

# McGRATH™

JULY 24, 2025

Q2 2025 *Quarterly Investor Presentation*



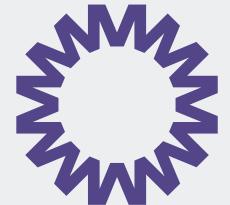
## **Safe Harbor**

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 RentCorp's expectations, strategies, prospects or targets are forward-looking statements, including prospects for the Company's next phase of growth and the strategic focus on Mobile Modular division. 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 involve significant risks and uncertainties that could cause our actual results to differ materially from those projected including: the impact of the recent tariff actions and other economic factors; health of the education and commercial markets in our modular building division; 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 2024 Form 10-K and other SEC filings.

Forward-looking statements are made only as of the date hereof 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. . Except as otherwise required by law, we assume no obligation to update any of the forward-looking statements contained in this press release.

# McGrath Overview



## Uniquely McGrath



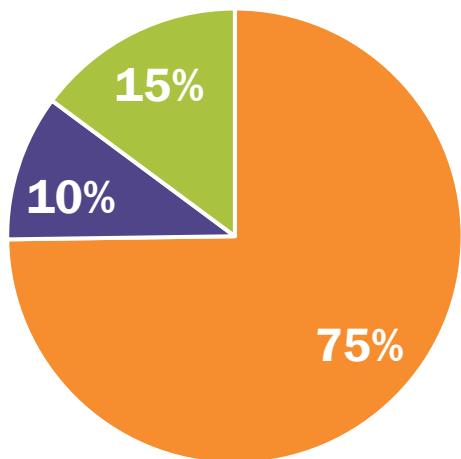
<sup>(a)</sup> Full year 2024

<sup>(b)</sup> Adjusted EBITDA defined on page 5

<sup>(c)</sup> Based on 1984 IPO through 12/31/24 assuming reinvestment of dividends

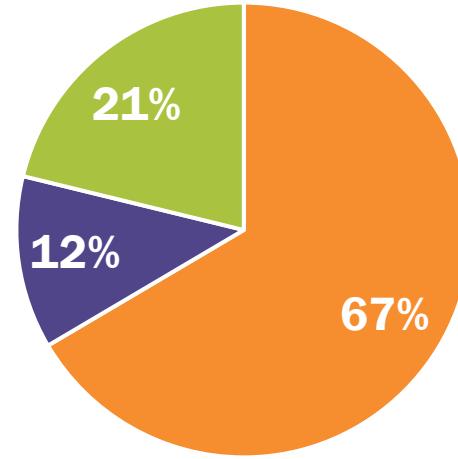
# McGrath Business Mix 2024

**Total Revenues \$911M**



■ Mobile Modular <sup>(1)</sup> ■ Portable Storage ■ TRS-RenTelco

**Total Adjusted EBITDA <sup>(2)</sup> \$352M**



■ Mobile Modular <sup>(1)</sup> ■ Portable Storage ■ TRS-RenTelco

<sup>(1)</sup> Mobile Modular includes Enviroplex

<sup>(2)</sup> 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.



## POSITIONING:

A leading modular provider in North America

## PRODUCTS:

Office buildings and complexes, classrooms

## COVERAGE:

Mobile Modular: servicing 35 states

QUARTERLY REVENUES (Q2-25)

**\$156M**

RENTAL EQUIPMENT

(AT 6/30/25 OAC <sup>(1)</sup>)

**\$1,443M**

RENTAL FLEET (units)

**~43,000**

<sup>(1)</sup> 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 29 states



QUARTERLY REVENUES (Q2-25)

**\$23M**

RENTAL EQUIPMENT

(AT 6/30/25 OAC <sup>(1)</sup>)

**\$244M**

RENTAL FLEET (units)

**~43,000**

<sup>(1)</sup> Original Acquisition Cost

**POSITIONING:**

A leading provider in North America

**PRODUCTS:**

General purpose and communications test equipment

**COVERAGE:**

Serving customers in North America and selectively overseas

<sup>(1)</sup> Original Acquisition Cost

**QUARTERLY REVENUES (Q2-25)**

**\$36M**

**RENTAL EQUIPMENT**

(AT 6/30/25 OAC<sup>(1)</sup>)

**\$333M**

**RENTAL FLEET (units)**

**~21,000**

# 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 34 years
- Share repurchases – 2 million shares authorized for repurchase (9/18/24)

# Corporate Responsibility & Values

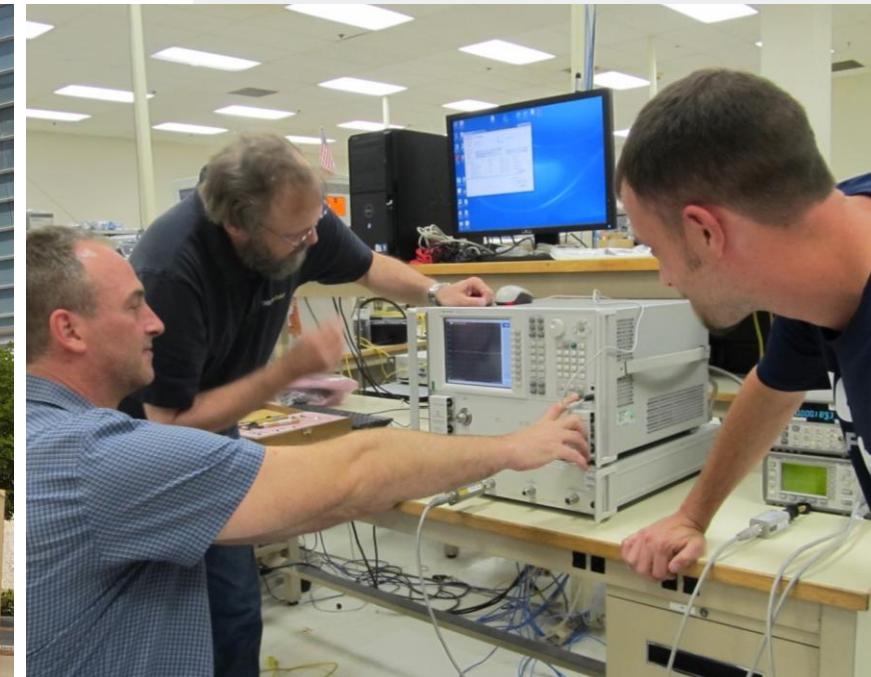
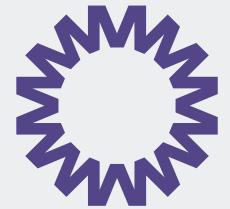


- We take corporate social responsibility and fundamental good corporate citizenship seriously at McGrath
- Visit our corporate responsibility site for additional environmental sustainability, social responsibility and governance information:  
<https://investors.mgrc.com/corporate-responsibility>

“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



## **Q2 2025 Quarterly Highlights – (Year Over Year)**

### **■ Solid McGrath results**

- Total revenues \$235.6M (+11%)
- Adjusted EBITDA \$83.5M (+3%)

### **■ Mobile Modular total revenues increased 8%**

- Growth in rental operations revenues (+7%) and sales revenues (+13%)
- Growth across commercial and education customer bases

### **■ Progress with Mobile Modular strategic growth initiatives**

- Revenue per unit on rent up 6% and revenue per new unit shipped up 4% (on LTM basis)\*
- Growing contributions from Mobile Modular Plus, Site Related Services and new equipment sales

### **■ Portable Storage rental revenues increased 5% sequentially, but down 5% from last year**

- 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 increased 7%**

- Improvement in market demand conditions was broad-based across segments

\* See page 26 for Mobile Modular pricing highlights

## Operating Results

(dollars in millions)

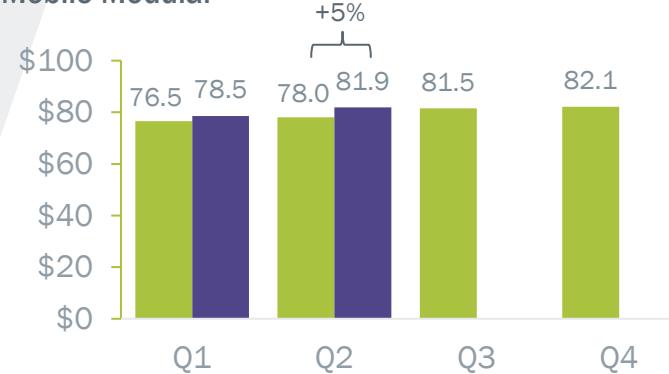
	Six months ended June 30			Three months ended June 30		
	2025	2024	Change	2025	2024	Change
Rental Revenue	246.1	241.5	2%	126.0	121.2	4%
Rental Related Services	71.4	63.9	12%	37.5	34.4	9%
Sales	108.7	89.5	21%	69.8	54.4	28%
Other	4.8	5.5	-12%	2.4	2.7	-11%
Total Revenue	431.0	400.4	8%	235.6	212.6	11%
Gross Profit	207.2	196.7	5%	110.7	103.4	7%
Adjusted EBITDA <sup>(a)</sup>	161.0	155.7	3%	86.5	83.7	3%

<sup>(a)</sup> Adjusted EBITDA defined on page 5

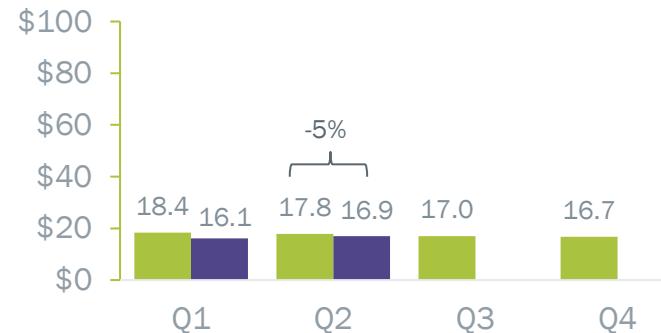
# Rental Revenue

## Quarterly Comparison (2024 - 2025)

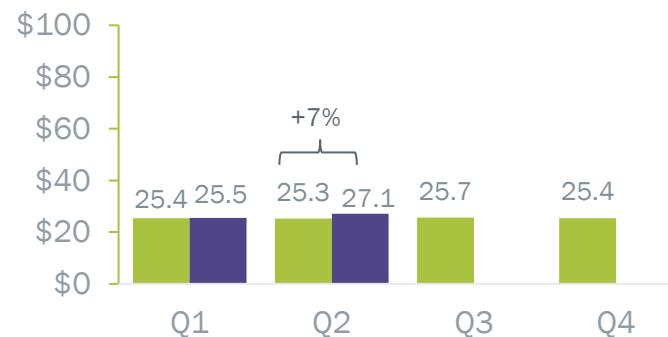
Mobile Modular



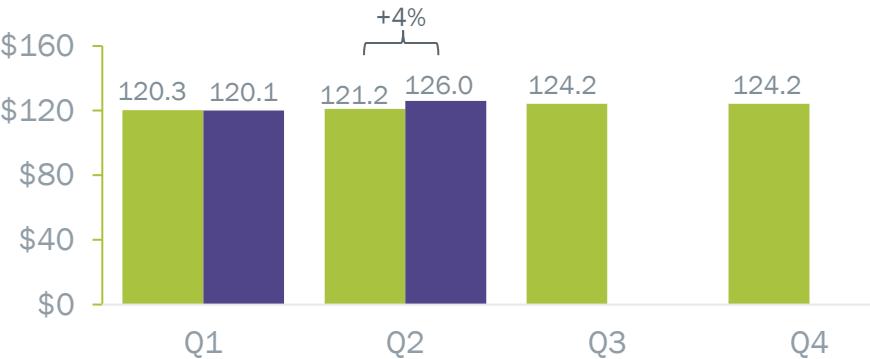
Portable Storage



TRS-RenTelco



MGRC

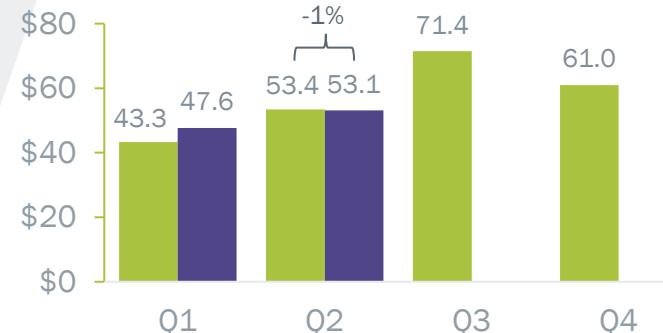


 2024 2025  
(dollars in millions)

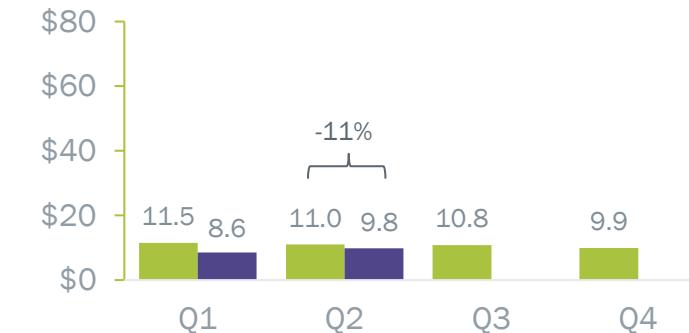
## Adjusted EBITDA <sup>(a)</sup>

### Quarterly Comparison (2024 - 2025)

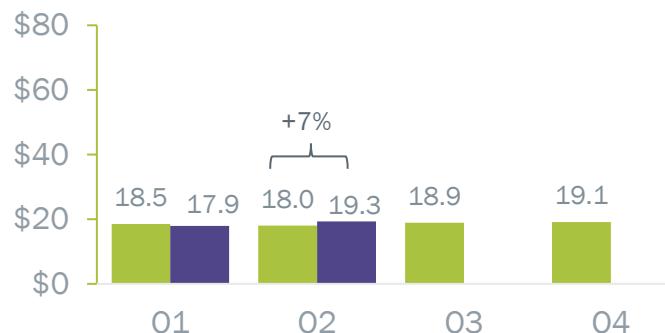
Mobile Modular<sup>(a)</sup>



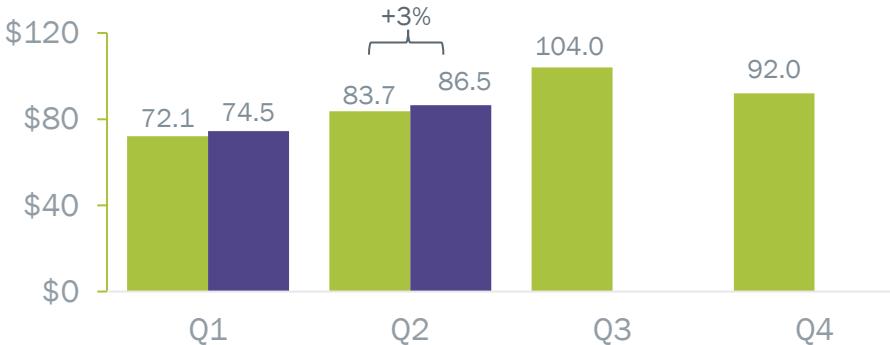
Portable Storage



TRS-RenTelco



MGRC



2024 2025  
(dollars in millions)

<sup>(a)</sup> Adjusted EBITDA defined on page 5

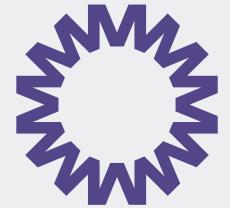
<sup>(b)</sup> Mobile Modular excludes Enviroplex. Enviroplex adjusted EBITDA increased from \$1.2M in Q2-24 to \$4.3M in Q2-25.

## 2025 Financial Outlook

	<b>Previous</b> (4/24/25)	<b>Current</b> (as of 7/24/25)
<b>Total Revenues</b>	<b>\$920M to \$960M</b>	<b>\$925M to \$960M</b>
<b>Adjusted EBITDA <sup>(a)</sup></b>	<b>\$345M to \$355M</b>	<b>\$347M to \$356M</b>
<b>Gross Rental Equipment Capital Expenditures</b>	<b>\$115M to \$125M</b>	<b>\$115M to \$125M</b>

(a) Adjusted EBITDA defined on page 5

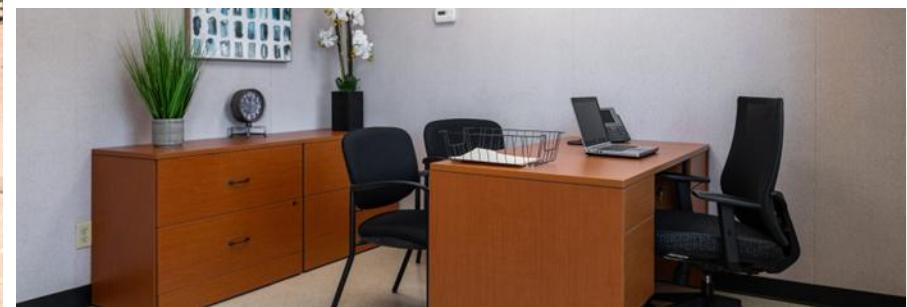
# Rental Segment Highlights



# Mobile Modular



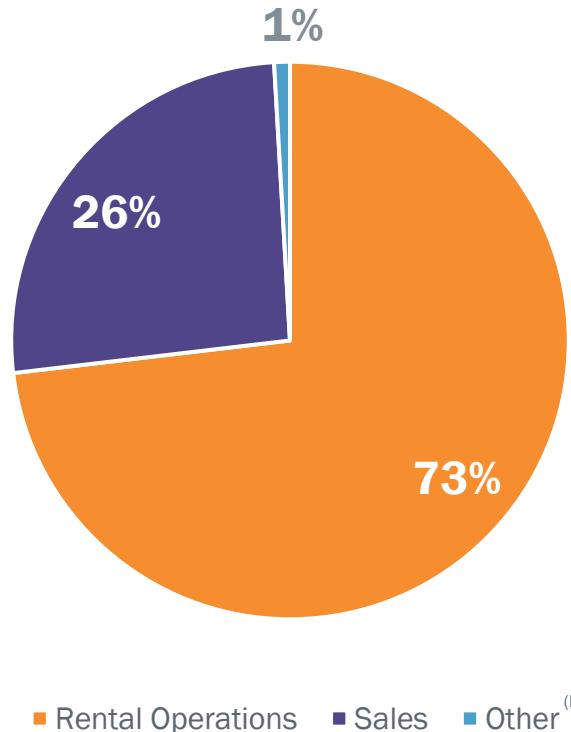
## Rental Assets



# Modular Segment Total Revenues Q2 2025



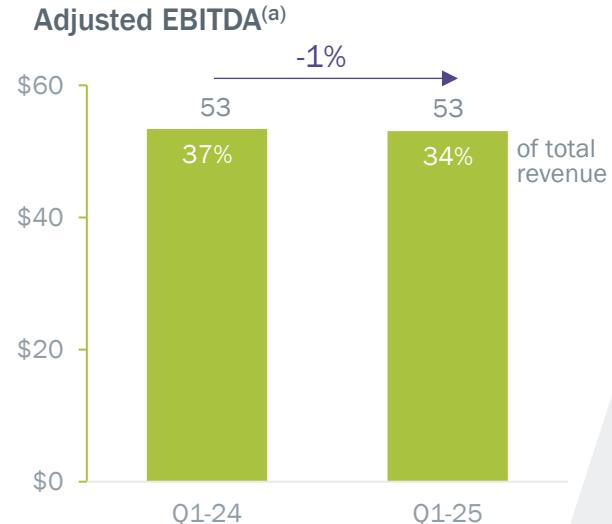
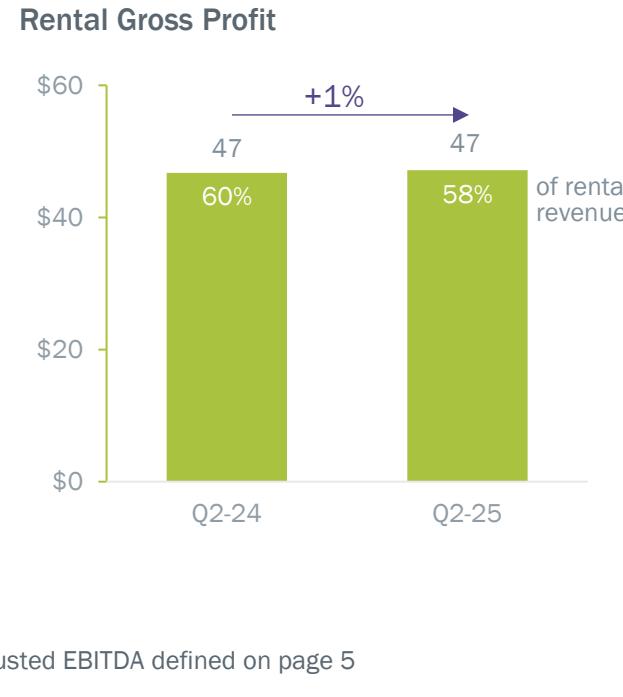
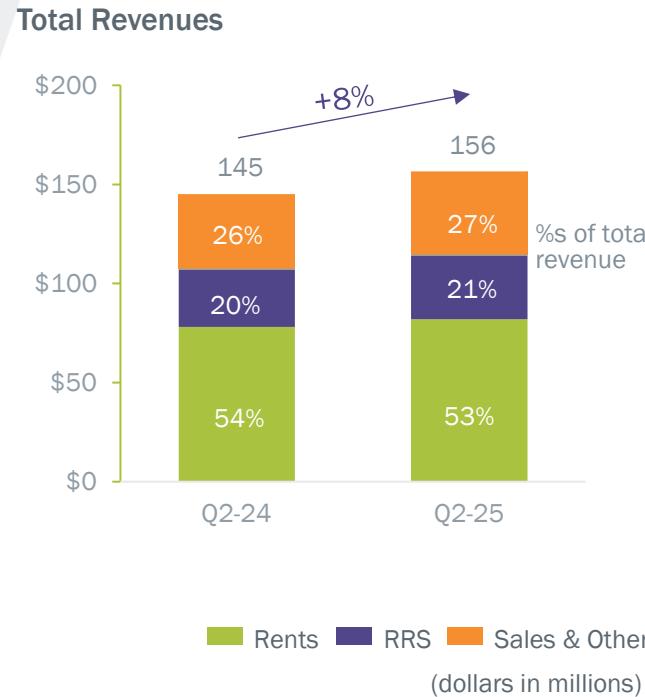
Mobile Modulars <sup>(a)</sup> Total Revenues \$156M



<sup>(a)</sup> Mobile Modular excludes Enviroplex

<sup>(b)</sup> Other Revenue includes allocated revenues from Corporate for tenant income

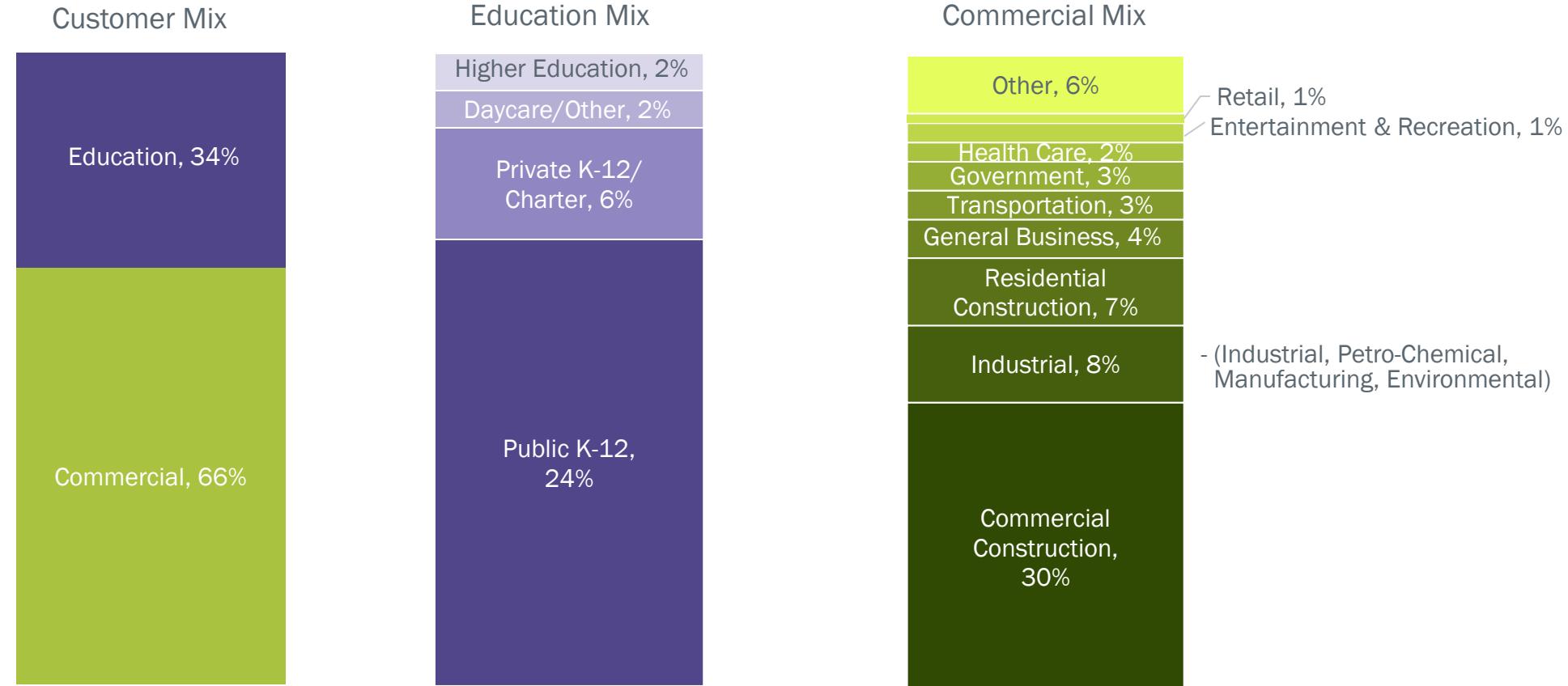
# Mobile Modular Operating Results



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

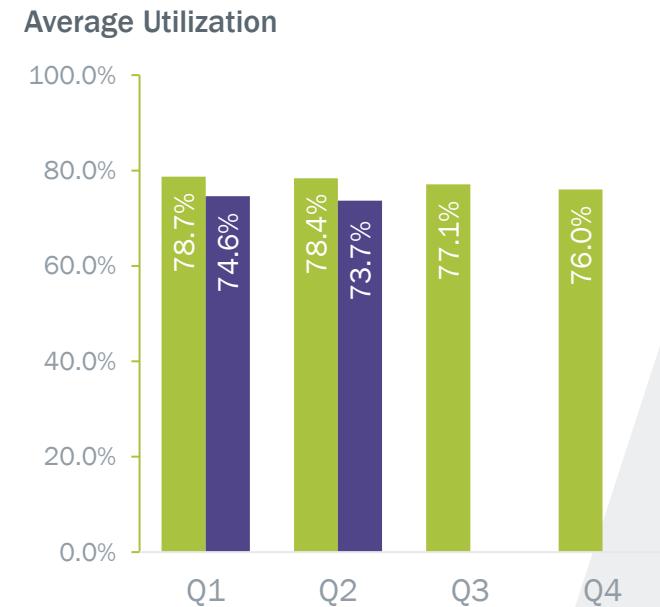
<sup>(a)</sup> Adjusted EBITDA defined on page 5

# Rental Operations Revenue Customer Mix 2024 (a)

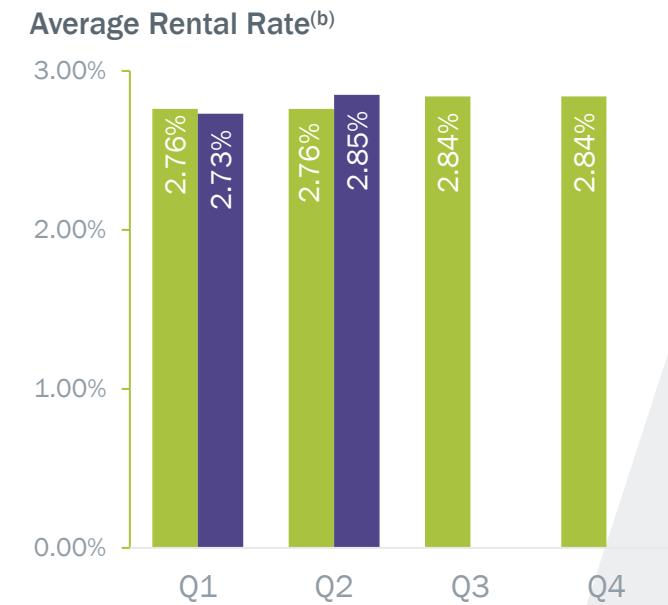
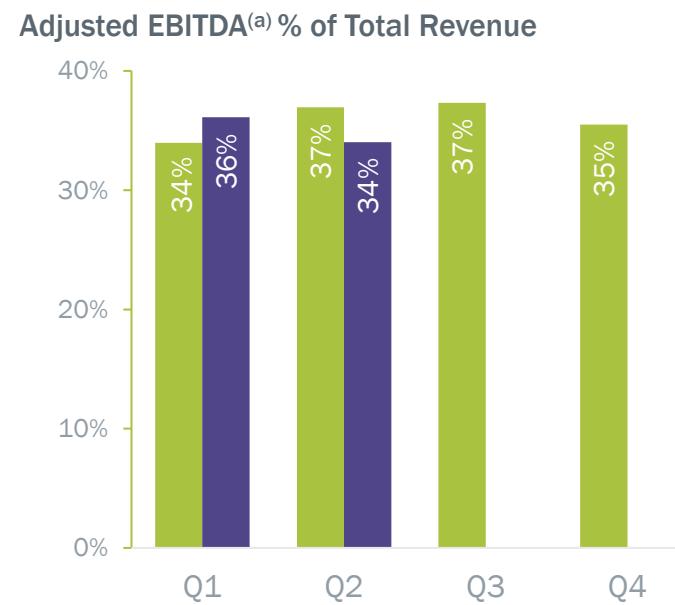
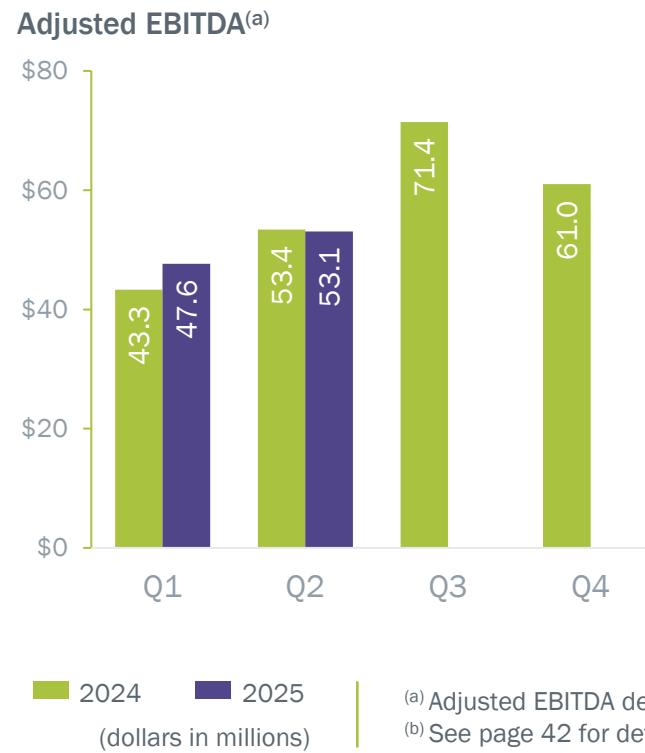


(a) Includes Mobile Modular and Portable Storage, and excludes Enviroplex

## Mobile Modular Highlights <sup>(a)</sup>



# Mobile Modular Highlights



<sup>(a)</sup> Adjusted EBITDA defined on page 5

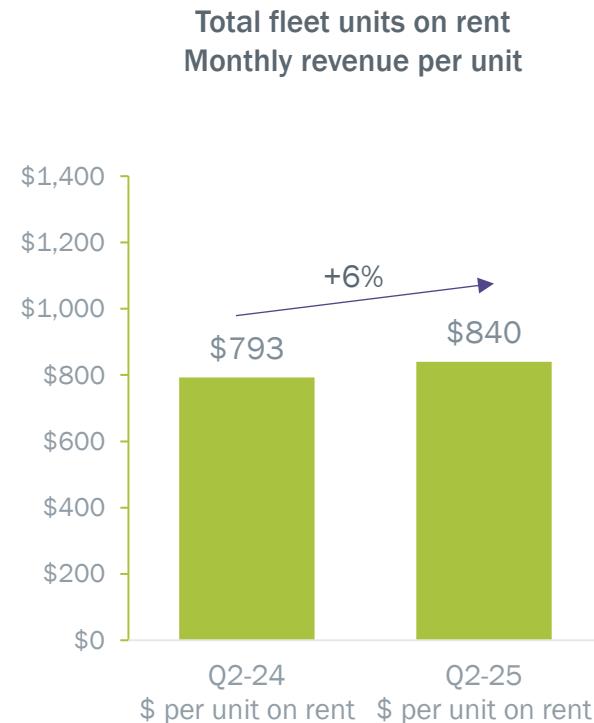
<sup>(b)</sup> See page 42 for definition of rate

# Modular Buildings and Storage Containers Growth Opportunities



- Large and growing market
- Industry – Leader in education rentals
- Geographic expansion opportunities for Modulars 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.

## Mobile Modular Pricing Highlights <sup>(a)</sup>

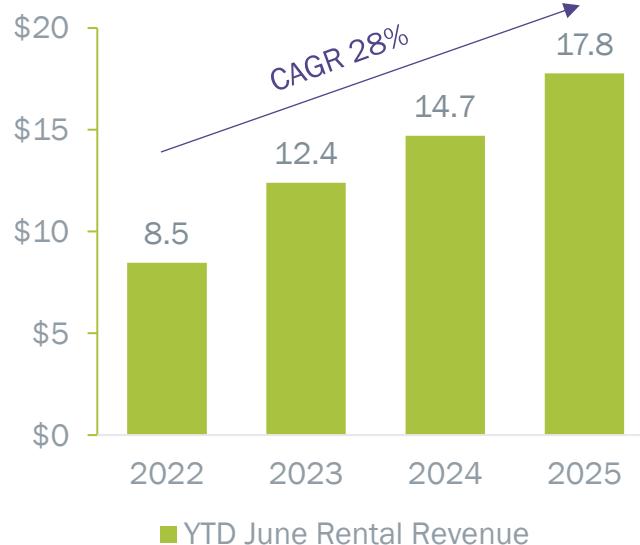


<sup>(a)</sup> Includes base building rent for modular buildings and classrooms, plus Mobile Modular Plus rental revenue (defined on page 27). Rental revenue per unit varies based on multiple factors, including product type, region, contract term, customization charges and inclusion of Mobile Modular Plus services. Units on rent is the average for the quarter.

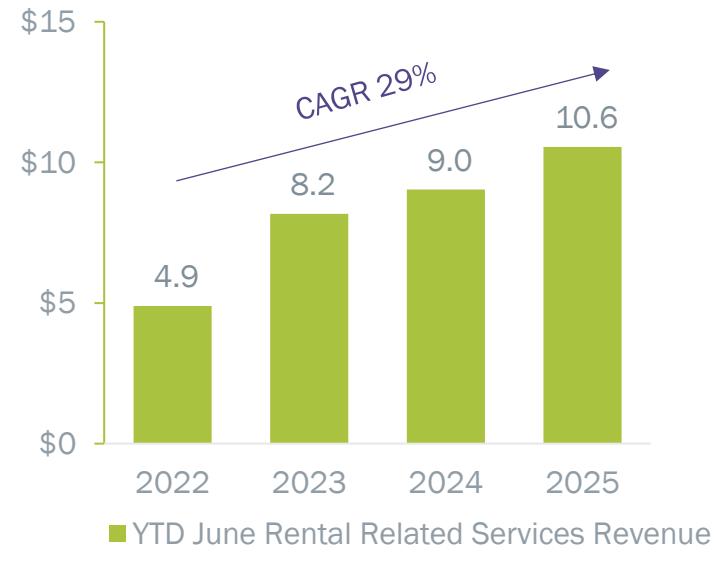
# Mobile Modular Initiatives



Mobile Modular Plus<sup>(a)(c)</sup>



Site Related Services<sup>(b)(c)</sup>

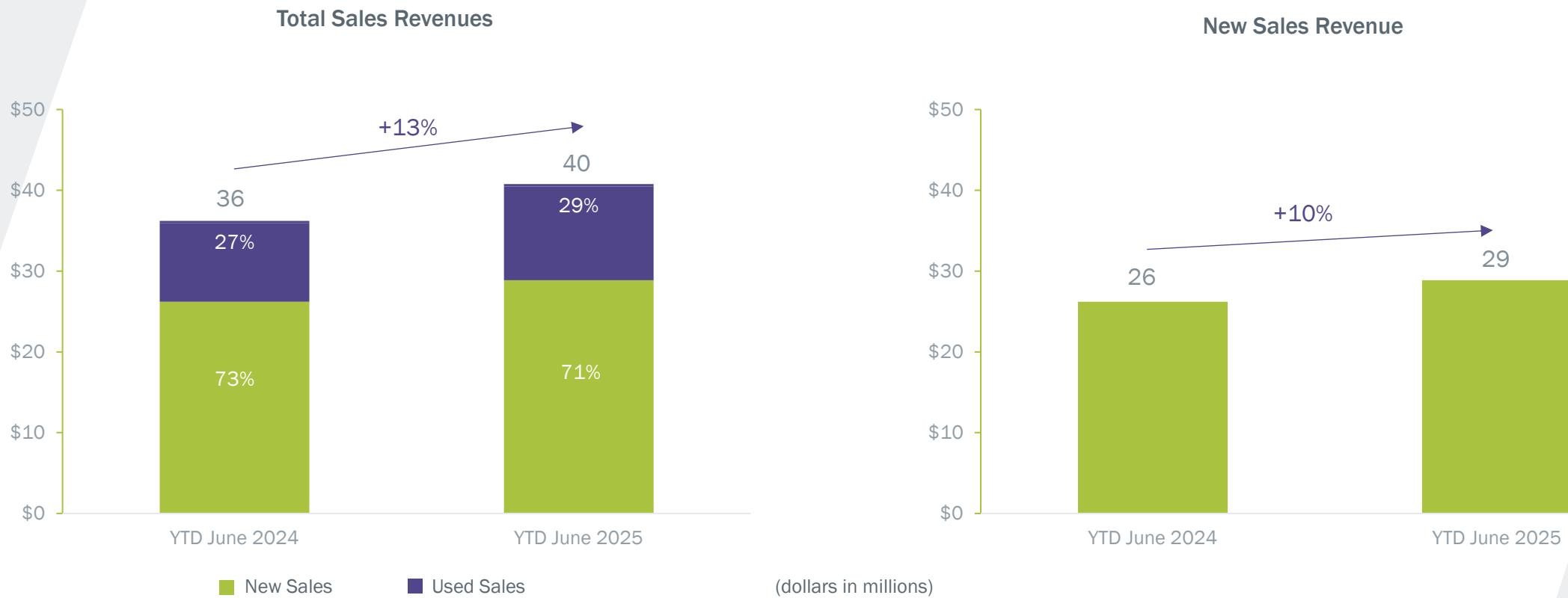


<sup>(a)</sup> Mobile Modular Plus includes rental revenue for items such as steps, ramps, furniture, personal property expense, damage waiver, air care, sanitation

<sup>(b)</sup> 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

<sup>(c)</sup> 2023 includes Vesta from the acquisition date February 1, 2023

## Mobile Modular Sales (a)



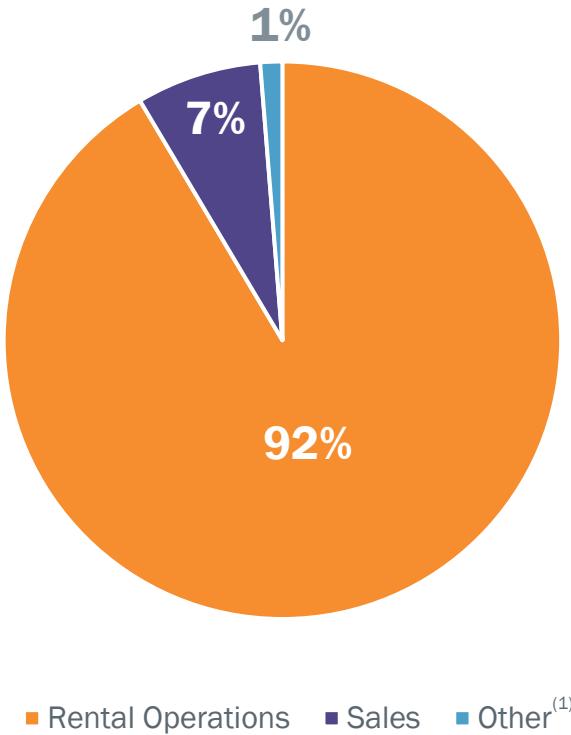
# Portable Storage



# Portable Storage Total Revenues Q2 2025

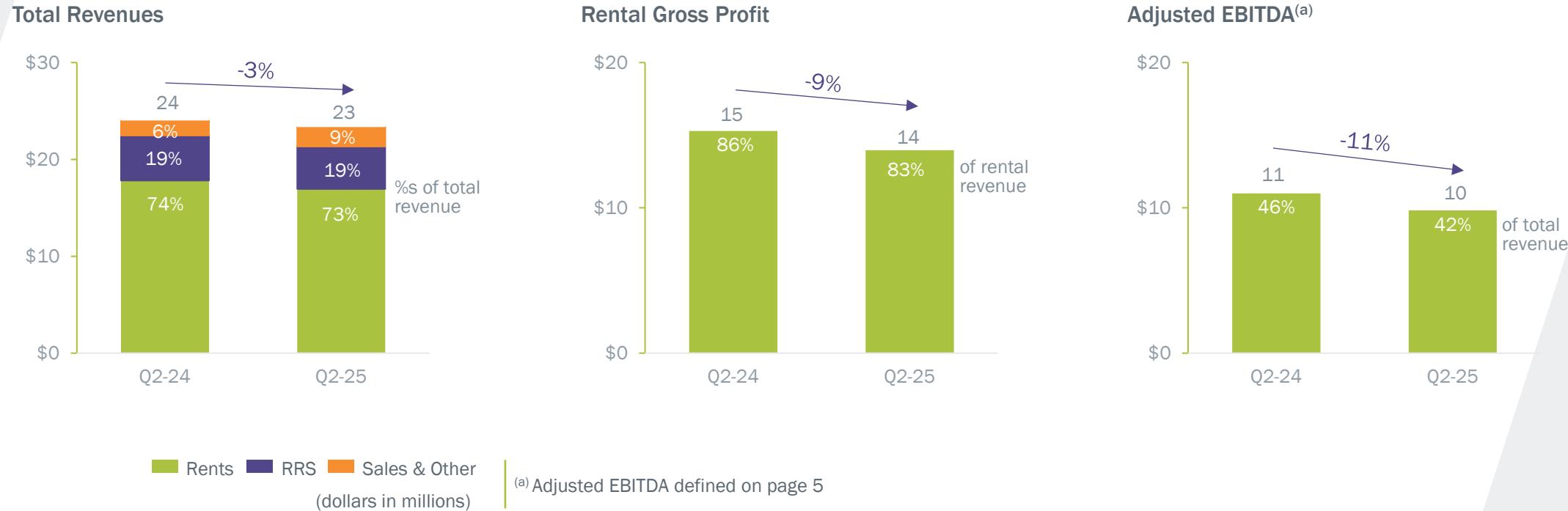


Portable Storage Total Revenues \$23M

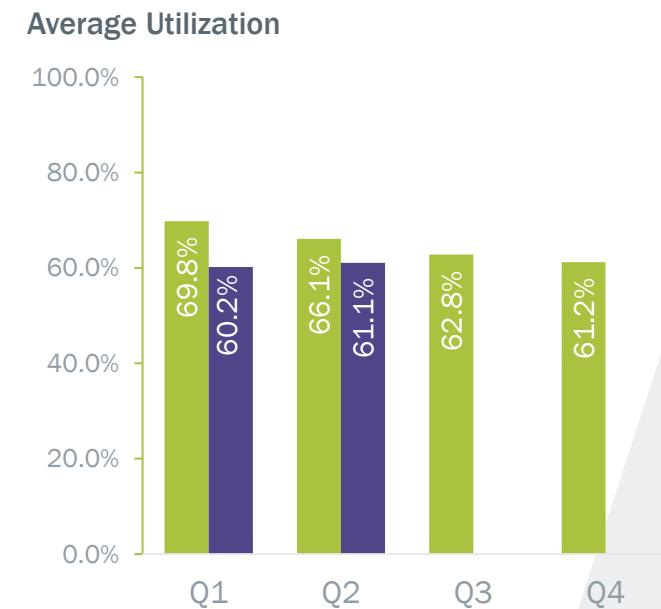
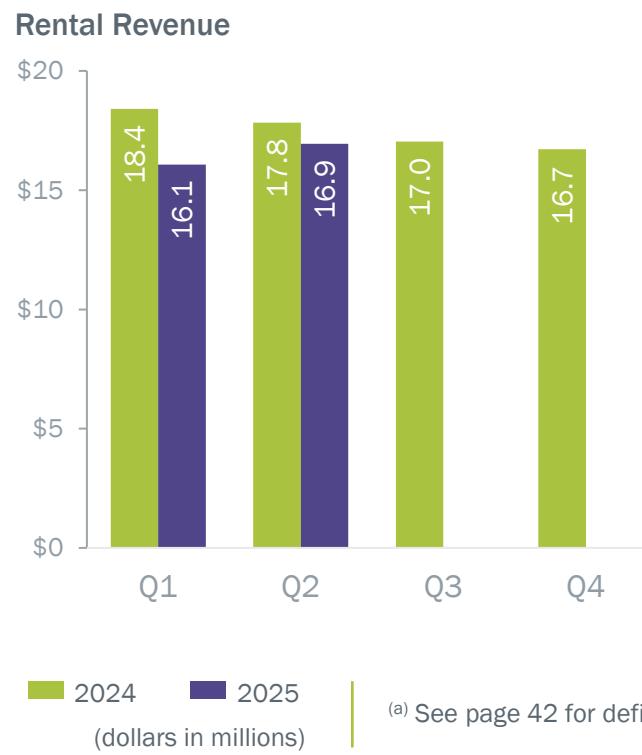


<sup>(1)</sup> Other Revenue includes allocated revenues from Corporate for tenant income

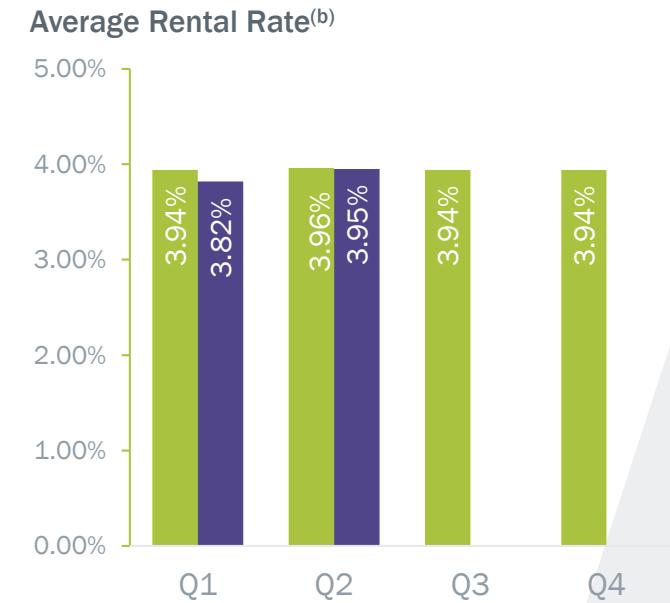
# Portable Storage Operating Results



## Portable Storage Highlights <sup>(a)</sup>



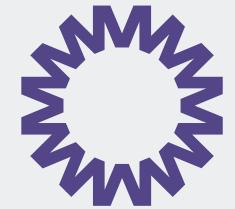
## Portable Storage Highlights



<sup>(a)</sup> Adjusted EBITDA defined on page 5

<sup>(b)</sup> See page 42 for definition of rate

# 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

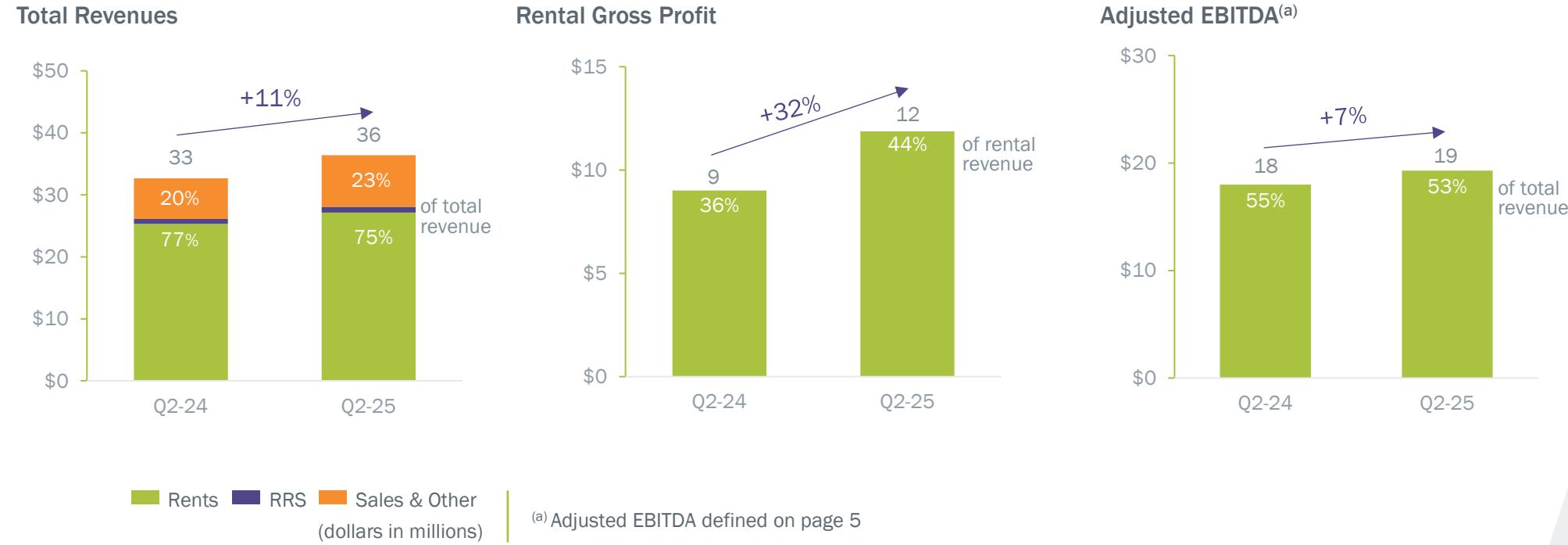


50GHz Spectrum Analyzer

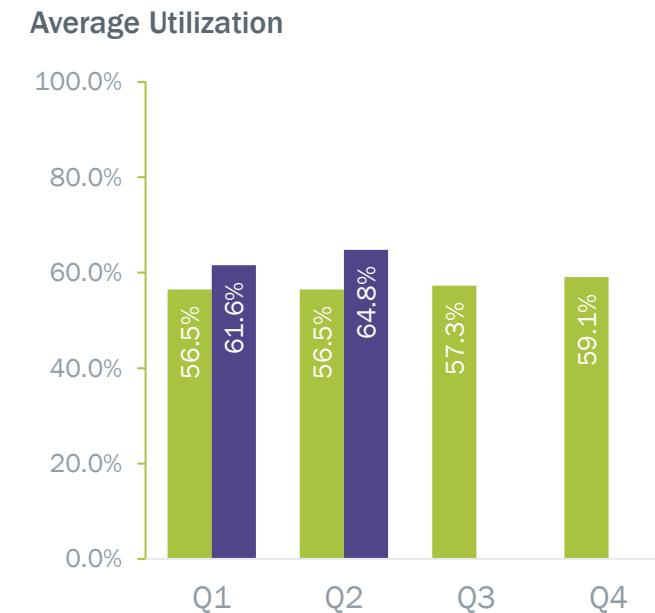
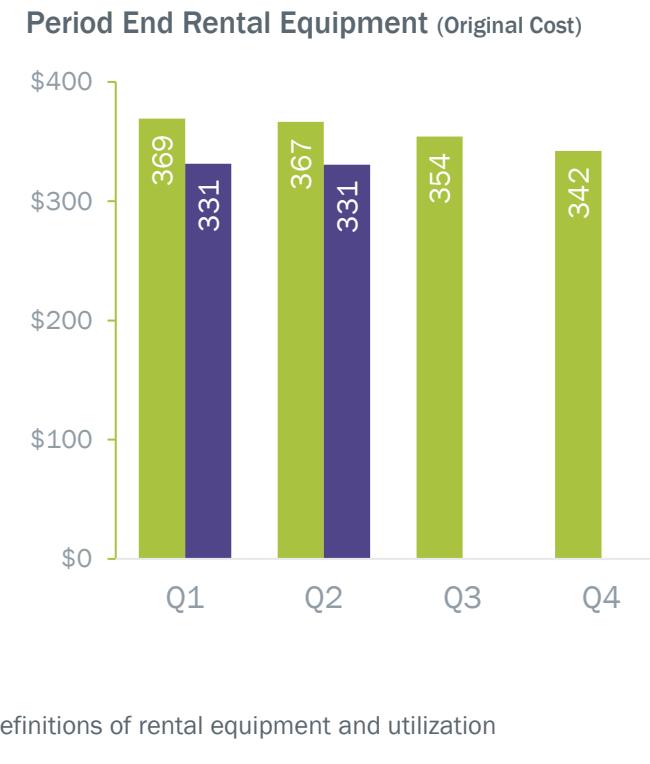


LAN Cable Tester

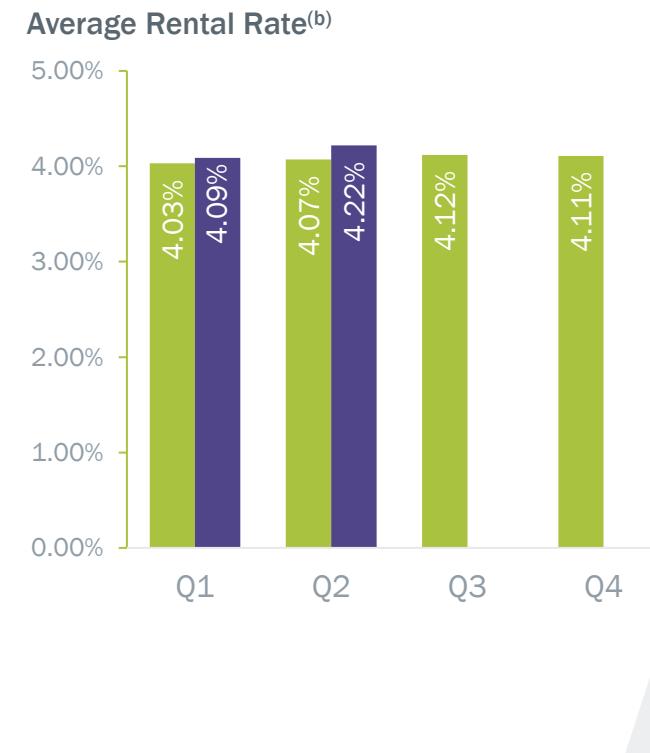
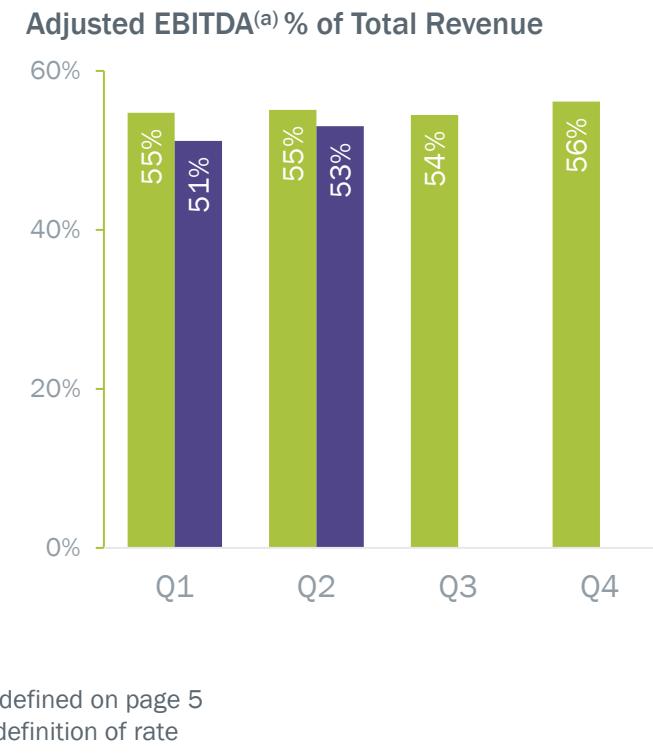
# TRS-RenTelco Operating Results



## TRS-RenTelco Highlights <sup>(a)</sup>



# TRS-RenTelco Highlights



<sup>(a)</sup> Adjusted EBITDA defined on page 5  
<sup>(b)</sup> See page 42 for definition of rate

## 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

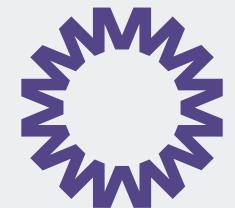
## **Company Summary**

*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 34 consecutive years
- Sound financial foundation to support current business operations and future growth

**Thank you for your interest and investment in MGRC**

# Appendix



## **Definitions - Rental Fleet Metrics**

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