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Textainer Group Holdings Ltd.

3Q 2017 Earnings Call Presentation

November 9, 2017

Forward Looking Statements

Certain information included in this presentation and other statements or materials published or to be published by the Company are not historical facts but are forward-looking statements relating to such matters as anticipated financial performance, business prospects, technological developments, new and existing products, expectations for market segment and growth, and similar matters. In connection with the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995, the Company provides the following cautionary remarks regarding important factors which, among others, could cause the Company’s actual results and experience to differ materially from the anticipated results or other expectations expressed in the Company’s forward-looking statements. The risks and uncertainties that may affect the operations, performance, development, results of the Company’s business, and the other matters referred to above include, but are not limited to: (i) changes in the business environment in which the Company operates, including global GDP changes, the level of international trade, inflation and interest rates; (ii) changes in taxes, governmental laws, and regulations; (iii) competitive product and pricing activity; (iv) difficulties of managing growth profitably; and (v) the loss of one or more members of the Company’s management team.

As required by SEC rules, we have provided a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures in materials on our website at www.textainer.com.

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Philip K. Brewer

President and Chief Executive Officer



Current Market Environment

Strong lease-out market continues

- Current new container rental rates above our fleet average lease rate
- Cash-on-Cash yields around 12%
- 5- to 8-year lease terms
- Return schedules focused on China

Current container price around \$2,300/CEU

- An increase of more than \$1,000 since the low point last year
- Manufacturers still pushing for price increases

Current container price is supported by increased component and manufacturing costs

- Higher prices for steel
- Implementation of waterborne paint regulations













New and depot containers are in short supply worldwide

Used container prices have nearly doubled since the last year

Containers are being sold above book value

Positive market trends continue to create tailwinds

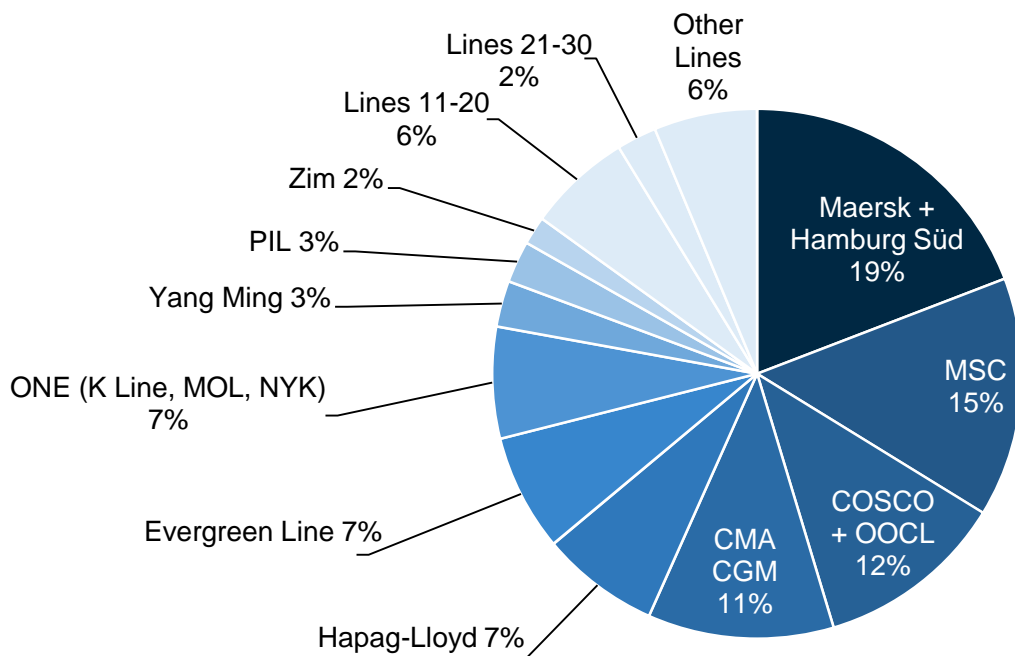
Current Industry Conditions

Container Lessors	Container Manufacturers	Shipping Lines
Access to financing 	New build prices 	Freight Rates 
Rental rates 	Factory Inventory 	Idle Vessel Inventory 
Cash yields 	Production Lead Time 	Container Trade 
Sale prices 	Lessor/Shipping Line Split 60%/40%	

Lessors continue to benefit from the sustained strong environment

Scale Matters With Larger Customers

Market Share of Leading Container Shipping Lines after Currently-Announced Mergers

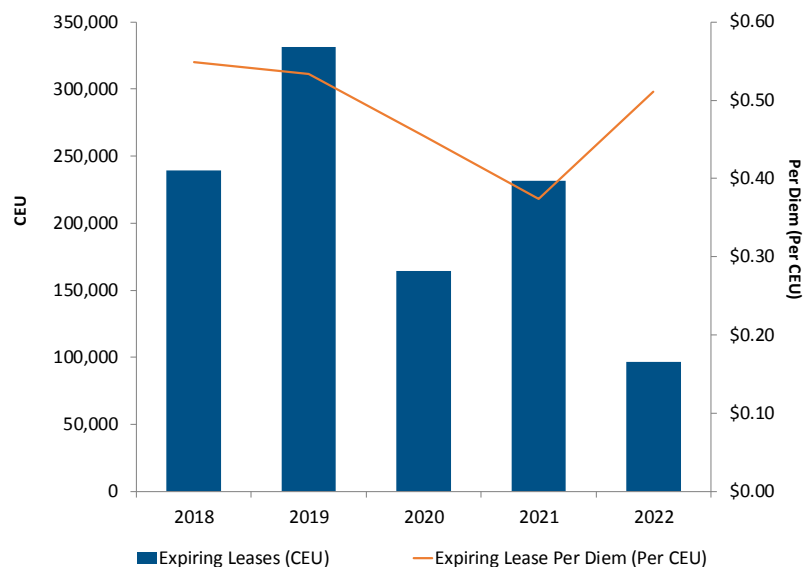


- In 2018, the top 12 shipping lines will control over 83% of the global containership fleet
- Textainer has long standing relationships with each of these lines
 - Top 20 customers account for approximately 80% of our business
 - Size and scale are critical to our success

Textainer is a trusted partner of the world's largest shipping lines

Lease Expirations Create Tailwind

Standard Dries - LTL Expirations and Average Per Diem Rates 2018-2022 ¹



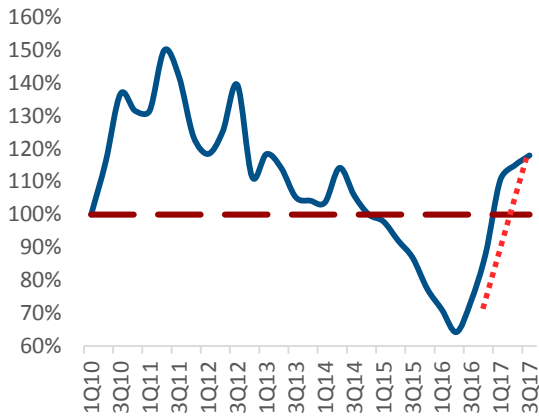
- Expiring lease per diem is well below current market rates for both new and depot containers over the next 5 years, providing a significant revenue upside
- Lower cost units from 2015 and 2016 should experience significant increases in rental rates upon renewal
- Textainer's well-structured leases and return provisions support higher renewal rates and lower repositioning costs for Textainer's fleet

Significant incremental revenue opportunity

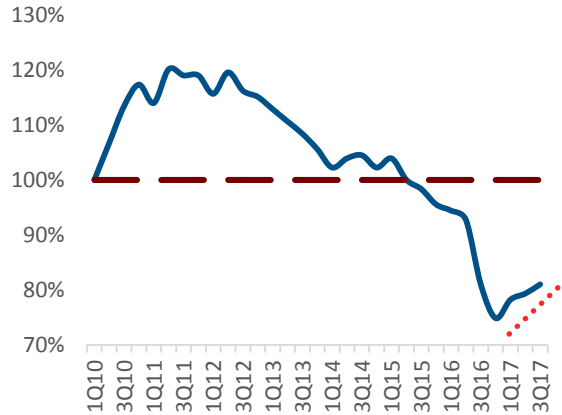
(1) As of September 30, 2017

Drivers of Improved Financial Performance (cont.)

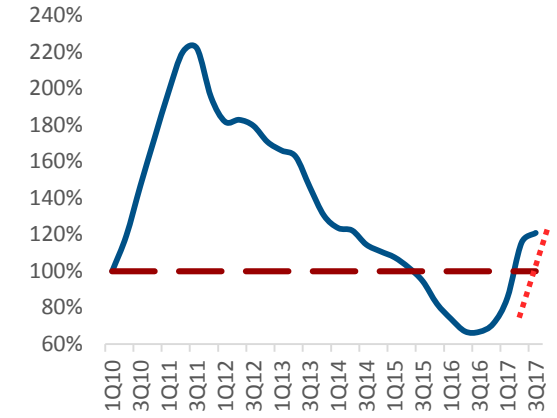
New Container Price Index (CEU)



Avg Fleet Lease Rate Index (CEU)



Avg Fleet Sales Price Index (CEU)



Projected upside from improvements

Estimated Annual Pre-Tax Income Impact of Key Metrics	
1% increase in utilization	\$9M
\$0.01 increase in average per diem rate	\$9M
\$100 increase in used container sales price	\$7M

- Key indicators have turned positive
- Approx. \$500M invested in containers in 2017 YTD
- Utilization as of end of 3Q17 at 96.7%
- Significant upside from high utilization, new capex and increase in used container prices

Critical metrics are improving

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Hilliard C. Terry, III

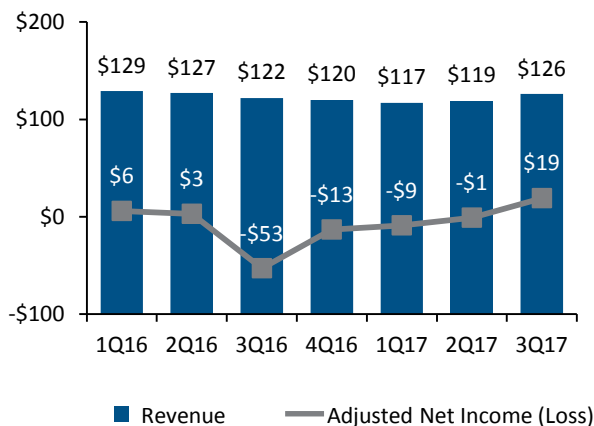
Executive Vice President and Chief Financial Officer



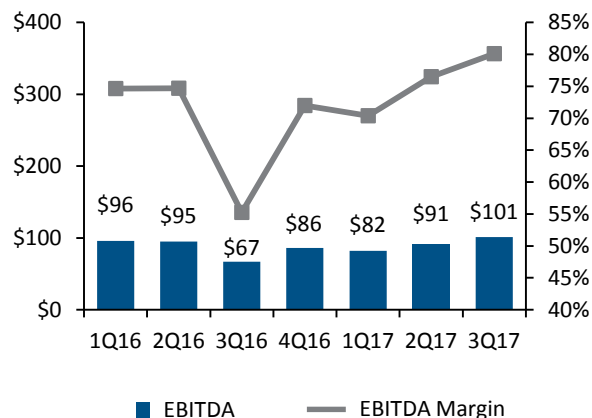
Summary of 3Q 2017 Results

\$ in millions	3Q17	2Q17	Change
Revenue	\$126	\$119	+5%
Adjusted EBITDA ¹	\$101	\$91	+10%
Adjusted Net Income (Loss) ¹	\$19	(\$1)	NA
Average Utilization	96.7%	96.3%	+40 bps

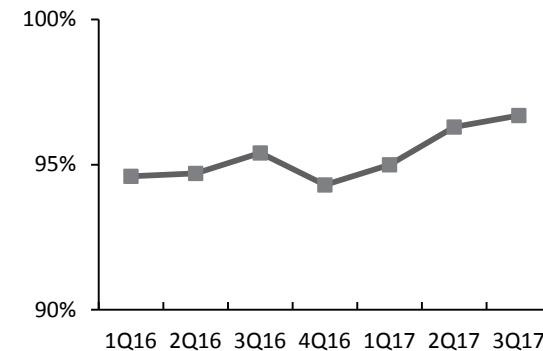
Revenue and Adjusted Net Income(Loss)¹



Adjusted EBITDA¹ and EBITDA Margin



Average Fleet Utilization



Strong 3Q17 financial performance marks return to profitability

Note: Figures \$ in millions.

(1) Excluding unrealized gains/losses on interest rate swaps and write-off of unamortized financing fees

Strong Balance Sheet

(\$ in millions)

	September 30		December 31		
	2017	2016	2015	2014	2013
Cash And Cash Equivalents	\$125	\$84	\$116	\$107	\$120
Containers, Net	\$3,637	\$3,718	\$3,696	\$3,630	\$3,233
Total Assets	\$4,197	\$4,294	\$4,365	\$4,359	\$3,909
<i>Growth</i>	-2%	-2%	-1%	12%	12%
Long-Term Debt (Incl. Current Portion) ¹	\$2,821	\$3,038	\$3,024	\$2,996	\$2,667
Total Liabilities	\$3,004	\$3,109	\$3,099	\$3,107	\$2,763
Non-controlling Interest	\$59	\$59	\$64	\$60	\$48
Total Shareholders' Equity	\$1,134	\$1,126	\$1,202	\$1,193	\$1,098
Total Equity & Liabilities	\$4,197	\$4,294	\$4,365	\$4,359	\$3,909
Debt / Equity plus Non-controlling Interest	2.4x	2.6x	2.4x	2.4x	2.3x

	September 30, 2017	Percentage of Total Debt	Avg. Remaining Term (Mos)	Interest Rate at September 30, 2017
Fixed Rate Debt	\$ 894	31%	56	3.81%
Hedged Floating Rate Debt	\$ 1,358	48%	17	3.19%
Total Fixed/Hedged	\$ 2,252	79%	33	3.44%
Unhedged Floating Rate Debt	\$ 594	21%		3.27%
Impact of Fees and Other Charges				0.70%
Total Debt and Effective Interest Rate	\$ 2,846	100%		4.11%
Long-term and finance leases as percentage of total fleet		84%		
Remaining Lease Term			40	

Debt obligations properly hedged

(1) Net of debt issuance costs for periods ended December 31, 2015, December 31, 2016, and September 30, 2017

Recent Financing Activity

- Textainer completed a number of financing amendments in 2017 and demonstrated robust access to the term ABS market
- Issued \$920 million in two transactions during May/June 2017
 - Transactions were oversubscribed by as much as 6x
- The offerings achieved several milestones in the container ABS market
 - Each note initially represented the largest container issuance in over a decade
 - The combined notes initially represented the largest ever annual issuance for a single issuer in the container ABS market
- Refinanced \$1.2 billion warehouse facility resulting in lowered pricing and increased advance rate, increasing capacity for new capex in a strong market

Strong financing capabilities demonstrated

Depreciation Policy

- Residual values increased for the three primary container types
- Change is effective July 1, 2017

Residual Values			
Container types	Prior July 1, 2017	Effective July 1, 2017	Change
20' standard dry container	\$950	\$1,000	\$50
40' standard dry container	\$1,150	\$1,200	\$50
40' high cube dry container	\$1,300	\$1,350	\$50

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Questions & Answers



Philip K. Brewer

President and
Chief Executive Officer

Olivier Ghesquiere

Executive Vice President
Leasing

Hilliard C. Terry, III

Executive Vice President and
Chief Financial Officer

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Appendix

(this section contains information for the company's combined owned and managed fleet)



Reconciliation of GAAP to Non-GAAP Items

Amounts in millions

	Three months Ended	Nine months Ended	Fiscal Year Ended December 31			
	2017	2017	2016	2015	2014	2013
Reconciliation of EBITDA						
Net income (loss)	\$18	\$2	(\$51)	\$107	\$189	\$183
Interest income	—	—	—	—	—	—
Interest expense	30	88	85	77	86	85
Write-off of unamortized deferred debt issuance costs and bond discounts	—	7	—	—	—	—
Realized losses on interest rate swaps and caps, net	—	2	9	13	10	9
Unrealized (gains) losses on interest rate swaps, net	—	(1)	(6)	2	(2)	(9)
Income tax (benefit) expense	(5)	1	(3)	7	(18)	7
Net income (loss) attributable to noncontrolling interest	2	—	(5)	6	6	7
Depreciation expense and container impairment	57	182	330	227	177	149
Amortization expense	1	3	5	5	4	4
Impact of reconciling items on net income (loss) attributable to noncontrolling interest	(2)	(10)	(17)	(12)	(10)	(5)
EBITDA	\$101	\$274	\$347	\$430	\$442	\$430
Reconciliation of Adjusted Net Income (Loss):						
Net income (loss)	\$18	\$2	(\$51)	\$107	\$189	\$183
Unrealized (gains) losses on interest rate swaps, net	—	(1)	(6)	2	(1)	(9)
Write off of unamortized debt issuance costs	—	7	—	—	7	1
Impact of reconciling items on net income (loss) attributable to noncontrolling interest	1	—	1	—	(1)	1
Adjusted Net Income (Loss)	\$19	\$8	(\$56)	\$109	\$194	\$176

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