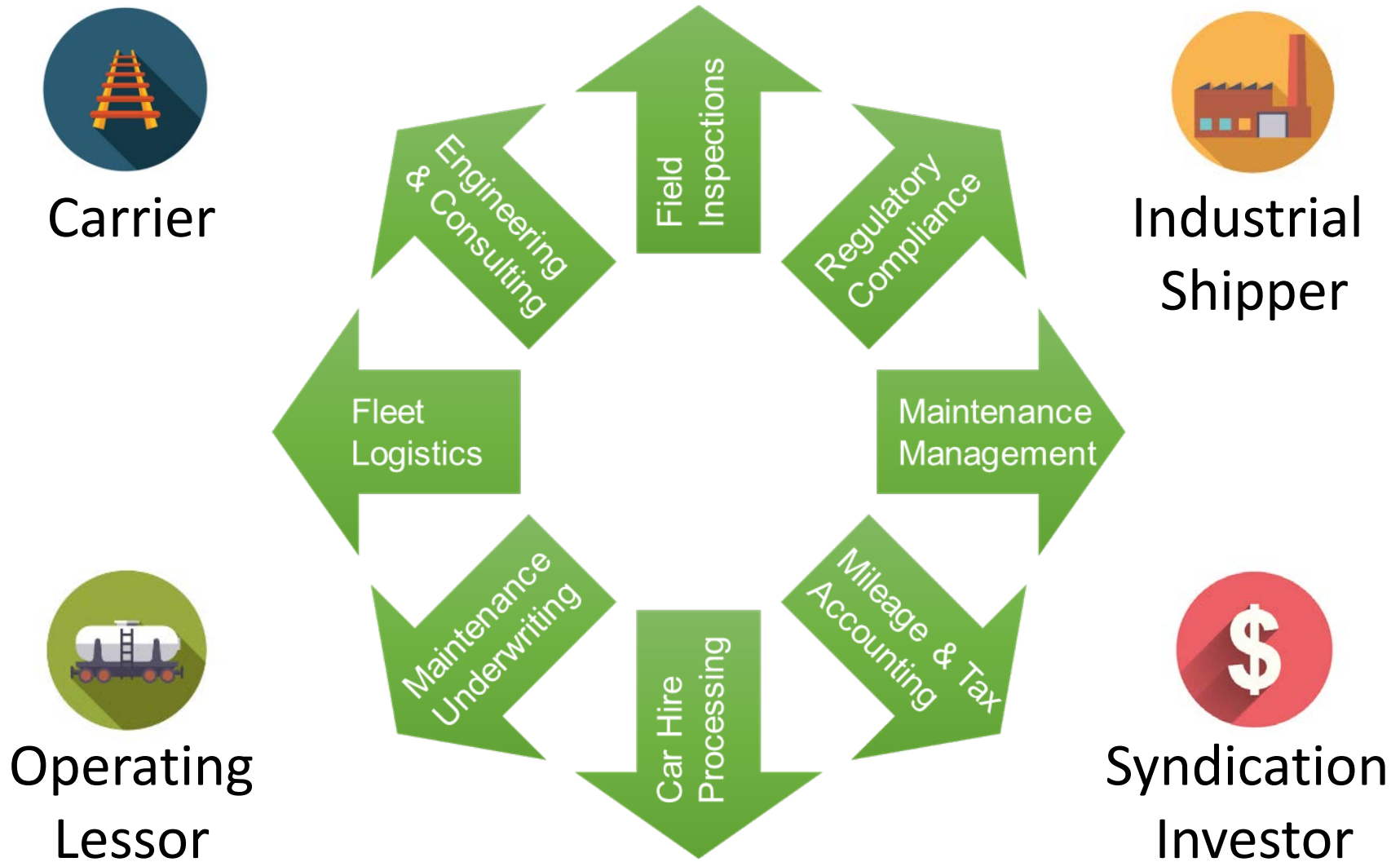
# Greenbrier Leasing & Management Services



Greenbrier's Leasing & Management group provides flexible options and railcar management services for customers

- Lease fleet of over 9,000 railcars with a diverse mix of car types, broad range of lessees and staggered lease terms.
- Currently providing management services for nearly 270,000 cars and movement tracking on 350,000 cars/shipments per year.
- ENSPIRE® solution suite provides railcar management solutions to owners, leasing companies, shippers, and railroads of all sizes.
  - Advanced patented information systems technology with a dedicated service team providing equipment accounting solutions
  - Experienced maintenance management team utilizing sophisticated technology offers scalable, customized services addressing complete railcar management needs.
  - Comprehensive rail fleet visibility and fleet management software

# Greenbrier Management Services



# GREENBRIER RAILCAR PORTFOLIO

# Greenbrier's extensive portfolio has a complete line of covered hoppers for carrying dry bulk loads



**Small Covered Hoppers** for high-density products such as industrial sand, minerals and cement



**Medium Covered Hoppers** for agricultural products, dry chemicals and fertilizers



**Large Covered Hoppers** for plastic pellets, petrochemical products, distiller dried grains or other light-density products.

# Greenbrier has a long history of building intermodal cars for shipping containers



**Intermodal Cars** used for shipping of international and domestic containers. Greenbrier offers a wide range of standalone, 3 & 5 units double stack cars in the **Maxi®** family

Due to the variety of goods that can be transported using shipping containers, intermodal railcars are a versatile asset for any fleet.



# Transporting automobiles using Greenbrier's innovative railcars is a seamless process



**Auto Rack / Flat Cars** for the safe and secure movement of automobiles and light trucks. Greenbrier offers two leading edge products; **AutoMax II®** and **MultiMax™**.



**Automax II®** is a fully integrated, two-unit railcar design with unmatched security. The **MultiMax™** rack features adjustable decks for both BI and TRI level service without adding or removing decks.

# Greenbrier has a complete line of standard and refrigerated insulated box cars



**Box Cars** are optimized for the shipping of paper, auto parts, palletized or similar products



**Refrigerated and Lined Box Cars** for the transport of perishable goods.

# Greenbrier has a complete offering for the movement of industrial products



**Gondola Cars** used in for aggregate service. Also used for scrap, debris, raw steel, and various structural items



**Tank Cars** for transporting a wide variety of bulk liquids in many different sizes.



**Center Beam Flat Cars** for shipping all types of building materials such as lumber, wallboard, and other similar forest products.

# QUESTIONS?