



Manitex International, Inc. (NASDAQ:MNTX)

August 2008





Forward Looking Statements & Non-GAAP Measures



The following presentation contains forward-looking information based on Manitex International's current expectations. Because forward-looking statements involve risks and uncertainties, actual result could differ materially. Such risks and uncertainties, many of which are beyond Manitex International's control, include among others: Manitex International's business is highly cyclical and weak general economic conditions may affect the sales of its products and its financial results; the ability to successfully integrate acquired businesses; the retention of key management personnel; Manitex International's businesses are very competitive and may be affected by pricing, product initiatives and other actions taken by competitors; the effects of changes in laws and regulations; Manitex International's continued access to capital and ability to obtain parts and components from suppliers on a timely basis at competitive prices; the financial condition of suppliers and customers, and their continued access to capital; Manitex International's ability to timely manufacture and deliver products to customers; Manitex International's significant amount of debt and its need to comply with restrictive covenants contained in Manitex International's debt agreements; compliance with applicable environmental laws and regulations; and other factors, risks and uncertainties more specifically set forth in Manitex International's public filings with SEC. Actual events or the actual future results of Manitex International may differ materially from any forward-looking statement due to those and other risks, uncertainties and significant factors. The forward-looking statements herein speak only as of the date of this presentation. Manitex International expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement included in this presentation to reflect any changes in Manitex International's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based.

Non-GAAP Measures: Manitex International from time to time refers to various non-GAAP (generally accepted accounting principles) financial measures in this presentation. Manitex International believes that this information is useful to understanding its operating results and the ongoing performance of its underlying businesses without the impact of special items.





Products

Manitex and Liftking





Corporate Overview



- Provider of boom trucks, sign cranes, forklifts, and specialized material handling equipment primarily used in commercial and military applications
- Major industries served include petroleum, utilities, commercial building, rental fleets, cargo transportation, and infrastructure development – roads and bridges
- ***Senior Management has over 70 years of collective experience from well-known industrial leaders such as Terex, Manitowoc, Rolls Royce, and GKN Sinter Metals, Off-Highway and Auto Divisions***
- Liftking and Manitex combined have more than 16,000 units operating worldwide spanning equipment dealerships throughout the country





Business Strategy



- Diversify product offering through R&D and acquisition
- Expand margins through commitment to improved sourcing and manufacturing efficiencies
- Pursue cross-sell opportunities and add depth to distribution network

Manitex – 32 dealers covering all 50 states

Liftking – Combination of direct sales and dealer network.

Noble Forklifts – Caterpillar distribution

- Increase recurring revenues through replacement parts contracts
- Consolidate through accretive acquisitions of specialized industrial equipment companies

OBJECT: CREATE SUSTAINABLE SHAREHOLDER VALUE

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Second Quarter Results



- Net Income From Continuing Operations Increases 44%
- Strong Performance By Manitex Drives Crane Backlog 22% Higher
- Recently Signed International Distribution Agreements To Enable Global Growth Market Penetration
- Management Anticipates Full Year 2008 EPS of \$0.30-\$0.40 on Revenues of \$100 MM - \$110 MM

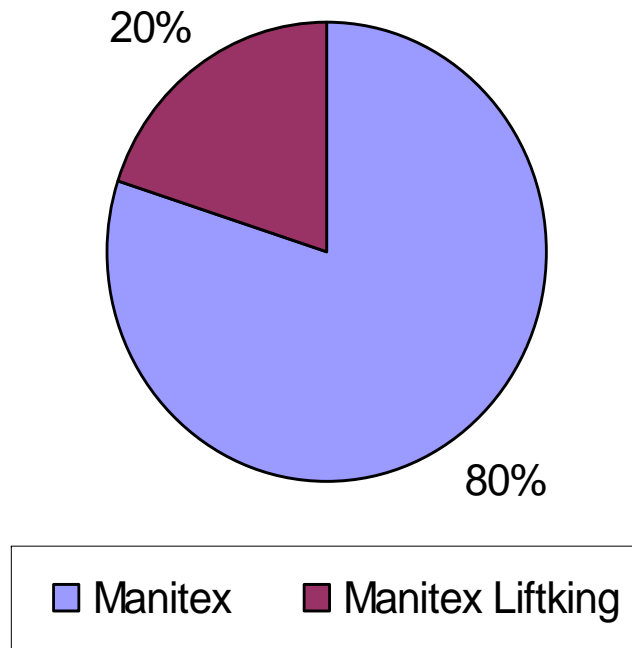




Manitex International Revenue Distribution



Revenue Distribution Forecast

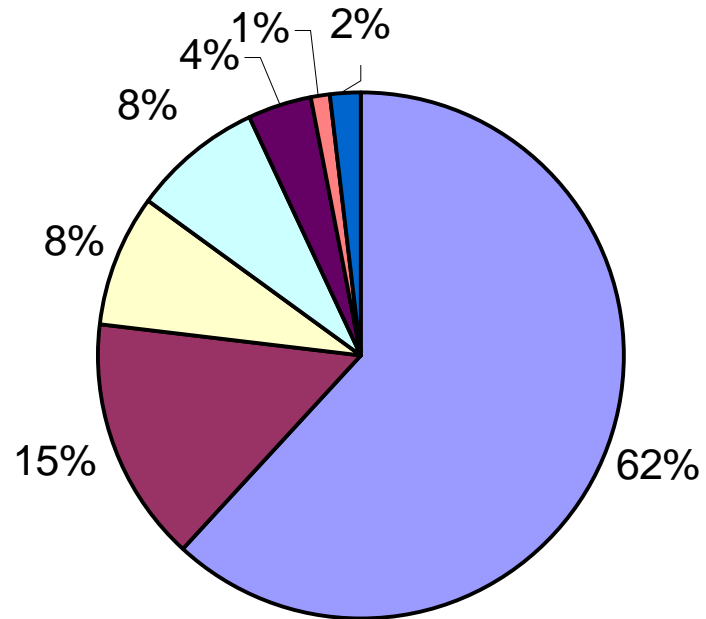




Manitex International Revenue Distribution



Product Revenue Distribution



- | | | | |
|-------------|-----------|--------------|-----------|
| Boom Trucks | Parts | Military | Forklifts |
| Sign Cranes | Unloaders | Transporters | |

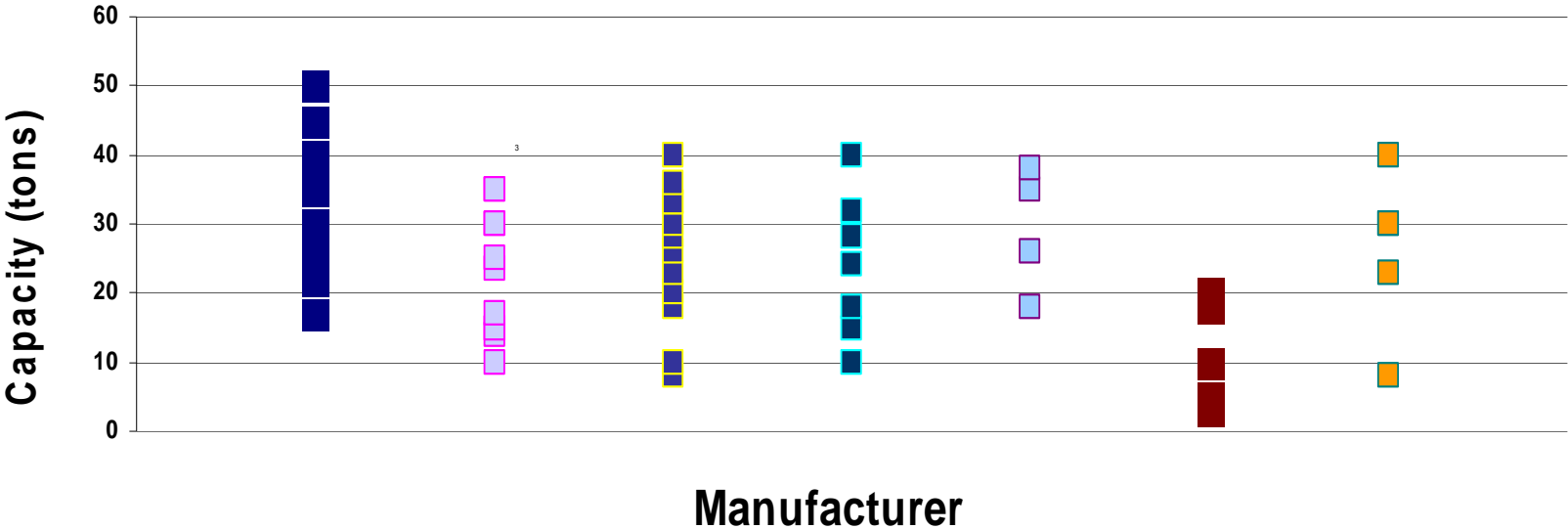




Boom Truck Industry



Boom Truck Product Positioning



■ Manitex ■ Terex ■ National ■ Elliott ■ Altec ■ Tadano ■ Weldco-Beales





Product Highlight: 4596T



- 45 tons at 8' Radius. Weight capacity exceeds closest competition by over 20%
- ROCKSolid radio outrigger controls
- Offset jib
- New Load Moment Indicator
- Long Boom Options Coming





Product Highlight: 5096S



- 50 Ton (45.4 Mton) Capacity
- Capacity charts are available for full-span, mid-span, and retracted outrigger configurations
- Area of operation includes over rear, 360 degree and on rubber capacity
- Standard features include:
 - 4 section 96' boom
 - cab & heater
 - free swing w/pilot operated controls
 - ACCUSwing metering system
 - ROCSolid radio outrigger control
 - CANbus Load Movement Indicator w/wireless ATB
 - 15,000# line pull winch with grooved drum & aluminum decking
- Manitex UPTIME Comprehensive Support
- >130 unit orders received since May 2007 product launch

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Product Development



MANITEX

- 30 Ton Riding Seat with 112' Boom – Launched ConExpo (March08)
- Long Boom (110') for 50 Ton Crane – Launched ConExpo (March08)
- CE compliance for 50 ton machine to address European Market
- SkyCrane on 19K GVWR chassis

MANITEX LIFTKING

- Noble product line enhancements





Key Management



Name	Position	Experience
David Langevin	Chairman & CEO	20+ years principally with Terex
Andrew Rooke	President & COO	20+ years principally with Rolls Royce, GKN Sinter Metals, Off-Highway & Auto Divisions
David Gransee	CFO	Formerly with Arthur Anderson. 15+ years with Eon Labs (formerly listed)
Robert Litchev	SVP & President of Material Handling Group	10+ years principally with Terex
Scott Rolston	General Manager - Manitek	13+ years principally with Manitowoc
David Moravec	CTO - Manitek	20+ years principally with Manitowoc
Mark Aldrovandi	COO – Manitek Lifking	30+ years principally with Liftking & LiftMaster





Replacement Parts



- Recurring revenue of approximately \$16MM per year
- Typical margins >40%
- Spares relate to swing drives, rotating components, and booms among others, many of which are proprietary
- Serve additional brands

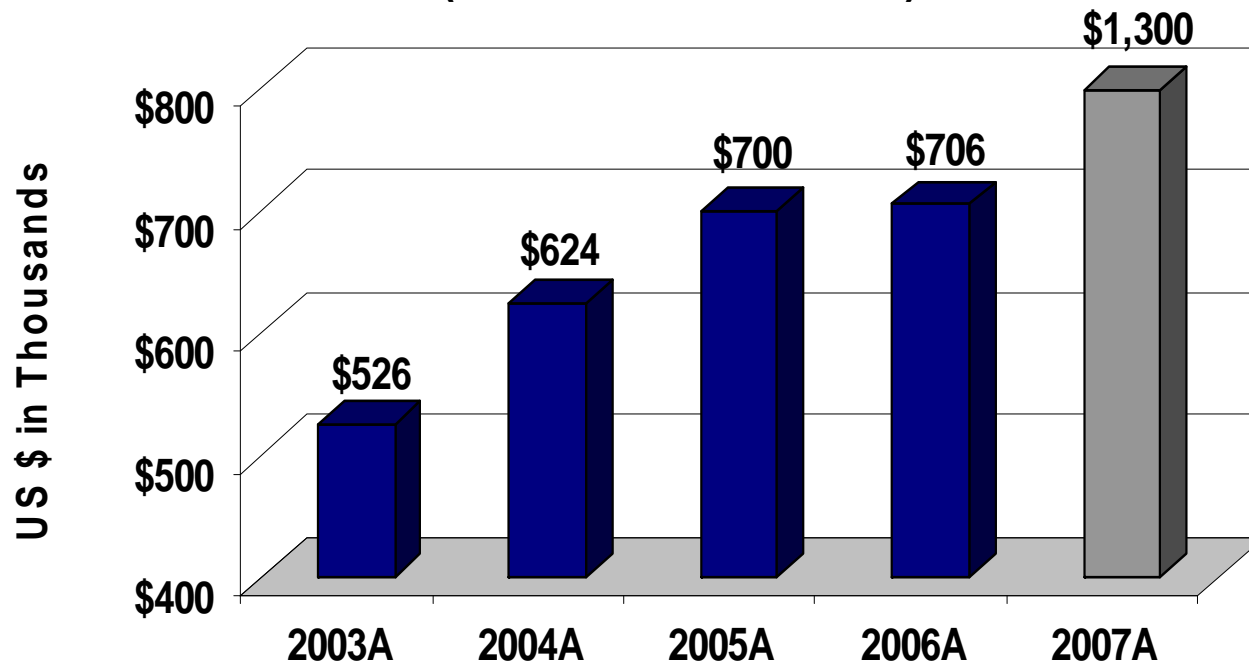




Replacement Parts Revenue – Recurring



Average Monthly Parts Revenue
(Fiscal Year End 12/31)

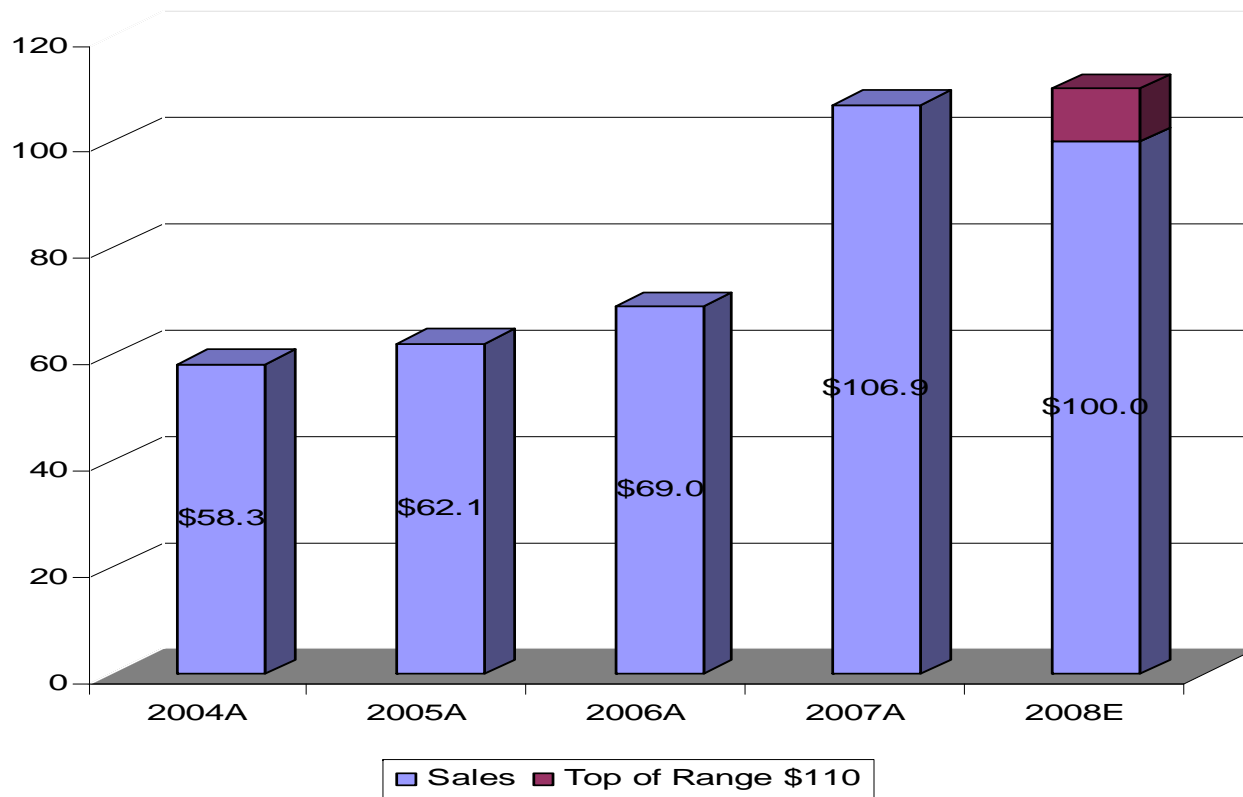




Annual Net Sales

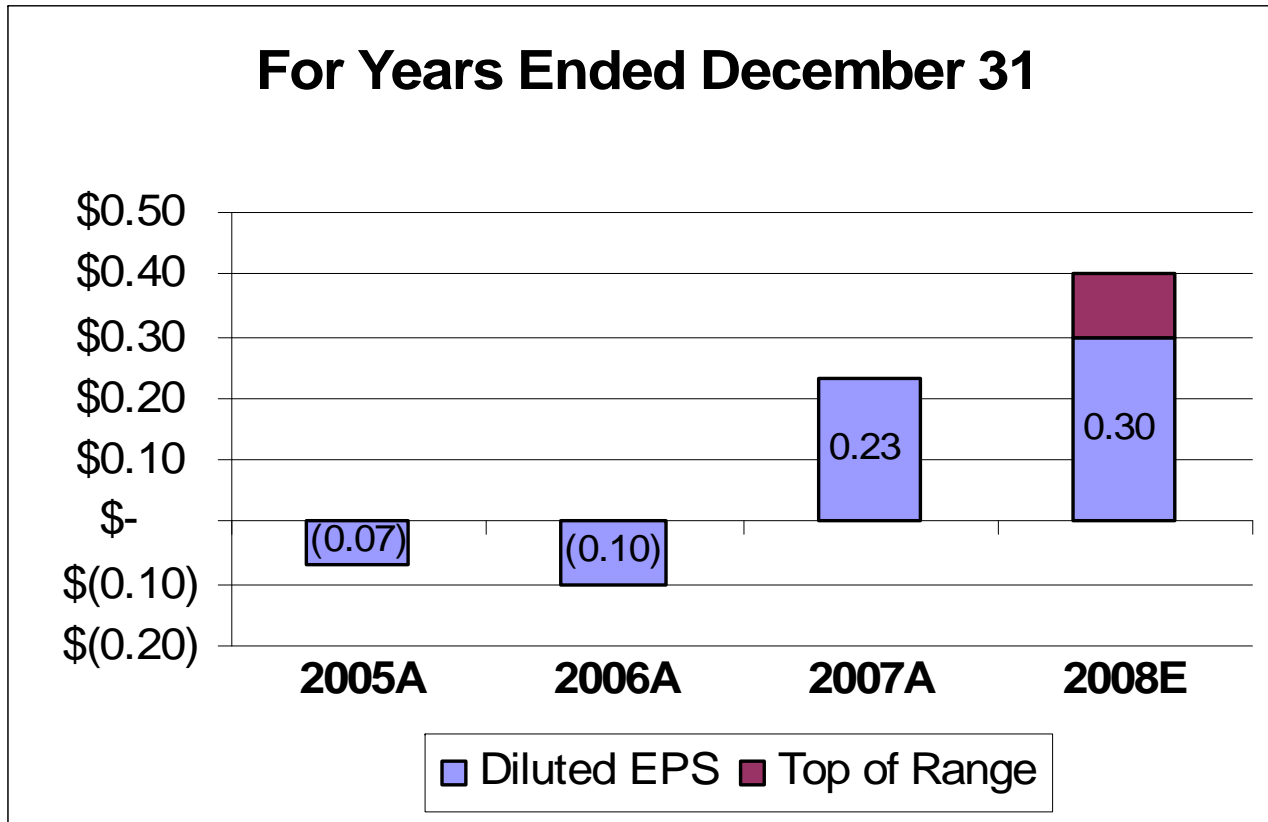


Consolidated Sales Figures (Year Ended 12/31)





Diluted EPS From Continuing Operations





Balance Sheet



(US \$ in Millions)	<u>Audited</u> <u>12/31/07</u>	<u>Audited</u> <u>12/31/06</u>
Cash and Equivalents	0.6	0.6
Total Current Assets	35.0	36.1
Total Assets	80.2	83.8
Total Current Liabilities	15.9	19.3
Total Debt	25.0	37.0
Total Liabilities	48.5	64.4
Stockholders' Equity	30.7	18.4





Second Quarter 2008 Highlights



(In millions [except earnings per share](#))

	<u>Three Months</u>		<u>Six Months</u>	
	<u>2008</u>	<u>2007</u>	<u>2008</u>	<u>2007</u>
Net income from continuing operations	\$0.7	\$0.5	\$1.2	\$0.6
Net income	\$0.9	\$0.3	\$1.6	(\$0.7)
Diluted earnings per share				
Earnings from continuing operations	\$0.07	\$0.06	\$0.12	\$0.07
Net earnings (loss) per share	\$0.09	\$0.04	\$0.16	(\$0.08)
<ul style="list-style-type: none"> • Expenses down <ul style="list-style-type: none"> ▪ Operating expenses ▪ Interest expense ▪ Foreign currency loss 				
	\$ 3.2	\$ 3.7	\$ 6.9	\$ 7.0
	0.5	1.0	1.0	1.9
	--	0.5	--	0.5

- Extended maturities on credit facilities to April 2010





Growth Drivers



- International expansion
 - New Dealership agreements reached in Middle East, Russia, & with Caterpillar Distribution Network
- Sales order backlog – up 16% from 12/31/07
- Continued expansion in the higher capacity boom truck market (where Manitex already holds a significant cost advantage)

