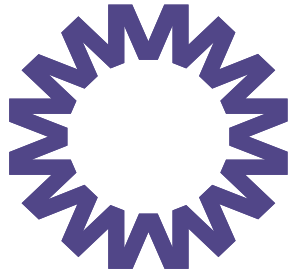


McGRATH™

NOVEMBER 14, 2024

Baird 2024 Global Industrial Conference





McGRATHTM

Presenting today

Joe Hanna

President,

Chief Executive Officer

Keith Pratt

Executive Vice President,

Chief Financial Officer

Safe Harbor

Statements contained in this presentation 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 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 involve significant risks and uncertainties that could cause our actual results to differ materially from those projected including: health of the education and commercial markets in our modular building division; unforeseen liabilities and integration challenges associated with the Vesta, Brekke Storage, Dixie Storage and Inland Storage acquisitions; any adverse impact of the termination of the merger with WillScot Mobile Mini; competition within the modular business; the activity levels in the semiconductor and general purpose and communications test equipment markets at TRS-RenTelco; the activity levels in commercial construction projects and impact on Portable Storage segment; continued execution of our strategic performance improvement initiatives; our ability to successfully increase prices to offset cost increases; and our ability to effectively manage our rental assets, as well as the other factors 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.

Uniquely McGrath



OVER 40 YEARS OF EXCELLENCE

^(a) Full year 2023

^(b) Adjusted EBITDA defined on page 14

^(c) Based on 1984 IPO through 12/31/23 assuming reinvestment of dividends

Mobile Modular



POSITIONING:

A leading modular provider in North America

PRODUCTS:

Office buildings and complexes, classrooms

COVERAGE:

Mobile Modular: servicing 35 states

QUARTERLY REVENUES (Q3-24)

\$191M

RENTAL EQUIPMENT

(AT 9/30/24 OAC ⁽¹⁾)

\$1,398M

RENTAL FLEET (units)

~43,000

⁽¹⁾ Original Acquisition Cost

Portable Storage



POSITIONING:

A leading portable storage provider in North America

PRODUCTS:

Portable storage containers, portable office, office and storage combos

COVERAGE:

Portable Storage: servicing 28 states

⁽¹⁾ Original Acquisition Cost

QUARTERLY REVENUES (Q3-24)

\$23M

RENTAL EQUIPMENT

(AT 9/30/24 OAC ⁽¹⁾)

\$242M

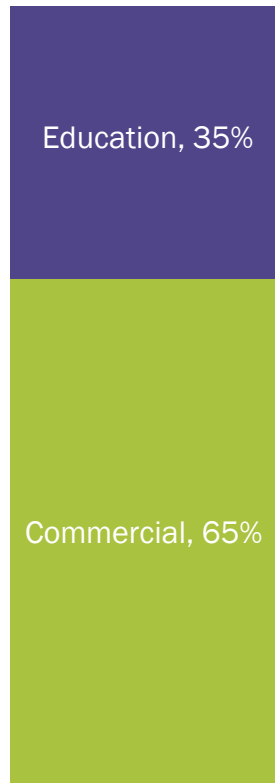
RENTAL FLEET (units)

~42,000

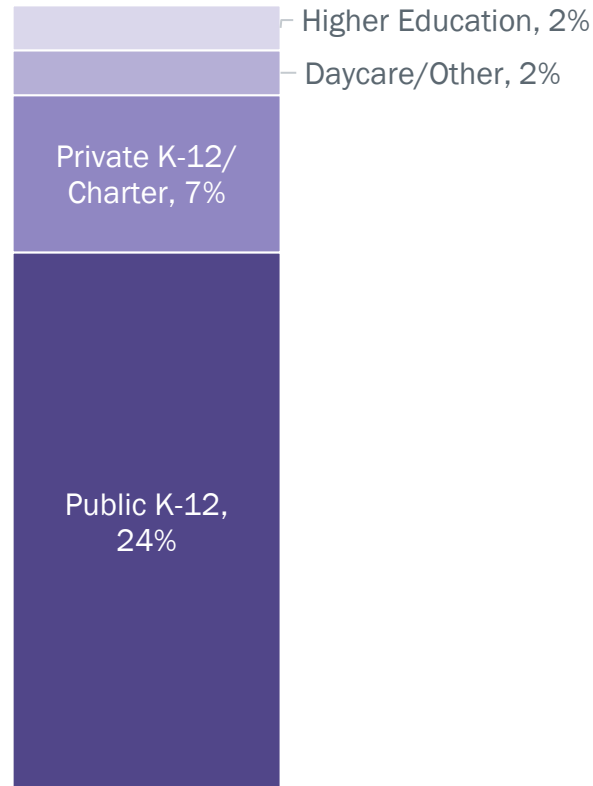
Rental Operations Revenue Customer Mix ^(a)



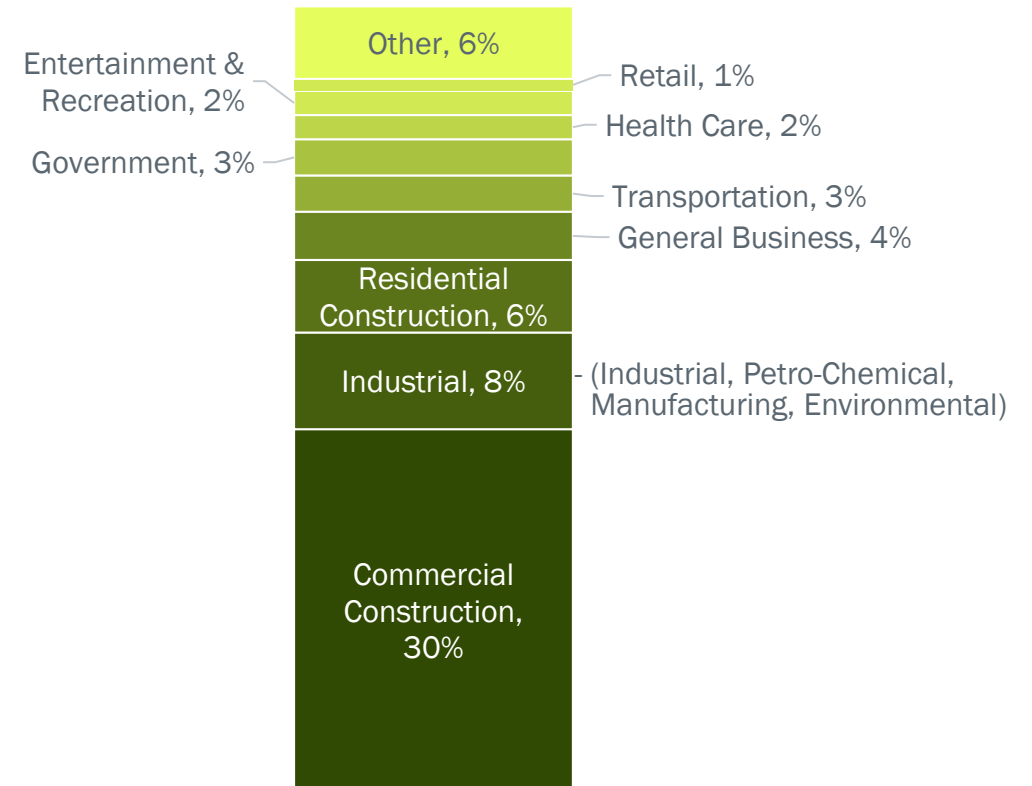
Q3-24 Customer Mix



Education Mix



Commercial Mix



^(a) Includes Mobile Modular and Portable Storage, and excludes Enviroplex

Modular Buildings and Storage Containers Growth Opportunities



- Large and growing market
- Industry - Leading position in education rentals
- Geographic expansion opportunities for Modulares and Portable Storage, through organic investment and strategic acquisitions
- Positive fleet pricing dynamics as contracts churn and additional services are provided to customers
- Mobile Modular Plus – Products and services to support rental customers’ use of the building (e.g., furniture rental packages)
- Site Related Services – Products and services outside the building (e.g., electrical and plumbing connections, walkways)
- Custom Modular Solutions – Large turnkey projects, including permanent modular construction, across the U.S.



POSITIONING:

A leading provider in North America

PRODUCTS:

General purpose and communications test equipment

COVERAGE:

Serving customers in North America and selectively overseas

⁽¹⁾ Original Acquisition Cost

QUARTERLY REVENUES (Q3-24)

\$35M

RENTAL EQUIPMENT
(AT 9/30/24 OAC ⁽¹⁾)

\$357M

RENTAL FLEET (units)

~23,000

TRS-RenTelco Growth Opportunities



- A market leader in North America in general purpose and communications equipment rentals
- Highly diversified end markets and customer base with positive long term demand trends
- Positive long term 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

Corporate Responsibility & Values

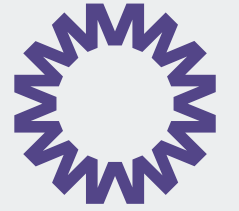


- We take corporate social responsibility and fundamental good corporate citizenship seriously at McGrath
- Visit our corporate responsibility site for additional environmental sustainability, social responsibility and governance (ESG) information: <https://investors.mgrc.com/corporate-responsibility>

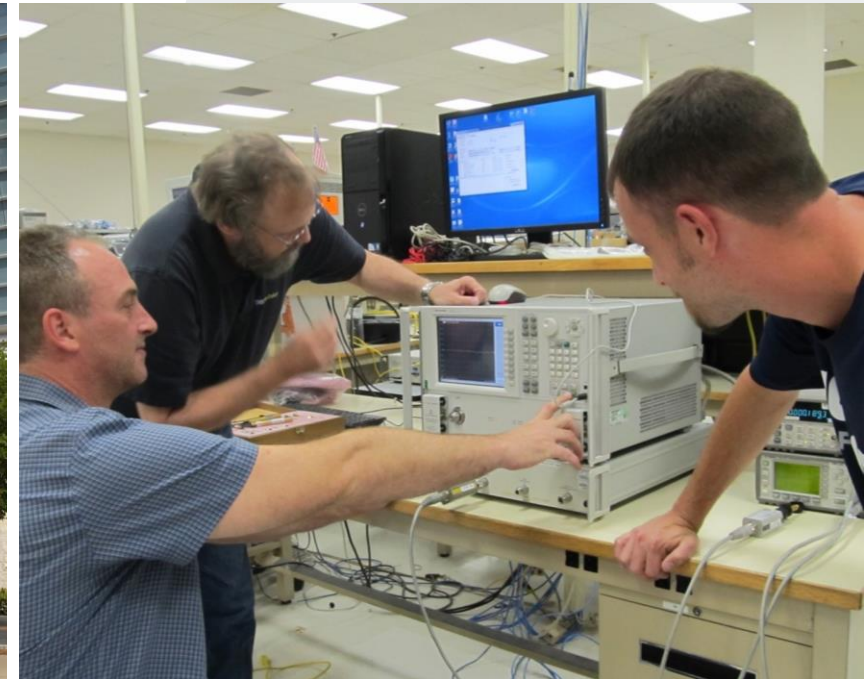
“Corporate Responsibility and Sustainability are long-standing hallmarks of our company’s culture and remain at the forefront in everything we do.”

– Joe Hanna, President and CEO.

Financial Highlights



McGRATH™



Q3 2024 Quarterly Highlights – (Year Over Year)

■ Strong McGrath results

- Total revenues \$266.8M (+10%)
- Adjusted EBITDA \$104.0M (+13%)

■ Impressive Mobile Modular performance

- Total revenues \$191.4M (+13%)
- Adjusted EBITDA \$71.4M (+23%)
- Growth across commercial and education customer bases

■ Good progress with Mobile Modular strategic growth initiatives

- Revenue per unit on rent up 18% and revenue per new unit shipped up 16% (on LTM basis)*
- Growing contributions from Mobile Modular Plus, Site Related Services and Custom Modular Solutions

■ Portable Storage rental revenues decreased 11%

- Weaker demand conditions primarily a result of lower commercial construction project activity
- Reduced new rental equipment purchases and focused on disciplined cost management

■ TRS-RenTelco rental revenues decreased 10%

- Continued end market demand weakness
- Reduced fleet size by selling rental equipment and reducing new rental equipment purchases

* See page 16 for Mobile Modular pricing highlights

Operating Results

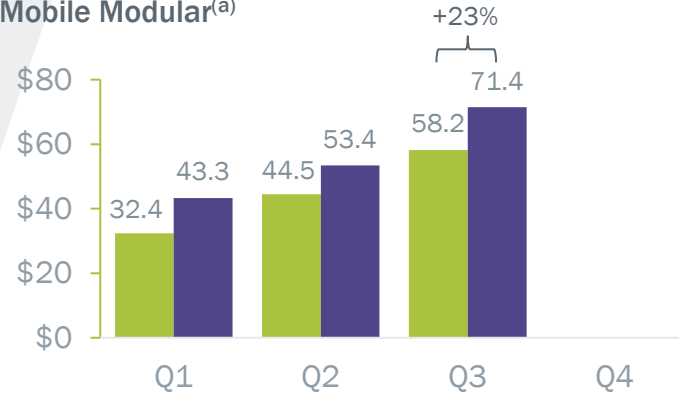
(dollars in millions)

| | Nine months ended September 30 | | | Three months ended September 30 | | |
|--------------------------------|--------------------------------|-------|--------|---------------------------------|-------|--------|
| | 2024 | 2023 | Change | 2024 | 2023 | Change |
| Rental Revenue | 365.7 | 350.8 | 4% | 124.2 | 122.7 | 1% |
| Rental Related Services | 111.6 | 101.5 | 10% | 47.7 | 40.5 | 18% |
| Sales | 182.0 | 148.6 | 22% | 92.5 | 77.1 | 20% |
| Other | 7.9 | 9.4 | -17% | 2.3 | 3.2 | -27% |
| Total Revenue | 667.2 | 610.3 | 9% | 266.8 | 243.5 | 10% |
| Gross Profit | 320.7 | 283.5 | 13% | 124.0 | 111.5 | 11% |
| Adjusted EBITDA ^(a) | 259.7 | 230.5 | 13% | 104.0 | 91.8 | 13% |

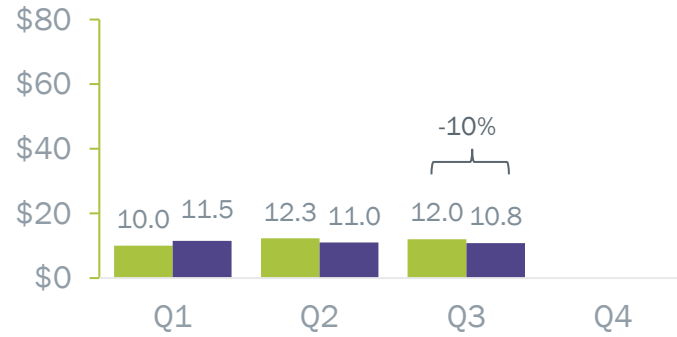
^(a) The Company defines Adjusted EBITDA as net income before interest expense, provision for income taxes, depreciation, amortization, non-cash impairment costs, share-based compensation and transaction costs. A reconciliation of Adjusted EBITDA to the most directly comparable financial measures calculated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

Adjusted EBITDA ^(a) Quarterly Comparison (2023 - 2024)

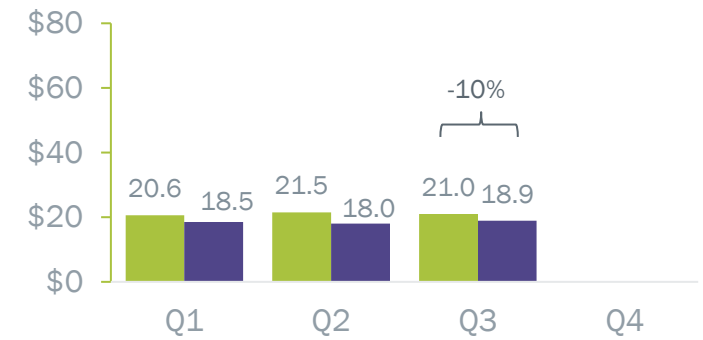
Mobile Modular^(a)



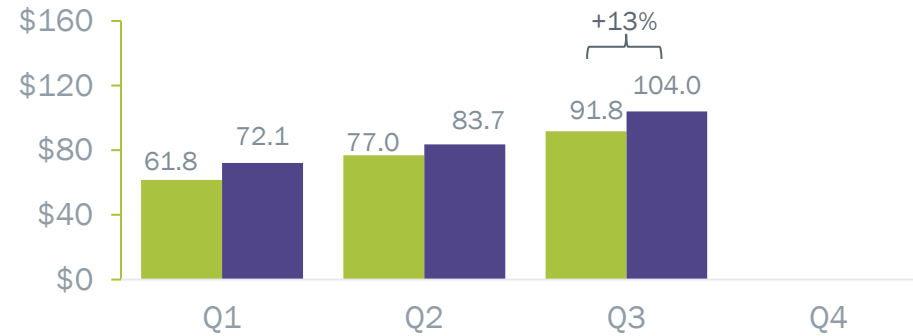
Portable Storage



TRS-RenTelco



MGRC



■ 2023 ■ 2024
(dollars in millions)

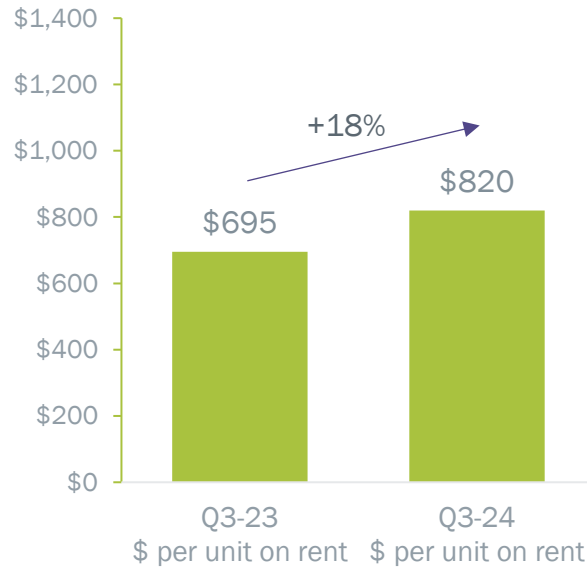
^(a) Adjusted EBITDA defined on page 14

^(b) Mobile Modular includes Kitchens To Go and excludes Enviroplex. Enviroplex adjusted EBITDA increased from \$0.5M in Q3-23 to \$2.8M in Q3-24.

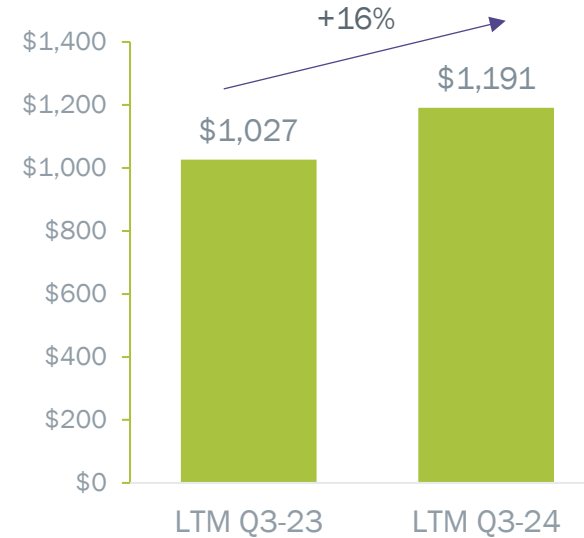
Mobile Modular Pricing Highlights ^{(a)(b)}



Total fleet units on rent
Monthly revenue per unit



New Shipments
Last Twelve Months
Monthly revenue per unit



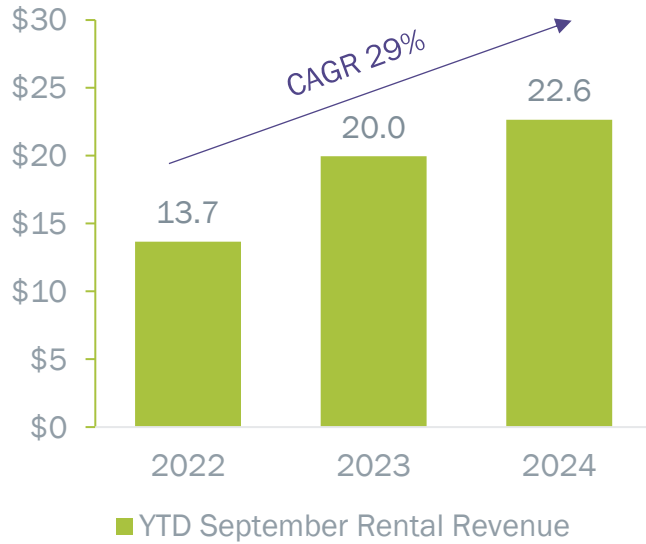
^(a) Includes base building rent for modular buildings and classrooms, plus Mobile Modular Plus rental revenue (defined on page 17). Rental revenue per unit varies based on multiple factors, including product type, region, contract term, customization charges and inclusion of Mobile Modular Plus services. Units on rent is the average for the quarter.

^(b) Vesta is included beginning November 1, 2023 after completing systems integration

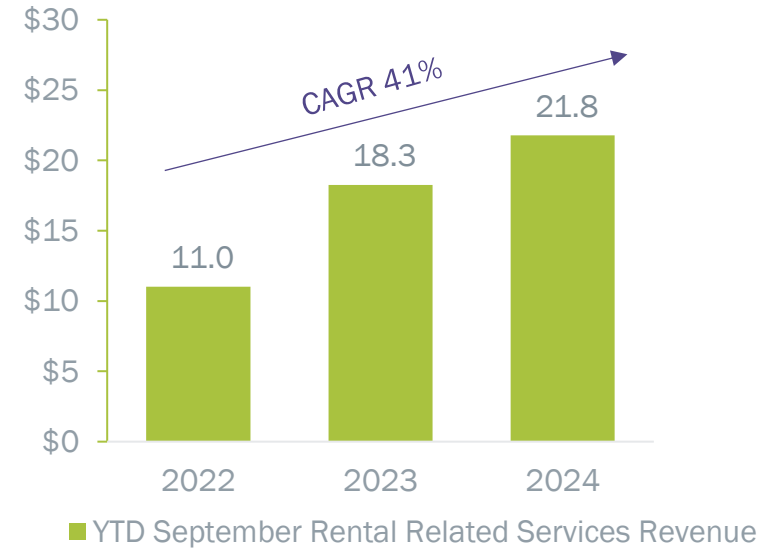
Mobile Modular Initiatives



Mobile Modular Plus^{(a)(c)}



Site Related Services^{(b)(c)}



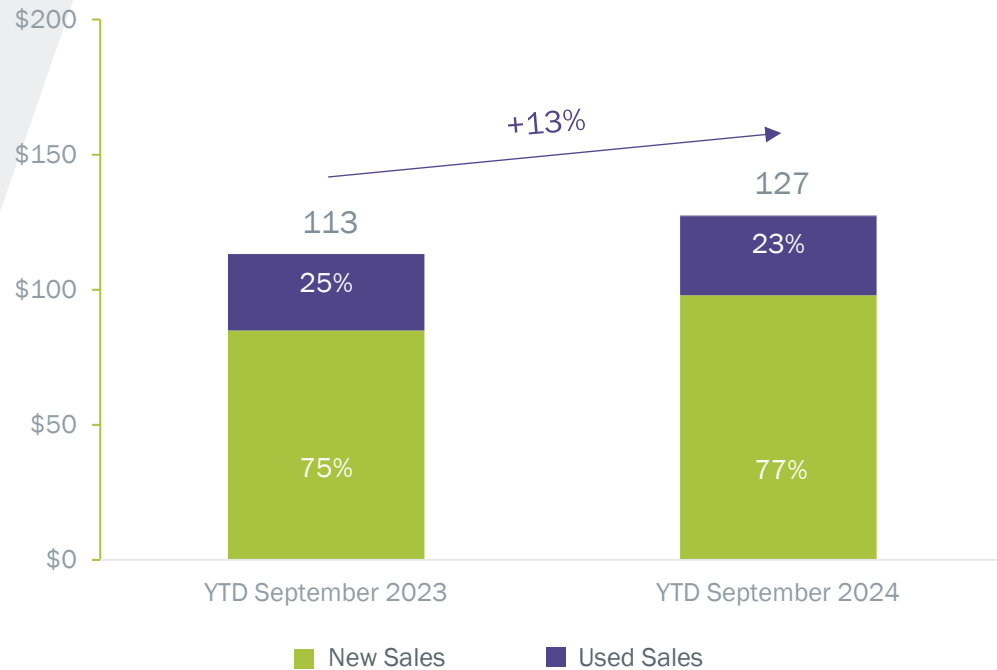
(dollars in millions)

^(a) Mobile Modular Plus includes rental revenue for items such as steps, ramps, furniture, personal property expense, damage waiver, air care, sanitation
^(b) Site Related Services includes rental related services revenue for site planning, permits, project scheduling, plumbing connections, clearing and grading, drainage, foundation design and installation, electrical, sidewalks and paving, landscaping
^(c) 2023 includes Vesta from the acquisition date February 1, 2023

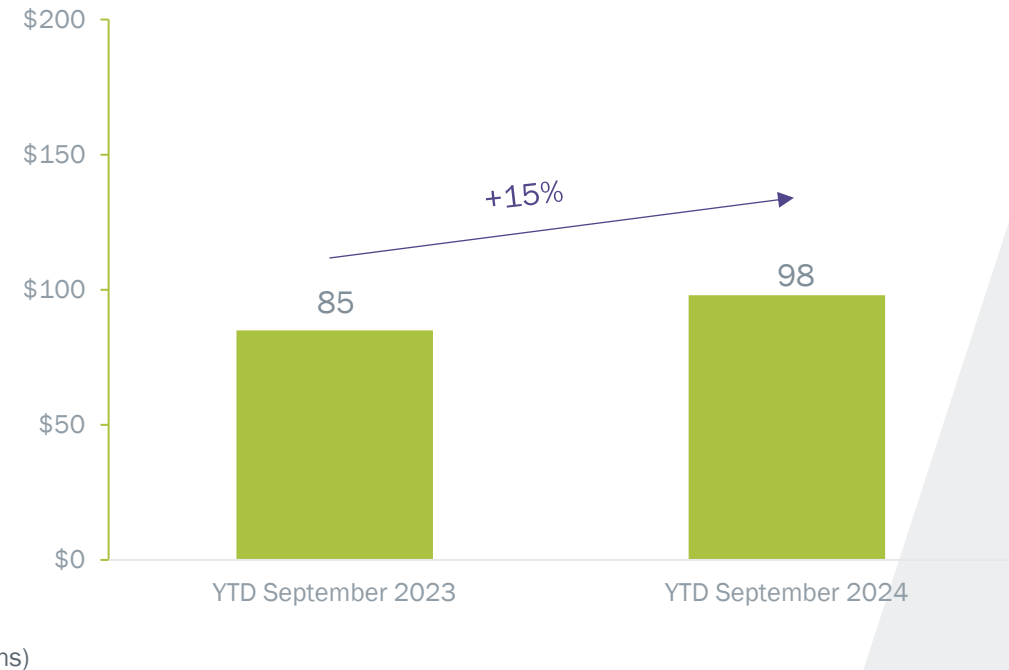
Mobile Modular Sales ^{(a)(b)}



Total Sales Revenues



New Sales Revenue



^(a) Sales revenues exclude Enviroplex

^(b) 2023 includes Vesta from the acquisition date February 1, 2023

2024 Financial Outlook

| | 2023 | 2024 Outlook <small>(as of 10/24/24)</small> |
|---|---------------|--|
| Total Revenues | \$832M | \$910M to \$920M |
| Adjusted EBITDA ^(a) | \$322M | \$345M to \$351M |
| Gross Rental Equipment Capital Expenditures | \$230M | \$180M to \$190M |

(a) Adjusted EBITDA defined on page 14

¹ Lower capex at TRS and Portable Storage to align with softer market demand conditions

Company Priorities

STRATEGIC GROWTH:

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

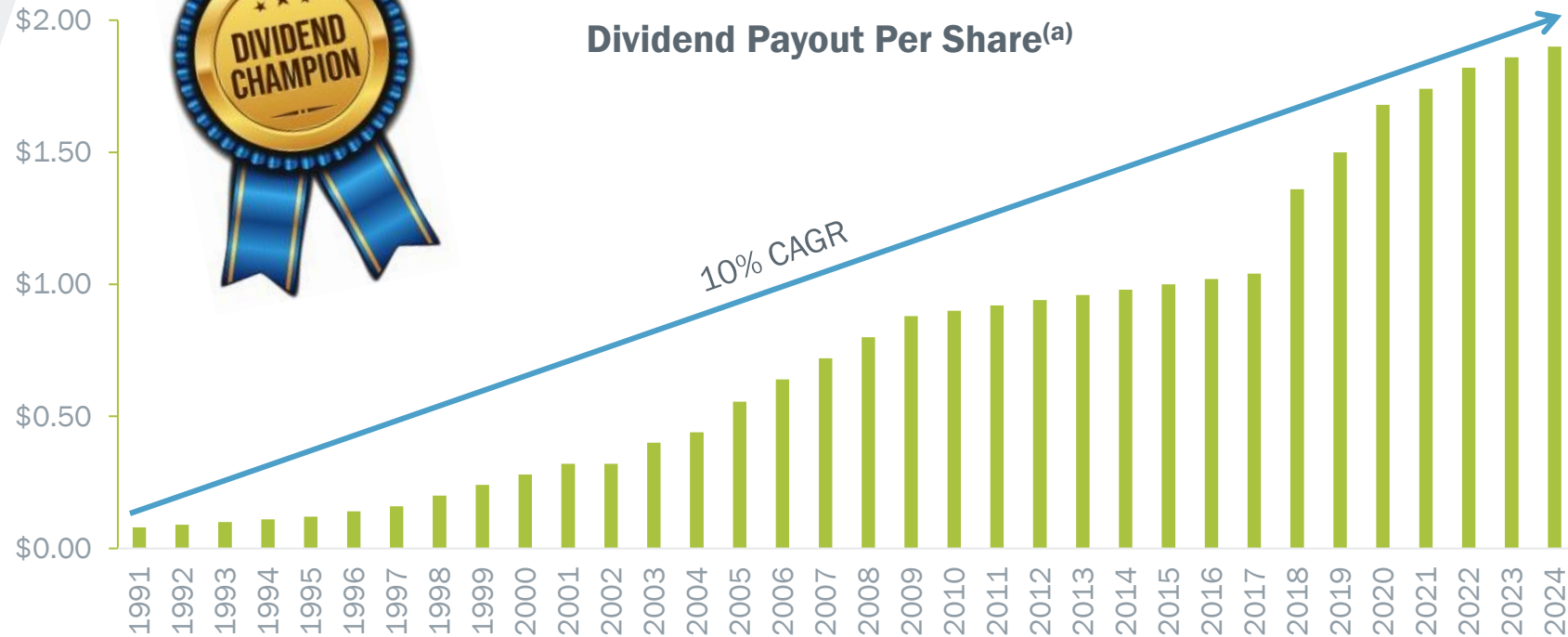
DISCIPLINED CAPITAL ALLOCATION:

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

SHAREHOLDER VALUE FOCUS:

- Dividend Champion – Dividend increases for 33 years
- Share repurchases – 2 million shares authorized for repurchase (9/18/24)

Our Dividend Distinction



- Dividend increases for 33 consecutive years

- \$1.90 per share annualized dividend

- 1.8% yield (2024 annualized dividend as of October 23, 2024)

- McGrath is 1 of approximately 135 Dividend Champions in the U.S. today, identified as having a 25-year record or more of consecutive dividend increases^(b)

^(a) In September 2024, dividends declared for Q3 2024 were \$0.475 per share, a 2% increase over Q3 2023, equating to an annualized dividend rate of \$1.90 per share. On an annualized basis, this dividend represents a 1.8% yield on the October 23, 2024 close price of \$106.23.

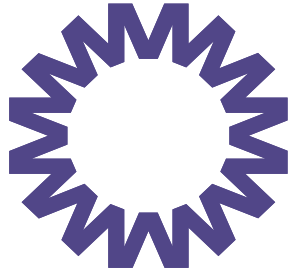
^(b) Source: [2024 Dividend Champions List | Dividend power.org](https://www.dividendpower.org/2024-Dividend-Champions-List/)

Investment Summary

McGrath (Nasdaq: MGRC)

- Established rental businesses with solid positions
- Strategic growth focus on Mobile Modular and Portable Storage
- Disciplined capital spending on new rental equipment and acquisitions
- Strong cash flow and resilient business model
- Dividend increases for 33 consecutive years
- Sound financial foundation to support current business operations and future growth

Thank you for your interest and investment in MGRC



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Q & A