



Intelligent Laundry™ Systems

Corporate Profile

Founded in 1927, Mac-Gray Corporation is the second largest provider in the U.S. of card- and coin-operated laundry facilities management services in multi-housing facilities and the largest provider of laundry facilities management services to the college and university market.

Laundry Services



Mac-Gray Corporation manages 88,000 multi-housing laundry rooms in 43 states. On average, its core laundry facilities management business provides 85 percent of total annual revenue and 95 percent of cash flow.

This business, which is primarily conducted under seven- to 10-year contracts with an average contract retention rate in excess of 95%, generates a stable revenue stream and an annuity-like cash flow.

Mac-Gray's business model is based on reinvesting its strong levels of free cash flow from its core business in organic growth, renewing contracts, acquisitions of laundry management contracts and technology. Mac-Gray is focused on identifying operating efficiencies, increasing cash flow, strengthening its balance sheet, pursuing vend price increases, and converting more machines from coin to card operation.

Investor Contact

Michael J. Shea, Executive Vice President, Chief Financial Officer and Treasurer
404 Wyman Street, Suite 400, Waltham, MA 02451
Phone: 781.487.7610 Fax: 781.290.0550
Email: mshea@macgray.com Website: www.macgray.com

Key Facts about Mac-Gray

Exchange:	NYSE
Symbol:	TUC
Current Stock Price:	\$8.55 (11/5/09)
Market Capitalization:	\$116.0 million
52-Week Range:	\$4.60 - \$14.36
Website:	www.macgray.com

Product Sales



Within Product Sales, Mac-Gray distributes commercial laundry equipment under the Maytag brand and several other manufacturers. Mac-Gray is the nation's largest distributor of Maytag branded commercial laundry products.

The division also offers its proprietary line of MicroFridge® products.

MicroFridge® primarily sells combination refrigerator, freezer and microwave oven products that utilize patent-pending Safe Plug® circuitry. MicroFridge® sells its products through several distributors in the academic, military, hotels and motels, and retail markets. Mac-Gray expects to capitalize on its established presence in the military housing market and to pursue multi-housing and academic laundry facilities management customers with its broad range of quality appliances.

Recent Corporate Announcements

November 5 – Mac-Gray reported third-quarter 2009 revenue of \$87.4 million, net loss of \$386,000 or \$0.03 per share, adjusted net loss of \$409,000 or \$0.03 per share, and adjusted EBITDA of \$16.6 million. Funded debt was reduced by \$6.1 million during the quarter and \$28 million year-to-date.

November 5 – Mac-Gray announced that Chief Financial Officer Michael Shea will be presenting at the Wall Street Analyst Forum's 20th Annual Analyst Conference on Thursday, November 19, 2009.

Mac-Gray Corporation November 2009 Corporate Fact Sheet

Investment Highlights

- Laundry facilities management represents nearly 85% of the Company's business and provides an extremely stable revenue and cash flow stream to support organic growth, technology investments and acquisitions.
- Mac-Gray is the second-largest operator in its industry and has greatly expanded the platform on which it can grow, both organically and with in-market acquisitions.
- The national housing market (which Mac-Gray estimates to be approximately 3.4 million laundry machines, \$2 billion in revenues) is highly fragmented; Mac-Gray and its two largest competitors account for only one-third of total laundry facilities management revenues, providing growth and consolidation opportunities.
- Mac-Gray has introduced technology-based products that have strengthened its leadership position. LaundryView™, PrecisionWash™, LaundryLinx™ and TechLinx™ are part of Mac-Gray's Intelligent Laundry™ Systems suite of innovative, time-saving and cost-effective laundry products.
- Mac-Gray's card technology facilitates regular price increases for laundry usage and encourages equipment usage; advances in card technology provide opportunities for increased revenue streams.

Selected Financial Information

(In millions, except per share data)

	Q3'09	Q2'09	Q1'09	Q4'08	Q3'08
Total Revenue	\$87.4	\$89.3	\$92.7	\$95.0	\$98.0
Total Cost of Revenue	\$73.8	\$75.5	\$74.0	\$78.3	\$81.6
Gross Profit	\$13.6	\$13.8	\$18.7	\$16.7	\$16.5
SG&A	\$9.8	\$9.9	\$10.1	\$10.7	\$9.8
Income from Operations	\$3.8	\$3.3	\$9.0	\$6.0	\$6.6
Interest and Other Expenses	\$4.8	\$5.0	\$5.0	\$5.8	\$5.7
Provision (Benefit) for Income Taxes	(\$0.6)	(\$0.4)	\$1.8	(\$0.4)	\$0.2
Net Income*	(\$0.4)	(\$0.9)	\$2.2	(\$1.1)	\$0.7
Net Income Per Diluted Share*	(\$0.03)	(\$0.06)	\$0.16	(\$0.08)	\$0.05

* Q3'09 net loss includes an unrealized gain of \$57,000 related to derivative instruments. Q2'09 net loss includes an unrealized gain of \$439,000 related to derivative instruments. Q1'09 net income includes a gain on the sale of real estate of \$403,000 and an unrealized gain of \$62,000 related to derivative instruments. Q4'08 net income includes a pre-tax non-cash loss of \$1.6 million related to derivative instruments. Q3'08 net income includes a pre-tax loss on the change in the value of derivative instruments of \$122,000.

Year-Ended

(In millions, except ratios)

	2008	2007	2006	2005	2004
Total Revenue	\$363.6	\$295.9	\$279.3	\$260.6	\$182.7
GAAP Net Income	\$0.5	\$2.5	\$0.9	\$12.1	\$5.3
Gross Margin	17.6%	18.7%	19.0%	19.6%	21.0%
CAPEX	\$29.6	\$31.0	\$29.0	\$31.0	\$18.0
Long-term Debt	\$295.8	\$207.2	\$175.8	\$166.7	\$73.3

Executive Management Team

Stewart Gray MacDonald, Jr. –
Chief Executive Officer

Michael J. Shea –
Executive Vice President, Chief Financial
Officer & Treasurer

Neil F. MacLellan, III –
Executive Vice President, Sales

Philip Emma –
Executive Vice President, Operations

Safe Harbor Statement

This report contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. The Company intends such forward-looking statements to be covered by the Safe Harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and is including this statement for purposes of complying with these Safe Harbor provisions. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies and expectations of the Company, may be identified by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," or similar expressions. Investors should not rely on forward-looking statements because they are subject to a variety of risks, uncertainties and other factors which could cause actual results to differ materially from such forward-looking statements. Certain factors that could cause actual results to differ materially from the forward-looking statements include, but are not limited to, the Company's ability to successfully integrate acquisitions and generate the anticipated revenue, income and cash flow levels to generate sufficient revenue and cash flow from the Company's core operations to service the higher debt levels, as well as invest adequately in technology, expansion into new markets and acquisitions, grow its MicroFridge® division, the risk that the Company will incur unanticipated costs to integrate the acquired business, and those set forth in the Company's Annual Report on Form 10-K for the year ended December 31, 2008 and in other reports subsequently filed with the Securities and Exchange Commission.