- ~ Posts EPS of \$1.09
- ~~ Manufacturing gross margin of 22%
- ~~ Reaffirms FY 2017 guidance

~~ At 9:00 a.m. EDT, Greenbrier will announce large expansion of an international commercial relationship

LAKE OSWEGO, Ore., April 5, 2017 / PRNewswire -- The Greenbrier Companies, Inc. (NYSE: GBX) today reported financial results for its second fiscal quarter ended February 28, 2017.

Second Quarter Highlights

- Net earnings attributable to Greenbrier for the quarter were \$34.5 million, or \$1.09 per diluted share, on revenue of \$566.3 million.
- Adjusted EBITDA for the quarter was \$94.5 million, or 16.7% of revenue.
- Strong balance sheet reflects over \$900 million of total liquidity including issuance of \$275 million of 2.875% convertible notes.
- Cash provided by operating activities totaled \$52.9 million for the quarter.
- Diversified orders for 700 new railcars were received during this quarter, valued at approximately \$50 million, or an average price of approximately \$71,000 per railcar. Orders for 1,000 new railcars were received after quarter end.
- New railcar backlog as of February 28, 2017 was 22,600 units with an estimated value of \$2.44 billion (average unit sale price of \$108,000).
- New railcar deliveries totaled 3,900 units for the quarter.
- Produced 100,000th intermodal double stack railcar at Gunderson facility in Portland, Oregon.
- Marine backlog as of February 28, 2017 was approximately \$86 million.
- Board declared a 5% increase in the quarterly dividend to \$0.22 per share, payable on May 9, 2017 to shareholders of record as of April 18, 2017.

William A. Furman, Chairman and CEO, said, "We are focused on our two-part strategy to protect and enhance core North American businesses during this time of market inconstancy while we also expand internationally in targeted regions that offer promising growth opportunities for rail transportation. Our substantial advances on both prongs of this strategy resulted in a strong quarter, including a healthy aggregate gross margin of 21%. Our current backlog and production rates remain a key positive for Greenbrier. We are encouraged by the upward trend in rail traffic, order activity in our current quarter, and earnings contribution from our activities in international markets. Midway through a solid fiscal year, we are reaffirming our guidance for the full year.

Furman concluded, "We are making positive progress on our international investments. After quarter

close, we received anti-trust approval on our Brazilian investments and expect to close during our fiscal third quarter. Our planned European expansion, Greenbrier-Astra Rail, also received anti-trust approval from two of three jurisdictions and we expect the transaction to close soon after the final anti-trust approval is received from the Polish government. With the completion of these transactions, Greenbrier will further extend its global reach and enhance our ability to serve customers in markets that span four continents. We are pleased to see our global investments yield positive results and are encouraged by the future prospects for our international growth strategy."

At 9:00 a.m. EDT, Greenbrier will announce an important expansion of an existing multi-year commercial relationship with an international customer. This announcement will be issued to coordinate with an announcement from our customer whose publicly held stock is listed on an international exchange.

Business Outlook

For fiscal 2017, based on current business trends, production schedules, and excluding the expected benefits of Greenbrier-Astra Rail and our increased Brazil ownership stake. Greenbrier believes:

- Deliveries will be approximately 14,000 16,000 units
- Revenue will be \$2.0 \$2.4 billion
- Diluted EPS will be in the range of \$3.25 to \$3.75, excluding \$0.17 per share of new convertible note interest expense

As noted in the "Safe Harbor" statement, there are risks to achieving this guidance. Certain orders and backlog in this release are subject to customary documentation and completion of terms.

Financial Summary

	Q2 FY17	Q1 FY17	Sequential Comparison – Main Drivers
Revenue	\$566.3M	\$552.3M	Up 2.5% primarily due to higher wheel volumes and externally sourced railcar
			syndications
Gross margin	21.0%	20.4%	Up 60 bps due to product mix shifts
Selling and	\$39.5M	\$41.2M	Down 4.1% due to decreased legal costs related to litigation and timing of
administrative			employee-related costs
expense			
Gain on disposition	\$2.1M	\$1.1M	Timing of sales fluctuates and is opportunistic
of equipment			
Adjusted EBITDA	\$94.5M	\$85.7M	Higher operating margin
Interest and foreign	\$5.7M	\$1.7M	Prior period included foreign exchange gain
exchange			
Effective tax rate	32.8%	28.7%	Foreign discrete items; expected annual rate of 30%
Loss from	(\$2.0M)	(\$2.6M)	Continued challenging after-markets operating environment in North America
unconsolidated			
affiliates			
Net earnings	\$14.5M	\$23.0M	Change driven primarily by timing of deliveries from our GIMSA JV
attributable			
to noncontrolling			
interest	004514	005.014	
Net earnings	\$34.5M	\$25.0M	
attributable			
to Greenbrier	Ø1 00	¢0.70	
Diluted EPS	\$1.09	\$0.79	

Segment Summary

	Q2 FY17	Q1 FY17	Sequential Comparison – Main Drivers
Manufacturing			
Revenue	\$445.5M	\$454.0M	Reflects lower deliveries offset by beneficial international mix
Gross margin	22.2%	21.5%	Up 70 bps reflecting product mix shifts and continued strong operating performance
Operating margin	19.2%	18.4%	
(1)			
Deliveries	3,900	4,000	
Wheels & Parts			
Revenue	\$82.7M	\$69.6M	Up 18.8% primarily attributable to higher wheel
			volumes
Gross margin	8.7%	6.7%	Up 200 bps due to efficiencies of higher volumes
Operating margin	6.7%	4.2%	
(1)			
Leasing & Services	\$		
Revenue	\$38.1M	\$28.6M	Reflects increased externally sourced railcar syndications
Gross margin	33.8%	37.1%	Down 330 bps due to higher volume of externally sourced railcar syndications, which
			typically have lower margins
Operating margin	26.0%	25.8%	
(1) (2)			
Lease fleet	93.8%	94.2%	
utilization			

(1) See supplemental segment information on page 11 for additional information.

Includes Net gain on disposition of equipment, which is excluded from gross

(2) margin.

Conference Call

Greenbrier will host a teleconference to discuss its second quarter 2017 results. In conjunction with this news release, Greenbrier has posted a supplemental earnings presentation to our website. Teleconference details are as follows:

- April 5, 2017
- 8:00 a.m. Pacific Daylight Time
- Phone: 1-630-395-0143, Password: "Greenbrier"
- Real-time Audio Access: ("Newsroom" at http://www.gbrx.com)

Please access the site 10 minutes prior to the start time.

About Greenbrier

Greenbrier (www.gbrx.com), headquartered in Lake Oswego, Oregon, is a leading international supplier of equipment and services to freight rail transportation markets. Greenbrier designs, builds and markets freight railcars in North America and Europe. We also build and market marine barges in North America. We manufacture freight railcars and rail castings in Brazil through a strategic partnership. Through our European manufacturing operations, we recently began delivery of U.S.-designed tank cars to Saudi Arabia. In October 2016, we entered into an agreement with Astra Rail Management GmbH to form a new company, Greenbrier-Astra Rail, which will create an end-to-end, Europe-based freight railcar manufacturing, engineering and repair business. We expect this combination to be completed during 2017. We are a leading provider of wheel services, parts,

leasing and other services to the railroad and related transportation industries in North America and a supplier of freight railcar repair, refurbishment and retrofitting services in North America through a joint venture partnership with Watco Companies, LLC. Through other joint ventures, we produce rail castings, tank heads and other railcar components. Greenbrier owns a lease fleet of 8,000 railcars and performs management services for over 266,000 railcars.

"SAFE HARBOR" STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995: This press release may contain forward-looking statements, including any statements that are not purely statements of historical fact. Greenbrier uses words such as "anticipates," "believes," "forecast," "potential," "goal," "contemplates," "expects," "intends," "plans," "projects," "hopes," "seeks," "estimates," "strategy," "could," "would," "should," "likely," "will," "may," "can," "designed to," "future," "foreseeable future" and similar expressions to identify forward-looking statements. These forward-looking statements are not guarantees of future performance and are subject to certain risks and uncertainties that could cause actual results to differ materially from the results contemplated by the forward-looking statements. Factors that might cause such a difference include, but are not limited to, reported backlog and awards that are not indicative of Greenbrier's financial results; uncertainty or changes in the credit markets and financial services industry; high levels of indebtedness and compliance with the terms of Greenbrier's indebtedness; write-downs of goodwill, intangibles and other assets in future periods; sufficient availability of borrowing capacity; fluctuations in demand for newly manufactured railcars or failure to obtain orders as anticipated in developing forecasts; loss of one or more significant customers; customer payment defaults or related issues; policies and priorities of the federal government regarding international trade and infrastructure; sovereign risk to contracts, exchange rates or property rights; actual future costs and the availability of materials and a trained workforce; failure to design or manufacture new products or technologies or to achieve certification or market acceptance of new products or technologies; steel or specialty component price fluctuations and availability and scrap surcharges; changes in product mix and the mix between segments; labor disputes, energy shortages or operating difficulties that might disrupt manufacturing operations or the flow of cargo; production difficulties and product delivery delays as a result of, among other matters, costs or inefficiencies associated with expansion, start-up, or changing of production lines or changes in production rates, changing technologies, transfer of production between facilities or non-performance of alliance partners, subcontractors or suppliers; ability to obtain suitable contracts for the sale of leased equipment and risks related to car hire and residual values; integration of current or future acquisitions and establishment of joint ventures; succession planning; discovery of defects in railcars or services resulting in increased warranty costs or litigation; physical damage or product or service liability claims that exceed Greenbrier's insurance coverage; train derailments or other accidents or claims that could subject Greenbrier to legal claims; actions or inactions by various regulatory agencies including potential environmental remediation obligations or changing tank car or other rail car or railroad regulation; and issues arising from investigations of whistleblower complaints; all as may be discussed in more detail under the headings "Risk Factors" and "Forward Looking Statements" in Greenbrier's Annual Report on Form 10-K for the fiscal year ended August 31, 2016 and Greenbrier's Quarterly Report on Form 10-Q for

the fiscal quarter ended November 30, 2016, and Greenbrier's other reports on file with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on these forward-looking statements, which reflect management's opinions only as of the date hereof. Except as otherwise required by law, Greenbrier does not assume any obligation to update any forward-looking statements.

Adjusted EBITDA is not a financial measure under generally accepted accounting principles (GAAP). We define Adjusted EBITDA as Net earnings before Interest and foreign exchange, Income tax expense, Depreciation and amortization. Adjusted EBITDA is a performance measurement tool commonly used by rail supply companies and Greenbrier. We believe the presentation of Adjusted EBITDA provides useful information as it excludes the impact of financing, foreign exchange, income taxes and the accounting effects of capital spending. These items may vary for different companies for reasons unrelated to the overall operating performance of a company's core business. We believe Adjusted EBITDA assists investors in understanding our underlying core operating performance and improves the period to period comparability. You should not consider Adjusted EBITDA in isolation or as a substitute for other financial statement data determined in accordance with GAAP. In addition, because Adjusted EBITDA is not a measure of financial performance under GAAP and is susceptible to varying calculations, this measure presented may differ from and may not be comparable to similarly titled measures used by other companies.

CONSOLIDATED BALANCE SHEETS

(In thousands, unaudited)

THE GREENBRIER COMPANIES, INC.

		February 28, 2017		mber 30, 2016	August 31, 2016	May 31, 2016	February 29, 2016	
Assets					•			
	•	E 4 E 7 E O	•	000 700	\$	\$	•	000 544
Cash and cash equivalents	\$	545,752	\$	233,790	222,679	214,440	\$	283,541
Restricted cash		8,696		8,642	24,279	8,669		8,877
Accounts receivable, net		295,844		237,037	232,517	213,510		228,072
Inventories		381,439		402,064	365,805	458,068		421,243
Leased railcars for syndication		98,398		102,686	144,932	136,812		179,975
Equipment on operating leases, net		298,269		305,586	306,266	232,791		235,171
Property, plant and equipment, net		325,325		327,170	329,990	318,010		310,019
Investment in unconsolidated affiliates		90,762		93,330	98,682	89,297		86,850
Intangibles and other assets, net		68,228		63,780	67,359	68,648		70,709
Goodwill		43,265		43,265	43,265	43,265		43,265
					\$			
	\$ 2	2,155,978	\$ 1	,817,350	1,835,774	\$ 1,783,510	\$ -	1,867,722
Liabilities and Equity								
					\$			
Revolving notes	\$	-	\$	-	-	\$ -	\$	75,000
Accounts payable and accrued								
liabilities		372,321		345,776	369,754	370,652		401,010
Deferred income taxes		65,589		54,123	51,619	50,390		55,204
Deferred revenue		85,441		85,358	95,721	68,158		84,362
Notes payable, net		532,596		300,331	301,853	304,434		319,952
Total equity - Greenbrier		942,084		880,725	874,311	840,086		800,940
Noncontrolling interest		157,947		151,037	142,516	149,790		131,254

1,100,031	1,031,762	1,016,827	989,876	932,194
		\$	\$	
\$ 2,155,978	\$ 1,817,350	1,835,774	1,783,510	\$ 1,867,722

THE GREENBRIER COMPANIES, INC.

CONSOLIDATED STATEMENTS OF INCOME

(In thousands, except per share amounts, unaudited)

	Three Mo	nths E	Ended	Six Months Ended				
Feb	ruary 28,	Fel	oruary 29,	Feb	ruary 28,	Fe	bruary 29,	
	2017		2016	:	2017		2016	
\$		\$	454,531	\$		\$	1,153,192	
			,		,		169,187	
							149,089	
	566,282		669,079	1	,118,596		1,471,468	
	0.40.050		004 007		700.000		004.000	
							894,860	
							154,390	
							117,562	
	447,357		549,188		886,920		1,166,812	
	118,925		119,891		231,676		304,656	
	20 405		28 244		90 709		74,793	
							(11,015)	
							240,878	
	01,020		32,000		134,100		240,070	
	5,673		1,417		7,397		6,853	
			· · · · · · · · · · · · · · · · · · ·					
	75,847		90,976		146,783		234,025	
	(24,858)		(25,734)		(45,244)		(70,453)	
							· · · · · · · · · · · · · · · · · · ·	
	50,989		65,242		101,539		163,572	
	(1,988)		974		(4,572)		1,357	
							164,929	
	(14,465)		(21,348)		(37,469)		(50,628)	
							\$	
\$	34,536	\$	44,868	\$	59,498		114,301	
					Φ		Φ	
Ф	1 10	Ф	1 5/				\$ 3.91	
Φ	1.19	φ	1.54		2.04		3.91	
					\$		\$	
\$	1.09	\$	1.41				3.55	
•		•						
	,		29,098		29,113		29,244	
	32,427		32,360		32,423		32,542	
_		_						
\$	0.21	\$	0.20		0.42	\$	0.40	
	\$	February 28, 2017 \$ 445,504 82,714 38,064 566,282 346,653 75,497 25,207 447,357 118,925 39,495 (2,090) 81,520 5,673 75,847 (24,858) 50,989 (1,988) 49,001 (14,465) \$ 1.19 \$ 1.09	February 28, 2017 \$ 445,504 \$ 82,714	2017 2016 \$ 445,504 \$ 454,531 82,714 90,458 38,064 124,090 566,282 669,079 346,653 361,827 75,497 81,388 25,207 105,973 447,357 549,188 118,925 119,891 39,495 38,244 (2,090) (10,746) 81,520 92,393 5,673 1,417 75,847 90,976 (24,858) (25,734) 50,989 65,242 (1,988) 974 49,001 66,216 (14,465) (21,348) \$ 34,536 \$ 44,868 \$ 1.19 \$ 1.54 \$ 1.09 \$ 1.41 29,130 29,098 32,427 32,360	February 28, 2017 February 29, 2016 February 29, 2016 \$ 445,504 \$ 454,531 \$ 82,714 90,458 38,064 124,090 566,282 669,079 1 346,653 361,827 75,497 81,388 25,207 105,973 447,357 549,188 118,925 119,891 39,495 38,244 (2,090) (10,746) 81,520 92,393 5,673 1,417 75,847 90,976 (24,858) (25,734) 50,989 65,242 (1,988) 974 49,001 66,216 (21,348) \$ 34,536 \$ 44,868 \$ \$ 1.19 \$ 1.54 \$ 1.09 \$ 1.41 29,130 29,098 32,427 32,360	February 28, 2017 February 29, 2016 February 28, 2017 \$ 445,504 \$ 454,531 \$ 899,537 \$2,714 \$ 90,458 \$ 152,349 \$38,064 \$ 124,090 \$ 66,710 \$566,282 \$ 669,079 \$ 1,118,596 \$346,653 \$ 361,827 \$ 703,208 \$75,497 \$ 81,388 \$ 140,475 \$25,207 \$ 105,973 \$ 43,237 \$ 447,357 \$ 549,188 \$ 886,920 \$ 118,925 \$ 119,891 \$ 231,676 \$ 39,495 \$ 38,244 \$ 80,708 \$ (2,090) \$ (10,746) \$ (3,212) \$ 81,520 \$ 92,393 \$ 154,180 \$ 5,673 \$ 1,417 \$ 7,397 \$ 75,847 \$ 90,976 \$ 146,783 \$ (24,858) \$ (25,734) \$ (45,244) \$ 50,989 \$ 65,242 \$ 101,539 \$ (1,988) \$ 974 \$ (4,572) \$ 49,001 \$ 66,216 \$ 96,967 \$ (14,465) \$ (21,348) \$ (37,469) \$ 1.19 \$ 1	February 28, 2017 February 29, 2016 February 28, 2017 February 28, 2017 \$ 445,504 \$ 454,531 \$ 899,537 \$ 82,714 90,458 152,349 38,064 124,090 66,710 566,282 669,079 1,118,596 346,653 361,827 703,208 75,497 81,388 140,475 25,207 105,973 43,237 447,357 549,188 886,920 118,925 119,891 231,676 39,495 38,244 80,708 (2,090) (10,746) (3,212) 81,520 92,393 154,180 \$ 1,520 92,393 154,180 5,673 1,417 7,397 75,847 90,976 146,783 (24,858) (25,734) (45,244) 45,244) 50,989 65,242 101,539 (1,988) 974 (4,572) 49,001 66,216 96,967 (14,465) (21,348) (37,469) \$ 1.19 \$ 1.54 2.04 \$ \$ 1.19 \$ 1.54 2.04 \$ \$ 1.09 \$ 1.41 1.88 29,130 29,098<	

CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands, unaudited)

Cash flows from operating activities: Net earnings Adjustments to reconcile net earnings to net cashprovided by operating activities: Deferred income taxes Depreciation and amortization Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	\$ 96,967 2,272 30,580 (3,212) 330 10,854 (3,255) 548	Fel	164,929 (5,287) 27,842 (11,015)
Net earnings Adjustments to reconcile net earnings to net cashprovided by operating activities: Deferred income taxes Depreciation and amortization Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities: Proceeds from sales of assets	\$ 2,272 30,580 (3,212) 330 10,854 (3,255)	\$	(5,287) 27,842
Adjustments to reconcile net earnings to net cashprovided by operating activities: Deferred income taxes Depreciation and amortization Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	\$ 2,272 30,580 (3,212) 330 10,854 (3,255)	\$	(5,287) 27,842
activities: Deferred income taxes Depreciation and amortization Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	30,580 (3,212) 330 10,854 (3,255)		27,842
Deferred income taxes Depreciation and amortization Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	30,580 (3,212) 330 10,854 (3,255)		27,842
Depreciation and amortization Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	30,580 (3,212) 330 10,854 (3,255)		27,842
Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(3,212) 330 10,854 (3,255)		27,842
Net gain on disposition of equipment Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(3,212) 330 10,854 (3,255)		
Accretion of debt discount Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	330 10,854 (3,255)		, ,
Stock based compensation expense Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	10,854 (3,255)		-
Noncontrolling interest adjustments Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(3,255)		10,740
Other Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets			2,815
Decrease (increase) in assets: Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets			491
Accounts receivable, net Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	0.10		101
Inventories Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(67,271)		(30,356)
Leased railcars for syndication Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(17,673)		21,922
Other Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets			
Increase (decrease) in liabilities: Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	37,903		(15,391)
Accounts payable and accrued liabilities Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	5,550		(3,717)
Deferred revenue Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(4.000)		(55.440)
Net cash provided by operating activities Cash flows from investing activities: Proceeds from sales of assets	(1,263)		(55,448)
Cash flows from investing activities: Proceeds from sales of assets	 (10,468)		41,790
Proceeds from sales of assets	81,862		149,315
Capital avacaditures	19,898		80,541
Capital expenditures	(21,194)		(27,974)
Decrease (increase) in restricted cash	15,583		(8)
Investment in and advances to unconsolidated affiliates	(550)		(5,140)
Other	`550 [°]		2,640
Net cash provided by investing activities	 14,287		50,059
Cash flows from financing activities:	 ,207		00,000
Net changes in revolving notes with maturities of 90 days or less	_		26,000
Repayments of revolving notes with maturities longer than 90 days	_		(1,888)
Proceeds from issuance of notes payable	275,000		(1,000)
Repayments of notes payable	(3,719)		(3,730)
· ·			
Debt issuance costs	(9,450)		(4,149)
Repurchase of stock	(40,400)		(33,246)
Dividends	(12,138)		(11,575)
Cash distribution to joint venture partner	(19,486)		(53,543)
Excess tax benefit (deficiency) from restricted stock awards	(2,453)		2,786
Other	 -		(6)
Net cash provided by (used in) financing activities	227,754		(79,351)
Effect of exchange rate changes	(830)		(9,412)
Increase in cash and cash equivalents	323,073		110,611
Cash and cash equivalents			
Beginning of period	 222,679		172,930
End of period	\$ 545,752		\$ 283,541

THE GREENBRIER COMPANIES, INC.

SUPPLEMENTAL INFORMATION

(In thousands, except per share amounts, unaudited)

Operating Results by Quarter for 2017 are as follows:

First	Second	Total
11136	Second	iotai

Manufacturing Wheels & Parts Leasing & Services	\$ 454,033 69,635 28,646 552,314	\$ 445,504 82,714 38,064 566,282	\$ 899,537 152,349 66,710 1,118,596
Cost of revenue Manufacturing Wheels & Parts Leasing & Services	 356,555 64,978 18,030 439,563	346,653 75,497 25,207 447,357	703,208 140,475 43,237 886,920
Margin	112,751	118,925	231,676
Selling and administrative expense Net gain on disposition of equipment Earnings from operations	 41,213 (1,122) 72,660	39,495 (2,090) 81,520	80,708 (3,212) 154,180
Other costs Interest and foreign exchange Earnings before income tax and	 1,724	5,673	7,397
loss from unconsolidated affiliates Income tax expense Earnings before loss from	70,936 (20,386)	75,847 (24,858)	146,783 (45,244)
unconsolidated affiliates Loss from unconsolidated affiliates	 50,550 (2,584)	50,989 (1,988)	101,539 (4,572)
Net earnings Net earnings attributable to noncontrolling interest	47,966 (23,004)	49,001 (14,465)	96,967 (37,469)
Net earnings attributable to Greenbrier	\$ 24,962	\$ 34,536	\$ 59,498
Basic earnings per common share ⁽¹⁾	\$ 0.86 \$	\$ 1.19	\$ 2.04 \$
Diluted earnings per common share ⁽¹⁾	0.79	\$ 1.09	1.88

⁽¹⁾ Quarterly amounts may not total to the year to date amount as each period is calculated discretely. Diluted earnings per common share includes the dilutive effect of the 2024 Convertible Notes and restricted stock units that are subject to performance criteria, for which actual levels of performance above target have been achieved, using the treasury stock method when dilutive and the dilutive effect of shares underlying the 2018 Convertible Notes using the "if converted" method in which debt issuance and interest costs, net of tax, were added back to net earnings.

THE GREENBRIER COMPANIES, INC.

SUPPLEMENTAL INFORMATION

(In thousands, except per share amounts, unaudited)

Operating Results by Quarter for 2016 are as follows:

	First		Second		Third		Fourth		Total
Revenue									
Manufacturing	\$	698,661	\$	454,531	\$	458,494	\$	484,645	\$ 2,096,331
Wheels & Parts		78,729		90,458		78,417		74,791	322,395
Leasing & Services		24,999		124,090		75,955		35,754	260,798
-		802,389		669,079		612,866		595,190	2,679,524
Cost of revenue									
Manufacturing		533,033		361,827		352,775		382,919	1,630,554
Wheels & Parts		73,002		81,388		69,818		69,543	293,751
Leasing & Services		11,589		105,973		63,175		23,045	203,782
		617,624		549,188		485,768		475,507	2,128,087
Margin		184,765		119,891		127,098		119,683	551,437
Selling and administrative expense		36,549		38,244		43,280		40,608	158,681

Net gain on disposition of equipment	(269)	(10,746)	(311)	(4,470)	(15,796)
Earnings from operations	148,485	92,393	84,129	83,545	408,552
Other costs					
Interest and foreign exchange	5,436	1,417	3,712	2,937	13,502
Earnings before income tax and earnings (loss)					
from unconsolidated affiliates	143,049	90,976	80,417	80,608	395,050
Income tax expense	(44,719)	(25,734)	(22,449)	(19,420)	(112,322)
Earnings before earnings (loss) from					
unconsolidated affiliates	98,330	65,242	57,968	61,188	282,728
Earnings (loss) from unconsolidated					
affiliates	383	974	1,564	(825)	2,096
Net earnings	98,713	66,216	59,532	60,363	284,824
Net earnings attributable to					
noncontrolling interest	(29,280)	(21,348)	(24,180)	(26,803)	(101,611)
Net earnings attributable to			\$		
Greenbrier	\$ 69,433	\$ 44,868	35,352	\$ 33,560	\$ 183,213
			\$		\$
Basic earnings per common share (1)	\$ 2.36	\$ 1.54	1.22	\$ 1.15	6.28
Diluted earnings per common share			\$		\$
(1)	\$ 2.15	\$ 1.41	1.12	\$ 1.06	5.73

(1) Quarterly amounts may not total to the year to date amount as each period is calculated discretely. Diluted earnings per common share includes the dilutive effect of the 2026 Convertible Notes and restricted stock units that are subject to performance criteria, for which actual levels of performance above target have been achieved, using the treasury stock method when dilutive and the dilutive effect of shares underlying the 2018 Convertible Notes using the "if converted" method in which debt issuance and interest costs, net of tax, were added back to net earnings.

THE GREENBRIER COMPANIES, INC.

SUPPLEMENTAL INFORMATION

(In thousands, unaudited)

Segment Information

Three months ended February 28, 2017:

			Re	venue			Earnings (loss) from operations					
	E	External		ternal Intersegment		Total		External		Intersegment		Total
		\$										
Manufacturing		445,504	\$	-	\$	445,504	\$	85,369	\$	-	\$	85,369
Wheels &												
Parts		82,714		7,233		89,947		5,569		512		6,081
Leasing &												
Services		38,064		2,112		40,176		9,889		1,924		11,813
Eliminations		-		(9,345)		(9,345)		-		(2,436)		(2,436)
Corporate		-		-		-		(19,307)		-		(19,307)
			\$			\$			\$			\$
	\$	566,282		-		566,282	\$	81,520		-		81,520

Three months ended November 30, 2016:

		Revenue		Earnings (loss) from operations					
_	External	Intersegment	Total	External	Intersegment	Total			
	\$	\$	\$	\$	\$	\$			
Manufacturing	454,033	-	454,033	83,341	-	83,341			
Wheels &									
Parts	69,635	7,201	76,836	2,894	612	3,506			
Leasing &									
Services	28,646	5,334	33,980	7,390	5,250	12,640			
Eliminations	-	(12,535)	(12,535)	-	(5,862)	(5,862)			
Corporate _	-	<u> </u>	<u>-</u>	(20,965)		(20,965)			

\$	\$ \$	\$	\$ \$
552,314	 552,314	72,660	 72,660

	Total assets		
	February 28,	November 30,	
	2017	2016	
	\$	\$	
Manufacturing	724,209	729,361	
Wheels & Parts	280,207	279,971	
Leasing &			
Services	505,897	471,957	
Unallocated	645,665	336,061	
	\$	\$	
	2,155,978	1,817,350	

The results of operations for GBW, which are shown below, are not reflected in the above tables as the investment is accounted for under the equity method of accounting.

As of and for the Three Months Ended November 30, February 28, 2017 2016 \$ Revenue 64,200 70,300 (4,600)Loss from operations (6,900)Total assets 227,200 238,300

THE GREENBRIER COMPANIES, INC.

SUPPLEMENTAL INFORMATION

(In thousands, excluding backlog and delivery units, unaudited)

Reconciliation of Net earnings to Adjusted EBITDA

	Three Months Ended		
	February 28, November		
	2017	2016	
	\$	\$	
Net earnings	49,001	47,966	
Interest and foreign exchange	5,673	1,724	
Income tax expense	24,858	20,386	
Depreciation and amortization	14,985	15,595	
	\$	\$	
Adjusted EBITDA	94,517	85,671	

Three Months Ended February 28, 2017

Beginning backlog	25,800
Orders received	700
Production held as Leased railcars for	(550)
syndication	(550)
Production sold directly to third parties	(3,350)
Ending backlog	22,600
Delivery Information (units)	
Delivery Information (units) Production sold directly to third parties	3,350
•	3,350 550
Production sold directly to third parties	,

THE GREENBRIER COMPANIES, INC.

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SUPPLEMENTAL INFORMATION

(In thousands, except per share amounts, unaudited)

Reconciliation of common shares outstanding and diluted earnings per share

The shares used in the computation of the Company's basic and diluted earnings per common share are reconciled as follows:

	Three Mon	rnree Months Ended		
	February 28, 2017	November 30, 2016		
Weighted average basic common shares outstanding (1)	29,130	29,097		
Dilutive effect of convertible notes (2)	3,287	3,258		
Dilutive effect of performance awards (3)	10	57		
Weighted average diluted common shares outstanding	32,427	32,412		

- (1) Restricted stock grants and restricted stock units, including some grants subject to certain performance criteria, are included in weighted average basic common shares outstanding when the Company is in a net earnings position.
- (2) The dilutive effect of the 2018 Convertible notes was included as they were considered dilutive under the "if converted" method as further discussed below.
- (3) Restricted stock units subject to performance criteria, for which actual levels of performance above target have been achieved, are included in Weighted average diluted shares outstanding when the company is in a net earnings position.

Diluted earnings per share was calculated using the more dilutive of two approaches. The first approach includes the dilutive effect of using the treasury stock method, associated with shares underlying the 2024 Convertible notes and performance based restricted stock units subject to performance criteria, for which actual levels of performance above target have been achieved. The second approach supplements the first by including the "if converted" effect of the 2018 Convertible notes issued in March 2011. Under the "if converted method" debt issuance and interest costs, both net of tax, associated with the convertible notes are added back to net earnings and the share count is increased by the shares underlying the convertible notes.

	Three Months Ended		
	February 28, November		ember 30,
	2017		2016
	\$		
Net earnings attributable to Greenbrier	34,536	\$	24,962
Add back:			
Interest and debt issuance costs on the 2018			
Convertible			
notes, net of tax	733		733
	Φ.		Φ
Earnings before interest and debt issuance costs on	\$		\$
convertible notes	35,269		25,695

Weighted average diluted common shares outstanding	32,427	32,412
Diluted earnings per share	\$ 1.09	\$ 0.79

SOURCE The Greenbrier Companies, Inc. (GBX)

For further information: Lorie Tekorius, Investor Relations, or Justin Roberts, Investor Relations, Ph. 503-684-7000

 $\underline{https://pressroom.gbrx.com/2017-04-05-Greenbrier-Reports-Second-Quarter-Results}$