



Company Overview

Manitex International, Inc. is a leading provider of highly specialized and custom configured cranes, materials and container handling equipment sold through dealerships, globally. The Company's equipment is sold into a select group of end-markets and geographies, currently focused on energy, utilities, military, railroads, ports, government/agency applications. Divested from Manitowoc (NYSE:MTW) and re-launched as a private company in 2003, Manitex International has steadily grown both organically and as a consolidator in its industry. The Company has acquired seven branded product lines since going public in 2006, most recently CVS, with a line of container handling products used at ports that has generated profitable sales since its closing (07/11).

The Company's growth strategy is to continue to expand its product portfolio through acquisition of additional niche product lines and continued development of innovative products to expand its addressable market and build out its global presence. Simultaneously the company pursues organic growth through cross-selling, co-marketing, and other opportunities to further leverage and penetrate its distribution channels.

Manufacturing and assembly facilities are located in Georgetown, Texas, Winona, Minnesota, Elk Point, South Dakota in the U.S. and internationally in Toronto, Canada, and Cadeo, Italy.

The Company's experienced executive management team is led by David Langevin, Chairman and CEO, who has more than 20 years of experience in corporate finance and sales within the industrial equipment sector, primarily at Terex Corporation (NYSE:TEX).

Financial Highlights

- Net revenues for the second quarter ended 6/30/11 were \$37.1M, representing a 90% increase from \$19.5M in Q210 and a sequential increase of \$5.3M or 17% from the Q111. Excluding the impact of new operations, net revenues increased 39% from the prior year's comparable period
- EBITDA, a non-GAAP financial measure, grew 76% to \$3.0M, or 8.2% of sales, compared to \$1.7 million, or 8.9% of sales, for Q210
- Gross profit was \$7.5M, or 20.2% gross margin, in Q211 compared to \$4.6M gross profit, or 23.6% gross margin, in Q210
- Net income for Q211 was \$1.0M, or \$0.09/share, compared to Q210 net income of \$0.2M or \$0.2/share
- Working capital at 6/30/11 was \$45.1M, compared to \$36.8M at 12/31/10. The current ratio was 2.4 to 1 at 6/30/11
- 6/30/11 backlog increased 27% to \$50.7M compared to \$39.9M at 12/31/10.
- Filed \$30M shelf registration August 2011

Growth Drivers

- Organic growth in specialized sectors such as energy, railroad, power, military, and container handling
- Opportunistic acquisitions and new market penetration
- Product innovations and product line extensions
- International expansion (38% 2010 revenues outside U.S.)
- CVS Ferrari srl

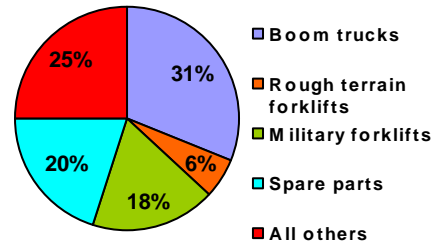
Investment Highlights

- Revenues and earnings recovering steadily since market bottom in 2009
- Increased penetration in oil and gas, power grid and rail industries
- Continued expansion into international markets
- Business scaled to match demand; now look forward to long term growth
- Management team focused on earnings, cash flow and working capital management
- Closed acquisition of CVS Ferrari July 5, 2011; revenues in Q211 were \$8M
- Spares and after-market parts distribution/sales provides high margin, recurring revenue stream

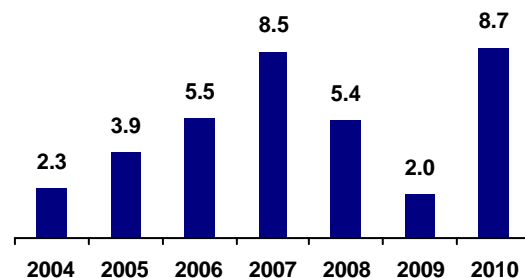
Select Financials and Facts

Nasdaq Ticker:	MNTX
Closing Price at 10/19/11:	\$3.39
52-Week Range:	\$2.37-6.76
Shares Outstanding (diluted):	11.6 million
Est. Public Float:	9.6 million
Market Capitalization (10/19/11):	\$39.8 million
Enterprise Value (10/19/11):	\$78.5 million
FY '10 Revenue:	\$95.9 million
Total Cash (6/30/11):	\$1.0 million
Cash per share (6/30/11):	\$0.08
Insider Ownership:	20.5%
Institutional Ownership:	31.3%
Fiscal Year-end:	December 31

2010 Revenue Distribution



Annual EBITDA (\$ millions)  
Year ended 12/31



Investor Relations Contact: Hayden IR  
Peter Seltzberg (646) 415-8972  
E-mail: peter@haydenir.com  
Website: www.haydenir.com

Manitex International, Inc.  
9725 Industrial Drive  
Bridgeview, IL 60455  
Dave Langevin, Chairman and CEO  
Phone: 708-237-2060

Website:  
www.manitexinternational.com

### Lifting Equipment Segment

The Company is a leading provider of engineered lifting solutions, designing, manufacturing and distributing a diverse group of products that serve different functions and are used in a variety of industries. Through its Manitex subsidiary, it markets a comprehensive line of boom trucks and sign cranes. Manitex's boom trucks and crane products are primarily used for industrial projects, energy exploration and infrastructure development, including, roads, bridges and commercial construction. Badger Equipment Company, acquired in July 2009, is a manufacturer of specialized rough terrain cranes and material handling products, including a 30-ton rough-terrain model, introduced in October 2009. Badger primarily serves the needs of the construction, municipality, and railroad industries. The Manitex Lifting subsidiary sells a complete line of rough terrain forklifts, a line of stand-up electric forklifts, cushioned-tired forklifts with lifting capacities from 18,000 to 40,000 pounds, and special mission oriented vehicles, as well as other specialized carriers, heavy material handling transporters and steel mill equipment. Manitex Lifting's rough terrain forklifts are used in both commercial and military applications. Specialty mission-oriented vehicles and specialized carriers are designed and built to meet the Company's unique customer needs and requirements. Manitex Load King manufactures a line of specialized custom trailers and hauling systems typically used for transporting heavy equipment. Load King trailers serve niche markets in the commercial construction, railroad, military, and equipment rental industries through a dealer network. The company's Italian subsidiary CVS Ferrari, srl, is located near Milan, Italy and designs and manufactures a range of reach stackers and associated lifting equipment for the global container handling market, which were sold through a broad dealer network.

### Equipment Distribution Segment

In October 2008, the Company began operating a crane dealership located in Bridgeview, Illinois that distributes Terex rough terrain and truck cranes, Fuchs material handlers, and Manitex boom trucks and sky cranes. The Equipment Distribution segment also supplies repair parts for a wide variety of medium to heavy duty construction equipment sold both domestically and internationally. Crane products are used primarily for infrastructure development and commercial construction, applications include road and bridge construction, general contracting, roofing, scrap handling and sign construction and maintenance. This division also operates a remarketing division supplying a range of used construction equipment from leading OEM manufacturers.



### Senior Management

**David J. Langevin** is currently Chairman and CEO of Manitex International Inc. since 2006 when Manitex became a public company. Previously, he was Chairman and CEO of Manitex, Inc. with its purchase from Manitowoc in the beginning of 2003. His prior experiences include Executive Vice President of Strategic Planning for Terex and he was employed at Ernst & Young with the last three years as a Tax Partner. Mr. Langevin has an MBA from DePaul University and a BS from Illinois State University.

**Andrew M. Rooke**, has served as our President and Chief Operating Officer since March 2007. He joined the Company in January 2007 as President and Chief Operating Officer of the Testing and Assembly segment. In addition, Mr. Rooke has served as a Director of Oakmont Acquisition Corp. from August 2006 through July 2007. From 2002 through June 2006, he was the Chief Financial Officer and Vice President of Finance for GKN Sinter Metals, Inc., and prior to that he was Director and Controller of GKN Off-Highway and Auto Components Division. Mr. Rooke holds a Bachelor of Arts in economics from York University in the United Kingdom, is qualified as a Chartered Accountant and is a member of the Institute of Chartered Accountants in England and Wales.

**David H. Gransee**, has served as our Vice President and Chief Financial Officer since 2006. Prior to joining the Company, Mr. Gransee had been the Controller and Assistant Secretary of Eon Labs, Inc., a publicly traded pharmaceutical company with revenue in excess of \$400 million, since its inception in 1992. Mr. Gransee received his Bachelor of Science degree in Accounting from DePaul University.

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