

August 4, 2022

# Quarterly Investor Presentation

Second Quarter 2022

WILLSCOT • MOBILE MINI  
HOLDINGS CORP

WILLSCOT

mobile mini  
SOLUTIONS



# Safe Harbor

## Forward Looking Statements

This presentation contains forward-looking statements (including the guidance/outlook contained herein) within the meaning of the U.S. Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934, as amended. The words "estimates," "expects," "anticipates," "believes," "forecasts," "plans," "intends," "may," "will," "should," "shall," "outlook" and variations of these words and similar expressions identify forward-looking statements, which are generally not historical in nature. Certain of these forward-looking statements include statements relating to: the timing of our achievement of Free Cash Flow performance, our ability to expand and sustain expanded margins, and our revenue, Adjusted EBITDA and Net Capex outlooks. Forward-looking statements are subject to a number of risks, uncertainties, assumptions and other important factors, many of which are outside our control, which could cause actual results or outcomes to differ materially from those discussed in the forward-looking statements. Although the Company believes that these forward-looking statements are based on reasonable assumptions, they are predictions and we can give no assurance that any such forward-looking statement will materialize. Important factors that may affect actual results or outcomes include, among others, our ability to acquire and integrate new assets and operations; our ability to achieve planned synergies related to acquisitions; our ability to manage growth and execute our business plan; our estimates of the size of the markets for our products; the rate and degree of market acceptance of our products; the success of other competing modular space and portable storage solutions that exist or may become available; rising costs adversely affecting our profitability; potential litigation involving our Company; general economic and market conditions impacting demand for our products and services; our ability to maintain an effective system of internal controls; and such other risks and uncertainties described in the periodic reports we file with the SEC from time to time (including our Form 10-K for the year ended December 31, 2021), which are available through the SEC's EDGAR system at [www.sec.gov](http://www.sec.gov) and on our website. Any forward-looking statement speaks only at the date which it is made, and the Company disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

## Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures, including Adjusted EBITDA, Adjusted EBITDA Margin, Free Cash Flow, Free Cash Flow Margin, Return on Invested Capital, Pro Forma Revenue, Pro Forma Adjusted EBITDA, Pro Forma Net Income, Adjusted Gross Profit, Adjusted Gross Profit Percentage, Net Income Excluding Gain/Loss from Warrants, and Net CAPEX. Adjusted EBITDA is defined as net income (loss) plus net interest (income) expense, income tax expense (benefit), depreciation and amortization adjusted to exclude certain non-cash items and the effect of what we consider transactions or events not related to our core business operations, including net currency gains and losses, goodwill and other impairment charges, restructuring costs, costs to integrate acquired companies, costs incurred related to transactions, non-cash charges for stock compensation plans, gains and losses resulting from changes in fair value and extinguishment of common stock warrant liabilities, and other discrete expenses. Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by revenue. Free Cash Flow is defined as net cash provided by operating activities, less purchases of, and proceeds from, rental equipment and property, plant and equipment, which are all included in cash flows from investing activities. Free Cash Flow Margin is defined as Free Cash Flow divided by revenue. Return on Invested Capital is defined as adjusted earnings before interest and amortization divided by net assets. Adjusted earnings before interest and amortization is the sum of income (loss) before income tax expense, net interest (income) expense, amortization adjusted for non-cash items considered non-core to business operations including net currency (gains) losses, goodwill and other impairment charges, restructuring costs, costs to integrate acquired companies, non-cash charges for stock compensation plans, gains and losses resulting from changes in fair value and extinguishment of common stock warrant liabilities, and other discrete expenses, reduced by our estimated statutory tax rate. Given we are not a significant US taxpayer due to our current tax attributes, we include estimated taxes at our current statutory tax rate of approximately 25%. Net assets is total assets less goodwill and intangible assets, net and all non-interest bearing liabilities and is calculated as a five quarter average. Pro Forma Revenue is defined the same as revenue, but includes pre-acquisition results from Mobile Mini for all periods presented. Adjusted Gross Profit is defined as gross profit plus depreciation of rental equipment. Adjusted Gross Profit Percentage is defined as Adjusted Gross Profit divided by revenue. Net Income Excluding Gain/Loss from Warrants is defined as net income plus or minus the change in the fair value of the common stock warrant liability. Net CAPEX is defined as purchases of rental equipment and refurbishments and purchases of property, plant and equipment (collectively, "Total Capital Expenditures"), less proceeds from the sale of rental equipment and proceeds from the sale of property, plant and equipment (collectively, "Total Proceeds"), which are all included in cash flows from investing activities. The Company believes that Adjusted EBITDA and Adjusted EBITDA margin are useful to investors because they (i) allow investors to compare performance over various reporting periods on a consistent basis by removing from operating results the impact of items that do not reflect core operating performance; (ii) are used by our board of directors and management to assess our performance; (iii) may, subject to the limitations described below, enable investors to compare the performance of the Company to its competitors; (iv) provide additional tools for investors to use in evaluating ongoing operating results and trends; and (v) align with definitions in our credit agreement. The Company believes that Free Cash Flow and Free Cash Flow Margin are useful to investors because they allow investors to compare cash generation performance over various reporting periods and against peers. The Company believes that Return on Invested Capital provides information about the long-term health and profitability of the business relative to the Company's cost of capital. The Company believes that Pro Forma Revenue is useful to investors because they allow investors to compare performance of the combined Company over various reporting periods on a consistent basis due to the addition of significant acquisitions during the reported periods. This information is also used by management to measure the performance of our ongoing operations and analyze our business performance and trends. This information is used by investors for the purposes of development of future projections and earnings growth prospects. The Company believes that Adjusted Gross Profit and Adjusted Gross Profit Percentage are useful to investors because they allow investors to assess gross profit excluding non-cash expenses, which provides useful information regarding our results of operations and assists in analyzing the underlying performance of our business. The Company believes that Net Income Excluding Gain/Loss from Warrants is useful to investors because it removes the impact of stock market volatility from our operational results. The Company believes that the presentation of Net CAPEX provides useful information to investors regarding the net capital invested into our rental fleet and plant, property and equipment each year to assist in analyzing the performance of our business. Adjusted EBITDA is not a measure of financial performance or liquidity under GAAP and, accordingly, should not be considered as an alternative to net income or cash flow from operating activities as an indicator of operating performance or liquidity. These non-GAAP measures should not be considered in isolation from, or as an alternative to, financial measures determined in accordance with GAAP. Other companies may calculate Adjusted EBITDA and other non-GAAP financial measures differently, and therefore the Company's non-GAAP financial measures may not be directly comparable to similarly-titled measures of other companies. For reconciliation of the non-GAAP measures used in this presentation (except as explained below), see "Reconciliation of Non-GAAP Financial Measures" included in this presentation.

Information reconciling forward-looking Adjusted EBITDA to GAAP financial measures is unavailable to the Company without unreasonable effort. We cannot provide reconciliations of forward-looking Adjusted EBITDA to GAAP financial measures because certain items required for such reconciliations are outside of our control and/or cannot be reasonably predicted, such as the provision for income taxes. Preparation of such reconciliations would require a forward-looking balance sheet, statement of income and statement of cash flow, prepared in accordance with GAAP, and such forward-looking financial statements are unavailable to the Company without unreasonable effort. Although we provide a range of Adjusted EBITDA that we believe will be achieved, we cannot accurately predict all the components of the Adjusted EBITDA calculation. The Company provides Adjusted EBITDA guidance because we believe that Adjusted EBITDA, when viewed with our results under GAAP, provides useful information for the reasons noted above.

## Merger and Presentation of Entities

On March 2, 2020, we announced that we entered into an Agreement and Plan of Merger (the "Merger") with Mobile Mini, Inc. ("Mobile Mini"). During the second quarter, we obtained all required regulatory approvals and stockholder approvals from the Company's and Mobile Mini's stockholders and we closed the Merger on July 1, 2020 at which time Mobile Mini became a wholly-owned subsidiary of WillScot. Concurrent with the closing of the Merger, we changed our name to WillScot Mobile Mini Holdings Corp. ("WillScot Mobile Mini").

The following presentation is intended to help the reader understand WillScot Mobile Mini, our operations and our present business environment. The discussion of results of operations is presented on a historical basis, as of or for the three months ended June 30, 2022 or prior periods. Our reported results only include Mobile Mini for the periods subsequent to the Merger. Our Pro Forma Results include Mobile Mini's results as if the Merger and related financing transactions had occurred on January 1, 2019, and are a better representation of how the combined company has performed over time.

Following the Merger, we expanded our reporting segments from two segments to four reporting segments. The North America Modular Segment aligns with the WillScot legacy business prior to the Merger and the North America Storage, UK Storage and Tank and Pump segments align with the Mobile Mini segments prior to the Merger. During the third quarter of 2021, the majority of the portable storage product business within the NA Modular segment was transitioned to the NA Storage segment, and associated revenues, expenses, and operating metrics beginning in the third quarter of 2021 were transferred to the NA Storage segment.

## Additional Information and Where to Find It

Additional information about WillScot Mobile Mini can be found on our investor relations website at [www.willscotmobilemini.com](http://www.willscotmobilemini.com).

# WillScot Mobile Mini Overview



# Turnkey modular space and storage solutions are our business.

Everything about our company, from our expert staff to our turnkey solutions to our network of locations, is designed to make it easier for customers to make one call and get a complete, immediately functional temporary space and storage solution. Our solutions are Ready to Work, so our customers can forget about the workspace and focus on being productive and meeting their goals.

When the solution is perfect, productivity is all our customers see.

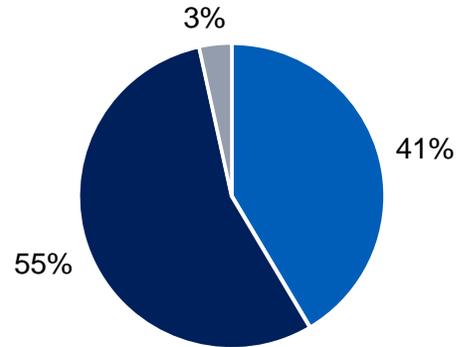


# WSC is highly differentiated and positioned for value creation

1	Clear Market Leadership	#1	In >\$10B North American market for modular space and portable storage solutions
2	Compelling Unit Economics And Returns on Capital	>25%	Unlevered IRRs on core portable storage and turnkey modular space fleet investments
3	Predictable Reoccurring Lease Revenues	>30 ~75%	Month average lease duration reduces volatility Of revenue is from reoccurring lease revenue
4	Diversified End Markets And Flexible Go-To-Market	<15% 15	Of revenue is from our top-50 customers Discrete end-markets levered to U.S. GDP – ability to reposition for infrastructure and shifting sector demand
5	Powerful Organic Revenue Growth Levers	>10% ~\$500M >80%	Y/Y U.S. modular space price growth for 19 quarters Revenue growth opportunity from high margin VAPS End market overlap and 40% customer overlap between modular and storage supports cross-selling
6	Proven Platform For Accretive M&A	17	Deals totaling ~\$5B enterprise value in 6 years <sup>1</sup>
7	Scalable Technology Enabling Efficiencies	>1,000 bps	Adjusted EBITDA Margin expansion since 2017
8	Robust Free Cash Flow Driving Value Creation	20-30% \$477M	Free Cash Flow Margin over next 3 to 5 years Warrants and share equivalents repurchased in LTM <sup>2</sup>

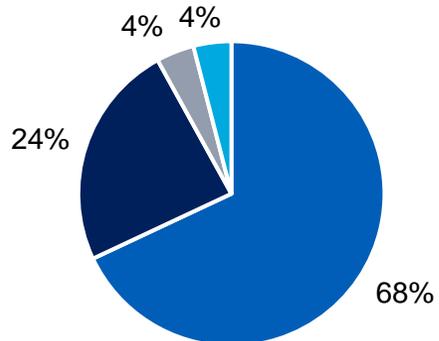
# We have the #1 position in modular space and portable storage leasing

Combined Fleet Count: ~397K<sup>1</sup>

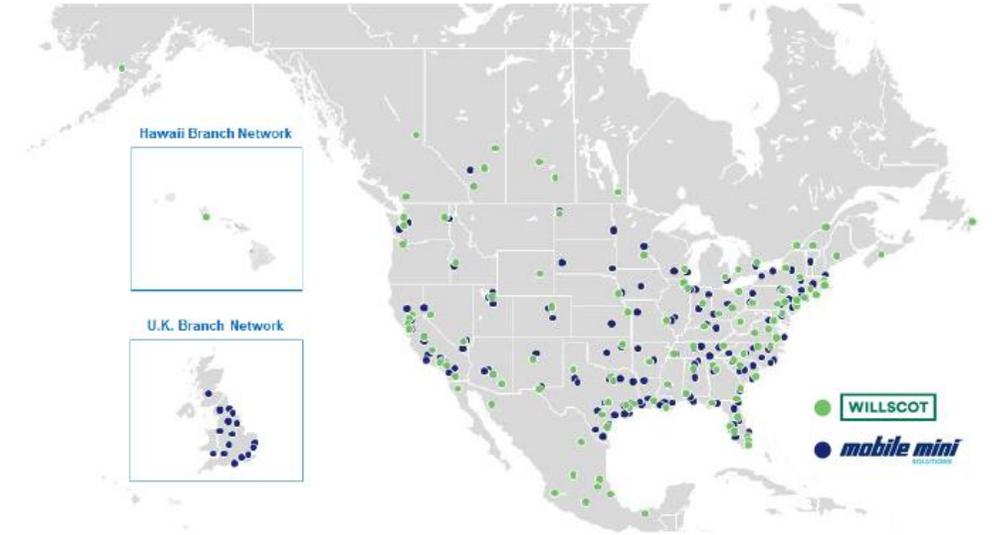


■ Modular Space ■ Portable Storage ■ Tank & Pump

Combined 2022 NBV: \$3.3B<sup>1</sup>



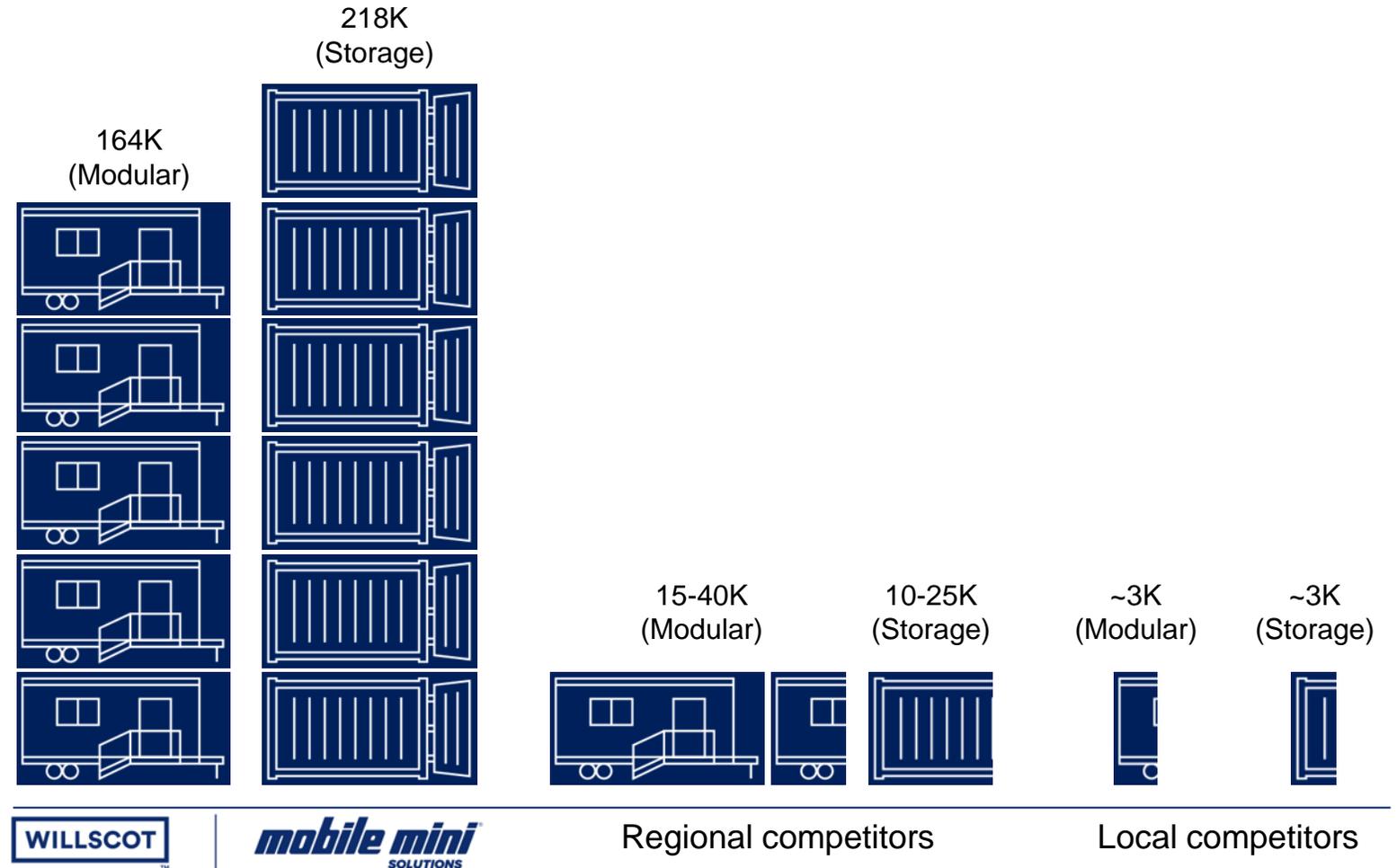
■ Modular Space ■ Portable Storage ■ Tank & Pump ■ VAPS



- Long-lived assets with 20-30 year useful lives
- Predictable revenue model with 30+ month average lease duration
- Rapid payback periods enhanced by value-added products
- #1 market position in North America

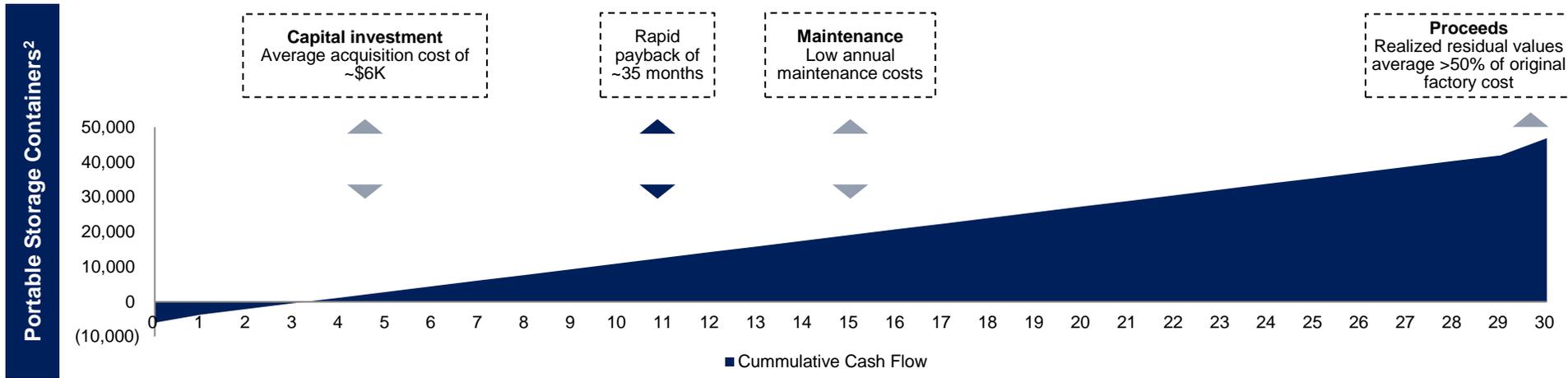
# Our scale is a key competitive advantage and value driver for our customers

- We leverage our **scale** to win locally
- **115M+** square feet of space relocatable anywhere in North America
- **~5,100** experts safely work **~8M** hours annually
- **680** trucks safely drive **100,000** miles daily
- **~396K** units deployed over **20 to 30-year** useful lives
- **20k+** units refurbished or converted annually
- **5k+** third-party service providers coordinated on behalf of our **85k+** customers
- No customer **>2%** of revenue

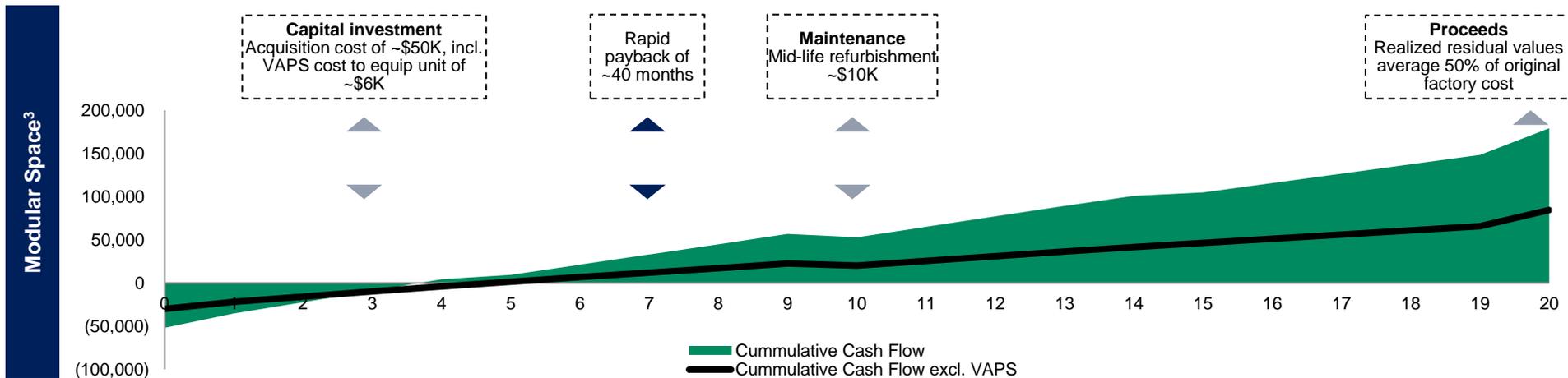


# We have compelling unit economics

Illustrative unit level cumulative cash flow<sup>1</sup>



- IRR ~30% over 30-year unit life
- Limited capex and long useful life provides highly attractive unit level economics



- IRR ~25% over 20+ year unit life inclusive of VAPS
- In-house refurbishment capability extends useful lives and enhances returns

# We serve diverse end markets and have the ability to reposition within them

## Revenue By End Market<sup>1</sup>



## End Market Outlook

- Architecture Billings Index (ABI) readings over 50 for the 17<sup>th</sup> consecutive month (February 2021 – June 2022)
  - Suggests continued growth in non-residential starts over the next 6 to 12 months
- Strong backlog continues coupled with retail demand drivers for continued momentum
  - Large general contractors booked through end of 2022
  - Retailers ordering products earlier than normal in preparation for seasonal needs and accommodating delayed inventory landings
  - Increased focus on sustainability
- Both modular and portable storage units on rent benefitting from organic growth and supplemented with acquisitions
- Infrastructure stimulus is a tailwind across all end markets in 2023 and beyond
- Re-assessment of global supply chains to shorten supply lines driving reshoring/nearshoring of manufacturing

# Focus on circular business model, invest in our communities, and manage enterprise risk

## Environmental

- › **Reduce, Reuse, and Recycle** are Inherent in our Products
- › Reduce **GHG Emissions** as Part of Our Operations
- › Reduce **Waste** Delivered to Landfills
- › Improve **Energy Efficiency** of Our Products Over Time

## Social

- › Improve **Inclusion & Diversity** Across the Organization
- › Focus on **Community Partnering** Across All of Our Locations
- › Remain Diligent in Placing **Health & Safety** First & Always
- › Improve **Health, Wellness & Development** Opportunities for All Our Employees
- › Improve **Customer Engagement** & Relations

## Governance

- › Enhance **Corporate Governance** Structure to Deliver on Customer, Shareholder, Community, and Employee Expectations
- › Nominating & Corporate Governance Com. Provides **ESG Oversight**
- › Improve **Board/Management Diversity**
- › Internal Governance Structure Will Enable Delivery of ESG Expectations and Monitor **External Measures of Effectiveness**

# We have a robust and growing free cash flow profile



- Capex is discretionary due to long-lived assets and can be adapted to market cycles
- Cash flow remains resilient across the cycle, providing capital allocation flexibility
  - Rolling 90-day zero-based capital planning process enables rapid reaction to end market demand
- WSC transformation and IPO created a platform for accelerated growth and returns both organically and through M&A
- On track to generate >\$500 million run-rate FCF in 2<sup>nd</sup> half of 2022 heading into 2023 and achieve \$650M FCF milestone in 3-5 years
- Multiple capital allocation levers:
  - Organic growth (VAPS, fleet) based on demand
  - Maintain conservative leverage in 3.0x – 3.5x range
  - Continue opportunistic M&A
  - Return capital to shareholders

Uniquely resilient business with idiosyncratic growth levers, countercyclical capex, and flexible variable cost structure

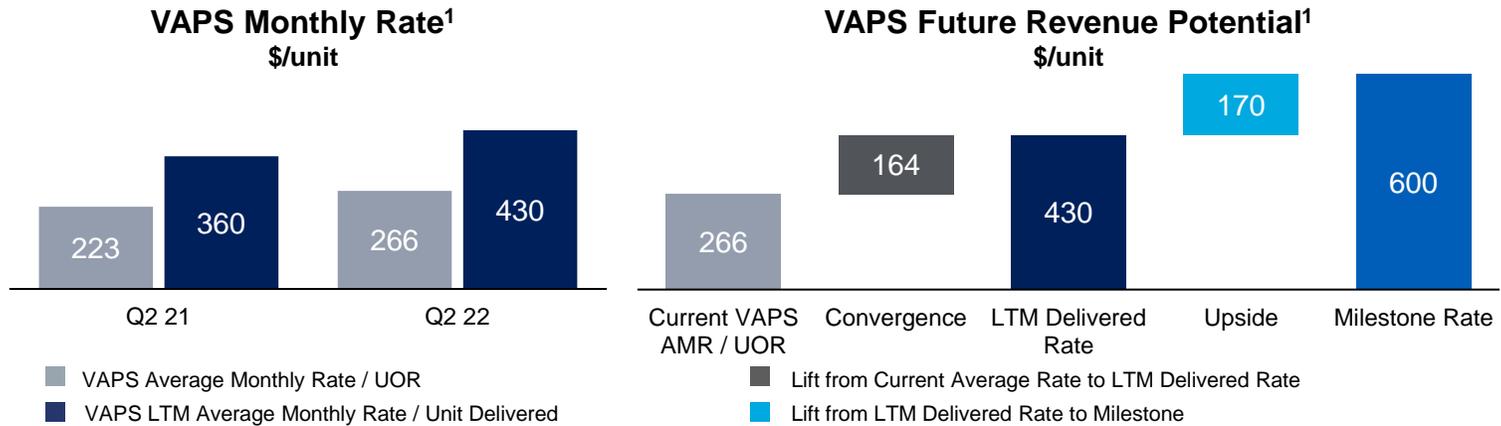
Note: Past results or business cycles are not indicative of future results and should not be relied upon as such. Figures are shown as reported and have not been adjusted to show results pro forma for acquisitions made after initial reporting.

<sup>1</sup> Avg. EBITDA less Net Capex defined as Adjusted EBITDA excluding rental unit gross profit and gains on insurance proceeds, less Net CAPEX.

<sup>2</sup> Net CAPEX defined as purchases of rental equipment and refurbishments and purchases of property, plant and equipment, less proceeds from sale of rental equipment and proceeds from the sale of property, plant and equipment, excluding cash paid for acquisitions of businesses and proceeds from assets held for sale.

<sup>3</sup> Midpoint of 2022 guidance. Avg. EBITDA less Net Capex CAGR from 2017 to midpoint of 2022E.

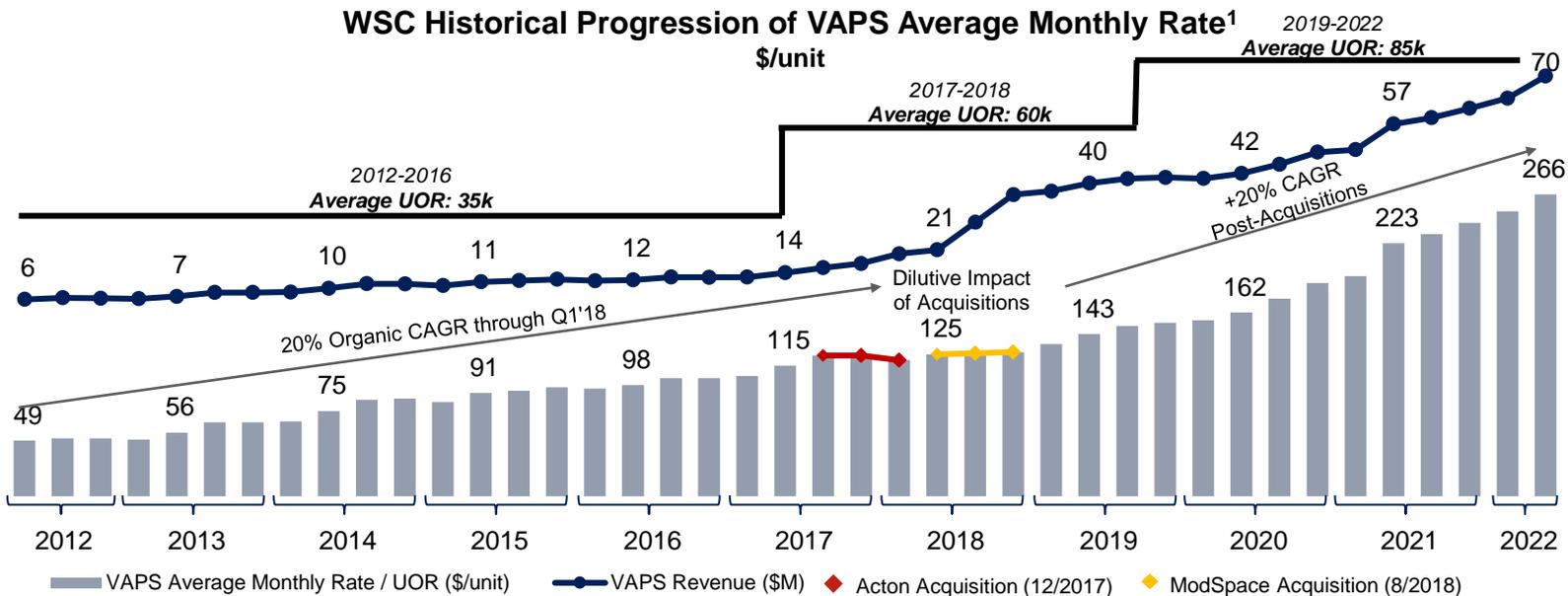
# VAPS revenue growth opportunity is ~\$350M over next 3 years in the NA Modular segment



**VAPS Future Revenue Potential<sup>1</sup>**

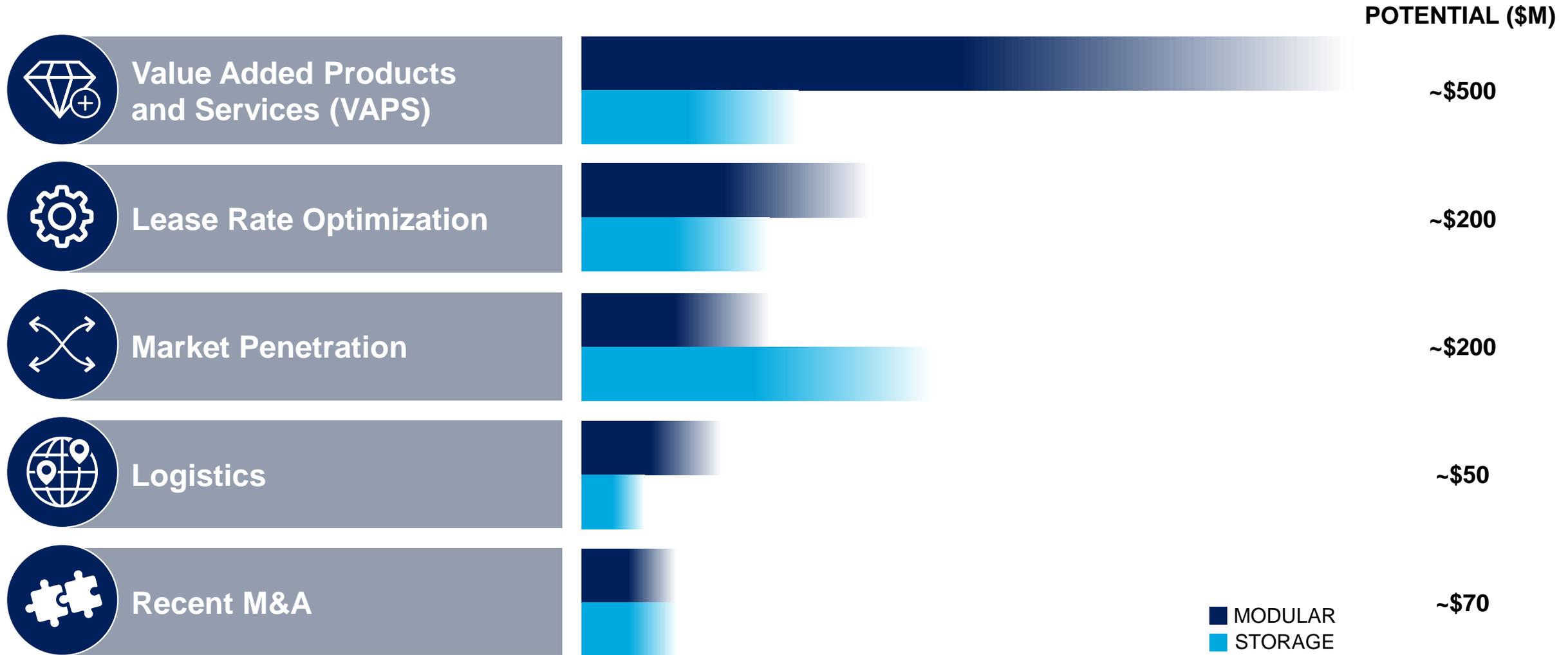
$$86.6k \text{ Units}^1 \times (\$164 + \$170) \times 12 \text{ mo.} = \$347M$$

- LTM delivered VAPS rates increased **19%** Y/Y
- VAPS Average Monthly Rate / UOR increased **19%** Y/Y



- **+18%** per unit per month rent CAGR over 10 years
- Units on Rent up **>2x**
- Quarterly VAPS revenue up **>10x**

# Our portfolio of growth levers gives us attractive optionality and multiple pathways to exceed \$1B Adjusted EBITDA in 3 to 5 years



## We have a clear formula to drive sustainable growth and returns

- Portfolio of growth initiatives gives us optionality and multiple paths to meet and exceed Revenue and Adjusted EBITDA milestones
- Return on Invested Capital is an outcome of our capital efficient growth initiatives
- Maintaining appropriate long-term leverage for a resilient business model creates additional capital for deployment

Clear path to invest in M&A and/or our own stock to compound Free Cash Flow Per Share by **>2x - 3x**

Performance Metric	Q2 2022 LTM	3 to 5 Year Operating Range
Revenue CAGR <sup>1</sup>	20.5%	5 - 10%
Adjusted EBITDA Margin	40.1%	40 - 45%
Return On Invested Capital <sup>2</sup>	13.1%	10 - 15%
Net Debt / Adjusted EBITDA	3.7x	3.0 - 3.5x
Free Cash Flow (\$M)	\$254	\$500 - \$650
Free Cash Flow Margin	12%	20 - 30%
Free Cash Flow Per Share	\$1.12	\$2.00 - \$4.00+

# Current Operating Environment



# Our differentiated value proposition translates across end markets



225+ floors, 100k+ square feet, all product categories and VAPS delivered from branches across our network supporting a semiconductor facility in Texas.



WillScot Mobile Mini delivered multiple office and storage units for the Shaky Knees Festival in Atlanta, GA to successfully operate.



WillScot Mobile Mini delivered 50 units to C3 Presents for the first ever Sueños Music Festival in Grant Park, Chicago, IL.



Charlotte branch delivered a total of 40 containers in less than five days, for an upcoming Target store remodel.



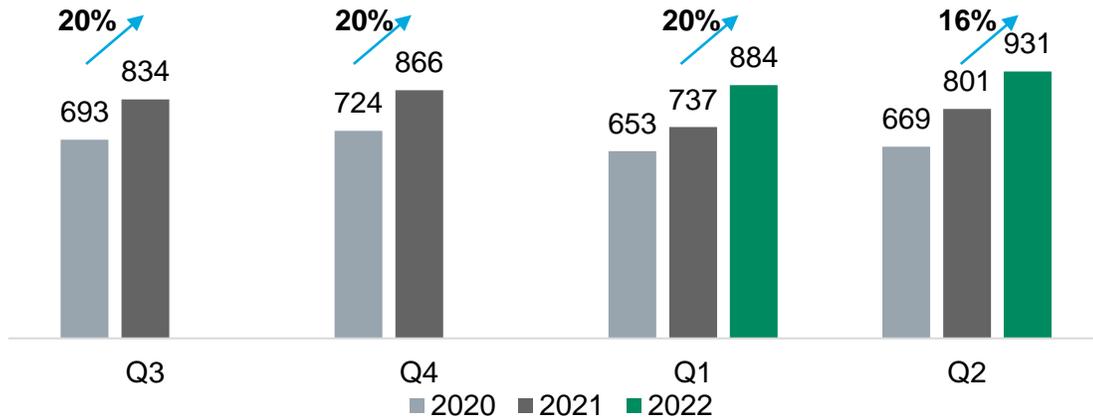
WillScot Mobile Mini partnered with ESPN and Turner Sports to provide multiple two-story FLEX at the Chase Center in time for the 2022 NBA Finals.



WillScot Mobile Mini provided storage, temporary office space, and a two-story FLEX production facility to get CBS Sports set up for the 2022 PGA Championships.

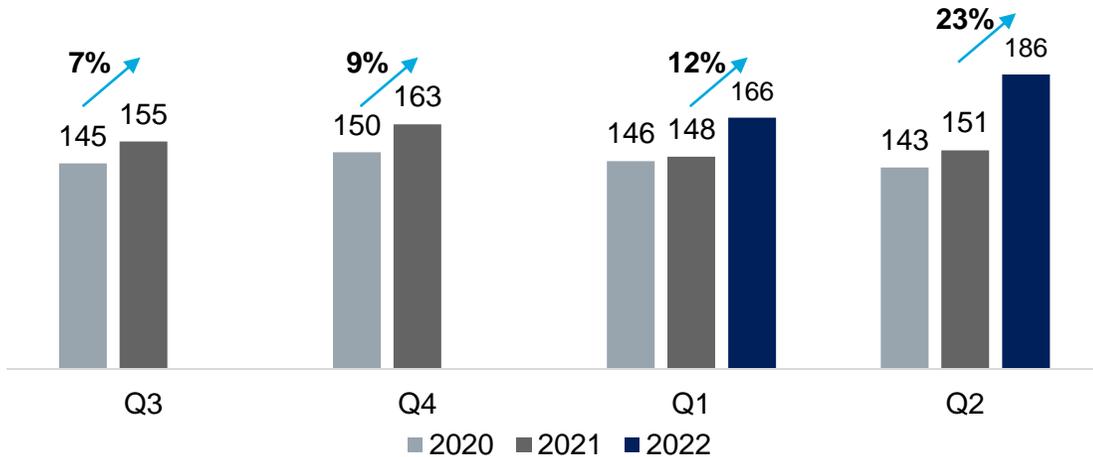
# We have multiple levers to increase rental rates

**Modular Space Unit Average Monthly Rental Rate**  
NA Modular Segment



- Modular space unit average monthly rental rate in NA Modular increased 16% Y/Y to \$931 in Q2 2022
  - 33% of the increase driven by VAPS
- 12% CAGR across the NA Modular segment since 2017
- Continuation of strong spot rate increases in Q2 2022 further underpinned by inflationary backdrop

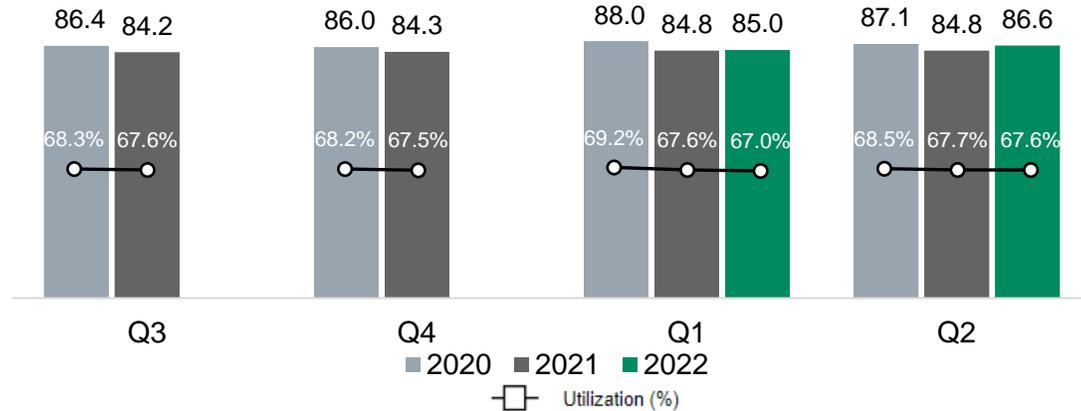
**Portable Storage Unit Average Monthly Rental Rate**  
NA Storage Segment<sup>1</sup>



- Portable storage unit average monthly rental rate in NA Storage increased 23% Y/Y in Q2 2022
- Rate optimization driven by price management tools, processes, and differentiated value proposition
- Spot rate increases further underpinned by inflationary backdrop

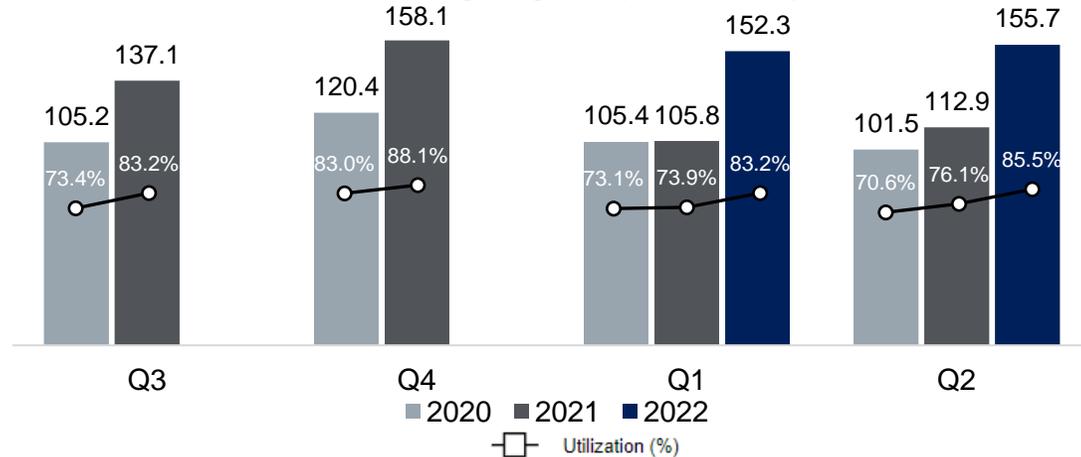
# Our portfolio of units on rent is growing in both NA Modular and NA Storage

**Avg. Modular Space Units on Rent**  
NA Modular Segment (in thousands)



- Q2 average units on rent increased 2.1% versus prior year
  - 2.4% YTD unit on rent growth from 12/31/2021 to 6/30/2022, split evenly between organic growth and acquisitions

**Avg. Portable Storage Units on Rent<sup>1</sup>**  
NA Storage Segment (in thousands)



- Q2 average units on rent increased 38% versus prior year
  - ~12k units on rent from organic volume growth
  - ~18.7k units on rent from acquisitions
  - ~12k units on rent from transfer from NA Modular in Q3 2021
- Average portable storage units on rent across NA Storage and NA Modular combined increased ~30k or 24% versus prior year

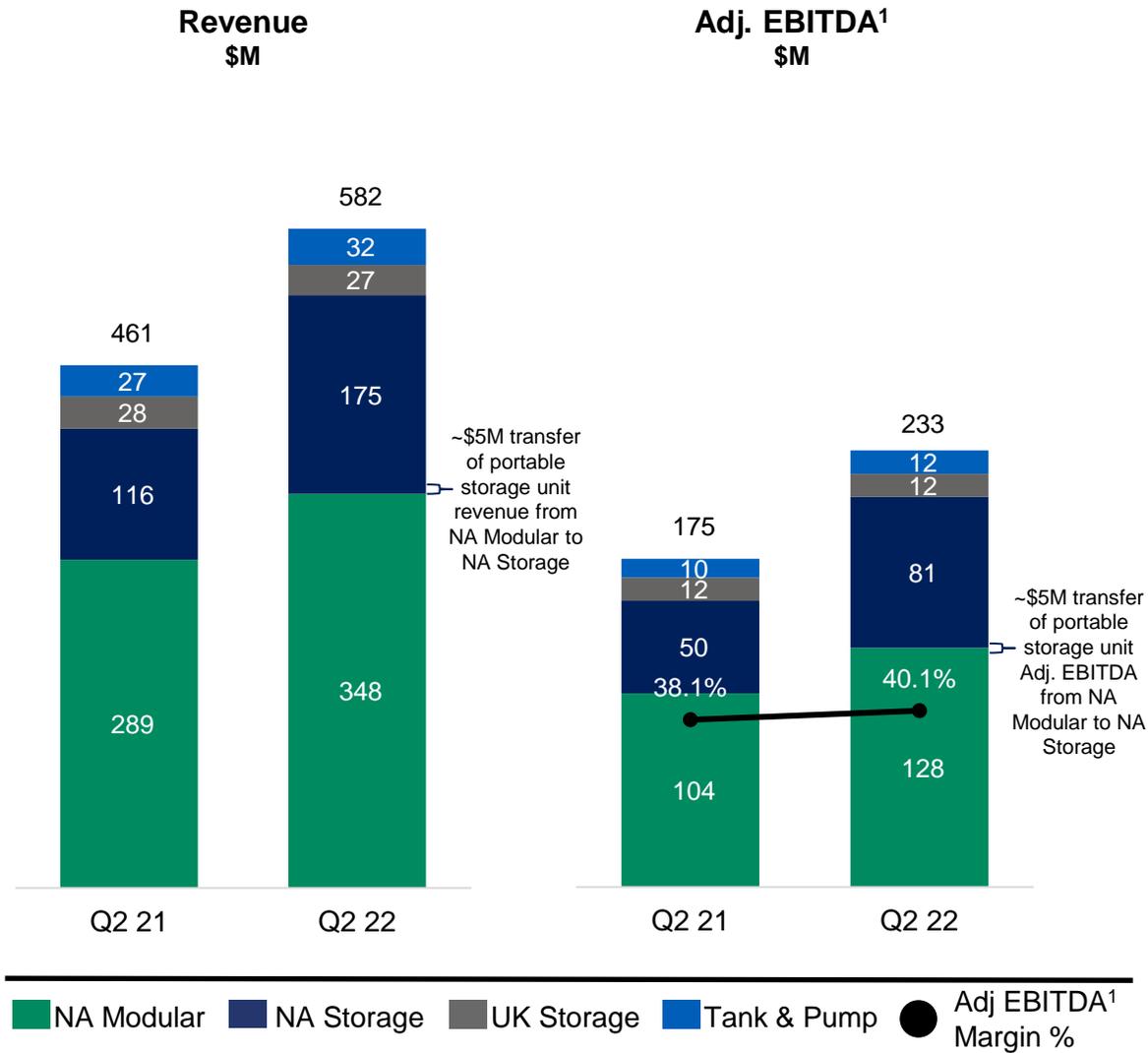
# Financial Review



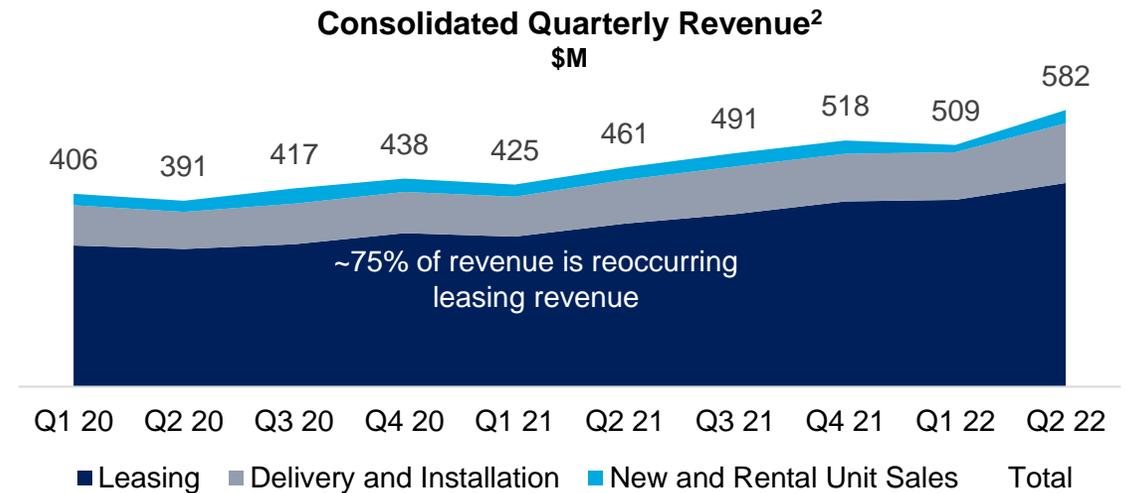
## Strong growth and execution in Q2 give us confidence in the outlook

	Metric	Commentary
Y/Y Change in <b>Leasing Revenue</b>	+24.9%	Pricing performance, accelerating deliveries in Modular and Storage, VAPS penetration, and M&A driving growth
<b>Q2 2022 Adjusted EBITDA</b> and Y/Y Change	\$233M / +33%	Solid execution and strong rate optimization by all operating segments
2022 Adjusted EBITDA <b>Guidance</b>	\$900M - \$940M	Up 22% to 27% Y/Y with ~200 bps margin expansion
2022E Adjusted EBITDA Margin	~41% / +200bps	Highly confident in guidance ranges and implied margin expansion as lease and transportation price increases roll forward and SG&A stabilizes
LTM <b>FCF</b> and <b>FCF Margin</b>	\$254M / 12%	High visibility into continued growth from current revenue run-rate, new growth initiatives, integration and synergy execution, and operational improvements
<b>Acquisitions</b> YTD <sup>1</sup>	6 regional businesses	Consistent pipeline of comparable transactions for H2 2022
<b>LTM ROIC</b>	13.1%	Growth and capital allocation strategy is driving consistent, attractive returns
LTM <b>Share Repurchases</b> <sup>2</sup>	~\$477M	\$477M in LTM and newly replenished \$1B authorization as of July 21, 2021
<b>Leverage</b> <sup>3</sup>	3.7x	Target range of 3.0 – 3.5x

# Delivered Total Revenue growth of 26% and Adjusted EBITDA growth of 33%<sup>1,2</sup>

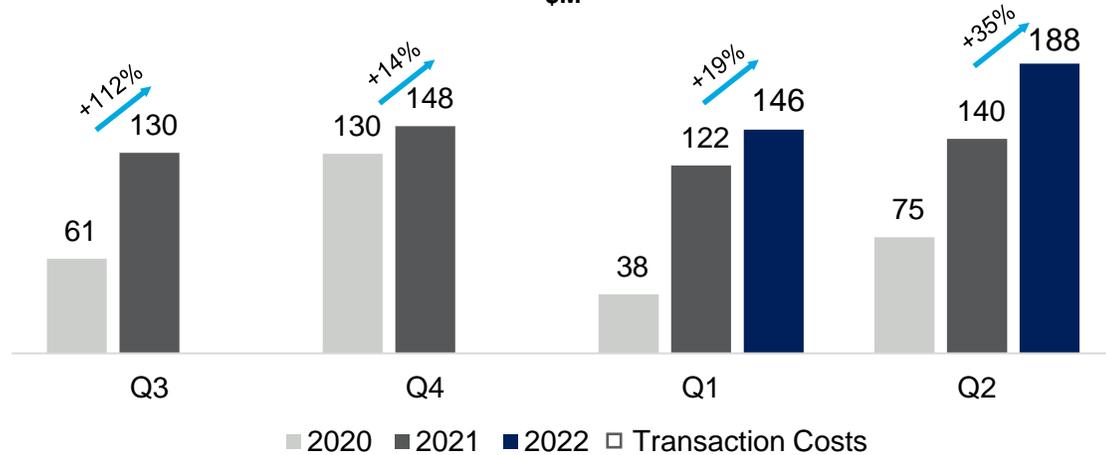


- 26% total revenue expansion and 33% Adjusted EBITDA expansion Y/Y
  - Continued commercial momentum across all segments
- Adjusted EBITDA Margin expansion of 200 bps Y/Y and 240 bps sequentially
  - Increased pricing, VAPS penetration, and volumes driving higher leasing margins
  - Pricing and logistics initiatives driving higher D&I margins
  - Partially offset by increased SG&A expense to support growth



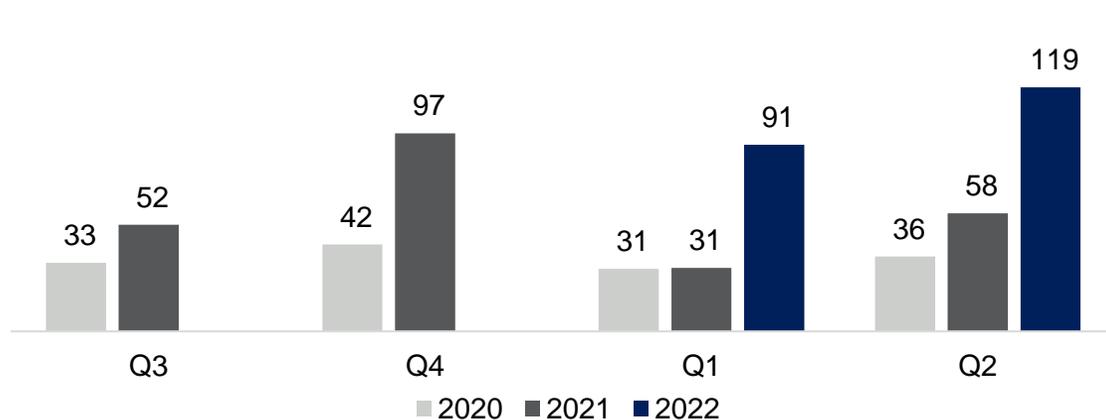
# Record cash generation is accelerating as we reinvest for growth

**Net Cash Provided By Operating Activities**  
\$M

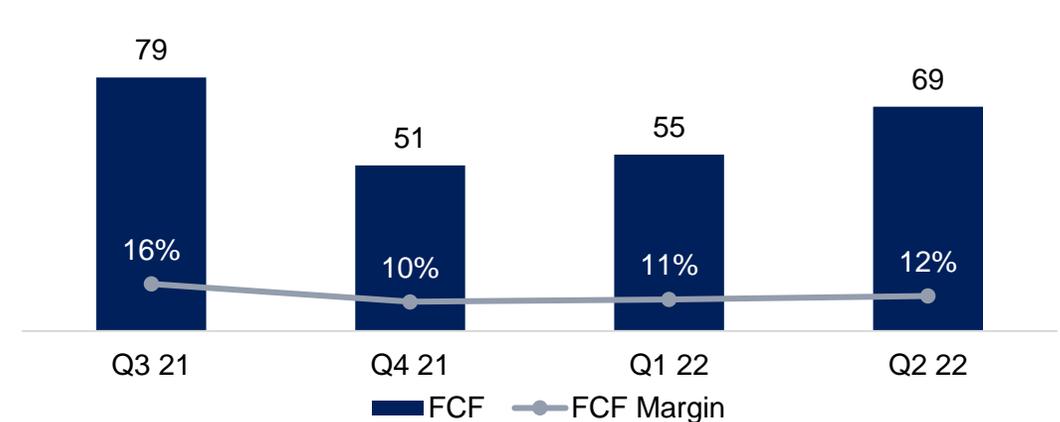


- Continued strong operating cash flow growth over prior year
- ~\$60M Y/Y Net Capex increase driven by modular refurbishments and purchase of portable storage units in response to increased demand
  - ~40% of increase from modular refurbishment
  - ~35% of increase from storage fleet capex
  - ~10% of increase from VAPS
  - ~15% of increase from all other (including new modular fleet)
- 12% FCF margin over LTM with upside from synergies, reduced integration costs
- EBITDA less net capex unchanged from 2022 outlook shared in Nov. 2021

**Net Cash Used In Investing Activities excl. acquisitions<sup>1</sup>**  
\$M



**Free Cash Flow Margin<sup>2,3</sup>**  
\$M



<sup>1</sup> Net cash used in investing activities as presented excludes cash used or cash acquired for/from acquisitions, which includes \$17.2 million of cash acquired from the Mobile Mini Merger in Q3 2020.

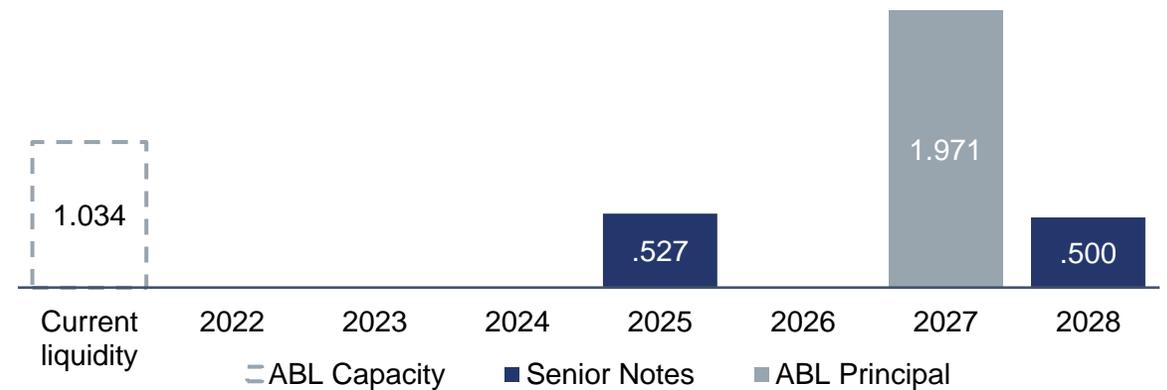
<sup>2</sup> Adjusted EBITDA, Net CAPEX, and Free Cash Flow are non-GAAP financial measures. Further information and reconciliations for these Non-GAAP measures to the most directly comparable US generally accepted accounting principles (GAAP) financial measure is included in the Appendix. Information reconciling forward-looking non-GAAP measures is unavailable to the Company without unreasonable effort.

<sup>3</sup> Free Cash Flow is a non-GAAP measure defined as net cash provided by operating activities, less purchases of, and proceeds from, rental equipment and property, plant and equipment, which is included in cash flows from investing activities. For the reconciliation of Free Cash Flow, see Appendix. Free cash flow margin is defined as free cash flow divided by revenue.

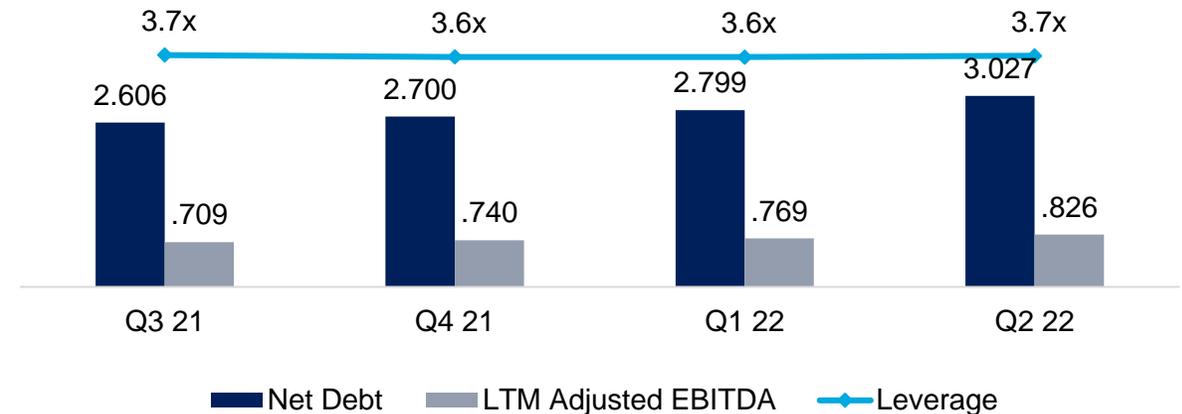
# We are balancing gradual de-leveraging with attractive reinvestment opportunities

- Leverage at 3.7x last-twelve-months Adj. EBITDA of \$826M
- Utilized Q2 2022 FCF of \$69M and balance sheet to:
  - Reinvested \$119M in fleet and VAPS for growth opportunities
  - Allocated \$46M to acquisitions
  - Repurchased \$250M of common stock and warrants
- Weighted average interest rate is approximately 4.2% with annual cash interest of ~\$130M as of August 3<sup>rd</sup>, 2022
- Flexible long-term debt structure with no maturities prior to 2025
  - \$527M Senior Secured Notes due 2025 at 6.125%
  - \$500M Senior Secured Notes due 2028 at 4.625%
- Closed amendment to ABL on June 30<sup>th</sup>, providing substantial headroom for growth and improved pricing, terms
  - Increased facility size from \$2.4B to \$3.7B to accommodate growth, with \$1.0B current availability
  - Reduced interest rate spread to Term SOFR + 150bps<sup>1</sup>
  - Extended term for 5 years to June 30<sup>th</sup>, 2027

Liquidity and Debt Maturity Profile<sup>1</sup>  
\$B

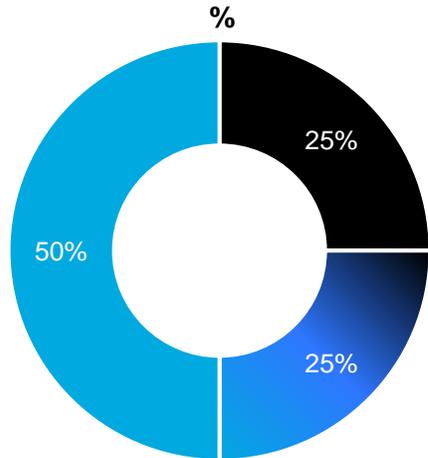


Leverage<sup>2</sup>  
\$B



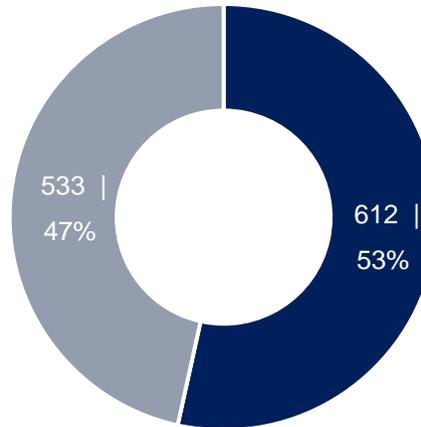
# Our LTM capital allocation is consistent with our long-term framework

## Capital Allocation Framework \$5 – \$6B Over 5 Years



- Net Capex
- M&A
- Returns to Shareholders

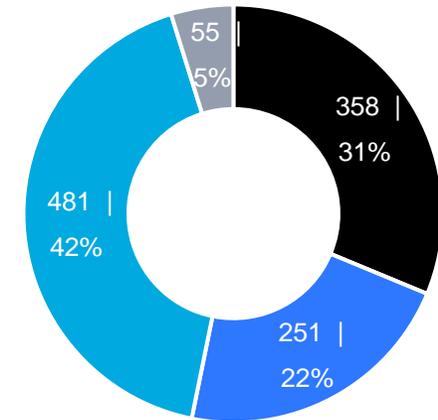
## \$1,145 LTM Capital Generated \$M | %



- Cash From Operations
- Capital Available at Constant Leverage<sup>1</sup>

=

## \$1,145 LTM Capital Allocated \$M | %



- Net Capex
- M&A
- Returns to Shareholders<sup>2</sup>
- Reduced Leverage

- Generated ~\$1.1B of capital over last twelve months
- De-leveraging with remaining allocation between share repurchases, acquisitions, and net capex in line with long-term capital allocation framework

## 2022 outlook implies 22% - 27% Adjusted EBITDA growth

\$M	2021 Actuals	Prior 2022 Outlook	2022 Outlook
Revenue	\$1,895	\$2,100 – \$2,200	\$2,200 – \$2,300
Adjusted EBITDA <sup>1,2</sup>	\$740	\$860 – \$900	\$900 – \$940
Net Capital Expenditures <sup>2,3</sup>	\$237	\$275 – \$325	\$325 – \$375

- 16% - 21% expected Revenue growth relative to 2021
- 22% - 27% expected Adjusted EBITDA growth relative to 2021
- Midpoint of guidance implies ~200 bps margin expansion Y/Y
- Demand driven net capex reflects expectations for continuation of strong operating environment and continued acceleration of leasing run-rate through the remainder of 2022

## Growth, cash generation, and capital allocation drive shareholder returns

---

- Strong confidence in free cash flow generation from forward visibility and availability of organic growth levers.
- Clear line of sight to **\$650M** annual free cash flow as the portfolio rolls forward predictably.
- Targeting 3.0x – 3.5x leverage while re-investing aggressively.
- Consistent M&A track record compounds growth and extends market leadership.
- Actively deploying **\$1B** share repurchase authorization to supplement shareholder returns.

# OUR COMPANY VALUES

## We Are



### Dedicated To Health & Safety

We take responsibility for our own well-being and for those around us. Health and safety are first, last and everything in-between.



### Committed To Inclusion & Diversity

We are stronger together when we celebrate our differences and strive for inclusiveness. We encourage collaboration and support the diverse voices and thoughts of our employees and communities.



### Driven To Excellence

We measure success through our results and the achievement of our goals. We continuously improve ourselves, our products and services in pursuit of shareholder value.



### Trustworthy & Reliable

We hold ourselves accountable to do the right thing, especially when nobody's looking.



### Devoted To Our Customers

We anticipate the growing needs of our customers, exceed their expectations and make it easy to do business with us.



### Community Focused

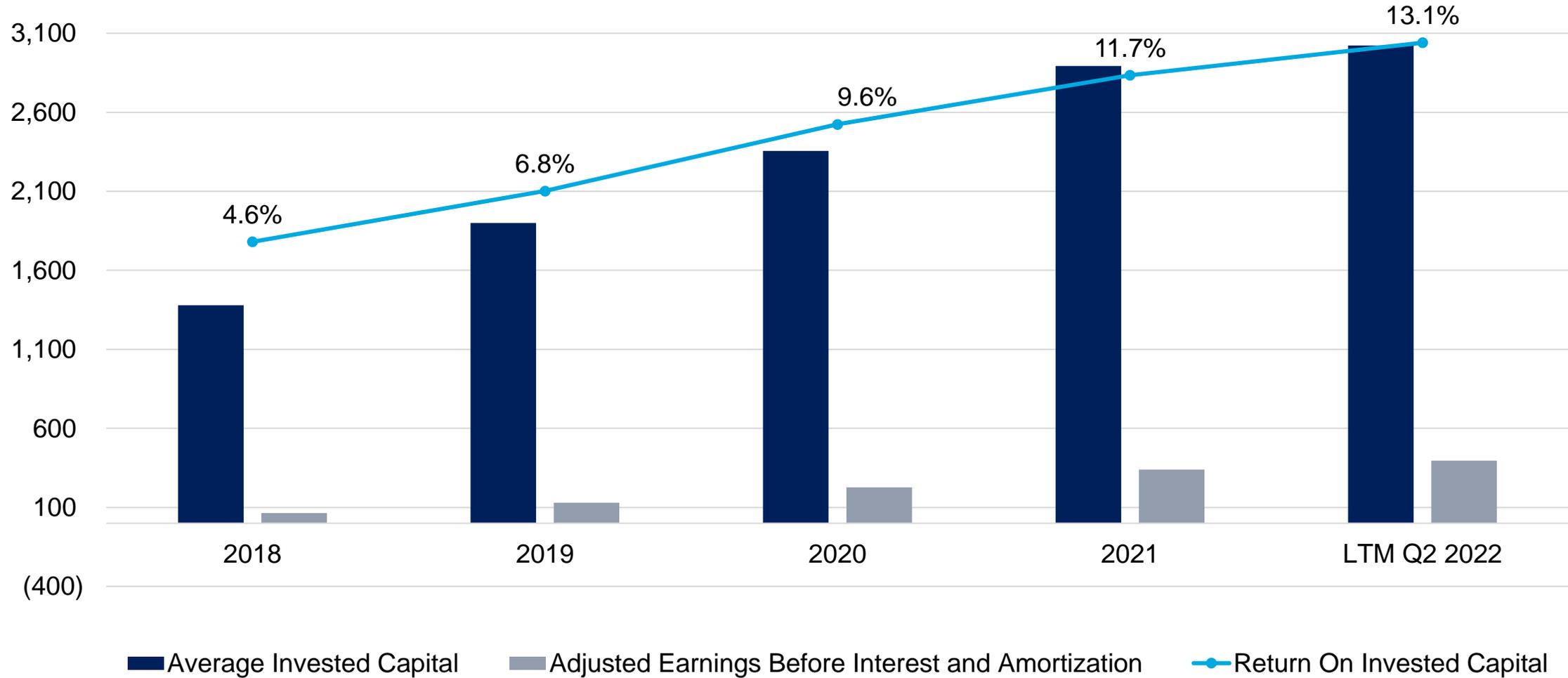
We actively engage in the communities we serve and deliver sustainable solutions.

# Appendix



# Clear formula to drive sustainable growth and returns

Historical Return on Invested Capital<sup>1</sup>  
\$M

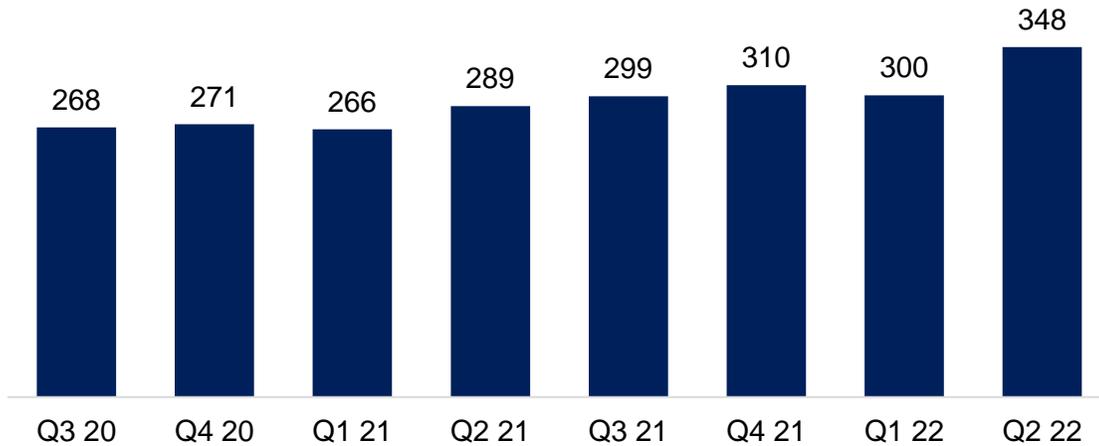


# Summary P&L, balance sheet and cash flow items

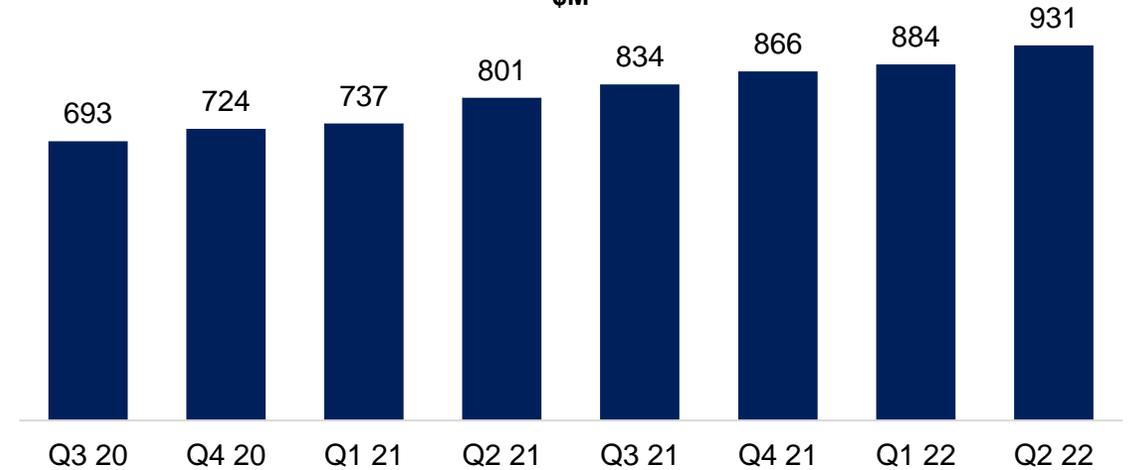
Key Profit & Loss Items (in thousands)	Three Months Ended June 30,	
	2022	2021
<b>Leasing and Services</b>		
Leasing	\$ 428,620	\$ 343,179
Delivery and Installation	125,403	91,680
<b>Sales</b>		
New Units	11,094	11,008
Rental Units	16,525	15,235
<b>Total Revenues</b>	<b>581,642</b>	<b>461,102</b>
<b>Gross Profit</b>	<b>308,873</b>	<b>222,810</b>
<b>Adjusted EBITDA</b>	<b>233,335</b>	<b>175,495</b>
<b>Key Cash Flow Items</b>		
Net CAPEX	118,908	57,481
Rental Equipment, Net	\$ 3,257,475	\$ 2,914,572

# NA Modular quarterly performance

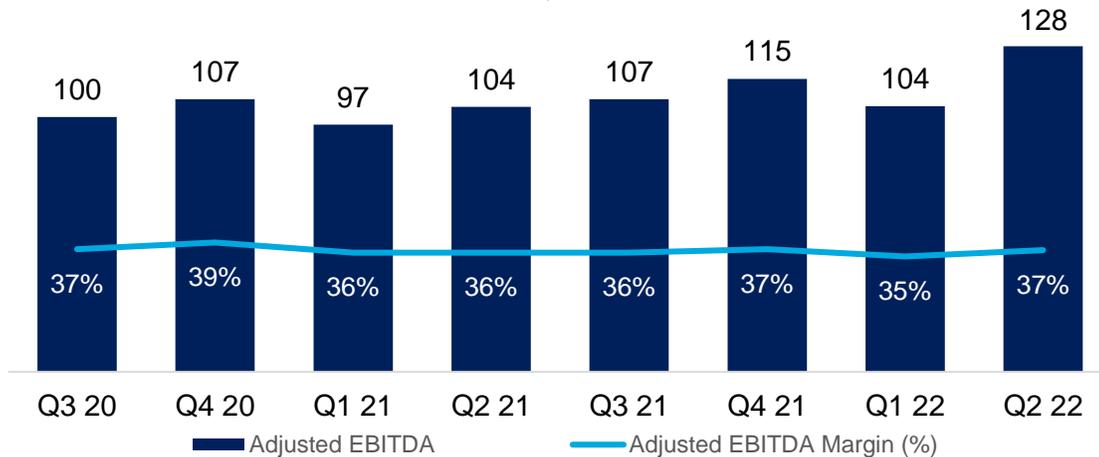
Revenue<sup>1,2</sup>  
\$M



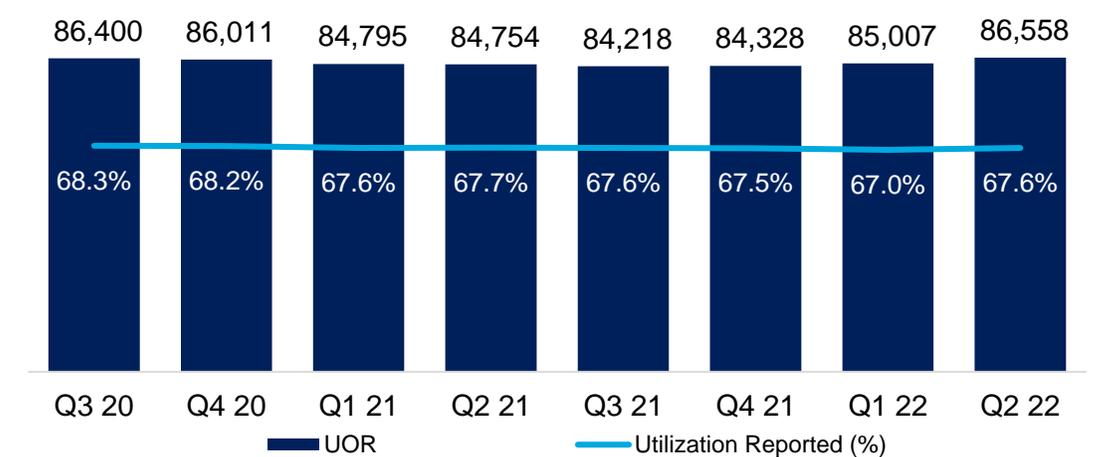
Modular Space AMR / UOR<sup>1</sup>  
\$M



Adjusted EBITDA<sup>1,2</sup>  
\$M



Modular Space Average UOR / Utilization



# NA Modular quarterly performance<sup>1</sup>

## Quarterly Results for the six months ended June 30, 2022:

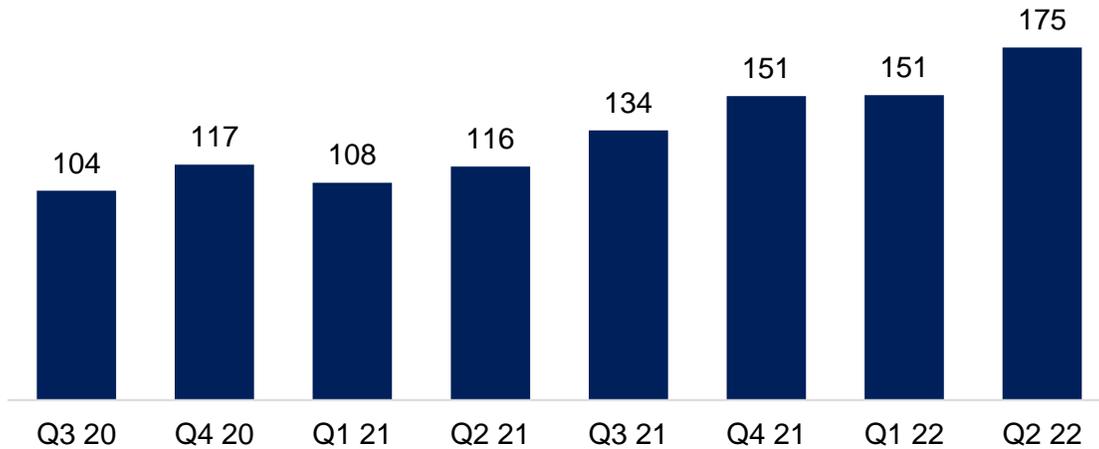
<i>(in thousands, except for units on rent and monthly rental rate)</i>		Q1	Q2	Q3	Q4	Total
Revenue	\$	299,686	\$	347,670	\$	647,356
Gross profit	\$	128,931	\$	153,808	\$	282,739
Adjusted EBITDA	\$	103,948	\$	127,881	\$	231,829
Capital expenditures for rental equipment	\$	57,577	\$	82,482	\$	140,059
Average modular space units on rent		85,007		86,558	\$	85,783
Average modular space utilization rate		67.0%		67.6%		67.3%
Average modular space monthly rental rate	\$	884	\$	931	\$	908
Average portable storage units on rent		463		476	\$	469
Average portable storage utilization rate		52.6%		53.7%		53.1%
Average portable storage monthly rental rate	\$	160	\$	211	\$	186

## Quarterly Results for the twelve months ended December 31, 2021:

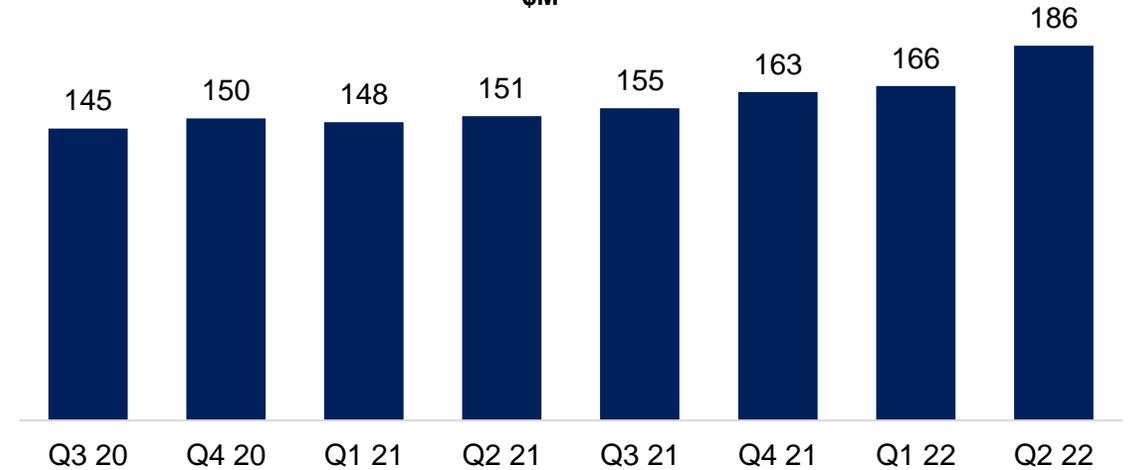
<i>(in thousands, except for units on rent and monthly rental rate)</i>		Q1	Q2	Q3	Q4	Total				
Revenue	\$	266,224	\$	289,382	\$	299,051	\$	309,522	\$	1,164,179
Gross profit	\$	113,002	\$	116,136	\$	127,854	\$	139,453	\$	496,445
Adjusted EBITDA	\$	97,371	\$	103,545	\$	106,825	\$	115,263	\$	423,004
Capital expenditures for rental equipment	\$	39,135	\$	49,364	\$	31,789	\$	67,207	\$	187,495
Average modular space units on rent		84,795		84,754		84,218		84,328		84,524
Average modular space utilization rate		67.6%		67.7%		67.6%		67.5%		67.6%
Average modular space monthly rental rate	\$	737	\$	801	\$	834	\$	866	\$	809
Average portable storage units on rent		14,903		13,301		493		552		7,312
Average portable storage utilization rate		60.3%		69.8%		48.0%		62.7%		68.8%
Average portable storage monthly rental rate	\$	124	\$	133	\$	179	\$	228	\$	131

# NA Storage quarterly performance

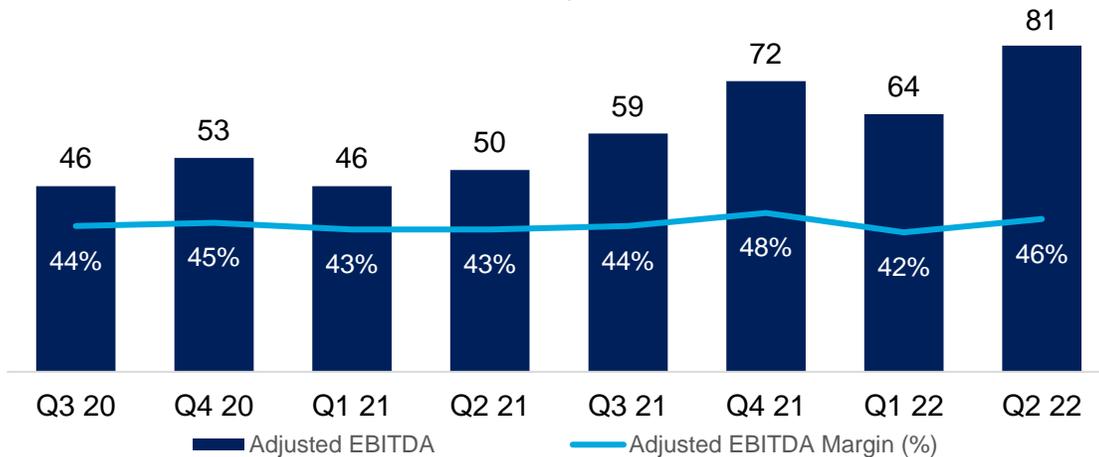
Revenue<sup>1,2</sup>  
\$M



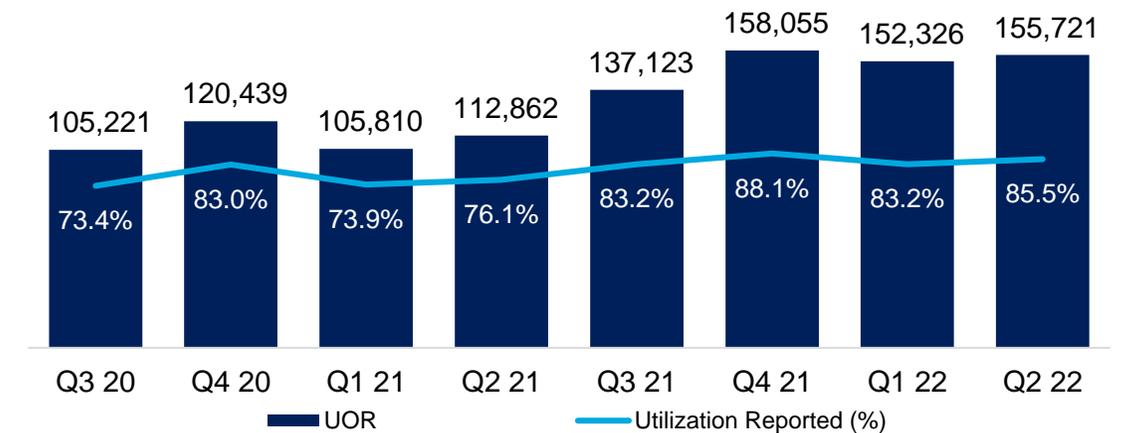
Portable Storage AMR / UOR<sup>1</sup>  
\$M



Adjusted EBITDA<sup>1,2</sup>  
\$M



Portable Storage Average UOR / Utilization



# NA Storage quarterly performance<sup>1</sup>

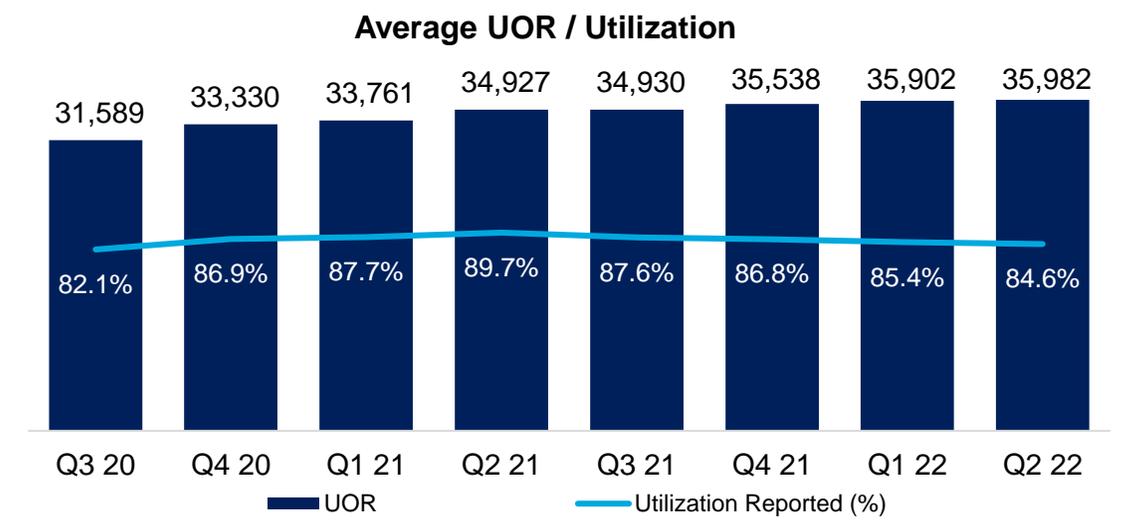
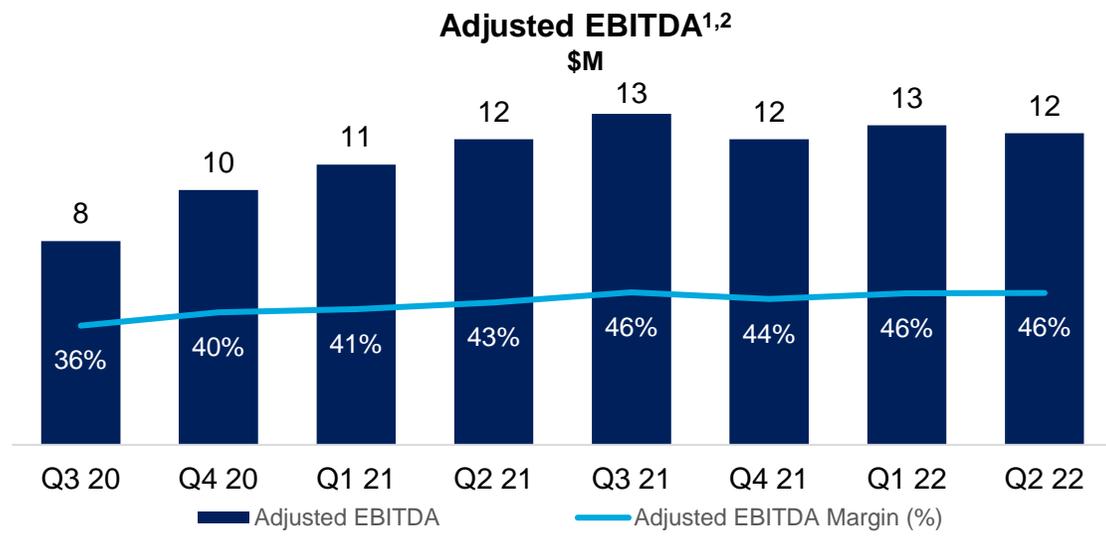
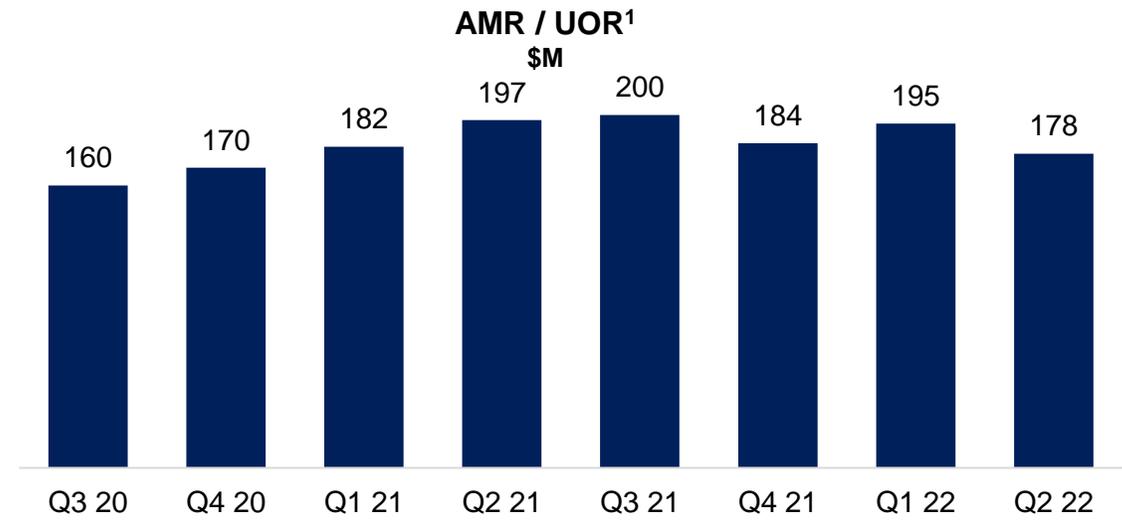
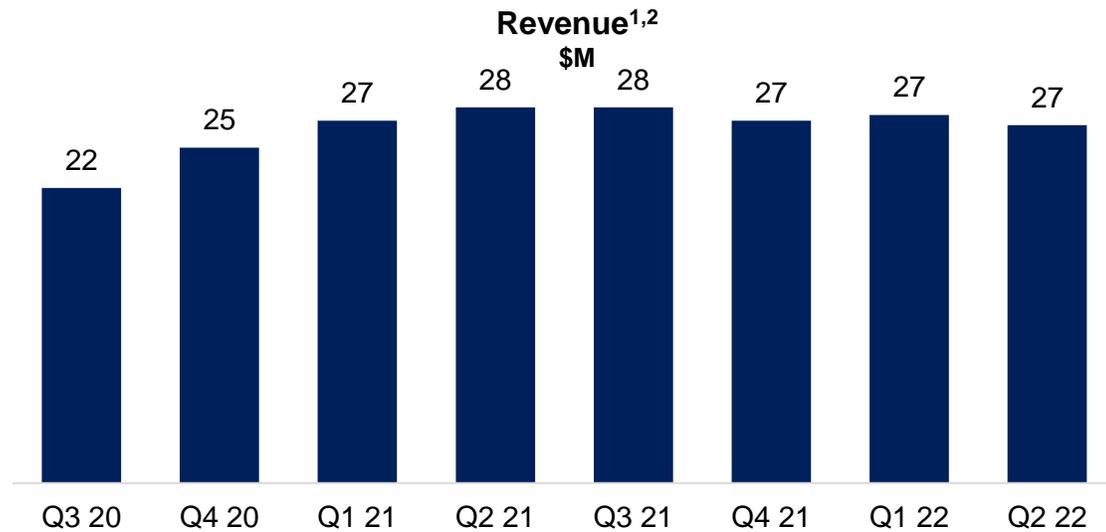
## Quarterly Results for the six months ended June 30, 2022:

<i>(in thousands, except for units on rent and monthly rental rate)</i>		Q1	Q2	Q3	Q4	Total
Revenue	\$	151,484	\$	175,220	\$	326,704
Gross profit	\$	105,130	\$	121,404	\$	226,534
Adjusted EBITDA	\$	63,825	\$	80,762	\$	144,587
Capital expenditures for rental equipment	\$	20,171	\$	34,282	\$	54,453
Average modular space units on rent		18,559		18,057	\$	18,308
Average modular space utilization rate		76.3%		74.2%		75.3%
Average modular space monthly rental rate	\$	594	\$	683	\$	638
Average portable storage units on rent		152,326		155,721	\$	154,023
Average portable storage utilization rate		83.2%		85.5%		84.4%
Average portable storage monthly rental rate	\$	166	\$	186	\$	176

## Quarterly Results for the twelve months ended December 31, 2021:

<i>(in thousands, except for units on rent and monthly rental rate)</i>		Q1	Q2	Q3	Q4	Total				
Revenue	\$	107,748	\$	115,794	\$	133,897	\$	151,363	\$	508,802
Gross profit	\$	72,619	\$	75,721	\$	92,496	\$	107,423	\$	348,259
Adjusted EBITDA	\$	46,322	\$	49,526	\$	59,123	\$	71,629	\$	226,600
Capital expenditures for rental equipment	\$	3,472	\$	8,773	\$	11,920	\$	21,261	\$	45,426
Average modular space units on rent		16,439		16,360		16,316		18,006		16,780
Average modular space utilization rate		79.4%		78.4%		77.6%		78.8%		78.5%
Average modular space monthly rental rate	\$	535	\$	573	\$	602	\$	617	\$	582
Average portable storage units on rent		105,810		112,862		137,123		158,055		128,463
Average portable storage utilization rate		73.9%		76.1%		83.2%		88.1%		80.9%
Average portable storage monthly rental rate	\$	148	\$	151	\$	155	\$	163	\$	155

# UK Storage quarterly performance



# UK Storage quarterly performance<sup>1</sup>

## Quarterly Results for the six months ended June 30, 2022:

(in thousands, except for units on rent and monthly rental rate)

	Q1	Q2	Q3	Q4	Total
Revenue	\$ 27,440	\$ 26,666			\$ 54,106
Gross profit	\$ 17,921	\$ 17,089			\$ 35,010
Adjusted EBITDA	\$ 12,544	\$ 12,230			\$ 24,774
Capital expenditures for rental equipment	\$ 9,615	\$ 7,604			\$ 17,219
Average modular space units on rent	8,453	8,387			8,420
Average modular space utilization rate	73.7%	71.0%			72.3%
Average modular space monthly rental rate	\$ 428	\$ 409			\$ 418
Average portable storage units on rent	27,448	27,595			27,522
Average portable storage utilization rate	89.8%	89.8%			89.8%
Average portable storage monthly rental rate	\$ 94	\$ 93			\$ 93

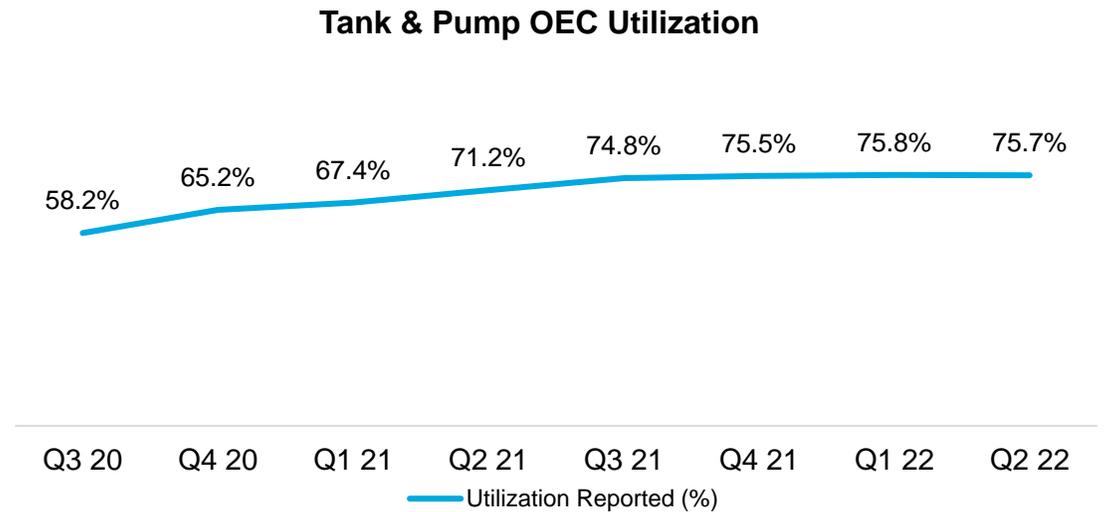
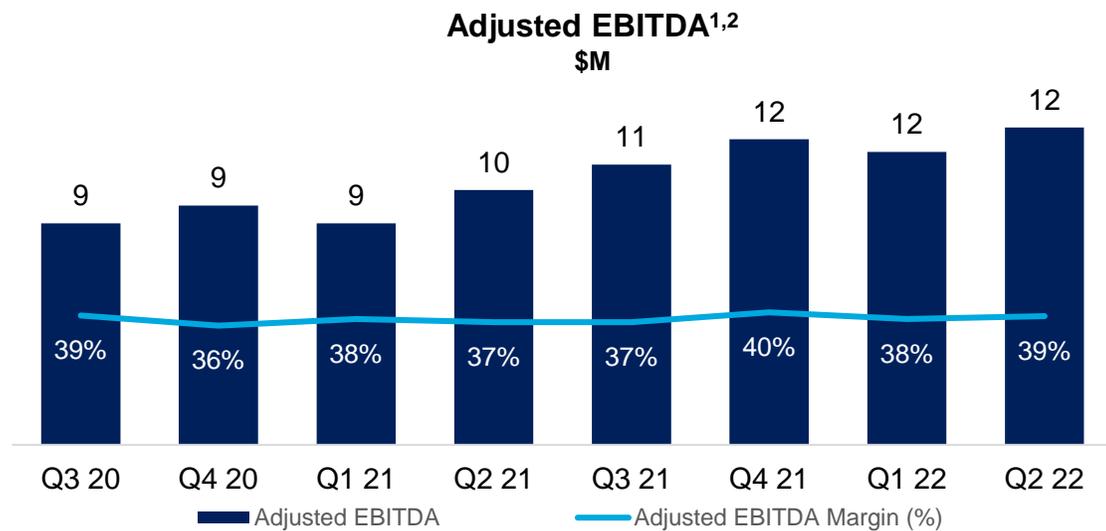
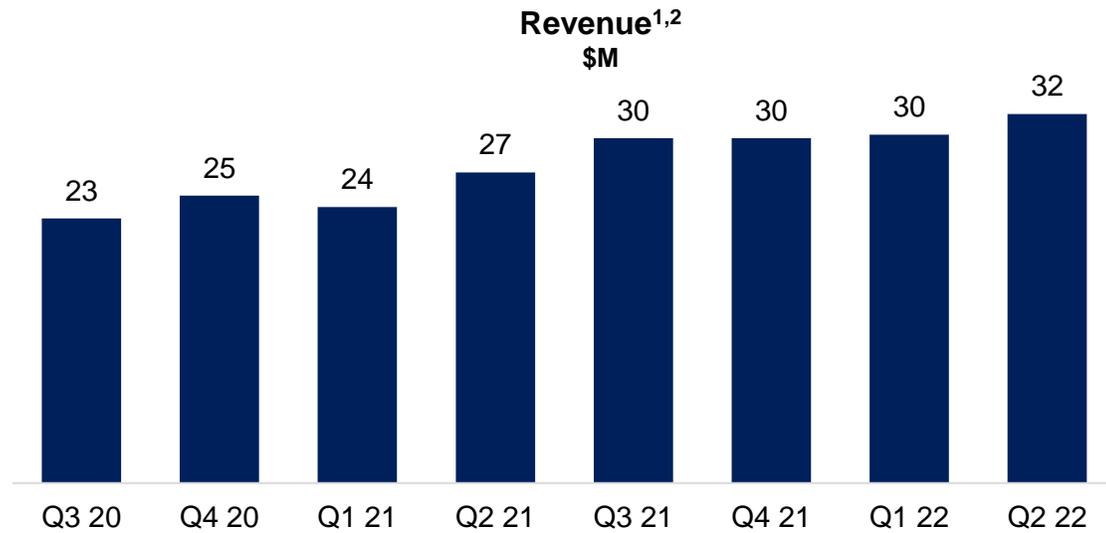
## Quarterly Results for the twelve months ended December 31, 2021:

(in thousands, except for units on rent and monthly rental rate)

	Q1	Q2	Q3	Q4	Total
Revenue	\$ 27,007	\$ 28,432	\$ 28,099	\$ 27,487	\$ 111,025
Gross profit	\$ 16,493	\$ 17,937	\$ 18,876	\$ 17,936	\$ 71,242
Adjusted EBITDA	\$ 11,064	\$ 12,328	\$ 13,255	\$ 12,392	\$ 49,039
Capital expenditures for rental equipment	\$ 6,770	\$ 4,226	\$ 11,649	\$ 5,185	\$ 27,830
Average modular space units on rent	9,115	9,354	9,298	8,627	9,098
Average modular space utilization rate	83.8%	84.3%	83.4%	76.7%	82.0%
Average modular space monthly rental rate	\$ 404	\$ 438	\$ 454	\$ 439	\$ 434
Average portable storage units on rent	24,647	25,573	25,632	26,911	25,691
Average portable storage utilization rate	89.2%	91.8%	89.1%	90.6%	90.2%
Average portable storage monthly rental rate	\$ 82	\$ 88	\$ 90	\$ 91	\$ 88

<sup>1</sup> All periods converted at actual rates. Adjusted EBITDA is a non-GAAP measure defined as net income (loss) before income tax expense, net interest expense, depreciation and amortization adjusted for non-cash items considered non-core to business operations including net currency (gains) losses, goodwill and other impairment charges, restructuring costs, costs to integrate acquired companies, non-cash charges for stock compensation plans, gains and losses resulting from changes in fair value and extinguishment of warrant liabilities, and other discrete expenses. Adjusted EBITDA margin is defined as Adjusted EBITDA divided by Revenue.

# Tank and Pump quarterly performance



# Tank and Pump quarterly performance<sup>1</sup>

## Quarterly Results for the six months ended June 30, 2022:

<i>(in thousands, except for units on rent and monthly rental rate)</i>	Q1	Q2	Q3	Q4	Total
Revenue	\$ 30,284	\$ 32,086			\$ 62,370
Gross profit	\$ 14,833	\$ 16,572			\$ 31,405
Adjusted EBITDA	\$ 11,506	\$ 12,462			\$ 23,968
Capital expenditures for rental equipment	\$ 7,873	\$ 5,785			\$ 13,658
Average tank and pump solutions rental fleet utilization based on original equipment cost	75.8%	75.7%			75.8%

## Quarterly Results for the twelve months ended December 31, 2021:

<i>(in thousands, except for units on rent and monthly rental rate)</i>	Q1	Q2	Q3	Q4	Total
Revenue	\$ 24,344	\$ 27,494	\$ 29,505	\$ 29,548	\$ 110,891
Gross profit	\$ 11,266	\$ 13,016	\$ 14,323	\$ 13,657	\$ 52,263
Adjusted EBITDA	\$ 8,828	\$ 10,096	\$ 10,946	\$ 11,880	\$ 41,750
Capital expenditures for rental equipment	\$ 3,158	\$ 2,919	\$ 5,016	\$ 6,654	\$ 17,747
Average tank and pump solutions rental fleet utilization based on original equipment cost	67.4%	71.2%	74.8%	75.5%	72.3%

## Reconciliation of non-GAAP measures – Adj. EBITDA

Adjusted EBITDA is a non-GAAP measure defined as net income (loss) before income tax expense, net interest expense, depreciation and amortization adjusted for non-cash items considered non-core to business operations including net currency (gains) losses, goodwill and other impairment charges, restructuring costs, costs to integrate acquired companies, non-cash charges for stock compensation plans, gains and losses resulting from changes in fair value and extinguishment of warrant liabilities, and other discrete expenses.

<i>(in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net Income	\$ 73,376	\$ 20,371	\$ 124,547	\$ 24,818
Income tax expense	24,711	18,828	40,459	29,309
Loss on extinguishment of debt	-	2,814	-	5,999
Fair value (gain) loss on common stock warrant liabilities	-	(610)	-	26,597
Interest expense	33,574	29,212	64,564	59,176
Depreciation and amortization	86,230	84,515	168,050	158,537
Currency (gains) losses, net	(127)	33	11	69
Restructuring costs, lease impairment expense and other related charges	(95)	7,434	168	11,829
Transaction costs	22	-	41	844
Integration costs	5,203	7,622	9,291	14,964
Stock compensation expense	9,292	4,707	15,687	8,221
Other	1,149	569	2,340	(1,283)
Adjusted EBITDA	\$ 233,335	\$ 175,495	\$ 425,158	\$ 339,080

(a) Restructuring costs, lease impairment and other related charges include costs associated with restructuring plans designed to streamline operations and reduce costs including employee termination costs.

(b) Transaction costs represents acquisition-related costs such as advisory, legal, valuation and other professional fees in connection with the Mobile Mini Merger or acquisition transactions.

(c) Costs to integrate acquired companies include outside professional fees, fleet relocation expenses, employee training costs, and other costs

## Reconciliation of non-GAAP measures – Adj. EBITDA Margin %<sup>(1)</sup>

Adjusted EBITDA Margin is a non-GAAP measure defined as Adjusted EBITDA divided by Revenue. Management believes that the presentation of Adjusted EBITDA Margin % provides useful information to investors regarding the performance of our business. The following tables provides a reconciliation of Adjusted EBITDA Margin %.

<i>(in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Adjusted EBITDA <sup>1</sup> (A)	\$ 233,335	\$ 175,495	\$ 425,158	\$ 339,080
Revenue (B)	581,642	461,102	1,090,536	886,425
Adjusted EBITDA Margin % (A/B)	40.1%	38.1%	39.0%	38.3%
Net Income (C)	\$ 73,376	\$ 20,371	\$ 124,547	\$ 24,818
Net Income Margin % (C/B)	12.6%	4.4%	11.4%	2.8%

## Reconciliation of non-GAAP measures – Adj. Gross Profit

Adjusted Gross Profit is a non-GAAP measure defined as gross profit plus depreciation of rental equipment. Management believes that the presentation of Adjusted Gross Profit provides useful information to investors regarding the performance of our business. The following table provides a reconciliation of Adjusted Gross Profit.

<i>(in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Revenue (A)	\$ 581,642	\$ 461,102	\$ 1,090,536	\$ 886,425
Gross profit (B)	\$ 308,873	\$ 222,810	\$ 575,688	\$ 436,190
Depreciation of rental equipment	67,176	62,893	129,392	118,591
Adjusted Gross Profit (C)	\$ 376,049	\$ 285,703	\$ 705,080	\$ 554,781
Gross Profit Percentage (B/A)	53.1%	48.3%	52.8%	49.2%
Adjusted Gross Profit Percentage (C/A)	64.7%	62.0%	64.7%	62.6%

## Reconciliation of non-GAAP measures – Net CAPEX

Net Capital Expenditures ("Net CAPEX") is defined as purchases of rental equipment and refurbishments and purchases of property, plant and equipment (collectively "Total Capital Expenditures"), less proceeds from sale of rental equipment and proceeds from the sale of property, plant and equipment (collectively "Total Proceeds"), which are all included in cash flows from investing activities. Our management believes that the presentation of Net CAPEX provides useful information to investors regarding the net capital invested into our rental fleet each year to assist in analyzing the performance of our business. The following table provides a reconciliation of Total purchases of rental equipment and refurbishments to Net CAPEX.

<i>(in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Total purchases of rental equipment and refurbishments	\$ (130,153)	\$ (65,282)	\$ (225,389)	\$ (117,817)
Total proceeds from sale of rental equipment	20,526	15,235	35,080	30,437
Net CAPEX for Rental Equipment	(109,627)	(50,047)	(190,309)	(87,380)
Purchase of property, plant and equipment	(9,772)	(10,143)	(20,253)	(17,450)
Proceeds from sale of property, plant and equipment	491	2,709	751	16,438
Net CAPEX	\$ (118,908)	\$ (57,481)	\$ (209,811)	\$ (88,392)

## Reconciliation of non-GAAP measures – Free Cash Flow and Free Cash Flow Margin

Free Cash Flow is a non-GAAP measure. Free Cash Flow is defined as net cash provided by operating activities, less purchases of, and proceeds from, rental equipment and property, plant and equipment, which are all included in cash flows from investing activities. Free Cash Flow Margin is defined as Free Cash Flow divided by Total Revenue. Free Cash Flow per share is defined as Free Cash Flow divided by fully diluted shares outstanding. Management believes that the presentation of Free Cash Flow, Free Cash Flow Margin, and Free Cash Flow per share provide useful information to investors regarding our results of operations because they provide useful additional information concerning cash flow available to meet future debt service obligations and working capital requirements.

The following table provides a reconciliation of Net cash provided by operating activities to Free Cash Flow, Free Cash Flow Margin, and Free Cash Flow per share.

<i>(in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net cash provided by operating activities	\$ 188,326	\$ 139,537	\$ 333,853	\$ 261,608
Purchase of rental equipment and refurbishments	(130,153)	(65,282)	(225,389)	(117,817)
Proceeds from sale of rental equipment	20,526	15,235	35,080	30,437
Purchase of property, plant, and equipment	(9,772)	(10,143)	(20,253)	(17,450)
Proceeds from the sale of property, plant and equipment	491	2,709	751	16,438
Free Cash Flow (A)	\$ 69,418	\$ 82,056	\$ 124,042	\$ 173,216
Revenue (B)	581,642	461,102	1,090,536	886,425
Free Cash Flow Margin (A/B)	11.9%	17.8%	11.4%	19.5%
Fully diluted shares outstanding (C)	227,484	236,537	226,983	234,899
Free Cash Flow per share (A/C)	\$ 0.31	\$ 0.35	\$ 0.55	\$ 0.74
Net cash provided by operating activities (D)	188,326	139,537	333,853	261,608
Net cash provided by operating activities margin (D/B)	32.4%	30.3%	30.6%	29.5%

## Reconciliation of non-GAAP measures – Return on Invested Capital

Return on Invested Capital is defined as adjusted earnings before interest and amortization divided by net assets. Adjusted earnings before interest and amortization is the sum of income (loss) before income tax expense, net interest (income) expense, amortization adjusted for non-cash items considered non-core to business operations including net currency (gains) losses, goodwill and other impairment charges, restructuring costs, costs to integrate acquired companies, non-cash charges for stock compensation plans, gains and losses resulting from changes in fair value and extinguishment of common stock warrant liabilities, and other discrete expenses, reduced by estimated taxes. Given we are not a significant US taxpayer due to our current tax attributes, we include estimated taxes at our current statutory tax rate of approximately 25%. Net assets is total assets less goodwill, and intangible assets, net and all non-interest bearing liabilities. Denominator is calculated as a five quarter average for annual metrics and two quarter average for quarterly metrics.

<i>(in thousands)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Total Assets	\$ 5,978,808	\$ 5,559,713	\$ 5,978,808	\$ 5,559,713
Less: Goodwill	(1,171,725)	(1,180,737)	(1,171,725)	(1,180,737)
Less: Intangible assets, net	(446,578)	(474,327)	(446,578)	(474,327)
Less: Total Liabilities	(4,204,858)	(3,554,300)	(4,204,858)	(3,554,300)
Add: Long Term Debt	3,017,678	2,506,295	3,017,678	2,506,295
Net Assets excluding interest bearing debt and goodwill and intangibles	3,173,325	2,856,644	3,173,325	2,856,644
Average Invested Capital (A)	\$ 3,149,640	\$ 2,827,969	\$ 3,119,208	\$ 2,826,437
Adjusted EBITDA	\$ 233,335	\$ 175,495	\$ 425,158	\$ 339,080
Less: Depreciation	(79,615)	(78,469)	(154,793)	(144,706)
Adjusted EBITA (B)	\$ 153,720	\$ 97,026	\$ 270,365	\$ 194,374
Statutory Tax Rate (C)	25%	25%	25%	25%
Estimated Tax (B*C)	\$ 38,430	\$ 24,256	\$ 67,591	\$ 48,593
Adjusted earning before interest and amortization (D)	115,290	72,770	202,774	145,781
Return on Invested Capital (D/A), annualized	<b>14.6%</b>	<b>10.3%</b>	<b>13.0%</b>	<b>10.3%</b>
Operating Income (E)	\$ 131,661	\$ 70,615	\$ 229,570	\$ 145,899
Total Assets (F)	5,978,808	5,559,713	5,978,808	5,559,713
Operating Income / Total Assets (E/F)	<b>8.9%</b>	<b>5.1%</b>	<b>7.8%</b>	<b>5.3%</b>

## Reconciliation of non-GAAP measures – Return on Invested Capital

Return on Invested Capital (ROIC): is defined as adjusted earnings before interest and amortization divided by net assets. Adjusted earnings before interest and amortization is the sum of net income (loss) before income tax expense, net interest expense, amortization adjusted for non-cash items considered non-core to business operations including net currency (gains) losses, goodwill and other impairment charges, restructuring costs, costs to integrate acquired companies, non-cash charges for stock compensation plans, gains and losses resulting from changes in fair value and extinguishment of warrant liabilities, and other discrete expenses, reduced by estimated taxes. Given we are not a significant US taxpayer due to our current tax attributes, we include estimated taxes at our current statutory tax rate of approximately 25%. Net assets is total assets less goodwill and intangible assets, and all non-interest bearing liabilities. Denominator calculated using a five quarter average.

<i>(in thousands)</i>	2018	2019	2020	2021	2022 LTM
Total Assets	\$ 2,752,486	\$ 2,897,650	\$ 5,572,205	\$ 5,773,599	\$ 5,978,808
Less: Goodwill	(247,017)	(235,177)	(1,171,219)	(1,178,806)	(1,171,725)
Less: Intangible assets, net	(131,801)	(126,625)	(495,947)	(460,678)	(446,578)
Less: Total Liabilities	(2,094,839)	(2,342,453)	3,508,332	(3,776,836)	(4,204,858)
Add: Long Term Debt	1,674,540	1,632,589	2,453,809	2,694,319	3,017,678
Net Assets excluding interest bearing debt and goodwill and intangibles	1,953,369	1,825,984	2,850,516	3,051,598	3,173,325
Average Invested Capital (A)	\$ 1,378,794	\$ 1,899,498	\$ 2,355,748	\$ 2,893,471	\$ 3,023,365
Adjusted EBITDA	\$ 215,533	\$ 356,548	\$ 530,307	\$ 740,393	\$ 826,486
Less: Depreciation	(130,159)	(184,323)	(227,729)	(288,300)	(298,386)
Adjusted EBITA (B)	\$ 85,374	\$ 172,225	\$ 302,578	\$ 452,093	\$ 528,100
Statutory Tax Rate (C)	25%	25%	25%	25%	25%
Estimated Tax (B*C)	\$ 21,343	\$ 43,056	\$ 75,644	\$ 113,023	\$ 132,025
Adjusted earning before interest and amortization (D)	64,030	129,169	226,933	339,070	396,075
Return on Invested Capital (D/A), annualized	<b>4.7%</b>	<b>6.8%</b>	<b>9.6%</b>	<b>11.7%</b>	<b>13.1%</b>
Operating Income (E)	\$ 6,261	\$ 117,525	\$ 182,715	\$ 360,273	\$ 443,944
Total Assets (F)	2,752,486	2,897,650	5,572,205	5,773,599	5,978,808
Operating Income / Total Assets (E/F)	<b>0.3%</b>	<b>4.1%</b>	<b>4.5%</b>	<b>6.4%</b>	<b>7.7%</b>

# Common Stock and Warrants Outstanding

	Outstanding as of June 30, 2022	
Total Common Shares	216,090,996	Single Class of Common Stock
Shares underlying 2018 warrants (\$15.50 exercise price) <i>All 2018 warrants expire on November 29, 2022</i>	3,006,829	Outstanding warrants represent 3 million share equivalents and represent ~\$47 million capital contribution to WSC if exercised for cash
Total Shares Underlying Warrants	3,006,829	

## H1 2022

- \$327M warrants and share equivalents repurchased under share repurchase authorization
- 9.3M common shares repurchased
- 34K 2018 warrants repurchased/cancelled; 1M warrants exercised

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