

McGRATHTM

MAY 5, 2023

Q1 2023 Quarterly Investor Presentation



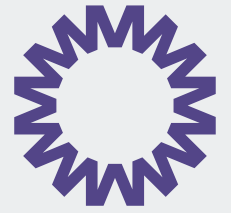
Safe Harbor

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.

Focusing the Portfolio on Mobile Modular



McGRATH™



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

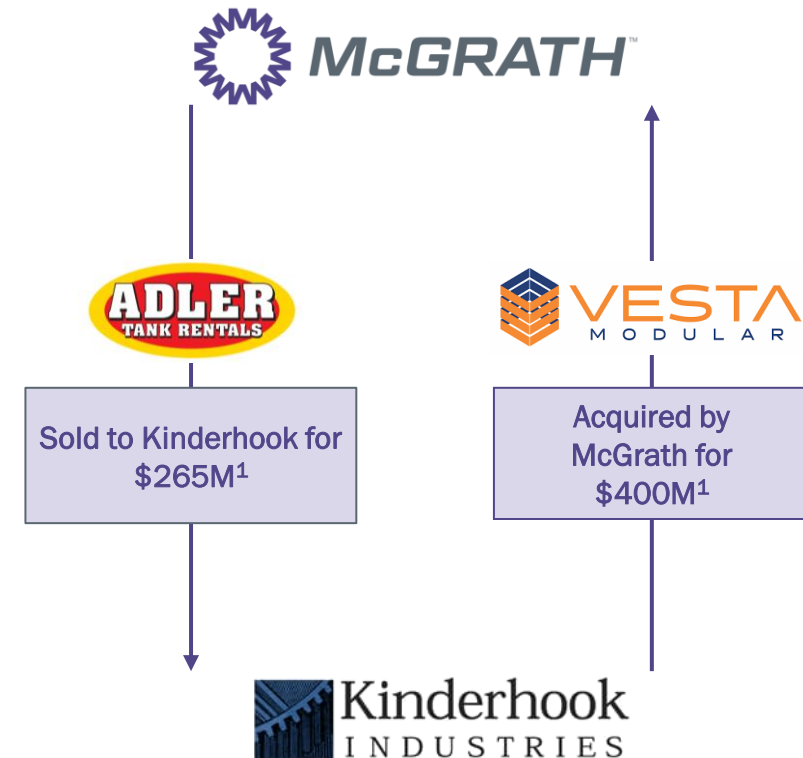
Creates a more competitive and larger scaled modular business with increased geographic coverage and density to serve customers

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

Increases proportion of longer-term rental revenue contracts

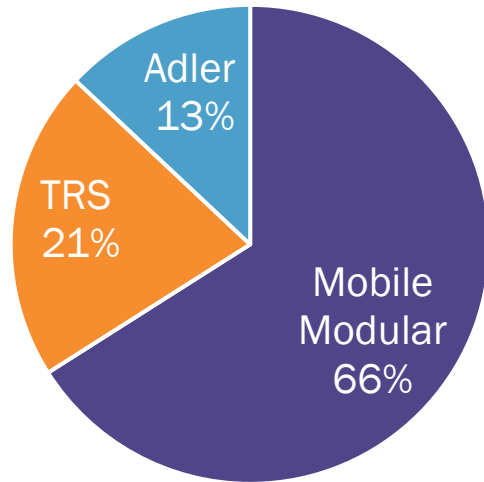
Provides opportunities for cost and revenue synergies

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

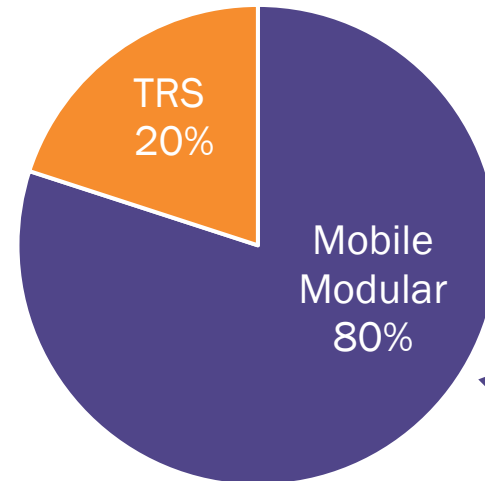


¹ Excludes reimbursable CapEx, working capital adjustments and fees

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

Vesta Modular Overview



BUSINESS OVERVIEW

- Vesta is a provider of temporary and permanent modular space solutions, and facilitates modular building processes including design, construction, and installation of projects
- Scope of business includes both modular space leasing and modular construction services
- Vesta has 120+ employees to support its diverse base of 900+ customers in a variety of end markets; core end markets include education, industrial, construction, government, municipalities and retail sectors
- Vesta operates strategically-placed branches in some of the nation's fastest growing markets – Atlanta, Dallas, Elkhart, Houston, Miami, Mobile, Nashville and Riverside
- Founded in 2014 and headquartered in Southfield, MI

\$129M

2022E Revenues

~6,000

Total Units

\$40M

2022E EBITDA

~\$220M

Original Cost

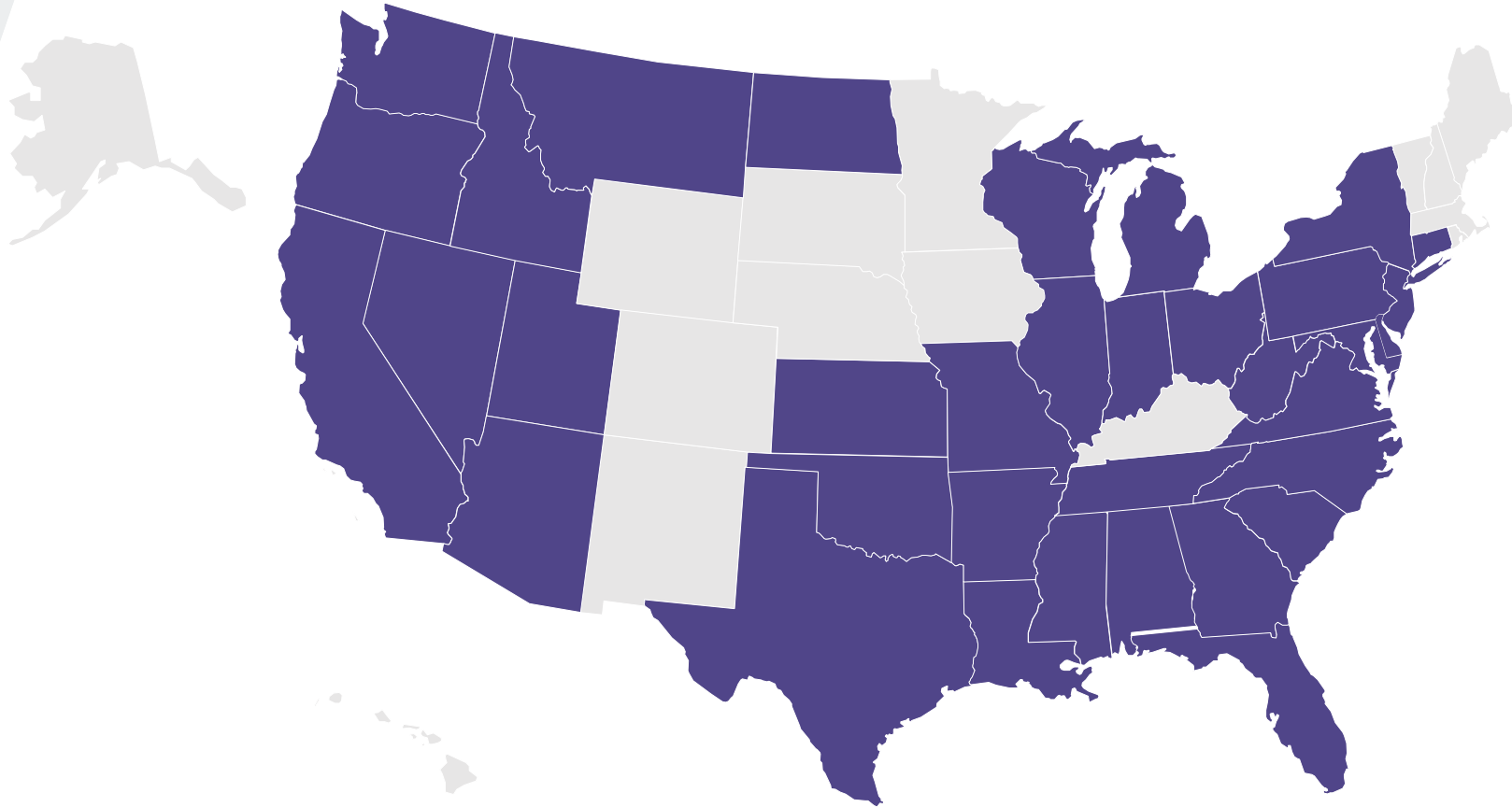
31 %

2022E EBITDA Margin

~ 7 years

Average Fleet Age

Mobile Modular + Vesta Geographic Coverage

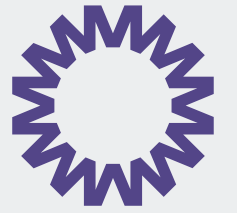


Expands footprint with strategically located assets

13
States with New Geographic Coverage

15
States with Increased Geographic Density

McGrath Overview



McGRATH™



Uniquely McGrath



^(a) Full year 2022, includes Adler Tank Rentals

^(b) Adjusted EBITDA defined on page 15

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

McGrath Snapshot

TOTAL REVENUES (Q1-23)

\$164M

DIVERSE CUSTOMER BASE

~23,000

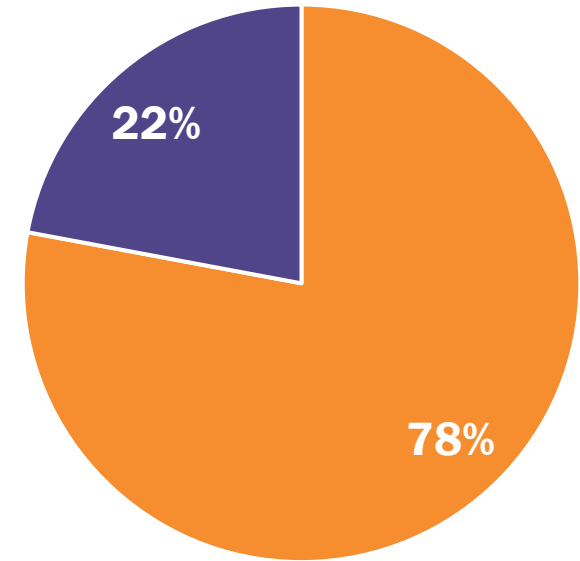
MARKET CAP ⁽²⁾

~\$2.2B

EMPLOYEES

~1,200

Total Revenues (Q1-23)



■ Mobile Modular ⁽¹⁾ ■ TRS-RenTelco

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

⁽²⁾ As of 5/1/23

Modular Buildings and Storage Containers



POSITIONING:

Leader in California Texas, Florida, and Mid-Atlantic education markets

PRODUCTS:

Office buildings and complexes, classrooms, portable storage containers

COVERAGE:

Mobile Modular: servicing 35 states

Portable Storage: servicing 28 states

⁽¹⁾Original Acquisition Cost

QUARTERLY REVENUES (Q1-23)

\$127M

RENTAL EQUIPMENT

(AT 03/31/23 OAC⁽¹⁾)

\$1,412M

RENTAL FLEET (units)

~80,000

Electronic Test Equipment



POSITIONING:

Leader in North Americas

PRODUCTS:

General purpose and communications test equipment

COVERAGE:

Serving customers in North America and selectively overseas

⁽¹⁾Original Acquisition Cost

QUARTERLY REVENUES (Q1-23)

\$36M

RENTAL EQUIPMENT

(AT 03/31/23 OAC⁽¹⁾)

\$402M

RENTAL FLEET (units)

~26,000

Company Priorities

STRATEGIC GROWTH:

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

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

CORPORATE RESPONSIBILITY:

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

Corporate Responsibility & Values

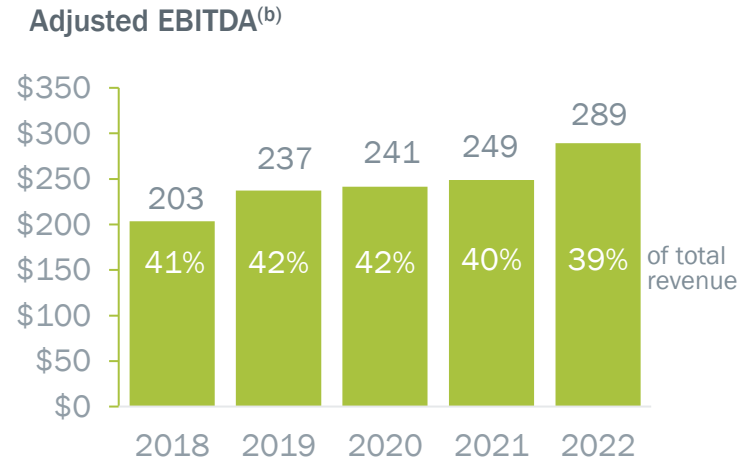
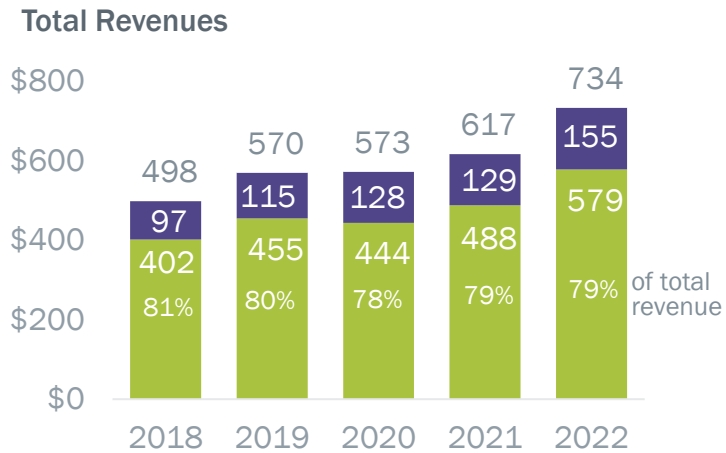


- We take corporate social responsibility and fundamental good corporate citizenship seriously at McGrath
- Visit our new corporate responsibility site for additional environmental sustainability, social responsibility and governance (ESG) information:
<https://investors.mgrc.com/corporate-responsibility>

“Corporate Responsibility and Sustainability are long-standing hallmarks of our company’s culture and remain at the forefront in everything we do.”

– Joe Hanna, President and CEO.

McGrath Historic Operating Results ^(a)



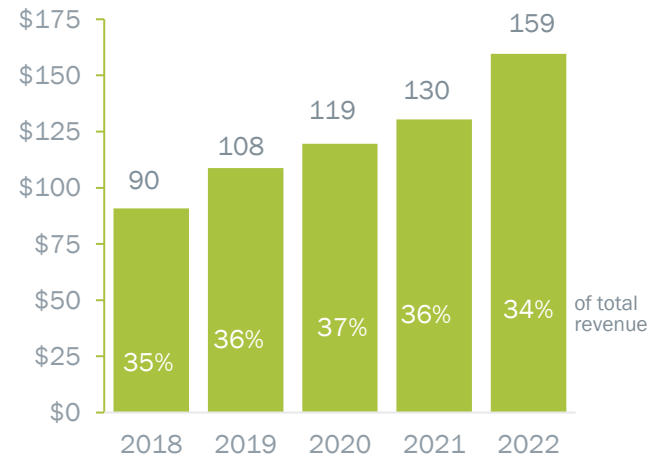
■ Rental Operations
 ■ Sales and Other
 (dollars in millions)

^(a) Includes Adler Tank Rentals which was divested on February 1, 2023

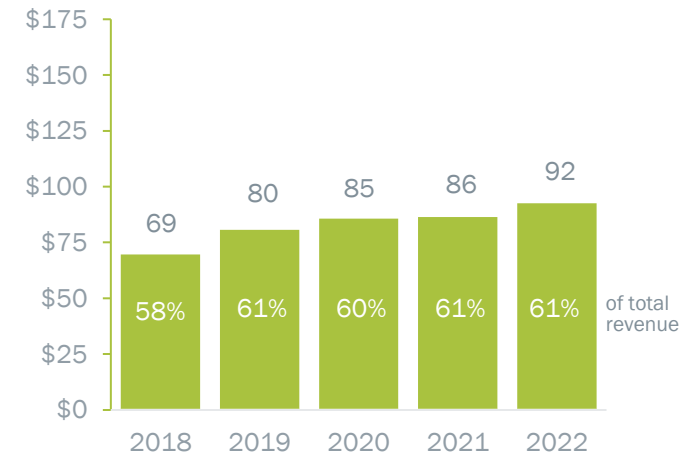
^(b) The Company defines Adjusted EBITDA as net income before interest expense, provision for income taxes, depreciation, amortization, non-cash impairment costs, share-based compensation and transaction costs. A reconciliation of Adjusted EBITDA to the most directly comparable financial measures calculated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

Rental Segment Adjusted EBITDA^(a)

Mobile Modular^(b)



TRS-RenTelco



(dollars in millions)

^(a) Adjusted EBITDA defined on page 15

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

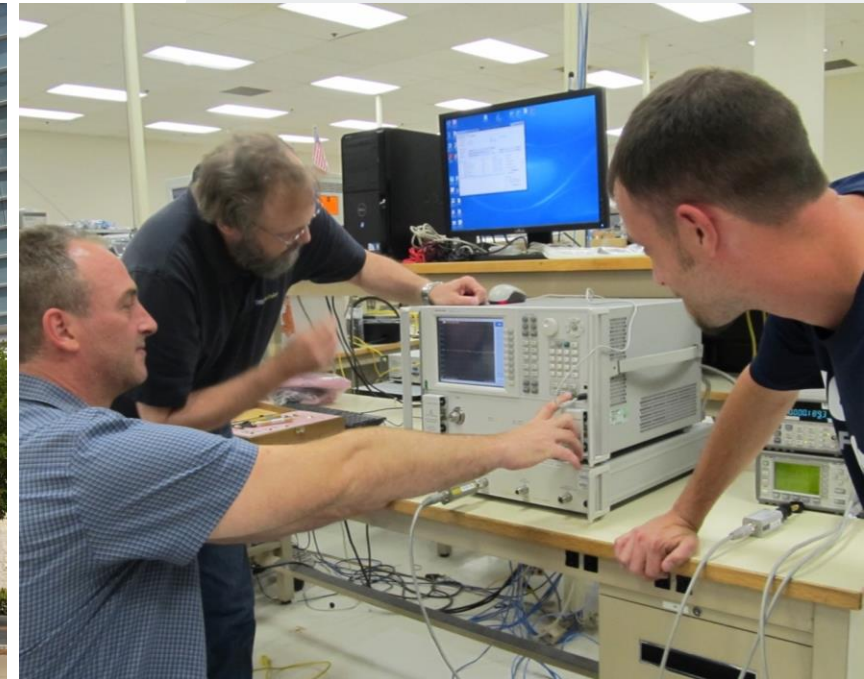
Q1 2023 Company Highlights

- **Transformative quarter at McGrath:**
 - Acquired Vesta Modular - A strategic target
 - Divested Adler Tank Rentals – A non-core asset
 - Portable Storage tuck-ins – Brekke Storage and Dixie Temporary Storage
- **Well positioned for future business growth in 2023**
- **Raised 2023 full year financial outlook**

Financial Highlights



McGRATH™



Q1 2023 Quarterly Highlights (continuing operations)

- **Strong McGrath results reflecting broad based demand and good execution**
 - Total revenues \$163.7M (+31%)
 - Adjusted EBITDA \$61.8M (+23%)
- **Each rental segment achieved robust increases in both rental operations and sales revenues (year over year)**
 - Mobile Modular +32% rental; +70% sales
 - TRS-RenTelco +2% rental; +30% sales
- **Positive Mobile Modular market conditions (year over year)**
 - Rental revenue growth in all geographic markets
 - Education rental revenues up 8%
 - Portable Storage business up 27%
- **Strong Mobile Modular execution compared to prior year**
 - Improved pricing
 - Increased fleet deployment
 - Higher utilization
 - On schedule with Vesta Modular integration
- **TRS-RenTelco grew rental revenues (2%) and sales revenues (30%) despite computer semiconductor market softness**

Operating Results (from continuing operations)

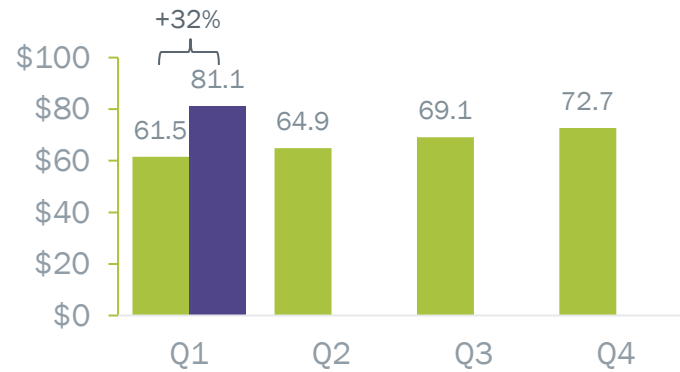
	Three months ended March 31		
	2023	2022	Change
Rental Revenue	110.2	90.1	22%
Rental Related Services	27.1	19.0	43%
Sales	23.7	15.2	55%
Total Revenue	163.7	125.1	31%
Gross Profit	77.4	58.0	33%
Adjusted EBITDA ^(a)	61.8	50.1	23%

^(a) Adjusted EBITDA defined on page 15

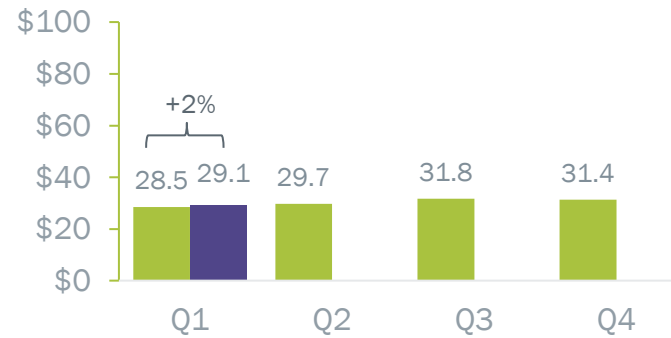
Rental Revenue (from continuing operations)

Quarterly Comparison (2022 - 2023)

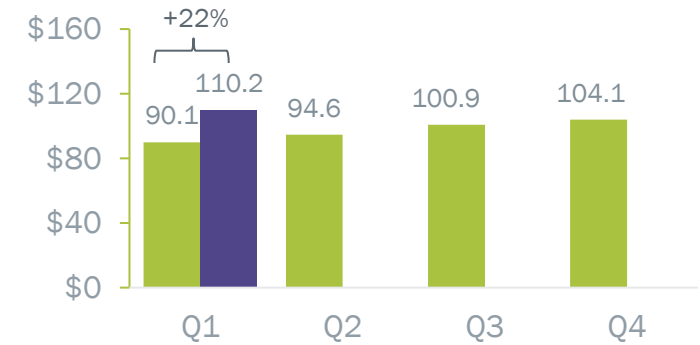
Mobile Modular^(a)



TRS-RenTelco



MGRC



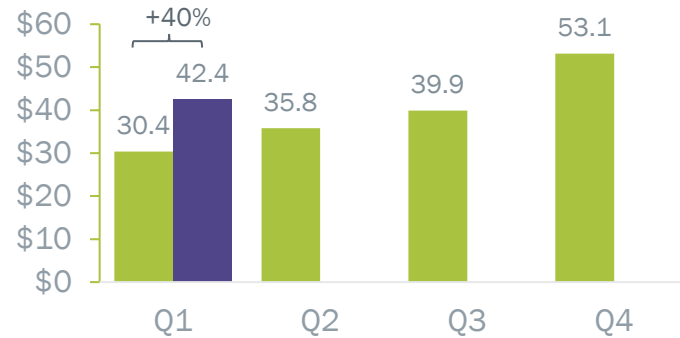
■ 2022 ■ 2023
 (dollars in millions)

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

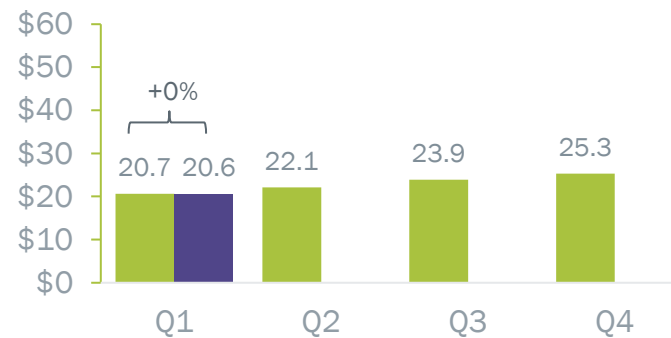
Adjusted EBITDA^(a) (from continuing operations)

Quarterly Comparison (2022 - 2023)

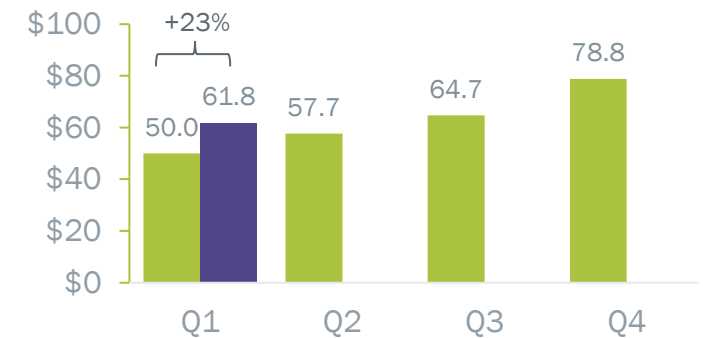
Mobile Modular – Adjusted EBITDA^(b)



TRS-RenTelco – Adjusted EBITDA



MGRC – Adjusted EBITDA



■ 2022 ■ 2023
 (dollars in millions)

^(a) Adjusted EBITDA defined on page 15

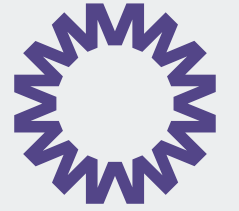
^(b) Mobile Modular includes Mobile Modular Portable Storage, Kitchens To Go, and excludes Enviroplex. Enviroplex adjusted EBITDA decreased from (\$1.1M) in Q1-22 to (\$1.3M) in Q1-23.

2023 Financial Outlook

	Previous (2/22/23)	2023 Outlook (as of 5/4/23) (Continuing Operations)
Total Revenues	\$780M to \$810M	\$790M to \$820M
Adjusted EBITDA ^(a)	\$294M to \$309M	\$300M to \$315M
Gross Rental Equipment Capital Expenditures	\$190M to \$210M	\$190M to \$210M

^(a) Adjusted EBITDA defined on page 15

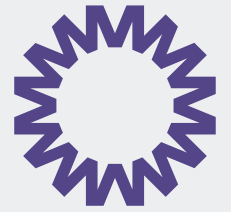
Rental Segment Highlights



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Mobile Modular



McGRATH™



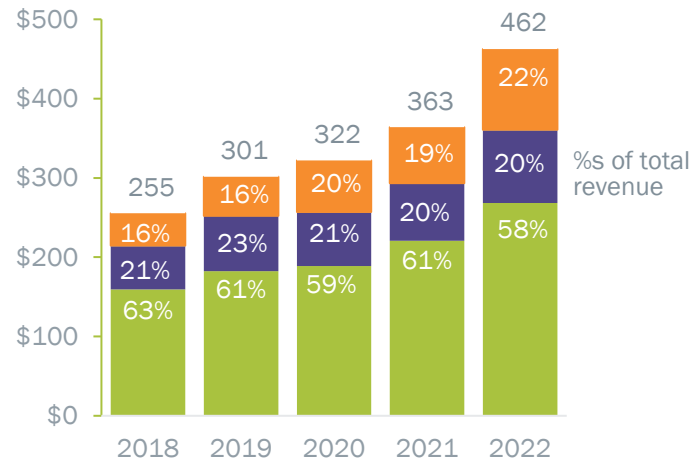
Rental Assets



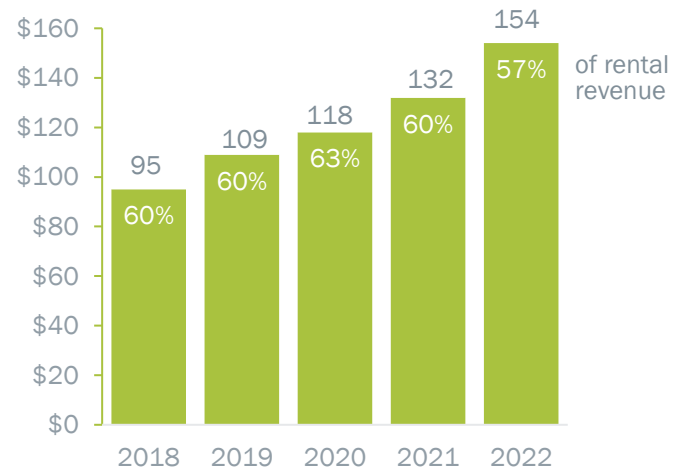
Mobile Modular Operating Results^{(a)(b)}



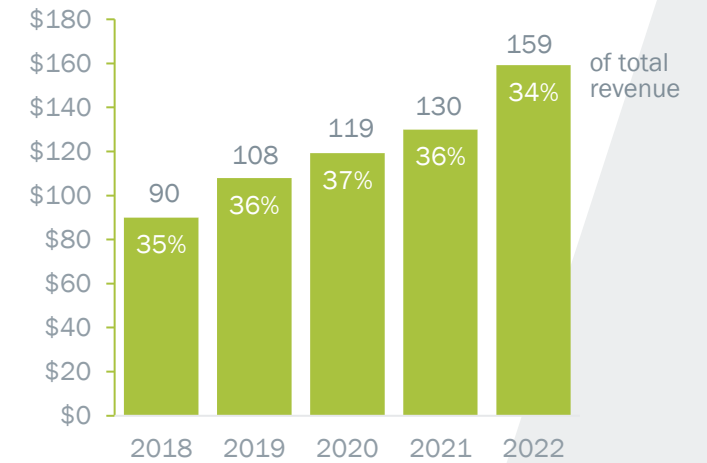
Total Revenues



Rental Gross Profit



Adjusted EBITDA



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

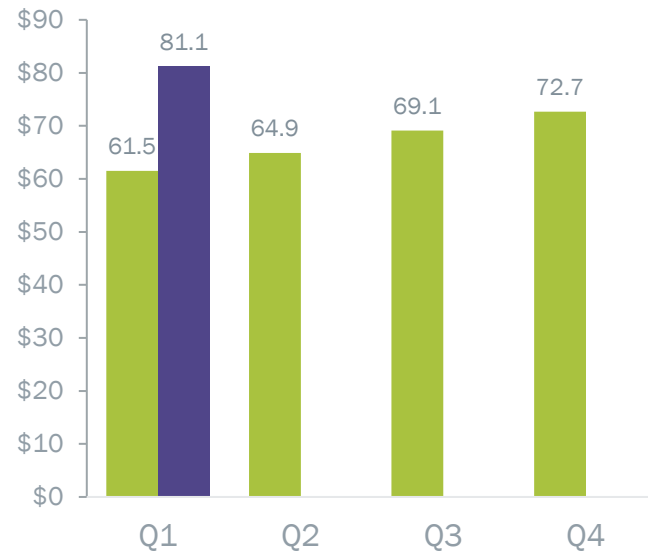
(a) Adjusted EBITDA defined on page 15

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

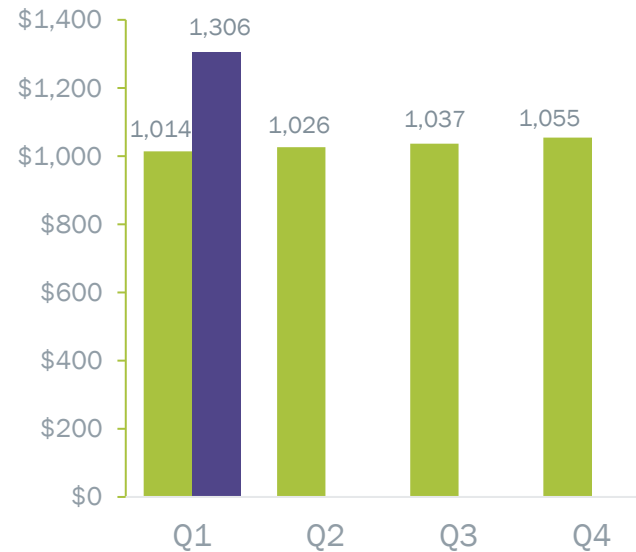
Mobile Modular Highlights^{(a)(b)}



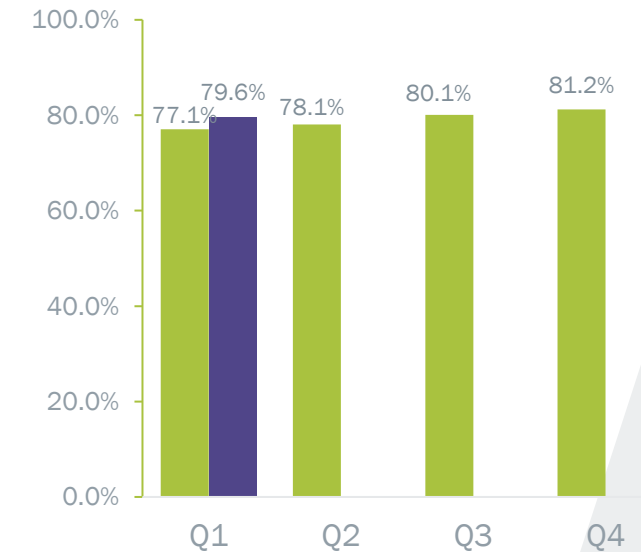
Rental Revenue



Period End Rental Equipment (Original Cost)



Average Utilization



■ 2022 ■ 2023
 (dollars in millions)

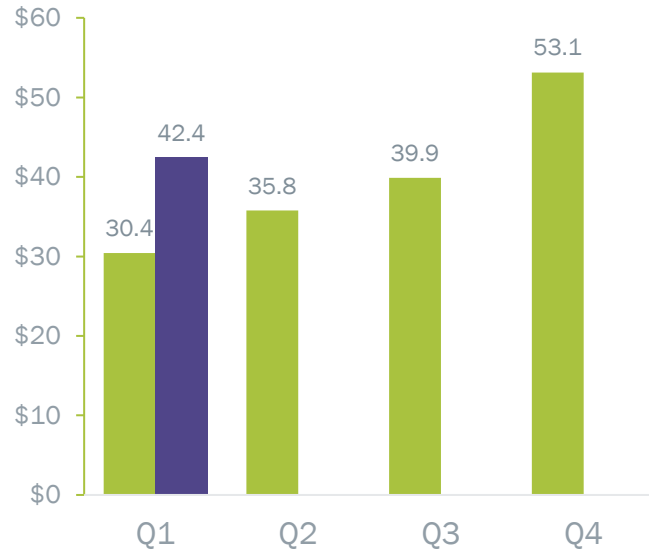
^(a) Includes Mobile Modular Portable Storage, Kitchens To Go and Vesta Modular (Q1-23 onward) and excludes Enviroplex

^(b) See page 39 for definitions of rental equipment and utilization

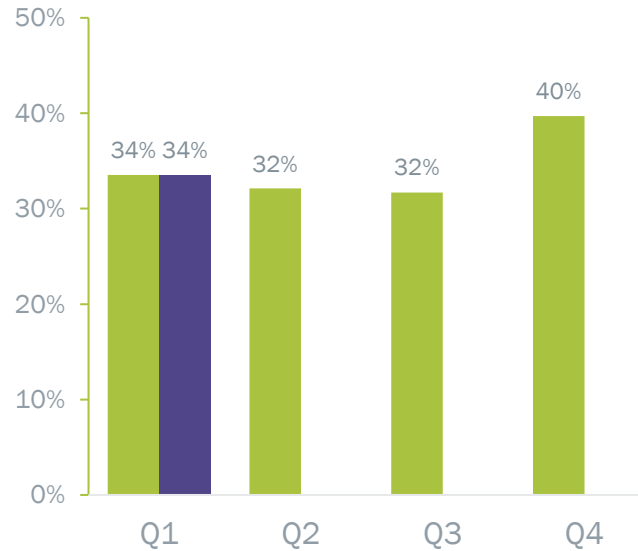
Mobile Modular Highlights



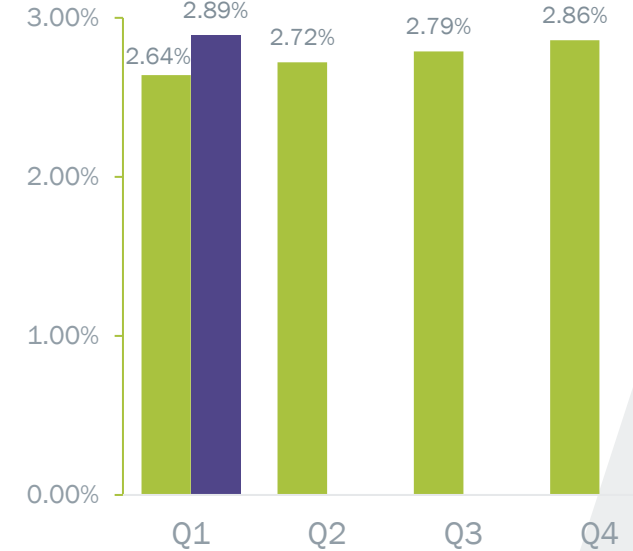
Adjusted EBITDA^(a)



Adjusted EBITDA^(a) % of Total Revenue



Average Rental Rate^(b)



■ 2022 ■ 2023
 (dollars in millions)

^(a) Adjusted EBITDA defined on page 15

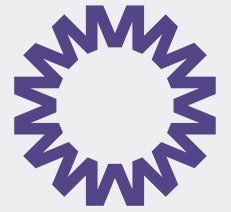
^(b) See page 39 for definition of rate

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 – Organic investment and recent Vesta Modular and Design Space acquisitions
- Portable Storage expansion - Organic investment and recent Brekke and Dixie acquisitions
- 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



McGRATH™



Rental Assets

Rental and Sales of General Purpose and Communications Test Equipment



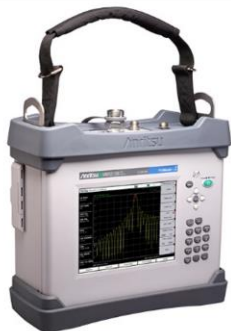
Wireless Communication Test Set



Ethernet Test Set



1GHz Oscilloscope



PIM Tester



50GHz Spectrum Analyzer

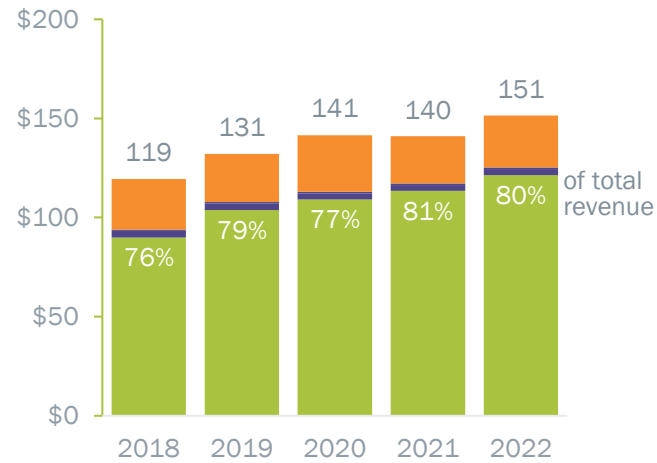


LAN Cable Tester

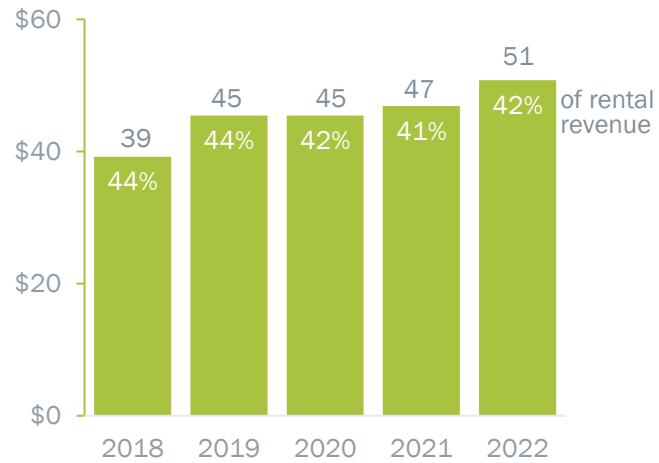
TRS-RenTelco Operating Results^(a)



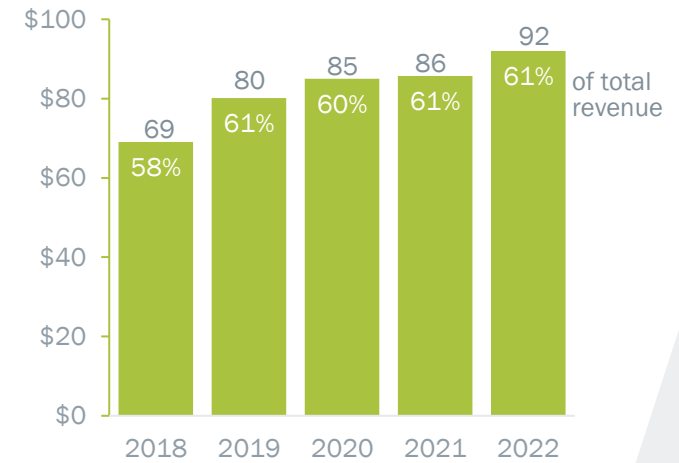
Total Revenues



Rental Gross Profit



Adjusted EBITDA



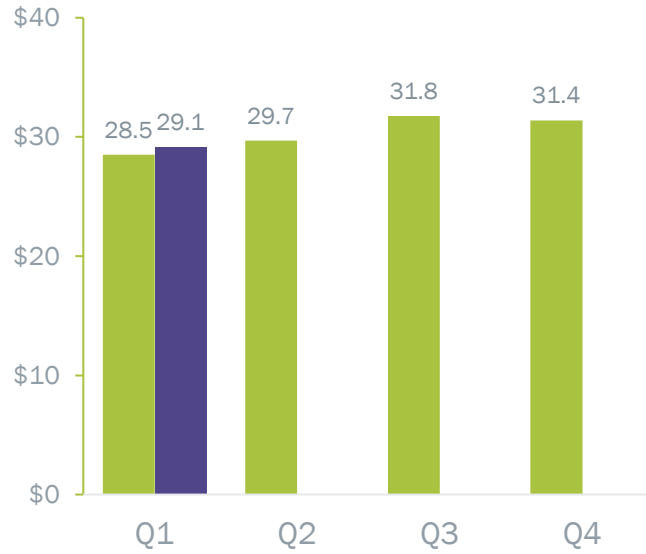
■ Rents
 ■ RRS
 ■ Sales & Other
 (dollars in millions)

^(a) Adjusted EBITDA defined on page 15

TRS-RenTelco Highlights^(a)



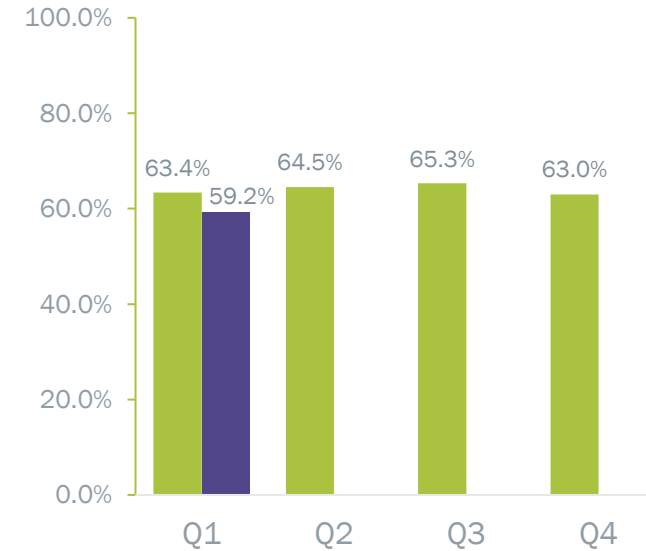
Rental Revenue



Period End Rental Equipment (Original Cost)



Average Utilization



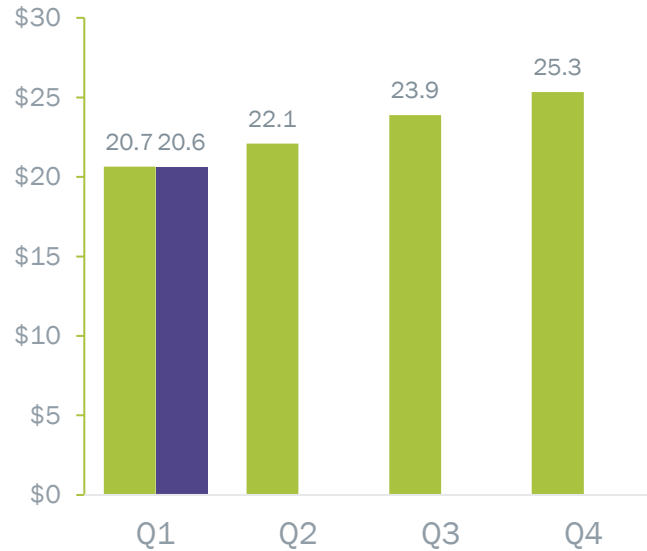
■ 2022 ■ 2023
 (dollars in millions)

^(a) See page 39 for definitions of rental equipment and utilization

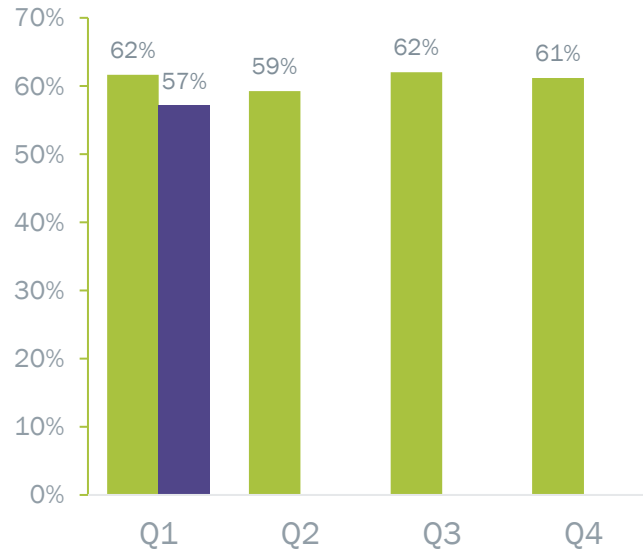
TRS-RenTelco Highlights



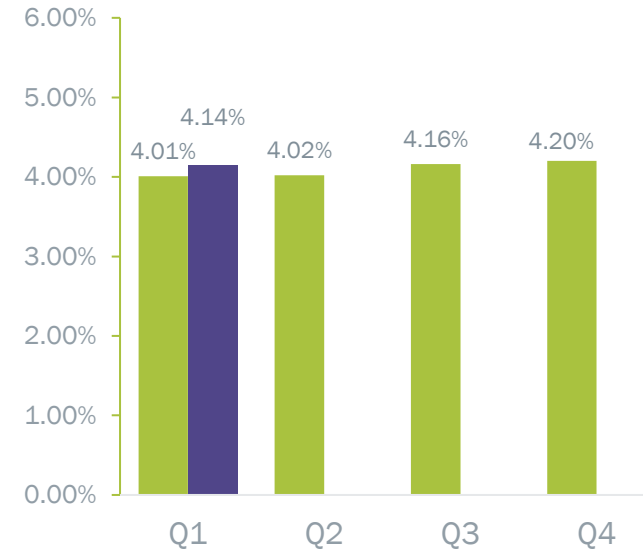
Adjusted EBITDA^(a)



Adjusted EBITDA^(a) % of Total Revenue



Average Rental Rate^(b)



■ 2022 ■ 2023
 (dollars in millions)

^(a) Adjusted EBITDA defined on page 15

^(b) See page 39 for definition of rate

TRS-RenTelco Growth Opportunities



- North American 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

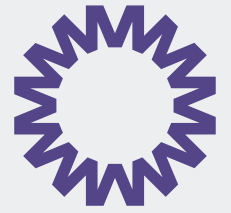
Investment Summary

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⁾

																Q1-23 vs.								
	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q123	Q4-22	% chg	Q1 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%	75.8%	76.3%	76.7%	76.4%	77.6%	78.6%	81.2%	80.7%	78.9%	-1.8%	-2.2%	1.3%	1.7%
TRS-RenTelco	64.1%	58.2%	59.8%	58.7%	61.0%	61.7%	62.1%	64.5%	67.4%	62.9%	59.4%	69.2%	66.9%	66.9%	62.9%	64.7%	65.3%	65.2%	59.4%	59.0%	-0.4%	-0.7%	-5.7%	-8.8%

Average Utilization ⁽¹⁾

																Q1-23 vs.								
	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q123	Q4-22	% chg	Q1 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%	75.8%	75.5%	76.5%	76.9%	77.1%	78.1%	80.1%	81.2%	79.6%	-1.6%	-2.0%	2.5%	3.2%
TRS-RenTelco	65.8%	62.7%	60.4%	60.5%	60.6%	62.9%	62.7%	66.2%	66.2%	67.0%	64.2%	68.1%	67.7%	66.9%	65.9%	64.6%	64.5%	65.3%	63.0%	59.2%	-3.8%	-6.0%	-5.4%	-8.4%

Average Monthly Rental Rate ⁽²⁾

																Q1-23 vs.								
	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q123	Q4-22	% chg	Q1 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%	2.45%	2.59%	2.65%	2.70%	2.64%	2.72%	2.79%	2.86%	2.89%	0.0%	1.0%	0.3%	9.5%
TRS-RenTelco	4.83%	5.09%	5.20%	4.62%	4.45%	4.35%	4.33%	4.26%	4.08%	4.01%	4.11%	3.99%	3.93%	4.02%	4.05%	4.01%	4.02%	4.16%	4.20%	4.14%	-0.1%	-1.4%	0.1%	3.2%

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

																Q1-23 vs.								
	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	Q121	Q221	Q321	Q421	Q122	Q222	Q322	Q422	Q123	Q4-22	% chg	Q1 Y/Y	% chg
Mobile Modular ⁽⁴⁾	534	565	635	706	744	747	775	814	837	1,001	1,055	838	970	981	1,001	1,014	1,026	1,031	1,055	1,306	250.7	23.8%	291.8	28.8%
TRS-RenTelco	267	267	261	262	246	262	284	334	332	361	395	339	359	364	361	374	387	393	395	398	2.4	0.6%	23.2	6.2%

⁽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 Mobile Modular Portable Storage and Kitchens To Go and excludes Enviroplex