FREIGHTCAR AMERICA

Investor Presentation

November 2026

Disclosures

Forward-Looking Statements

This presentation contains statements relating to our expected financial performance, financial condition, and/or future business prospects, events and/or plans that are "forward-looking statements" as defined under the Private Securities Litigation Reform Act of 1995. Forward-looking statements represent our estimates and assumptions only as of the date of this presentation. Our actual results may differ materially from the results described in or anticipated by our forward-looking statements due to certain risks and uncertainties. These risks and uncertainties relate to, among other things, the cyclical nature of our business; adverse geopolitical, economic and market conditions, including inflation; material disruption in the movement of rail traffic for deliveries; fluctuating costs of raw materials, including steel and aluminum; delays in the delivery of raw materials; our ability to maintain relationships with our suppliers of railcar components; our reliance upon a small number of customers that represent a large percentage of our sales; the variable purchase patterns of our customers and the timing of completion, delivery and customer acceptance of orders; the highly competitive nature of our industry; the risk of lack of acceptance of our new railcar offerings; our ability to successfully integrate acquired businesses and realize the anticipated benefits of acquisitions; potential unexpected changes in laws, rules, and regulatory requirements, including tariffs and trade barriers (including recent United States tariffs imposed or threatened to be imposed on China, Canada, Mexico and other countries and any retaliatory actions taken by such countries); and other competitive factors. The factors listed above are not exhaustive. New factors emerge from time to time that may cause our business not to develop as we expect, and it is not possible for us to predict all of them. We expressly disclaim any duty to provide updates to any forward-looking statements made in this presentation, whether as a result of new information, future events or otherwise.

Non-GAAP Financial Measures

This presentation includes measures not derived in accordance with generally accepted accounting principles ("GAAP"), such as EBITDA, Adjusted EBITDA, Adjusted net income (loss), Adjusted diluted EPS, and Free cash flow. These non-GAAP measures should not be considered in isolation or as a substitute for any measure derived in accordance with GAAP and may also be inconsistent with similar measures presented by other companies. Reconciliations of these measures to the applicable most closely comparable GAAP measures, and reasons for the Company's use of these measures, are presented in the "Appendix."

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Company Overview

Storied History with Runway for Growth

125-year
Distinguished Legacy

North America's Leading Pure-Play Freight Railcar Solutions Provider

- **Growing OEM with expanding modernization capabilities**
- **Unique ability to flex across new builds, retrofits, conversions, and rebuilds**
- **Vertically integrated, purpose-built manufacturing campus**
- **Growing aftermarket business with repeatable revenue**
- **Strong margin profile and cash generation to support long-term value creation**

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FreightCar America Snapshot (RAIL)

Five-Year Performance (FY2021 to FY2025)

25%
Revenue
Five-Year CAGR

+1,180bps
Adjusted EBITDA[1] Margin
Five-Year Improvement

+900bps
Gross Margin
Five-Year Expansion

+$89M
Free Cash Flow[1]
Five-Year Improvement

Current Outlook and Backlog

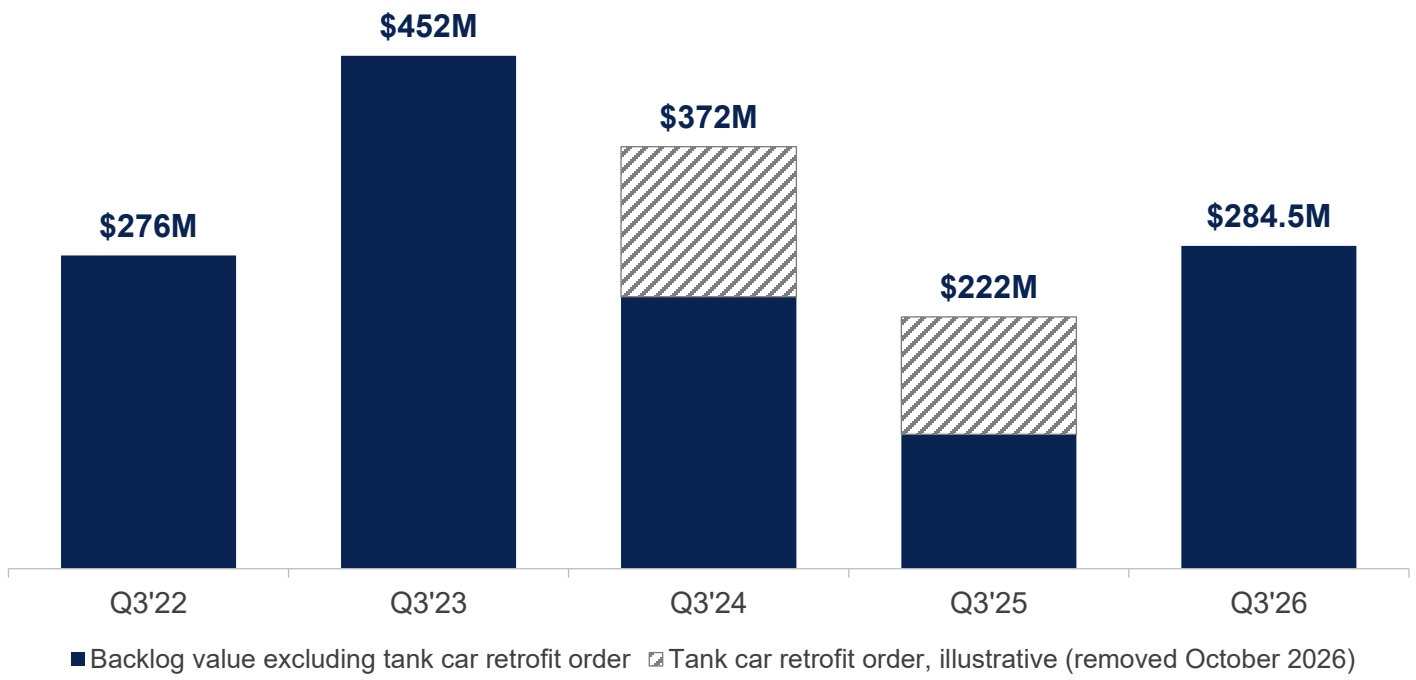
$17M
FY26 Adj. EBITDA
Outlook Midpoint*

$284.5M
Backlog Value
as of 9/30/2026

1. See appendix for reconciliation of Non-GAAP measures
- The Company does not provide a reconciliation of forward-looking Adjusted EBITDA guidance due to the inherent difficulty in forecasting and quantifying adjustments necessary to calculate such Non-GAAP measure without unreasonable effort. Material changes to such adjustments, including warrant liability and non-core operating items, could affect future GAAP results.

Strong Backlog Heading into the Fourth Quarter

Backlog Value at Quarter End, Third Quarter of Each Year ($ in millions)



Backlog at September 30, 2026

$284.5M

Backlog value

+28%

Backlog value YoY

2,660

Railcar units in backlog

Backlog value is up 28% from last year, with the remaining orders backed by firm customer commitments

Source: Company reports. Backlog value as reported at each quarter end. The tank car retrofit order removed from backlog in October 2026 (1,285 railcars) is shown for illustration in the periods it was included, estimated from its share of backlog units; the Company has not disclosed its value.

Diverse Product Portfolio Catering to a Strong Customer Base

Gondolas


VersaCoil – Coil Steel Gondolas


Mill Gondolas


Woodchip Gondolas


Aggregate Gondolas


High-Capacity Mill Gondolas

Hoppers


Covered Hoppers


VersaFlood – Open Top Hoppers

Box Cars


Box Cars

Flat Cars


Flat Cars


Intermodal Flats

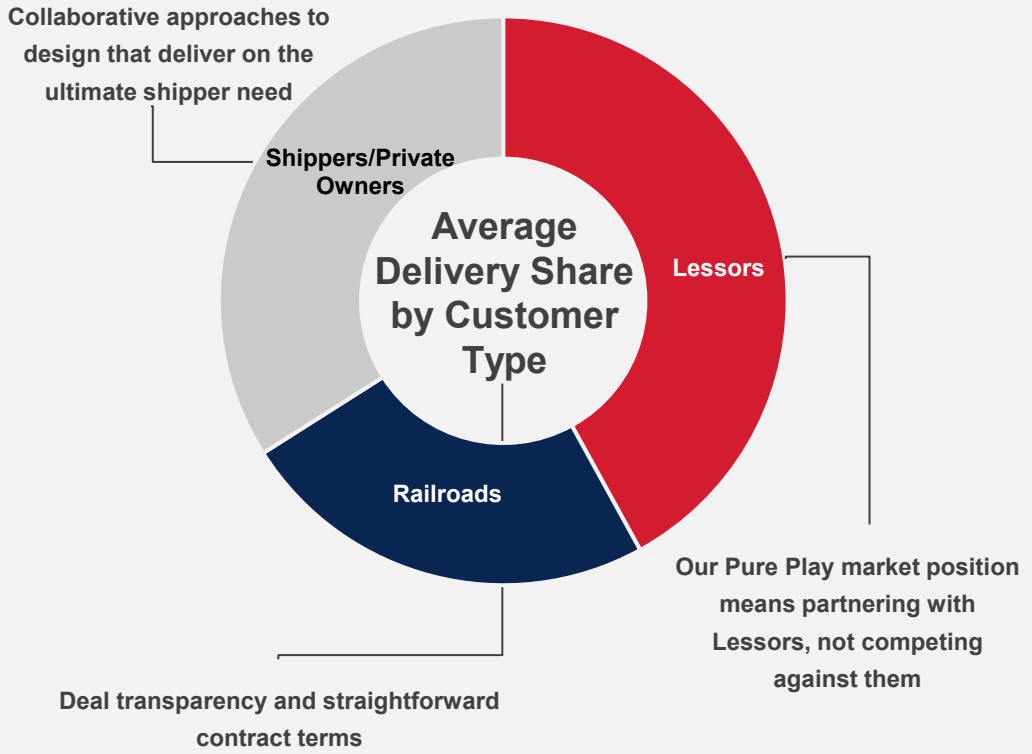
Conversions & Modifications


Railcar Conversions


Tank Car Modifications

Average Deliveries by Customer Type FY20 to Present

Leading railroads, lessors, and shippers based in North America with an average tenure of 20+ Years



Well-Positioned Within Manufacturing Addressable Market

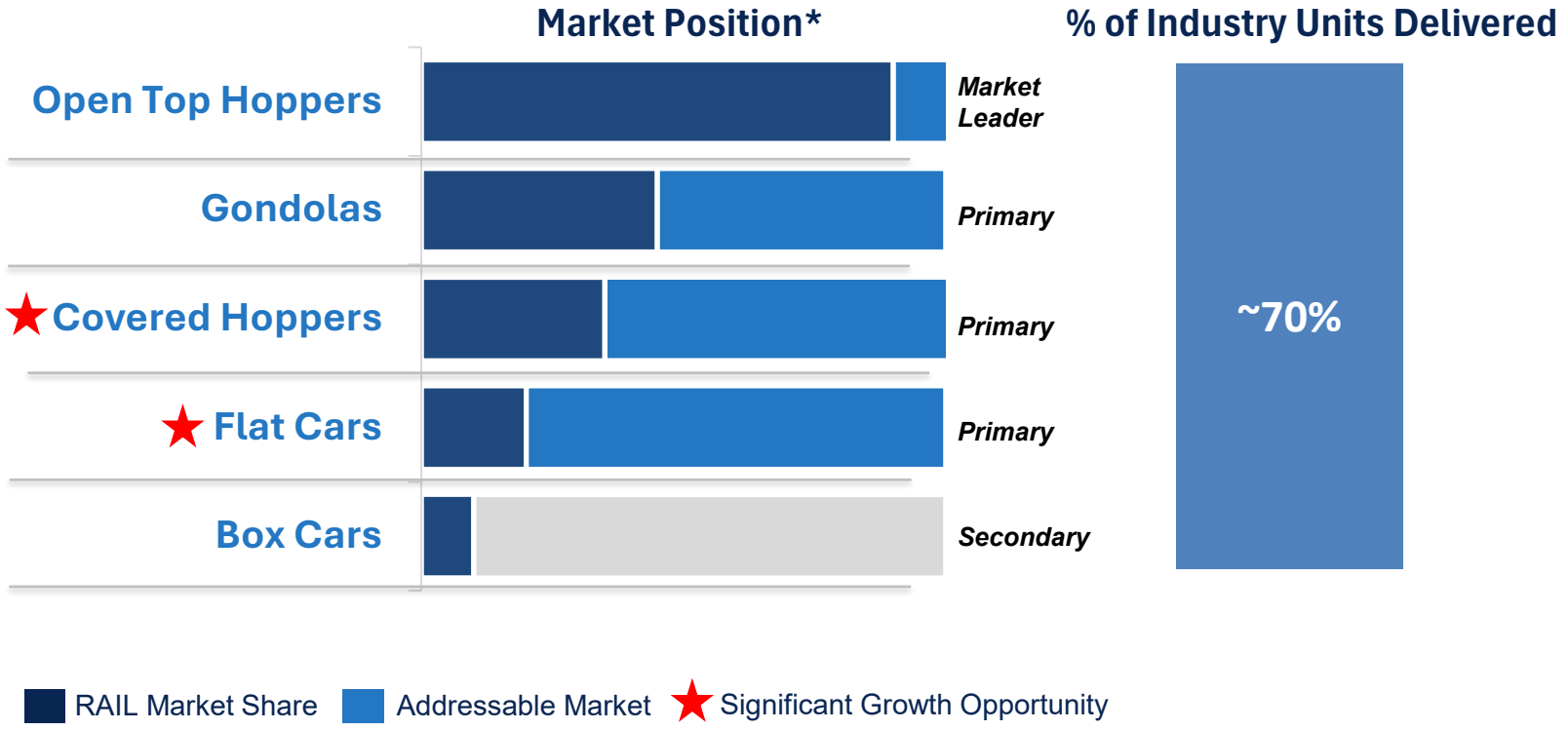


*Chart is illustrative and not to scale

Market Drivers

~40K Units

Avg. per year Replacement Cycle

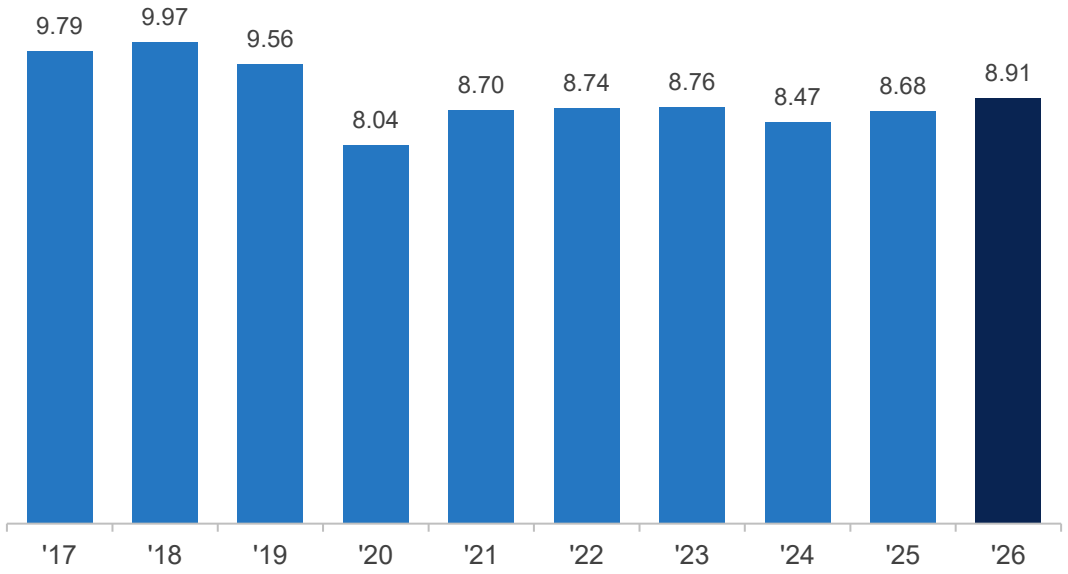
- Consistent replacement demand for railcars
- Growth in intermodal transportation
- Elevated investment in efficiency and safety regulation
- Modal shift to environmentally friendly methods of transportation

Diverse product offering with room to expand into adjacent white space

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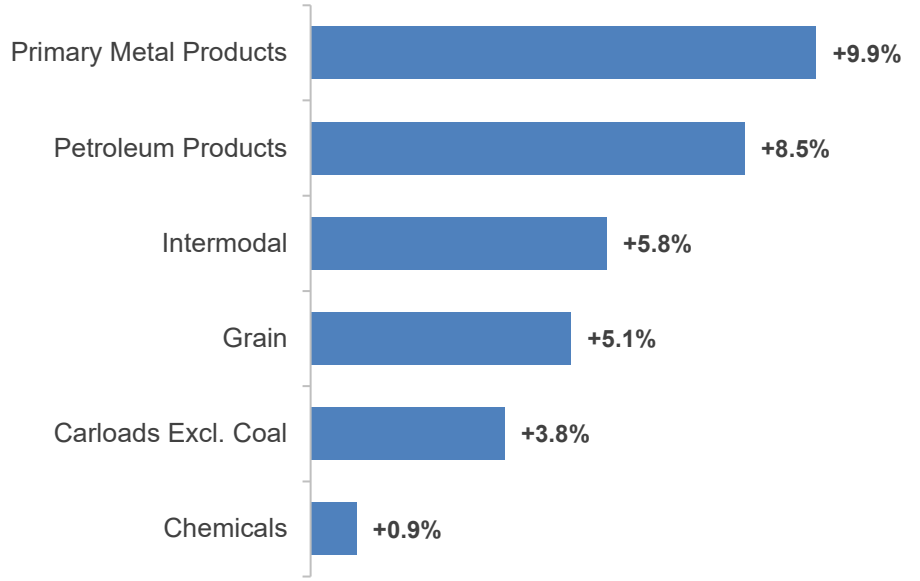
Underlying Market Fundamentals Continue to Strengthen

U.S. Rail Carloads, Year to Date Through September (millions)



Most carloads through September since 2019

3Q26 Carload Growth by Category (YoY %)



16 of 20 carload categories grew year over year in the third quarter

Railcars in storage are at 17.7% of the fleet, the lowest share since April 2023, while industry deliveries remain well below annual replacement needs

Source: Association of American Railroads, Rail Time Indicators, October 14, 2026; storage data as of October 1, 2026. Replacement estimate reflects Company estimates.

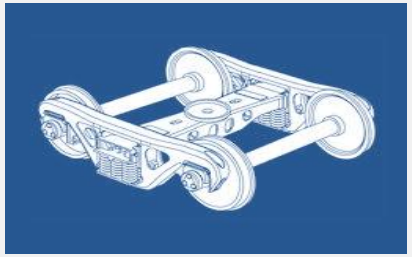
Aftermarket Segment Has Significant Growth Potential

FreightCar America's Aftermarket



Parts

- Forged, cast and fabricated railcar parts and supplies



Components

- Component distribution supporting running repairs and maintenance across all railcar types

Rail Aftermarket Opportunity

~$4B TAM
North American rail aftermarket

4% to 5%
Growth annually

Market Drivers

- **Aging railcar fleets** drive sustained demand for replacement components
- **Stricter regulatory standards** increase the frequency of running repairs
- **Supply challenges**, including extended lead times and limited customer support, create openings for responsive distributors

Aftermarket business adds higher margin, repeatable revenue that reduces cyclicality

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Continuing to Build our Aftermarket Platform

Three acquisitions in less than a year

Dec 2025 — **Carly Railcar Components**
Distributor of new and reconditioned railcar components

Jul 2026 — **Southern Parts & Equipment**
Distributor of new, used and reconditioned railcar parts and equipment

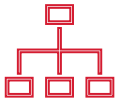
Oct 2026 — **Trinity Equipment Company**
Supplier and distributor of railcar components and fastening solutions

Together, the three acquisitions:

- Provide greater scale and regional presence
- Participate in the full railcar lifecycle
- Broaden the product portfolio and expand customer reach
- Add repeatable revenue that is agnostic to the railcar build cycle
- Accretive and consistent with the capital allocation framework

Aftermarket revenue grew 65% year over year in the third quarter

Uniquely Positioned to Drive Profitable Growth

Our Foundation		How we win
Flexible Manufacturing Campus		Efficient, scalable production with highly adaptable operations that support product run sizes and order customization considered undesirable by the competition
Optimized Order Fulfillment		Flexibility designed to achieve industry-leading order fulfillment time
Diverse & Vertically Integrated Product Platform		Broad portfolio of freight cars supported by vertical integration that enables cost control, quality assurance, and production agility
Industry-Leading Technical Expertise		Deep engineering capabilities make FCA a trusted partner for complex and customized railcar solutions that support continuous innovation and design efficiency
Aftermarket Capabilities		Dedicated commercial teams and expanding distribution capabilities enable faster response and deeper customer coverage

Executing Disciplined Capital Allocation Strategy

Maintain Flexible Balance Sheet

- Maintain strong liquidity and cash position
- Deliver sustained positive free cash flow generation

Execute Disciplined M&A

- Pursue strategic acquisitions that:
  - Are aligned in core rail markets
  - Expand scale, capabilities, and customer reach
  - Are immediately accretive
  - Keep leverage within target range

Pursue Organic Investments for Growth

- Manufacturing enhancements that improve throughput
- Increase automation and process control
- Further TruTrack integration for quality and visibility

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Financial Overview

3Q26 Financial Results

Third quarter results were **consistent with the preliminary results announced on October 19**

Revenues of $76.5M, down 52.3% YoY

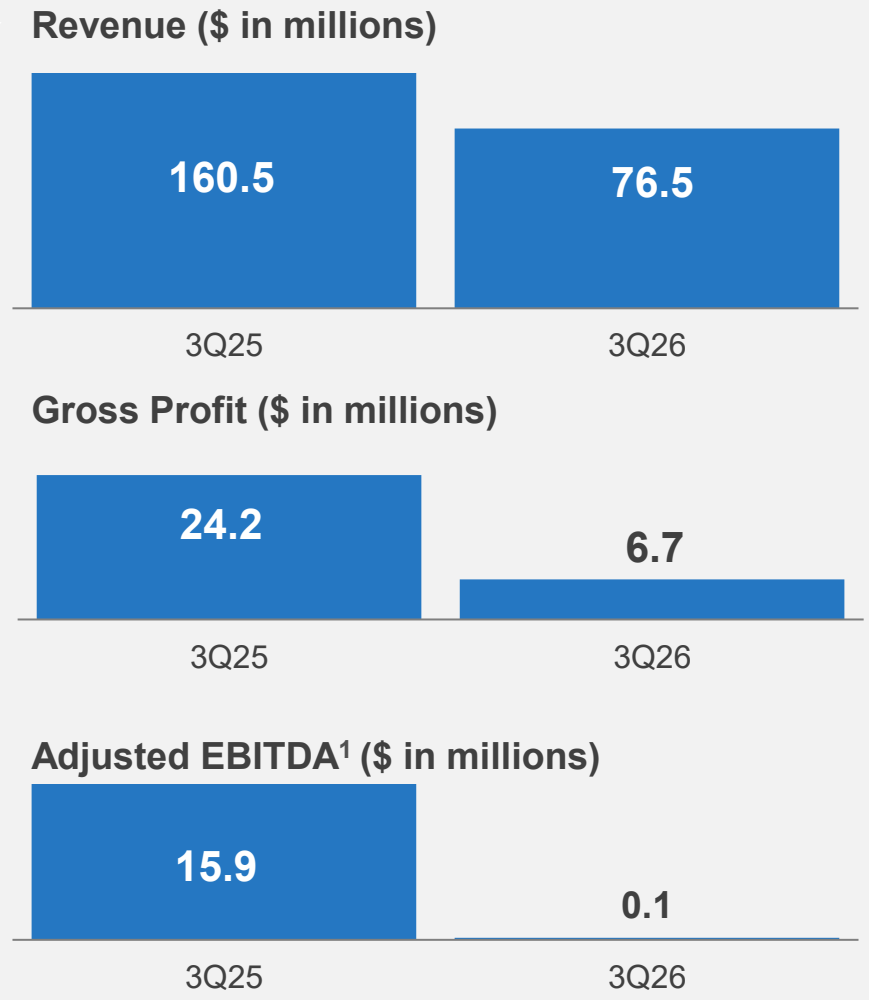
- 662 railcar deliveries in 3Q26

Aftermarket revenues of $10.8M, growing 65% YoY

Gross Margin of 8.8%, down 630 bps YoY

- Driven by lower delivery volumes and reduced fixed cost absorption
- Includes the first full quarter of savings from the second quarter workforce realignment
- **Partially offset by Aftermarket gross margin of 44.5%**

Adj. EBITDA[1] margin of 0.2%, down 970 bps YoY

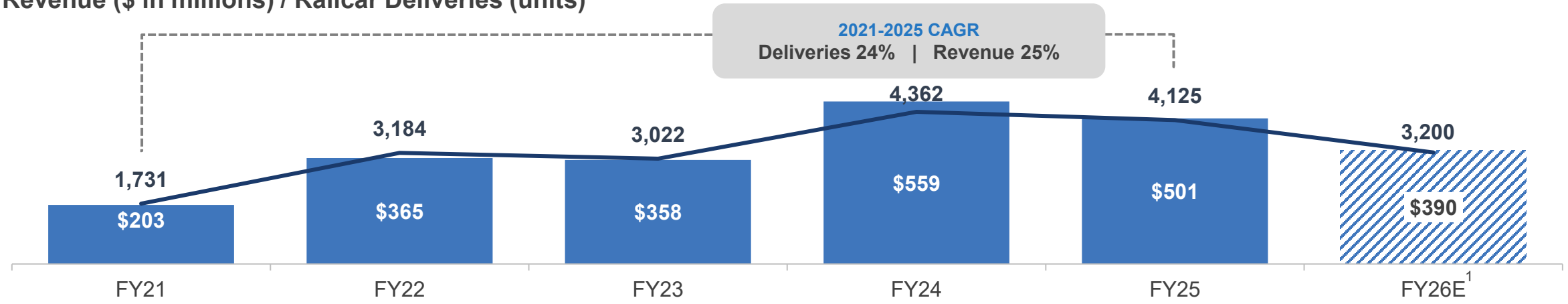


1. See appendix for reconciliation of non-GAAP measures

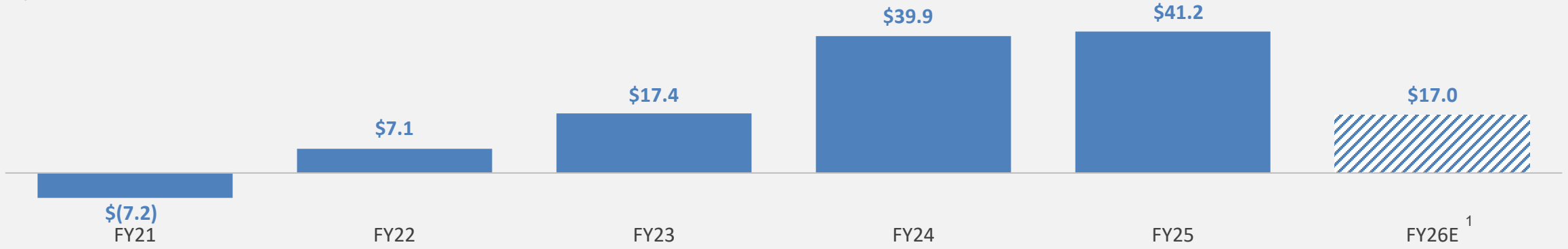
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Historical Financial Performance

Revenue ($ in millions) / Railcar Deliveries (units)



Adjusted EBITDA[2] ($ in millions)

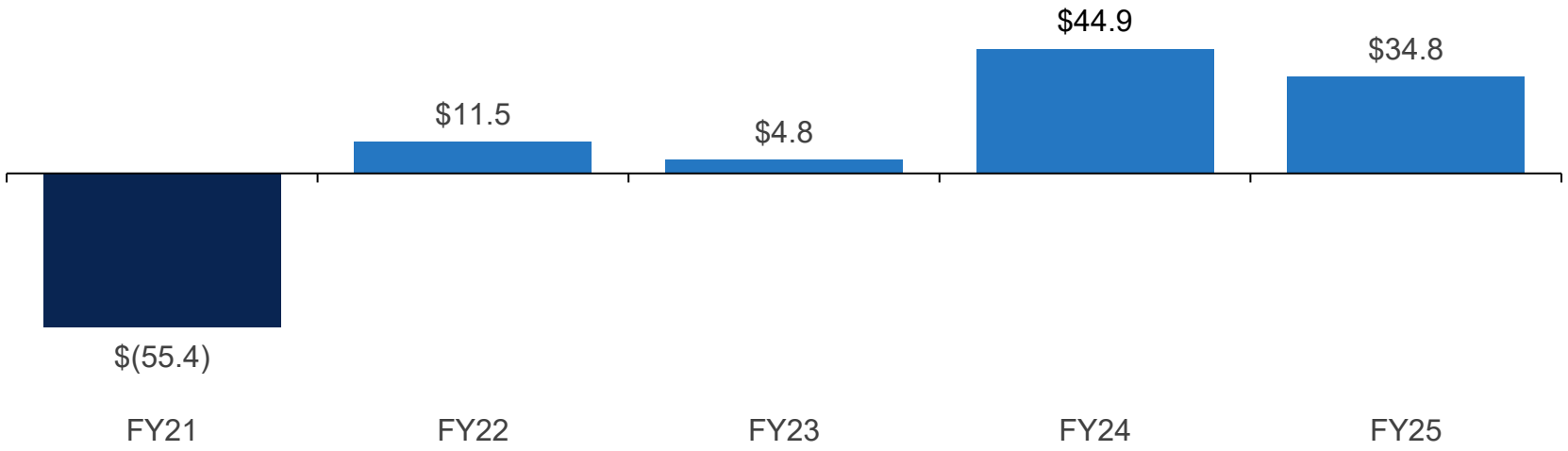


1. Reflects midpoint of FY26 guidance
2. Adjusted EBITDA, see appendix for reconciliation of Non-GAAP measures

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Cash Flow

Operating Cash Flow
($ in millions)



Delivered **fourth consecutive year** of positive operating cash flow

Delivered **Free Cash Flow[1] of $31.4 million in FY25**

Key Metrics 9/30/26

$86.8M
Cash

$100.4M
Total Debt

$1.2M
Capital Expenditures (YTD)

1. See appendix for reconciliation of Non-GAAP measures

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Reaffirming Full Year 2026 Guidance

Metric	Target
Railcar Deliveries	3,100 - 3,300 Cars
Revenue	$370 - $410M
Adj. EBITDA[1]	$15 - $19M

1. The Company does not provide a reconciliation of forward-looking Adjusted EBITDA guidance due to the inherent difficulty in forecasting and quantifying adjustments necessary to calculate such Non-GAAP measure without unreasonable effort. Material changes to such adjustments, including warrant liability and non-core operating items, could affect future GAAP results.

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Investment Highlights

Capacity to Support Strong Revenue Generation

Growing Higher Margin Aftermarket Business

Lower Cost Base Driving Margin Expansion

Strong Free Cash Flow Generation

Investing for Growth

Capitalization (as of 9/30/26)	
Common Stock	**32.8 million**
Employee Options	1.8 million
Public Warrants	0.8 million
Fully Diluted Shares Outstanding	35.4 million
Market Capitalization[1]	$239.0 million
Net Debt[2]	$13.7 million
Enterprise Value	$252.7 million
TTM Adjusted EBITDA[3]	$14.1 million

1. Closing share price of $6.75 per share as of September 30, 2026
2. Includes current portion of long-term debt as well as long-term debt, less cash and cash equivalents
3. See appendix for reconciliation of Non-GAAP measures

Appendix

Diluted Share Count at Various Prices

REPRESENTS SHARES AND DILUTED SECURITIES OUTSTANDING AT VARIOUS PRICE PER SHARE LEVELS
(SHARES IN MILLIONS)

Common Stock	$ 6.75	$ 7.00	$ 7.50	$ 8.00	$ 8.50	$ 9.00	$ 9.50	$ 10.00	$ 15.00	$ 20.00
Shares held by Affiliates	6.36	6.36	6.36	6.36	6.36	6.36	6.36	6.36	6.36	6.36
Shares held by Other Shareholders	26.43	26.43	26.43	26.43	26.43	26.43	26.43	26.43	26.43	26.43
Subtotal	**32.79**	**32.79**	**32.79**	**32.79**	**32.79**	**32.79**	**32.79**	**32.79**	**32.79**	**32.79**
Potentially Dilutive (1)										
Employee Options	1.80	1.85	1.93	2.00	2.06	2.12	2.17	2.22	2.53	2.69
Public Warrants	0.77	0.80	0.86	0.91	0.95	0.99	1.02	1.05	1.25	1.34
Subtotal	**2.57**	**2.65**	**2.78**	**2.90**	**3.01**	**3.11**	**3.19**	**3.27**	**3.78**	**4.03**
Total as of 09/30/2026	**35.38**	**35.45**	**35.59**	**35.71**	**35.82**	**35.91**	**36.00**	**36.08**	**36.58**	**36.84**

1. Potentially Dilutive Employee Options are computed using the Treasury Stock Method and reflect the additional shares that would be outstanding if stock options were exercised during the period.

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Reconciliation of Income (Loss) Before Taxes to EBITDA and Adjusted EBITDA

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
Income/(Loss) Before Income Taxes	$(1,575)	$(7,591)	$11,305	$3,684
Depreciation & Amortization	1,887	1,552	5,599	4,598
Interest Expense, Net	3,136	4,638	9,557	13,356
EBITDA	**3,448**	**(1,401)**	**26,461**	**21,638**
Change in Fair Market Value of Warrant [a]	(4,671)	17,589	(28,886)	12,331
Productivity Initiatives [b]	-	-	2,202	-
Professional Services [c]	415	477	1,286	477
Acquisition & Integration Costs [d]	97	-	458	-
Lease payments in Interest [e]	-	(1,149)	-	(2,788)
Stock Based Compensation	790	433	2,862	3,134
Other, net	54	(78)	78	(3,235)
Adjusted EBITDA	**$133**	**$15,871**	**$4,461**	**$31,557**

Adjusted EBITDA represents EBITDA before the following charges:

a) This adjustment removes the non-cash (income) expense associated with the change in fair market value of the Company's warrant liability.

b) During the second quarter of 2026, the Company incurred workforce realignment costs as a result of sustained productivity gains in its Manufacturing segment.

c) During 2026 and 2025, the Company incurred certain professional services expenses associated with governance items.

d) During 2026, the Company incurred costs related to the acquisition and integration of businesses in its Aftermarket segment.

e) Represents lease payments recorded within Interest expense due to certain leases previously classified as financing prior to December 2025.

EBITDA represents earnings before interest, taxes, depreciation and amortization. We believe EBITDA is useful to investors in evaluating our operating performance compared to that of other companies in our industry. In addition, our management uses EBITDA to evaluate our operating performance. The calculation of EBITDA eliminates the effects of financing, income taxes and the accounting effects of capital spending. These items may vary for different companies for reasons unrelated to the overall performance of the company's business. EBITDA is not a financial measure presented in accordance with U.S. GAAP. Accordingly, when analyzing our operating performance, investors should not consider EBITDA in isolation or as a substitute for net income prepared in accordance with U.S. GAAP. Our calculation of EBITDA is not necessarily comparable to that of other similarly titled measures reported by other companies.

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Reconciliation of Loss Before Taxes to EBITDA and Adjusted EBITDA

	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
Loss Before Income Taxes	$(40,034)	$(36,535)	$(22,088)	$(69,979)	$(10,872)
Depreciation & Amortization	4,304	4,135	4,606	5,763	6,209
Interest Expense, Net	13,317	25,423	15,031	6,850	17,560
EBITDA	**(22,413)**	**(6,977)**	**(2,451)**	**(57,366)**	**12,897**
Loss/(gain) on Change in Fair Market Value of Warrant (A)	14,894	(1,486)	2,229	99,518	32,210
Restructuring and Impairment Charges (B)	6,530				
Impairment on Leased Railcars (C)	158	4,515	4,091		
(Gain)/Loss on Debt Extinguishment (D)	(10,122)		14,880		
Alabama Grant Amortization (E)	(2,216)	(1,857)			
Mexican Permanent VAT (F)		2,769			
Loss on Pension Settlement (G)		8,105	313		
Litigation Settlement (H)				(3,214)	
Transaction Costs (I)	491	153			
Startup Costs (J)		1,113			
Consulting Costs (K)	129	1,073			
Corporate Realignment (L)		1,323			
Legal Reserve (M)	756				
Plant Transition Costs (N)	2,386				
Loss/(Gain) on Sale of Railcars Available for Lease (O)			(622)		
Professional Services (P)					1,028
Leased payments in Interest(Q)		(1,356)	(2,759)	(3,061)	(3,552)
Stock Based Compensation (R)	2,977	2,106	1,240	3,110	3,630
Other, Net	(817)	(2,426)	440	952	(4,978)
Adjusted EBITDA	**$(7,247)**	**$7,055**	**$17,361**	**$39,939**	**$41,235**

EBITDA represents earnings before interest, taxes, depreciation and amortization. We believe EBITDA is useful to investors in evaluating our operating performance compared to that of other companies in our industry. In addition, our management uses EBITDA to evaluate our operating performance. The calculation of EBITDA eliminates the effects of financing, income taxes and the accounting effects of capital spending. These items may vary for different companies for reasons unrelated to the overall performance of the company's business. EBITDA is not a financial measure presented in accordance with U.S. GAAP. Accordingly, when analyzing our operating performance, investors should not consider EBITDA in isolation or as a substitute for net income prepared in accordance with U.S. GAAP. Our calculation of EBITDA is not necessarily comparable to that of other similar titled measures reported by other companies

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Reconciliation of Loss Before Taxes to EBITDA and Adjusted EBITDA

Adjusted EBITDA represents EBITDA before the following charges:

a) This adjustment removes the non-cash expense associated with the change in fair market value of warrant liability.

b) Incurred certain restructuring costs related to severance and other costs related to shutdown of the Shoals and Roanoke facilities.

c) During the fourth quarters of 2020, 2021, 2022 and 2023, recorded a non-cash impairment charge on leased railcar fleet.

d) Recorded a non-cash gain on extinguishment of PPP Loan in the third quarter of 2021, and a non-cash loss on debt extinguishment of term loan in the second quarter of 2023.

e) Amortized deferred grant income to cost of goods sold that represents a non-cash reduction to gross margin (loss).

f) Transitioned to tolling manufacturing structure in the third quarter of 2022 and as a result incurred permanent VAT costs.

g) Recorded a non-cash pre-tax pension settlement loss in the third quarter of 2023 and 2022.

h) During the second quarter of 2024, the Company recorded a litigation settlement related to a dispute with a former lessee of our railcars.

i) Incurred certain costs over the course of 2020-2023 for nonrecurring professional services associated with the acquisition of Castaños joint venture.

j) Incurred certain costs during 2022 related to new production line.

k) Incurred certain non-recurring consulting costs during 2021 and 2022.

l) Incurred certain non-recurring corporate realignment costs in 2022.

m) During the first and fourth quarters of 2021, recognized charges related to a legal dispute.

n) During 2020 and 2021, implemented a program to shift production originally planned for U.S. plants to the Castaños facility. This adjustment represents non-recurring costs associated with moving inventory and equipment to the Castaños facility.

o) Recognized a pre-tax loss on sale of railcars available for lease during 2019 and a pre-tax gain related to sales of leased railcar fleet in the second quarter of 2023.

p) During the third and fourth quarters of 2025, the Company incurred certain professional services expenses associated with governance items.

q) Represents lease payments recorded within Interest expense due to certain leases previously classified as financing prior to December 2025.

r) This adjustment removes the non-cash expense associated with the stock-based compensation.

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Reconciliation of Income (Loss) Before Income Taxes to EBITDA and Adjusted EBITDA

We believe that Adjusted EBITDA is useful to investors evaluating our operating performance compared to that of other companies in our industry because it eliminates the impact of certain non-cash charges and other special items that affect the comparability of results in past quarters. Adjusted EBITDA is not a financial measure presented in accordance with U.S. GAAP. Accordingly, when analyzing our operating performance, investors should not consider Adjusted EBITDA in isolation or as a substitute for net income prepared in accordance with U.S. GAAP. Our calculation of Adjusted EBITDA is not necessarily comparable to that of other similarly titled measures reported by other companies.

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Reconciliation of Cash Flows Provided by (Used in) Operating Activities to Free Cash Flow

	Three Months Ended			
	September 30, 2026	June 30, 2026	March 31, 2026	December 31, 2025
Cash Flows Provided by (Used in) Operating Activities	$25,356	$12,084	$(4,318)	$10,044
Purchase of Property, Plant and Equipment	(345)	(736)	(147)	(1,274)
Free Cash Flow	**$25,011**	**$11,348**	**$(4,465)**	**$ 8,770**

Free Cash Flow represents the amount by which Cash Flows Provided By (Used in) Operating Activities less capital expenditures.

We believe that Free cash flow is useful to investors evaluating our operating performance compared to that of other companies in our industry because these metrics provide key insights into the potential for growth and ability to generate returns for investors. Free cash flow is not a financial measure presented in accordance with U.S. GAAP. Accordingly, when analyzing our operating performance, investors should not consider Free cash flow in isolation or as a substitute for Cash flows from operating activities or other statements of operations or statements of cash flow data prepared in accordance with U.S. GAAP. Our calculation of Free cash flow is not necessarily comparable to that of other similarly titled measures reported by other companies.

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Reconciliation of Cash Flows Provided by Operating Activities to Free Cash Flow

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	2025	2026	2025
Cash Flows Provided by Operating Activities	$25,356	$3,410	$33,122	$24,732
Purchase of Property, Plant and Equipment	(345)	(1,164)	(1,228)	(2,102)
Free Cash Flow	**$25,011**	**$2,246**	**$31,894**	**$22,630**

Free Cash Flow represents the amount by which Cash Flows Provided By Operating Activities less capital expenditures.

We believe that Free cash flow is useful to investors evaluating our operating performance compared to that of other companies in our industry because these metrics provide key insights into the potential for growth and ability to generate returns for investors. Free cash flow is not a financial measure presented in accordance with U.S. GAAP. Accordingly, when analyzing our operating performance, investors should not consider Free cash flow in isolation or as a substitute for Cash flows from operating activities or other statements of operations or statements of cash flow data prepared in accordance with U.S. GAAP. Our calculation of Free cash flow is not necessarily comparable to that of other similarly titled measures reported by other companies.

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Reconciliation of Cash Flows (Used in) Provided by Operating Activities to Free Cash Flow

	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
Cash Flows (Used in) Provided by Operating Activities	$(55,397)	$11,503	$4,769	$44,933	$34,776
Purchase of Property, Plant and Equipment	(2,290)	(7,816)	(12,722)	(5,019)	(3,376)
Accrued dividends on Series C Preferred stock [(a)]	-	-	(9,636)	(18,227)	-
Free Cash Flow	**$(57,687)**	**$3,687**	**$(17,589)**	**$21,687**	**$31,400**

Free Cash Flow represents the amount by which Cash Flows (Used in) Provided By Operating Activities less capital expenditures.

a) Represents Series C Preferred stock dividends accrued during the period. All accrued preferred share dividends were paid concurrent with redemption of the preferred shares outstanding on December 31, 2024.

We believe that Free cash flow is useful to investors evaluating our operating performance compared to that of other companies in our industry because these metrics provide key insights into the potential for growth and ability to generate returns for investors. Free cash flow is not a financial measure presented in accordance with U.S. GAAP. Accordingly, when analyzing our operating performance, investors should not consider Free cash flow in isolation or as a substitute for Cash flows from operating activities or other statements of operations or statements of cash flow data prepared in accordance with U.S. GAAP. Our calculation of Free cash flow is not necessarily comparable to that of other similarly titled measures reported by other companies.

FREIGHTCAR AMERICA

Condensed Consolidated Segment Information

	Three Months Ended September 30, 2026			Three Months Ended September 30, 2025		
	Manufacturing	Aftermarket	Total	Manufacturing	Aftermarket	Total
Revenue	$65,687	$10,801	$76,488	$153,956	$6,555	$160,511
Cost of sales	63,798	5,994		131,789	4,517	
Segment gross profit	$1,889	$4,807	$6,696	$22,167	$2,038	$24,205
Other segment items [1]	348	833		437	554	
Segment Income	**$1,541**	**$3,974**	**$5,515**	**$21,730**	**$1,484**	**$23,214**

	Nine Months Ended September 30, 2026			Nine Months Ended September 30, 2025		
	Manufacturing	Aftermarket	Total	Manufacturing	Aftermarket	Total
Revenue	$222,926	$31,008	$253,934	$354,888	$20,536	$375,424
Cost of sales	210,435	19,822		305,685	13,319	
Segment gross profit	$12,491	$11,186	$23,677	$49,203	$7,217	$56,420
Other segment items [1]	1,311	2,728		1,196	1,630	
Segment Income	**$11,180**	**$8,458**	**$19,638**	**$48,007**	**$5,587**	**$53,594**

(1) Other segment items in Manufacturing and Aftermarket segments include selling, general and administrative expenses.

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Thank you!