

McGRATH™

FEBRUARY 24, 2023

Q4 2022 Quarterly Investor Presentation



Safe Harbor

Statements contained in this presentation which are not historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, regarding McGrath's (the "Company's") expectations, strategies, prospects or targets are forward-looking statements. These forward-looking statements also can be identified by the use of forward-looking terminology such as "anticipates," "believes," "continues," "could," "estimates," "expects," "intends," "may," "plan," "predict," "project," or "will," or the negative of these terms or other comparable terminology.

These forward-looking statements are not guarantees of future performance and are subject to significant risks and uncertainties that could cause our actual results to differ materially from those projected. Important factors that could cause actual results to differ materially from the Company's expectations are disclosed under "Risk Factors" in the Company's Form 10-K and other SEC filings.

Forward-looking statements are made only as of the date of this presentation and are based on management's reasonable, assumptions; however, these assumptions can be wrong or affected by known or unknown risks and uncertainties. No forward-looking statement can be guaranteed, and subsequent facts or circumstances may contradict, obviate, undermine or otherwise fail to support or substantiate such statements. Readers should not place undue reliance on these forward-looking statements and are cautioned that any such forward-looking statements are not guarantees of future performance. Except as otherwise required by law, we are under no duty to update any of the forward-looking statements after the date of this presentation to conform such statements to actual results or to changes in our expectations.

Announced on February 1, 2023 - Focusing the Portfolio on Modular Through Simultaneous Acquisition of Vesta and Divestiture of Adler

Accelerates McGrath's strategic growth priorities by increasing exposure to the modular business

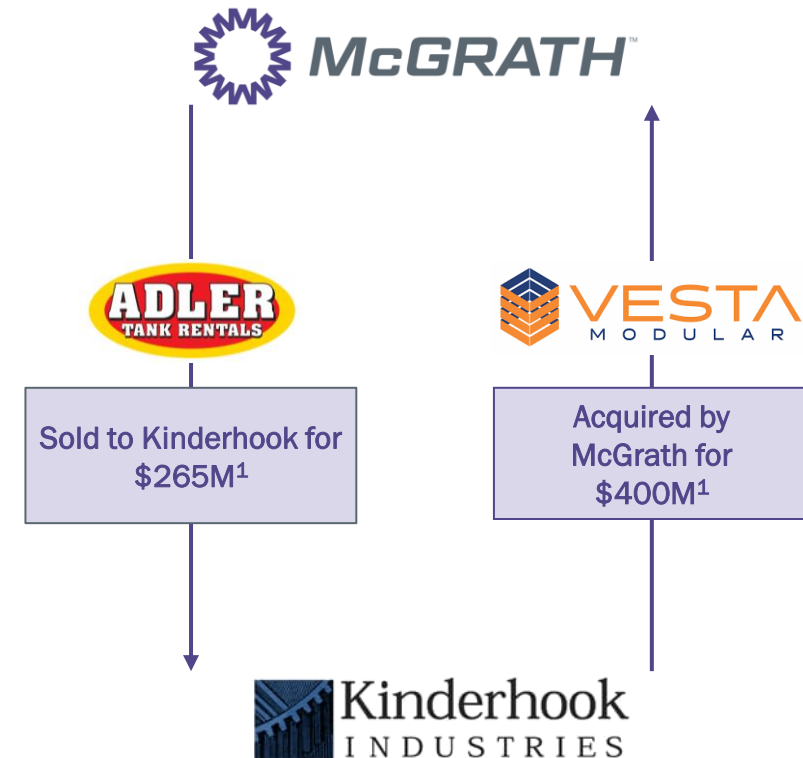
Creates a more competitive and larger scaled modular business with increased geographic coverage and density to serve customers

Improves longer-term financial profile, accelerating growth and profitability in the core modular business

Increases proportion of longer-term rental revenue contracts

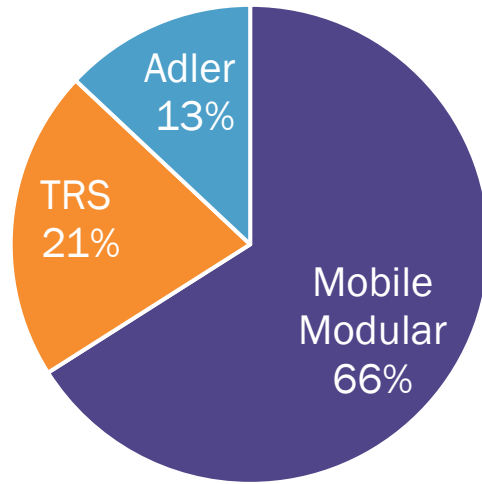
Provides opportunities for cost and revenue synergies

Retains conservative balance sheet with financial flexibility for return of capital and tuck-in acquisitions

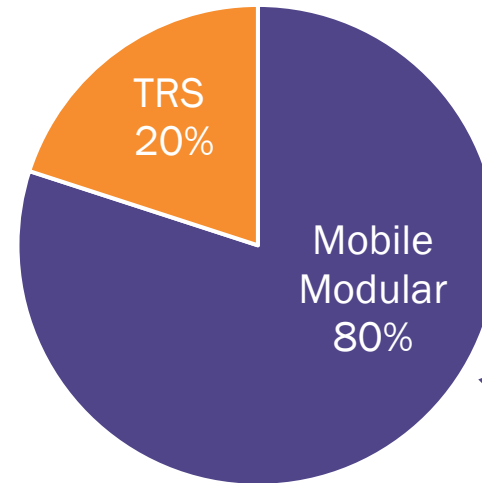


¹ Excludes reimbursable CapEx, working capital adjustments and fees

Transaction Significantly Focuses the Portfolio and Scales the Mobile Modular Business. For additional information on the transaction refer to the February 1, 2023 transaction presentation



(Standalone Revenue by Segment)



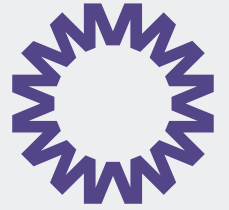
(Pro forma Revenue by Segment)



- ✓ Mobile Modular segment's high EBITDA margins, recurring revenue, and favorable demand make it a highly attractive business
- ✓ Mobile Modular's diverse end markets provide stability through economic cycles
- ✓ Enhances Mobile Modular's growth initiatives – Custom Modular Solutions, Site Related Services and Mobile Modular Plus

Note: McGrath's standalone segment mix based on LTM 9/30/22 actuals

Q4 2022 Quarterly Investor Presentation



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The slides that follow summarize McGrath's performance prior to the Adler divestiture and Vesta Modular acquisition announced on February 1, 2023



Uniquely McGrath



OVER 40 YEARS OF EXCELLENCE

^(a) Full year 2022

^(b) Adjusted EBITDA defined on page 9

^(c) Based on 1984 IPO through 12/31/22 assuming reinvestment of dividends

McGrath Snapshot

TOTAL REVENUES (2022)

\$734M

DIVERSE CUSTOMER BASE

~23,000

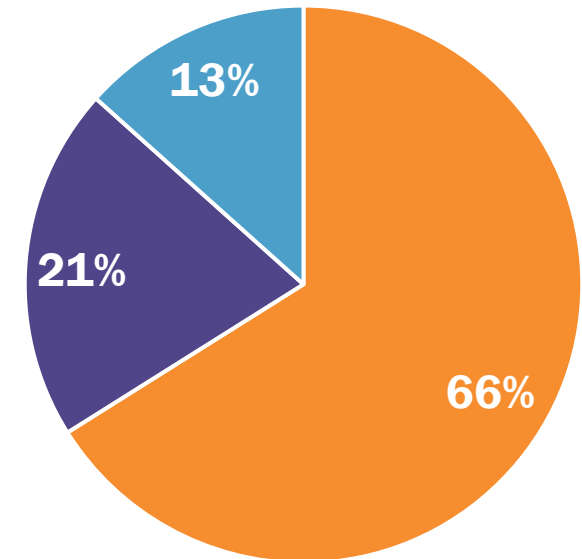
MARKET CAP

~\$2.6B

EMPLOYEES

~1,200

Total Revenues



■ Mobile Modular ⁽¹⁾ ■ TRS-RenTelco ■ Adler Tank Rentals

⁽¹⁾ Mobile Modular includes Mobile Modular Portable Storage, Kitchens To Go, and Enviroplex

Company Priorities

STRATEGIC GROWTH:

- Centered on largest business segment – Modulares
- Increasing geographic coverage
- Wider services solutions to customers – Custom Modular Solutions, Site Related Services, Mobile Modular Plus

CORPORATE RESPONSIBILITY:

- Highlighting commitment to Environmental, Social Responsibility, and Governance (ESG) factors

DISCIPLINED CAPITAL ALLOCATION:

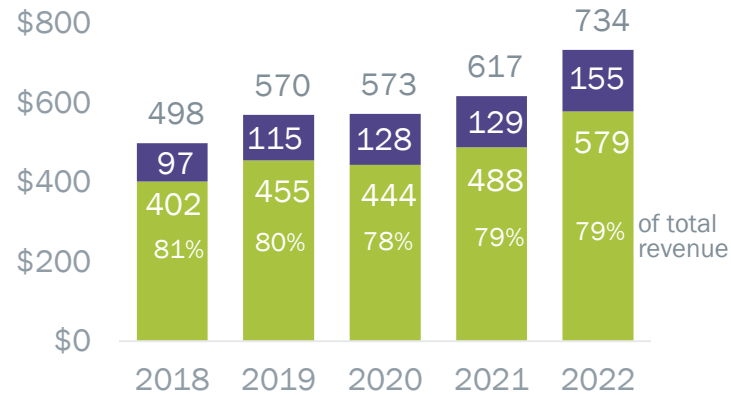
- Strong balance sheet and cash flow generation
- Organic investments and acquisitions to deploy growth capital

SHAREHOLDER VALUE FOCUS:

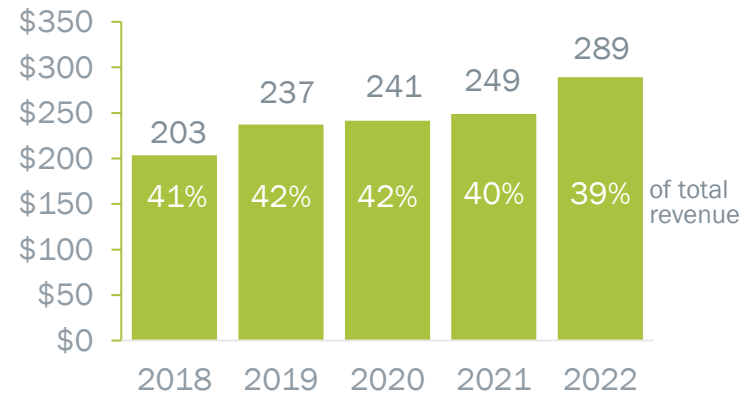
- Dividend Champion – dividend increases for 32 years
- Share repurchases – authorized for strategic capital return

McGrath Historic Operating Results

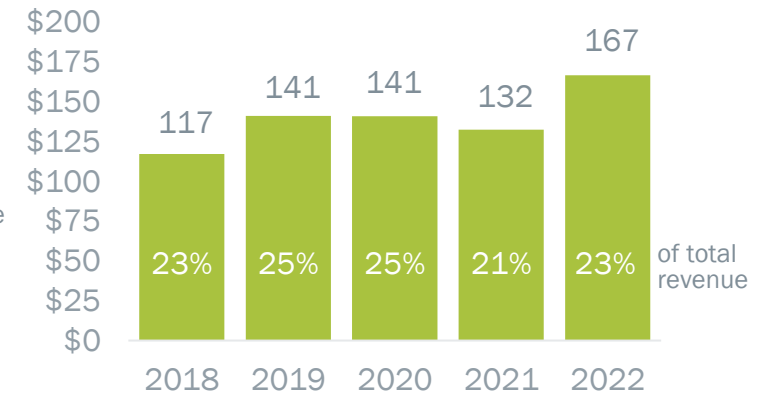
Total Revenues



Adjusted EBITDA^(a)



EBIT

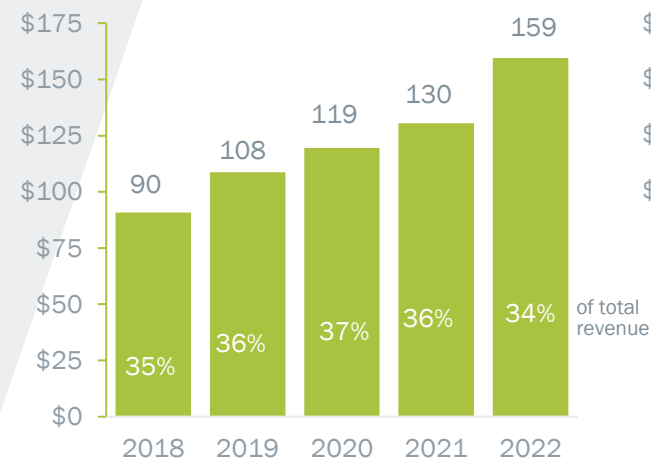


■ Rental Operations
 ■ Sales and Other
 (dollars in millions)

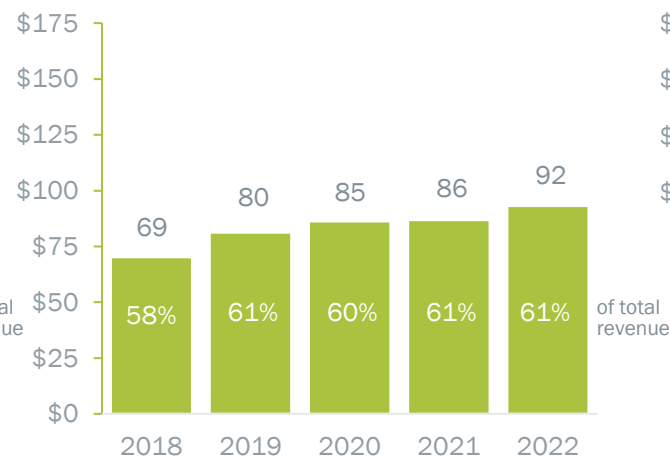
^(a) The Company defines Adjusted EBITDA as net income before interest expense, provision for income taxes, depreciation, amortization, non-cash impairment costs, share-based compensation and transaction costs. A reconciliation of Adjusted EBITDA to the most directly comparable financial measures calculated and presented in accordance with GAAP is disclosed in the company's earnings press releases and SEC filings.

Rental Segment and Total McGrath Adjusted EBITDA^(a)

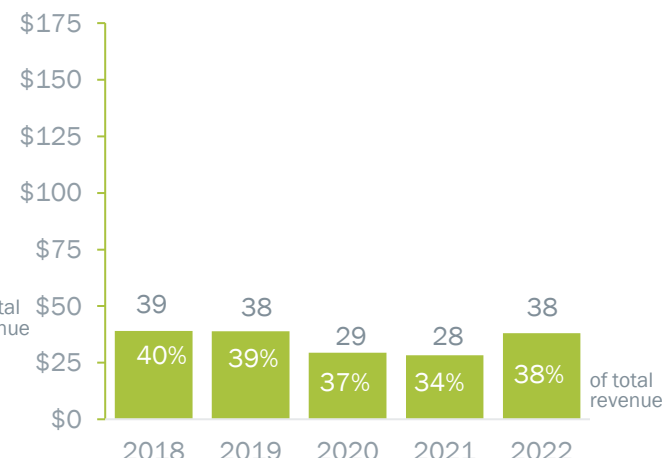
Mobile Modular^(b)



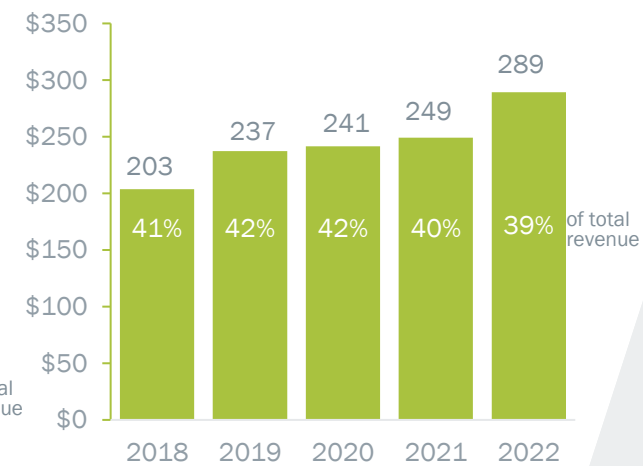
TRS-RenTelco



Adler Tank Rentals



MGRC



(dollars in millions)

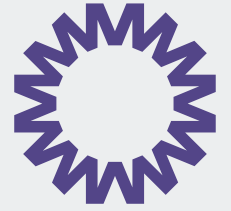
^(a) Adjusted EBITDA defined on page 9

^(b) Includes Mobile Modular Portable Storage, Kitchens To Go and excludes Enviroplex. Enviroplex FY22 EBITDA was (\$0.03M).

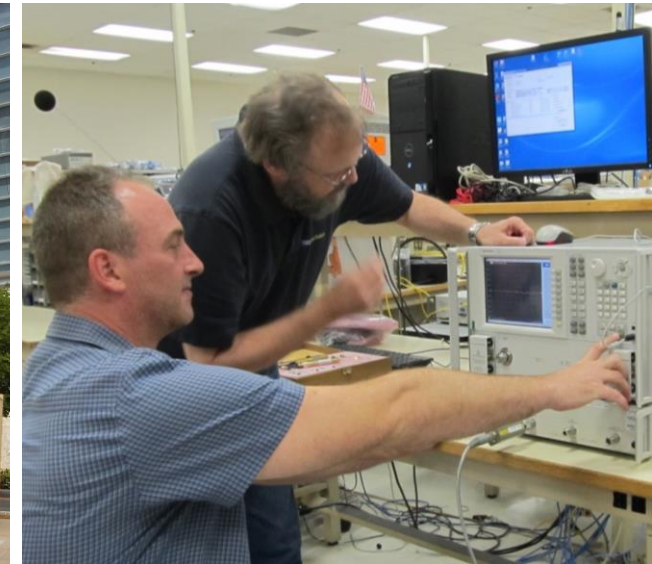
Q4 2022 Quarterly Highlights

- Strong McGrath results reflecting broad based demand and good execution
 - Total revenues \$210.9M (+20%)
 - Operating income \$55.8M (+30%)
 - Adjusted EBITDA \$91.0M (+23%)
- Each rental segment achieved healthy rental revenue growth YOY
 - Mobile Modular +18%
 - TRS-RenTelco +8%
 - Adler Tanks +20%
- Robust increases in both rental operations and sales revenues
- Well positioned for future business growth in 2023
- Introduced 2023 full year financial outlook

Financial Highlights



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Operating Results

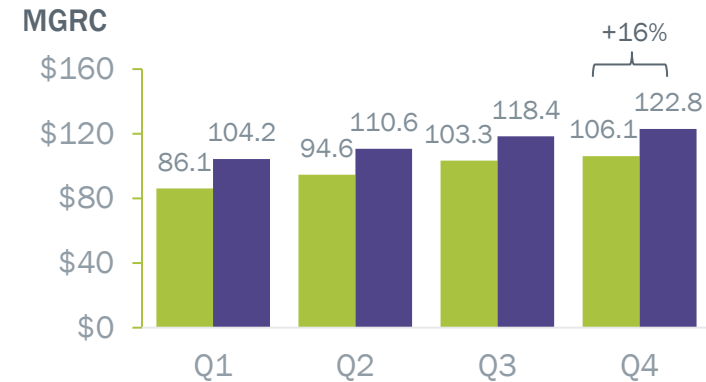
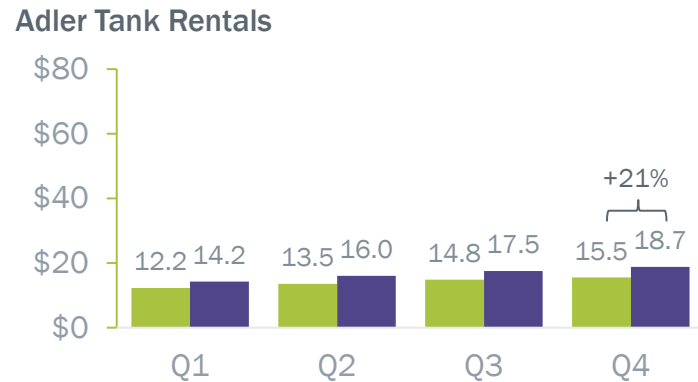
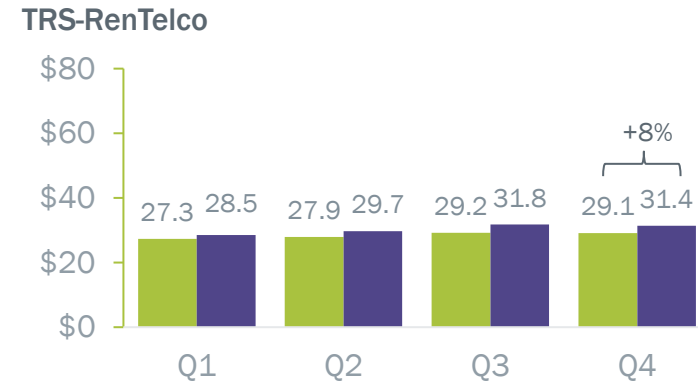
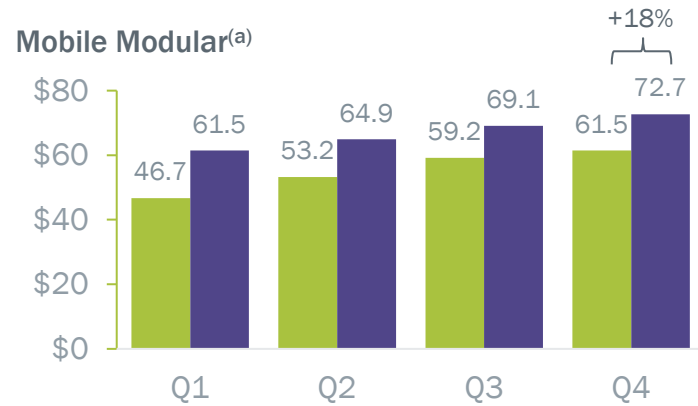
(dollars in millions except per share amounts)

	Twelve months ended December 31			Three months ended December 31		
	2022	2021	Change	2022	2021	Change
Rental Revenue	456.0	390.0	17%	122.8	106.1	16%
Rental Related Services	122.6	98.1	25%	34.1	24.2	41%
Sales	150.7	125.2	20%	52.9	44.7	18%
Total Revenue	733.8	616.8	19%	210.9	175.9	20%
Gross Profit	336.9	281.0	20%	103.1	82.3	25%
SG&A	171.3	148.6	15%	47.3	39.3	20%
EBIT	165.6	132.4	25%	55.8	43.0	30%
Net Income	115.1	89.7	28%	39.6	28.4	39%
Earnings Per Share	4.70	3.66	28%	1.62	1.16	39%
Adjusted EBITDA ^(a)	288.9	248.6	16%	91.0	73.7	23%

^(a) Adjusted EBITDA defined on page 9

Rental Revenue

Quarterly Comparison (2021 – 2022)

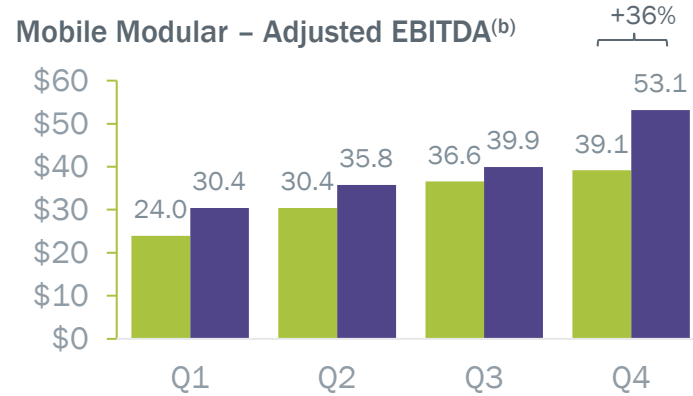


2021 2022
(dollars in millions)

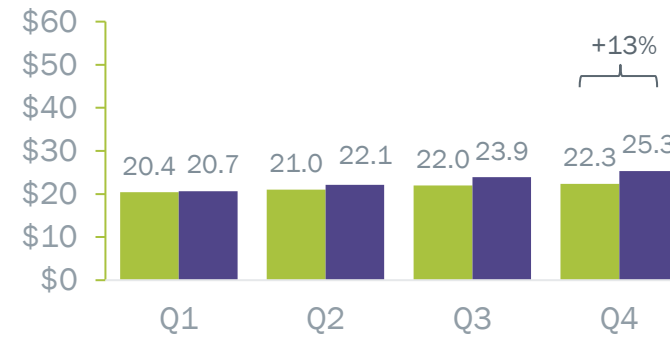
^(a) Mobile Modular includes Mobile Modular Portable Storage, Kitchens To Go, and excludes Enviroplex.

Adjusted EBITDA^(a)

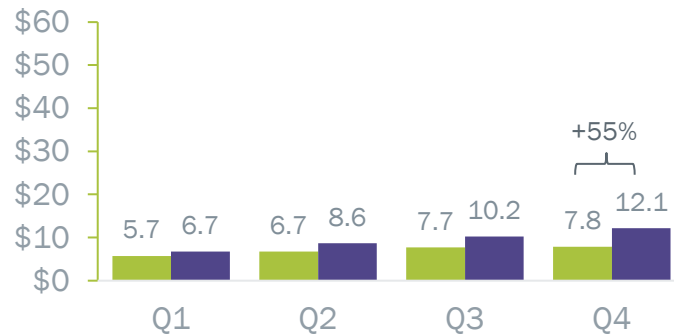
Quarterly Comparison (2021 – 2022)



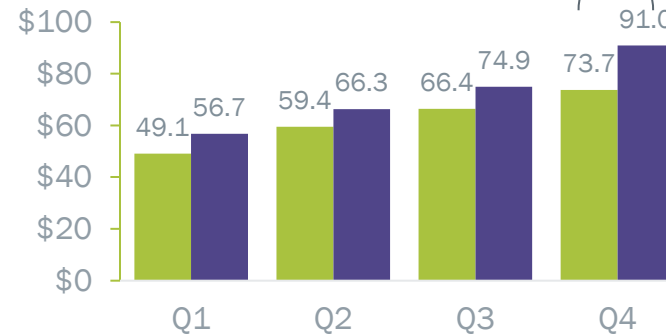
TRS-RenTelco – Adjusted EBITDA



Adler Tank Rentals – Adjusted EBITDA



MGRC – Adjusted EBITDA



2021 2022
(dollars in millions)

^(a) Adjusted EBITDA defined on page 9

^(b) Mobile Modular includes Mobile Modular Portable Storage, Kitchens To Go, and excludes Enviroplex. Enviroplex adjusted EBITDA decreased from \$4.4M in Q4-21 to \$0.4M in Q4-22.

2023 Financial Outlook

	2022	2023 Outlook <small>(as of 2/22/23)</small>
Total Revenues	\$734M	\$780M to \$810M
Adjusted EBITDA ^(a)	\$289M	\$294M to \$309M
Gross Rental Equipment Capital Expenditures	\$188M	\$190M to \$210M

^(a) Adjusted EBITDA defined on page 9

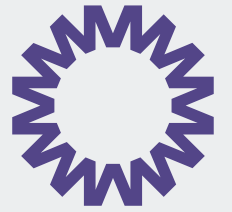
Rental Segment Highlights



McGRATH™



Mobile Modulares & Mobile Modulares Portable Storage



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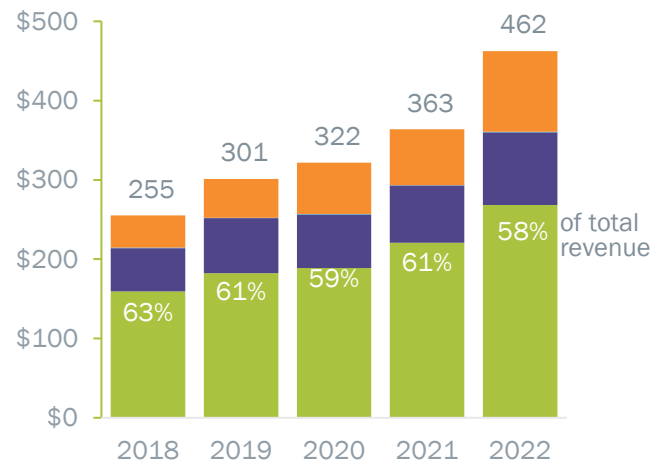
Rental Assets



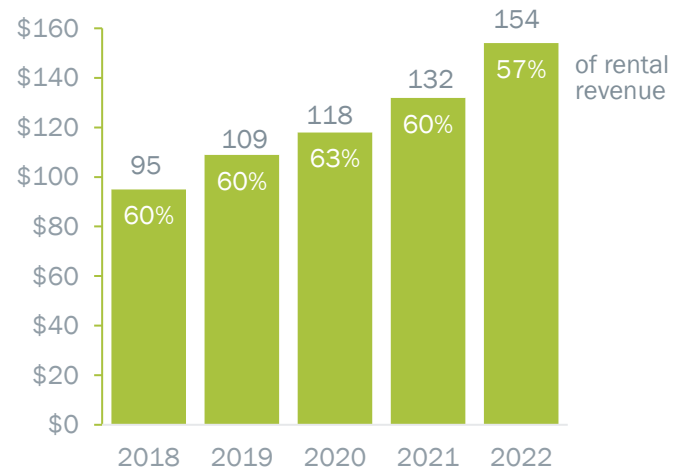
Mobile Modular Operating Results^{(a)(b)}



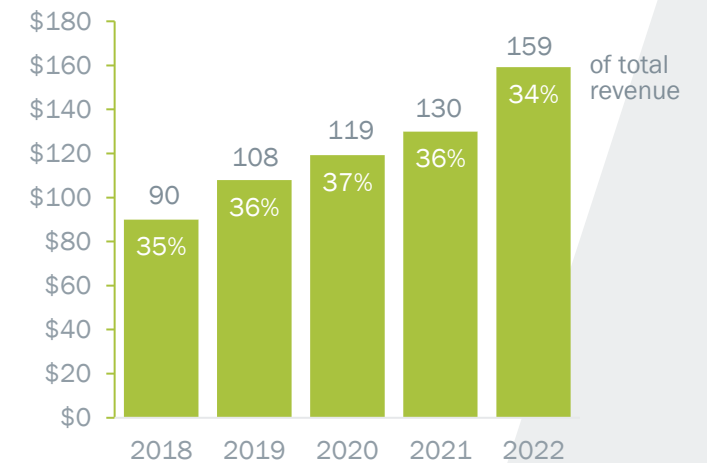
Total Revenues



Rental Gross Profit



Adjusted EBITDA



■ Rents
 ■ RRS
 ■ Sales & Other
 (dollars in millions)

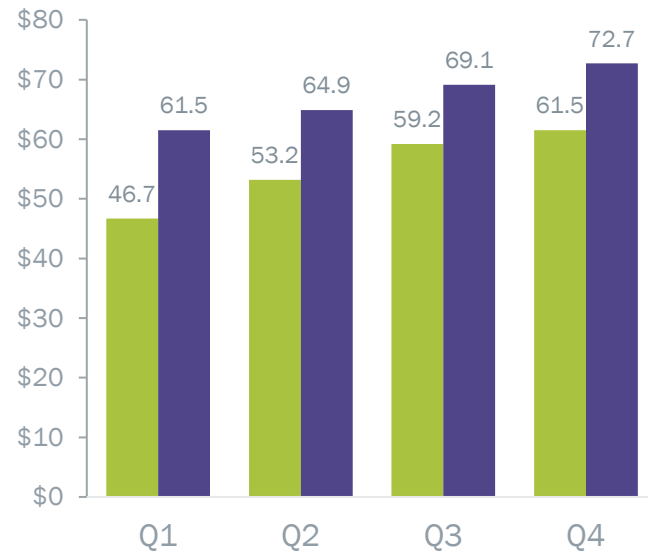
(a) Adjusted EBITDA defined on page 9

(b) Includes Mobile Modular Portable Storage, Kitchens To Go and excludes Enviroplex

Mobile Modular Highlights^{(a)(b)}



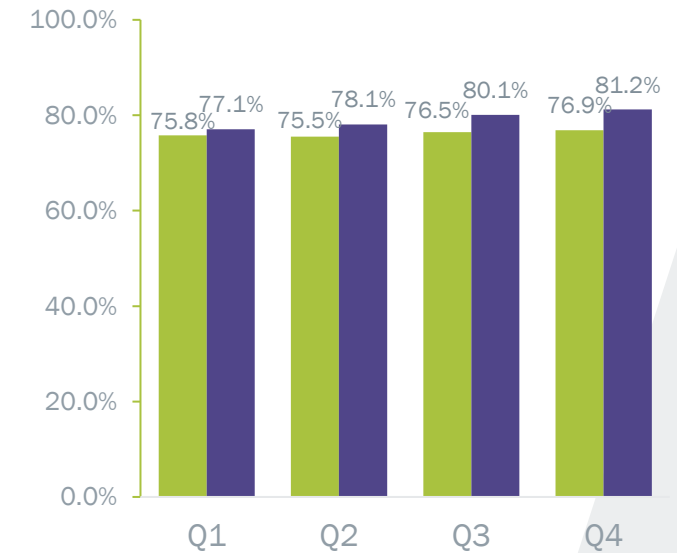
Rental Revenue



Period End Rental Equipment (Original Cost)



Average Utilization



■ 2021 ■ 2022
 (dollars in millions)

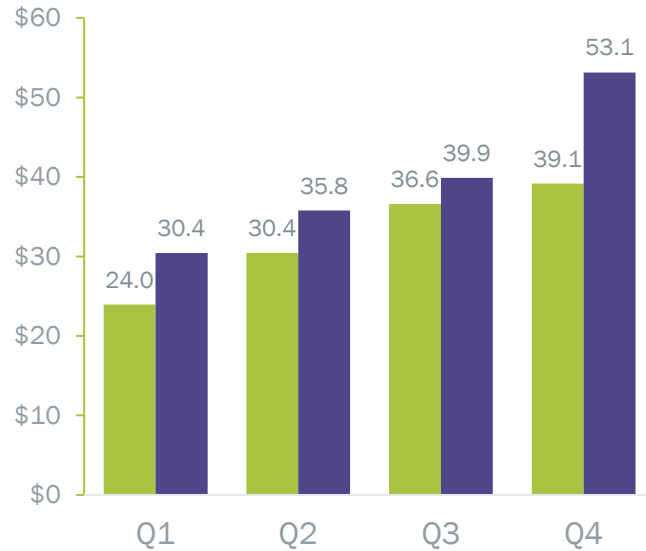
^(a) Includes Mobile Modular Portable Storage, Kitchens To Go and Design Space (Q2-21 onward) and excludes Enviroplex

^(b) See page 36 for definitions of rental equipment, utilization, and rate

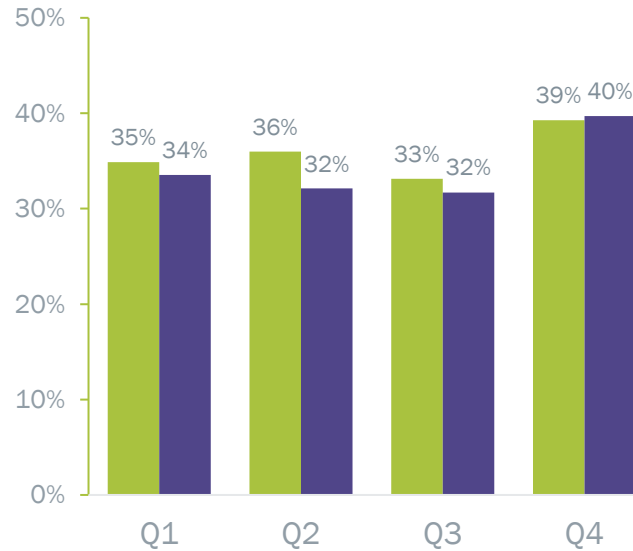
Mobile Modular Highlights



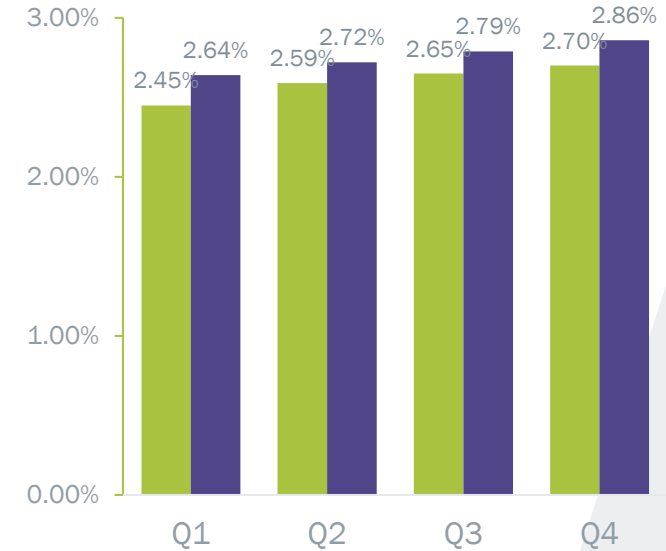
Adjusted EBITDA^(a)



Adjusted EBITDA^(a) % of Total Revenue



Average Rental Rate^(b)



■ 2021 ■ 2022
(dollars in millions)

^(a) Adjusted EBITDA defined on page 9

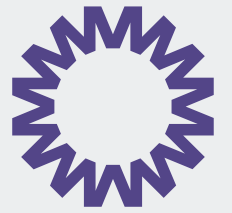
^(b) See page 36 for definitions of rental equipment, utilization, and rate

Modular Buildings and Storage Containers Growth Opportunities



- Strategic geographic footprint - Multiple attractive regions with established market position and long-term growth opportunities – CA, FL, TX, Mid Atlantic
- Industry-leading position in education rentals
- Regional expansion opportunities – Recent Vesta Modular and Design Space acquisitions
- Portable Storage geographic branch network expansion
- Custom Modular Solutions – large custom projects, including permanent modular construction, across the U.S.
- Site Related Services – Products and services outside the building (e.g. electrical and plumbing connections, walkways)
- Mobile Modular Plus – Products and services to support rental customers' use of the building (e.g. furniture rental packages)

TRS-RenTelco



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Rental Assets

Rental and Sales of General Purpose and Communications Test Equipment



Wireless Communication Test Set



Ethernet Test Set



1GHz Oscilloscope



PIM Tester



50GHz Spectrum Analyzer

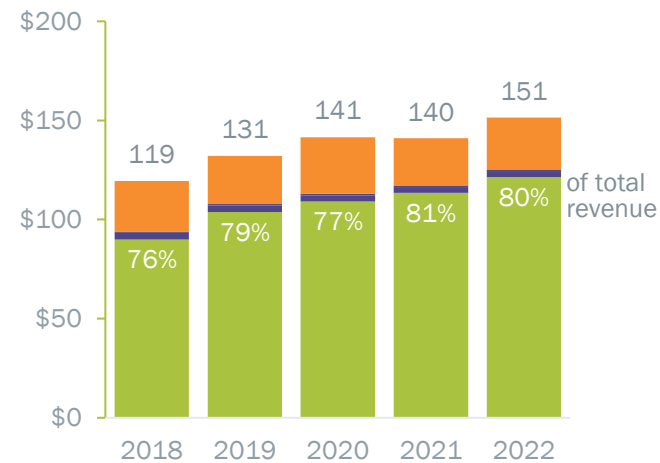


LAN Cable Tester

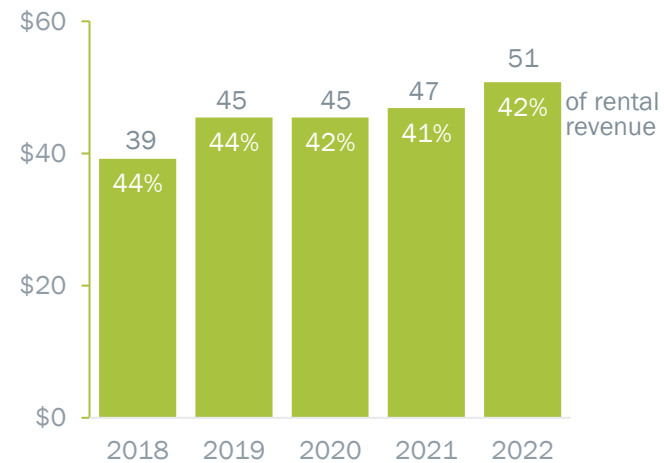
TRS-RenTelco Operating Results^(a)



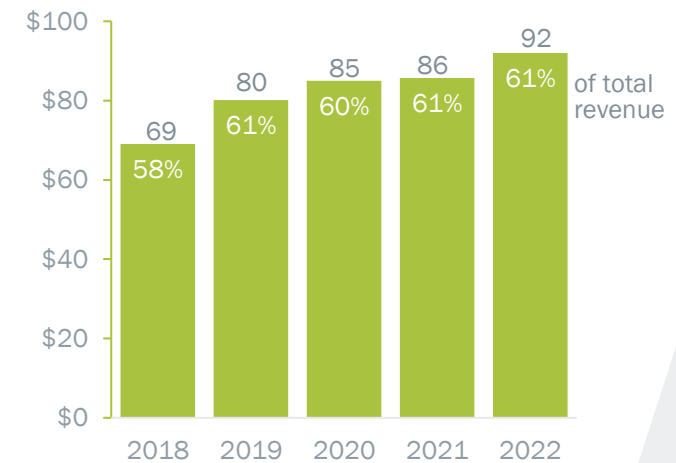
Total Revenues



Rental Gross Profit



Adjusted EBITDA



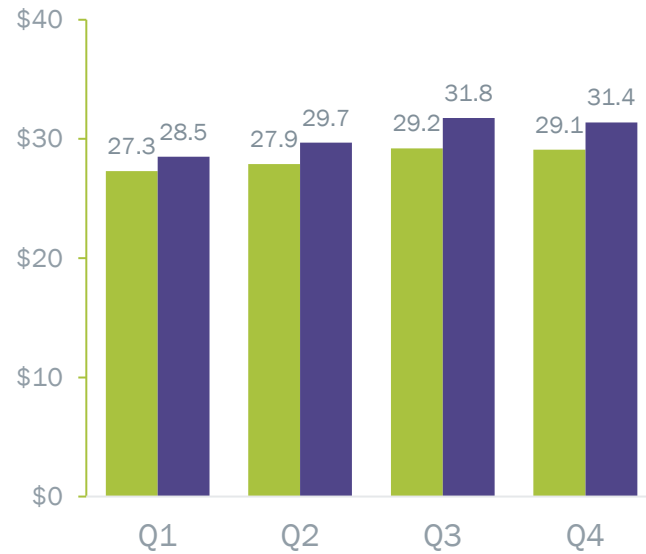
■ Rents
 ■ RRS
 ■ Sales & Other
 (dollars in millions)

^(a) Adjusted EBITDA defined on page 9

TRS-RenTelco Highlights^(a)



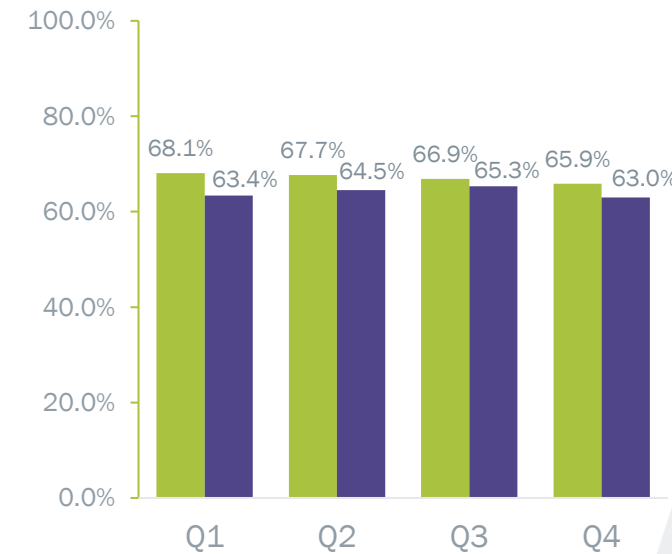
Rental Revenue



Period End Rental Equipment (Original Cost)



Average Utilization



2021 2022
(dollars in millions)

^(a) See page 36 for definitions of rental equipment, utilization, and rate

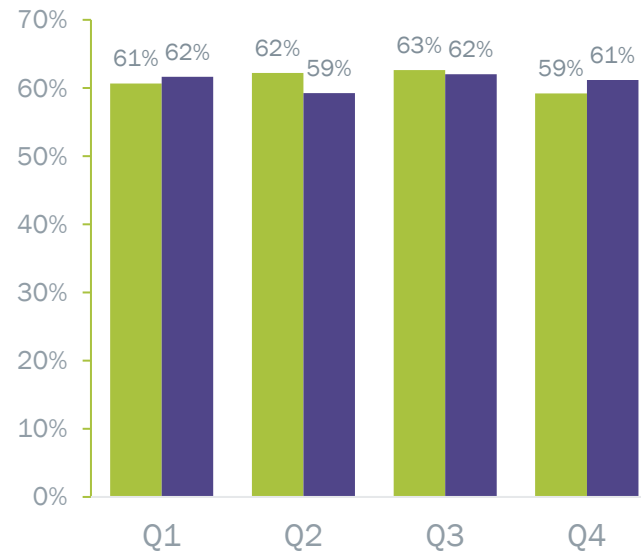
TRS-RenTelco Highlights



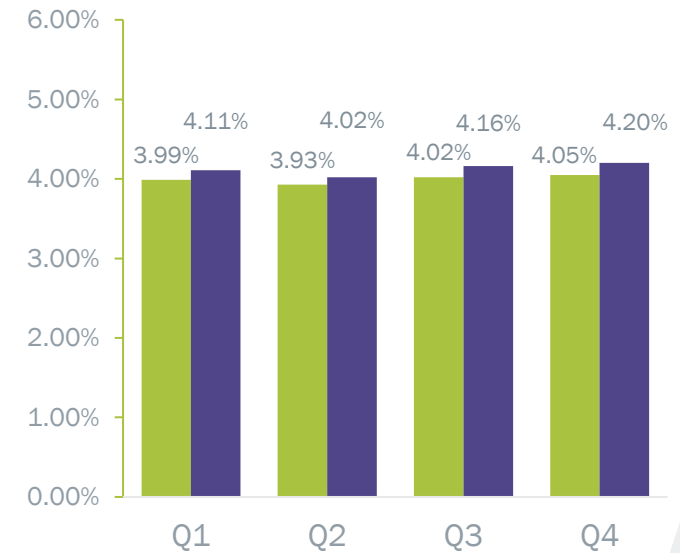
Adjusted EBITDA^(a)



Adjusted EBITDA^(a) % of Total Revenue



Average Rental Rate^(b)



■ 2021 ■ 2022
(dollars in millions)

^(a) Adjusted EBITDA defined on page 9

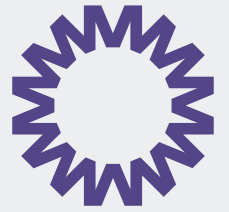
^(b) See page 36 for definitions of rental equipment, utilization, and rate

TRS-RenTelco Growth Opportunities



- Market leader in general purpose and communications equipment rentals
- Highly diversified end markets and customer base with positive demand trends
- Positive demand outlook for technology-related end markets driven by new technologies in almost all our markets (for example 5G communications network investments)
- High-quality customer base
- High-quality rental fleet to serve the most demanding customers

Adler Tank Rentals



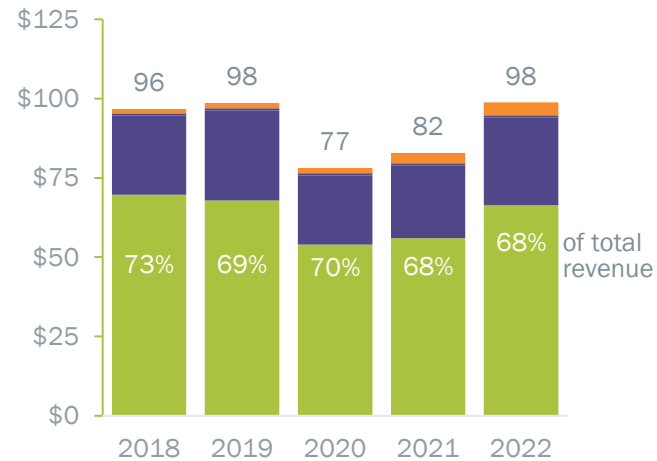
McGRATH™



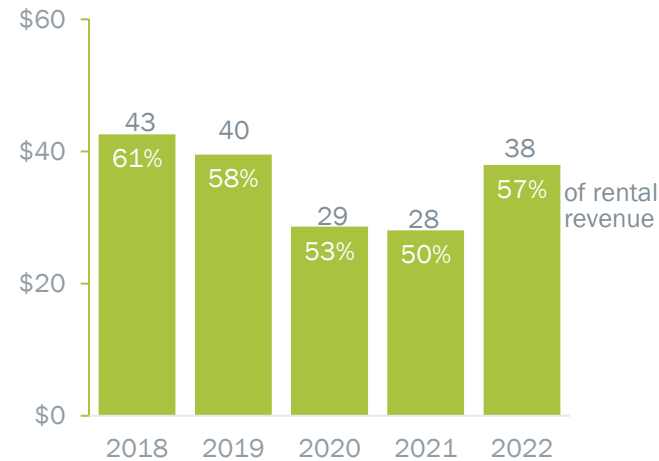
Adler Tank Rentals Operating Results^{(a)(b)}



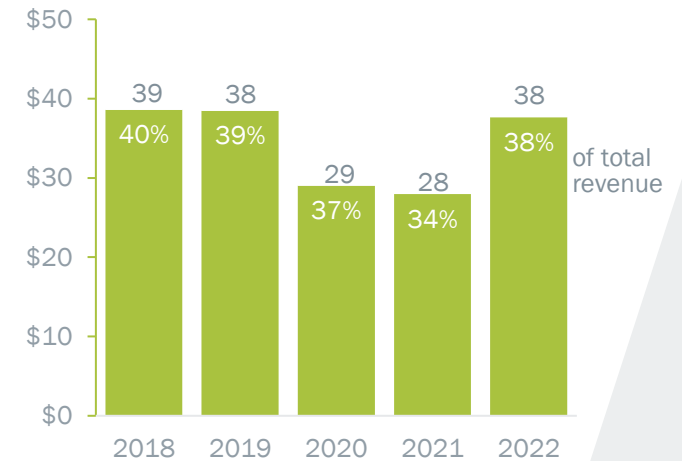
Total Revenues



Rental Gross Profit



Adjusted EBITDA



■ Rents
 ■ RRS
 ■ Sales & Other
 (dollars in millions)

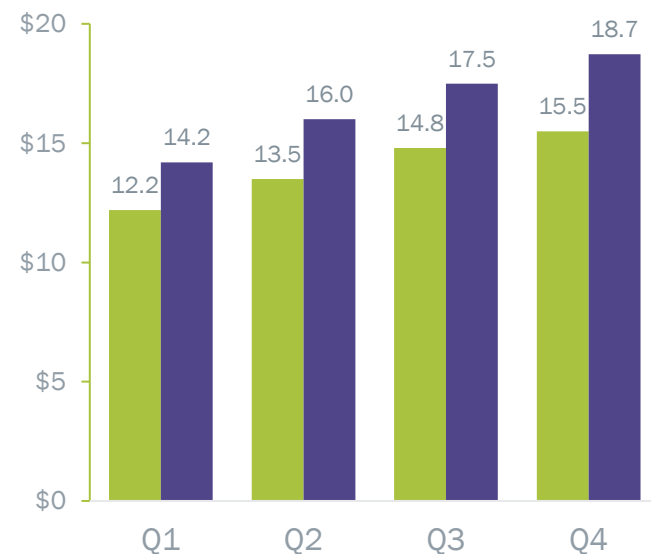
^(a) Adjusted EBITDA defined on page 9

^(b) McGrath divested Adler Tank Rentals on February 1, 2023

Adler Tank Rentals Highlights^{(a)(b)}



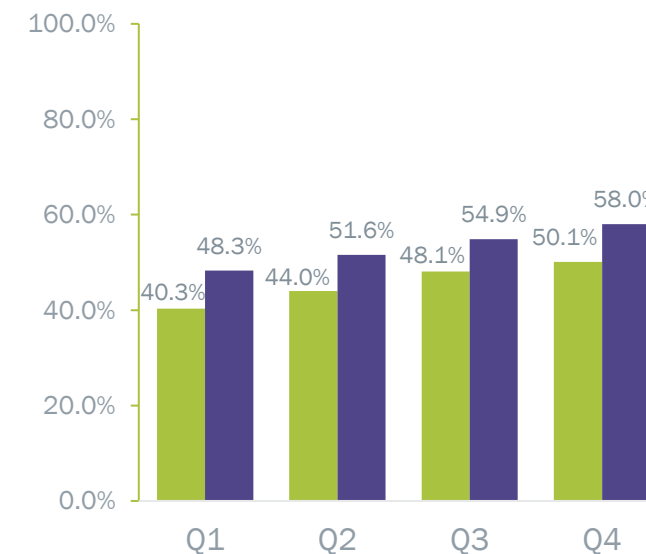
Rental Revenue



Period End Rental Equipment (Original Cost)



Average Utilization



■ 2021 ■ 2022
(dollars in millions)

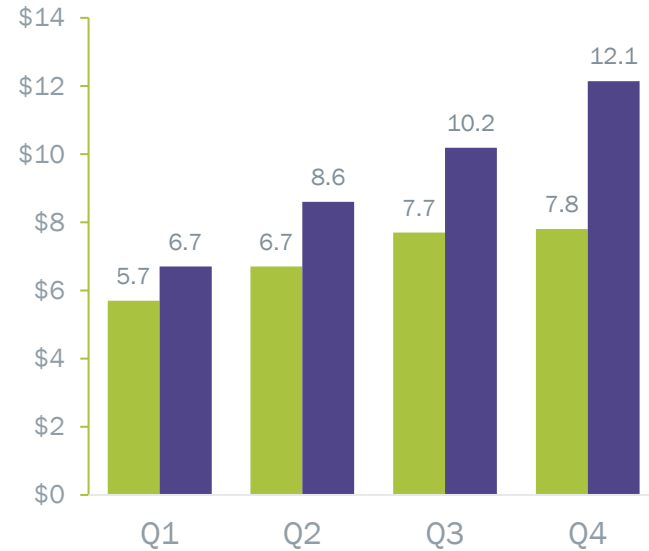
^(a) See page 36 for definitions of rental equipment, utilization, and rate

^(b) McGrath divested Adler Tank Rentals on February 1, 2023

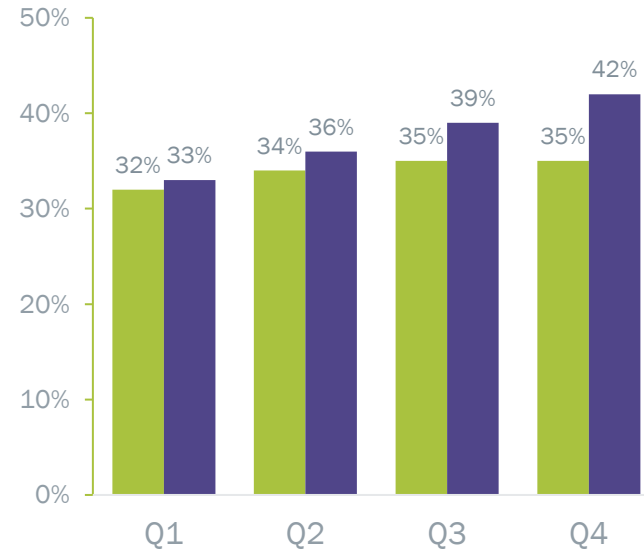
Adler Tank Rentals Highlights^(a)



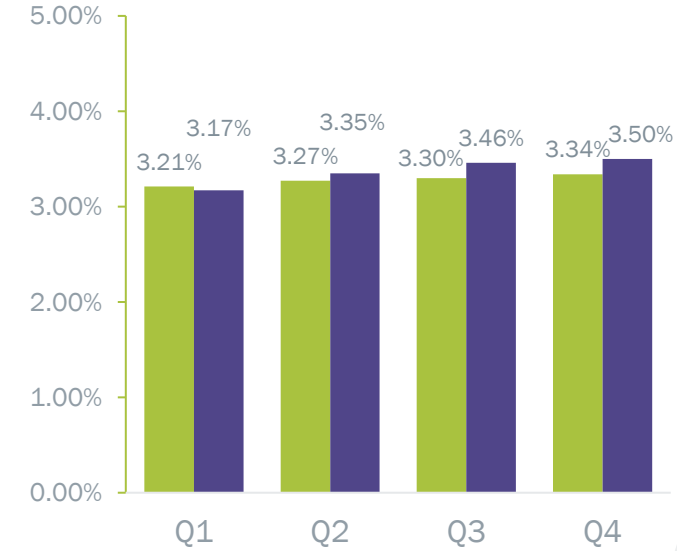
Adjusted EBITDA^(b)



Adjusted EBITDA^(b) % of Total Revenue



Average Rental Rate^(c)



■ 2021 ■ 2022
(dollars in millions)

^(a) McGrath divested Adler Tank Rentals on February 1, 2023

^(b) Adjusted EBITDA defined on page 9

^(c) See page 36 for definitions of rental equipment, utilization, and rate

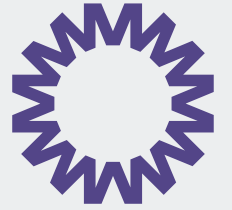
Investment Summary

McGrath (Nasdaq: MGRC)

- Established rental businesses with solid market positions
- Strategic growth focus on Modular segment
- Disciplined capital spending on new rental equipment and acquisitions
- Strong cash flow and resilient business model
- Dividend increases for 32 consecutive years
- Sound financial foundation to support current business operations and future growth

Thank you for your interest and investment in MGRC

Appendix



McGRATH™



Rental Fleet Metrics

Period End Utilization ⁽¹⁾

	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q320	Q420	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q4-22 vs.		Q3-22	% chg	Q4 Y/Y	% chg
Mobile Modular ⁽⁴⁾	66.7%	70.7%	75.0%	76.9%	77.3%	77.8%	79.3%	79.1%	76.0%	76.4%	80.7%	76.5%	76.0%	75.8%	76.3%	76.7%	76.4%	77.6%	78.6%	81.2%	80.7%	-0.5%	-0.6%	4.3%	5.6%		
TRS-RenTelco	64.1%	58.2%	59.8%	58.7%	61.0%	61.7%	62.1%	64.5%	67.4%	62.9%	59.4%	68.4%	67.4%	69.2%	66.9%	66.9%	62.9%	64.7%	65.3%	65.2%	59.4%	-5.8%	-8.9%	-3.5%	-5.6%		
Adler Tank Rentals	67.5%	57.7%	63.9%	49.7%	50.7%	57.5%	56.4%	48.4%	39.8%	47.6%	57.1%	45.5%	39.8%	43.0%	45.8%	50.4%	47.6%	50.4%	51.8%	58.3%	57.1%	-1.2%	-2.1%	9.5%	20.1%		

Average Utilization ⁽¹⁾

	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q320	Q420	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q3-22	% chg	Q4 Y/Y	% chg
Mobile Modular ⁽⁴⁾	66.4%	68.3%	72.3%	75.8%	76.6%	76.8%	78.2%	79.2%	77.2%	76.2%	79.1%	76.3%	76.2%	75.8%	75.5%	76.5%	76.9%	77.1%	78.1%	80.1%	81.2%	1.1%	1.4%	4.3%	5.6%
TRS-RenTelco	65.8%	62.7%	60.4%	60.5%	60.6%	62.9%	62.7%	66.2%	66.2%	67.0%	64.2%	67.1%	67.1%	68.1%	67.7%	66.9%	65.9%	64.6%	64.5%	65.3%	63.0%	-2.3%	-3.5%	-2.9%	-4.4%
Adler Tank Rentals	71.5%	64.2%	62.9%	58.3%	50.1%	56.0%	59.9%	54.7%	44.6%	45.4%	53.1%	44.1%	42.6%	40.3%	44.0%	48.1%	50.1%	48.3%	51.6%	54.9%	58.0%	3.1%	5.6%	7.9%	15.8%

Average Monthly Rental Rate ⁽²⁾

	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q320	Q420	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q3-22	% chg	Q4 Y/Y	% chg
Mobile Modular ⁽⁴⁾	1.90%	1.84%	1.86%	1.91%	1.96%	2.07%	2.24%	2.41%	2.47%	2.61%	2.75%	2.48%	2.49%	2.45%	2.59%	2.65%	2.70%	2.64%	2.72%	2.79%	2.86%	0.1%	2.5%	0.2%	5.9%
TRS-RenTelco	4.83%	5.09%	5.20%	4.62%	4.45%	4.35%	4.33%	4.26%	4.08%	4.01%	4.11%	4.08%	4.08%	3.99%	3.93%	4.02%	4.05%	4.01%	4.02%	4.16%	4.20%	0.0%	1.0%	0.2%	3.7%
Adler Tank Rentals	3.50%	3.50%	3.39%	3.22%	3.17%	3.10%	3.13%	3.29%	3.21%	3.29%	3.38%	3.21%	3.25%	3.21%	3.27%	3.30%	3.34%	3.17%	3.35%	3.46%	3.50%	0.0%	1.2%	0.2%	4.8%

Period End Rental Equipment ⁽³⁾ - (dollars in millions)

	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q320	Q420	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q3-22	% chg	Q4 Y/Y	% chg
Mobile Modular ⁽⁴⁾	534.2	564.9	635.4	706.2	744.1	746.9	775.5	814.4	836.5	1,001.2	1,054.8	832.6	836.5	838.5	969.9	981.2	1,001.2	1,013.8	1,025.6	1,030.8	1,054.8	24.1	2.3%	53.7	5.4%
TRS-RenTelco	266.5	267.2	260.7	262.0	245.7	261.6	283.9	333.6	331.5	361.1	395.2	334.1	331.5	339.4	358.6	363.9	361.1	374.4	387.4	392.9	395.2	2.3	0.6%	34.1	9.4%
Adler Tank Rentals	248.9	278.6	299.5	307.6	306.7	308.9	312.2	315.0	314.4	309.1	307.0	314.8	314.4	313.4	312.7	310.7	309.1	307.8	307.2	307.4	307.0	(0.4)	-0.1%	(2.1)	-0.7%

⁽¹⁾ Period End Utilization is calculated by dividing the cost of rental equipment on rent by the total cost of rental equipment excluding new equipment inventory and accessory equipment. Average utilization for the period is calculated using the average costs of the rental equipment

⁽²⁾ Average Monthly Rental Rate is calculated by dividing the averages of monthly rental revenues by the cost of rental equipment on rent, for the period

⁽³⁾ Period End Rental Equipment represents the original cost of rental equipment excluding new equipment inventory and accessory equipment

⁽⁴⁾ Mobile Modular includes Kitchens To Go and Design Space (Q2-21 onward) and excludes Enviroplex