MANITEX INTERNATIONAL, INC.
(Exact Name of Registrant as Specified in Its Charter)

Michigan
(State or Other Jurisdiction of Incorporation)

001-32401
(Commission File Number)

42-1628978
(IRS Employer Identification No.)

9725 Industrial Drive,
Bridgeview, Illinois
(Address of Principal Executive Offices)

60455
(Zip Code)

(708) 430-7500
(Registrant’s Telephone Number, Including Area Code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐
Item 7.01  Regulation FD Disclosure

On March 12, 2018, the Company posted a slide presentation on its website. This slide presentation is incorporated herein by reference.

The information under Item 7.01 in this Current Report on Form 8-K, including the exhibits hereto, is being furnished and shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information under Item 7.01 in this Current Report on Form 8-K will not be incorporated by reference into any registration statement or other document filed by the Company under the Securities Act of 1933, as amended, unless specifically identified therein as being incorporated by reference. The furnishing of the information under Item 7.01 in this Current Report on Form 8-K is not intended to, and does not, constitute a determination by the Company that the information under Item 7.01 in this Current Report on Form 8-K is complete or that investors should consider this information before making an investment decision with respect to any security of the Company.

Item 9.01  Financial Statements and Exhibits.

(a)  Financial Statements of Businesses Acquired.

Not applicable.

(b)  Pro Forma Financial Information.

Not applicable.

(c)  Shell Company Transactions.

Not applicable.

(d)  Exhibits.

<table>
<thead>
<tr>
<th>Exhibit Number</th>
<th>Description</th>
</tr>
</thead>
</table>
SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Company has duly caused this report to be signed on its behalf by the undersigned thereunder duly authorized.

MANITEX INTERNATIONAL, INC.

By:  /s/ SHERMAN JUNG

Name: Sherman Jung

Title: VP of Financial Reporting

Date: March 12, 2018
Safe Harbor Statement under the U.S. Private Securities Litigation Reform Act of 1995: This presentation contains certain "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which are not based on historical fact. The words "believe," "expect," "project," "anticipate," "will," "should," "may," "estimate," "separate," "plan," "continue," "predict," "may" and similar expressions of management regarding the Company’s expectations, beliefs, projections, goals, objectives, future developments or otherwise. Forward-looking statements are not guarantees of future performance and involve risks, uncertainties and other important factors that could cause actual results to differ materially from those anticipated. No assurance can be given that forward-looking statements will prove to be accurate. See the "Risk Factors" section of the Company’s annual report on Form 10-K for a discussion of factors that could cause actual results to differ from those expressed in forward-looking statements. Non-GAAP Measures: Manitex International from time to time refers to various non-GAAP (generally accepted accounting principles) financial measures in this presentation. Manitex believes that this information is useful to understanding its operating results without the impact of special items. See Manitex’s Q3 2017 earnings release on the Investor Relations (principles) financial principles. Manitex believes that this information is useful to understanding its financial performance as well. Other financial measures of Manitex’s operations that are materially different than generally accepted accounting principles do not have a standardized definition. Non-GAAP financial measures are a supplemental financial measure used by Manitex management. Manitex does not consider these measures to be a substitute for measures of performance prepared in accordance with generally accepted accounting principles. Manitex management uses these financial measures to supplement the Company’s consolidated financial statements in evaluating its performance. Manitex provides these financial measures to investors to provide additional context related to Manitex’s financial results and information for period-to-period comparison. Manitex considers the use of these financial measures helpful in understanding Manitex’s financial and operating performance. The presentation contains forward-looking statements under the U.S. Private Securities Litigation Reform Act of 1995 and is subject to the Safe Harbor protections for forward-looking statements included in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are subject to a number of risks and uncertainties, including those discussed in the Company’s filings with the Securities and Exchange Commission, which could cause actual results to differ materially from those contained in the forward-looking statements. The following are some of the factors that could cause actual results to differ from those suggested by the forward-looking statements: changes in the Company’s customer mix, lack of success of new product introductions, changes in economic conditions, changes in the Company’s cost structure and overhead, technical or other difficulties in the Company’s operations, the Company’s relationship with its suppliers and dealers, future developments or otherwise.
Why We are Here Today - Investment Considerations

IMPROVING OUTLOOK in 2018 as market continues to strengthen:

- Last cyclical peak for PM and Manitex was OVER $350M in net sales and approximately $450 million in EBITDA;

- Product mix has changed the margin profile away from low-margin materials handling businesses to primarily crane businesses.

- Manitex gained 3 percentage points of market share in 2017 versus 2016 and 15.

- Market share for knuckle boom cranes via PM.

- Steady increase in MARKET SHARE in straight-mast cranes last 5 years; potential to take.

DELEVING STRATEGY includes divestitures and portfolio adjustments.

2018

- Production is expected to steadily increase along with revenues, margins, and EBITDA.

- Year-end 2017.

- Backlog increased to $87.5 million as of February 28, 2018, an increase of 42% versus $61.5 million an increase of 22.3% from Q3 2017.

- 2017 Fourth quarter sales are preliminary $64.4 million and backlog as of 12/31/17 was $64.4 million.

- Improving outlook in 2018 as market continues to strengthen.
Recent Headlines - New Orders, Dealer Additions, New Products

- July 20, 2017, Manitex International, Inc. Announces $1.5 Million in New Orders for PM Truck-Mounted Knuckle Boom Cranes
- Dealer Network
  - September 25, 2017, Manitex International Welcomes Western Pacific Crane & Equipment to PM Knuckle Boom Dealer Network
  - October 2, 2017, Manitex International, Inc. Announces $12 Million New Crane Order Taken at ICUEE 2017
- Florida
  - October 30, 2017, Manitex International Welcomes Tampa Crane & Body as Knuckle Boom Distributor
  - and Trolley Boom Loader Dealer
- November 17, 2017, Manitex International Welcomes Fellsway Equipment Company as PM Knuckle Boom Network Dealer
- December 5, 2017, Manitex International Welcomes Cobalt Truck Equipment the PM Knuckle Boom Dealer
- January 18, 2018, Manitex International Announces $6.3 Million Order to Cerepac for 42 Straight Mast Dealer Additions, New Products, New Orders, New Products
Manitex International is a leading provider of straight-mast and knuckle boom cranes and other specialized equipment for niche industrial applications. Products are sold through independent dealers worldwide. Manitex has its assembly facilities located in North America and Europe and is headquartered in North America. NASDAQ: MNTX
Our Primary Products - Straight-mast and Knuckle Boom Cranes
Knuckle Booms vs. Straight-mast Cranes

Knuckle Booms—PM Cranes

End-Markets: Construction, utility, energy

2017 Estimated Sales by End-Market: Firmwide

- Features: High lifting range, diverse end-use
  - 2,000 Estimated 2017 Unit Volume (market): 2,000
  - Lifting Capacity: 17 - 70 US tons
  - End Markets: Construction, utility, energy

Straight-mast—Manitex Cranes

Features: Material handling capability, ease
- 50,000 Estimated 2017 Unit Volume (market): 50,000
- Lifting Capacity: 1 - 80 US tons (1 - 250 TM)
- End Markets: Construction, logistics, utility, energy, military, rail

NASDAQ: MNTX
Sales Increase and Margin Expansion in 2018 and Beyond

Sales: Crane backlog growth should add gradually to Manitex market recovery and execution.

10% Plus EBITDA margin goal with continued crane market recovery and initiatives 2015-2017.

- Over $15 Million in cost reductions achieved through sourcing and operating efficiencies.
- $90M in EBITDA reduction.
- $44M in sales reduction.
- Margin: 4% EBITDA.

Margin Profile:

- Remaining businesses = Manitex, C&H, Badger, Sabre, Valia, PM and O&S.
- Run rate sales for remaining businesses at just over $240M.
- Peak level for remaining businesses was > $350M (and EBITDA of approx. $45M).
- Crane backlog growth should add gradually to Manitex International sales into 2018.

Expenses Increase and Margin Expansion in 2018 and Beyond.
LIFTING EQUIPMENT MARKET OVERVIEW – STRAIGHT MAST

Approximate 15 ppt market share gain over past 5 years while more broadly diversifying tonnage penetration. 17 - 22.9, 30 - 35.9, 36 - 40.9, 41+.

- Boom truck crane typically less expensive than rough terrain and all terrain cranes
- Increased penetration of 40, 45 and 50 ton classes the 20, 22, 30, and 40 ton classes
- Important new products within the past 24 months.
- Approximate 15 ppt market share gain over past 5 years while more broadly diversifying tonnage penetration. 17 - 22.9, 30 - 35.9, 36 - 40.9, 41+

NASDAQ: MNTX
PM Peak Level Sales of $150 Million in 2008

PM Group TTM Revenues (US$, millions)

PM Knuckle Boom Worldwide Sales (US$, millions)

North American Knuckle Boom market is growing

Principal Industry Participants

PM, Fassi, HKB, PALFINGER

North American

$13

Rest of World

$2

South America

$24

Eastern Europe

$2

Western Europe

$15

Rest of World

$20

South America

$13

North America

$2

Eastern Europe

$15

Western Europe

$20

$400

$200

$150

$100

$24

$2

$15

$20

$100

$400

$200

$150

$100

$24

$2

$15

$20

$100

$400

$200

$150

PM has a geographically diverse customer base.

Opportunity to increase PM Group’s No. American market

NASDAQ: MNTX

The Knuckle Boom Market

$2.3 Billion Globally (Management Estimates)

$15 Principal Industry Participants

North American Knuckle Boom market is growing
Consistent recurring revenue stream throughout

Principal operations

- Automated proprietary system implemented in
- Service team for crane equipment
- Serve additional brands

Which are proprietary components, boom booms among others, many of

Spare relate to swing drives, rotating

Equipment business

- Typically carry 2x gross margin on core
- Quarterly generates 10%-20% of net sales in a
- The cycle
<table>
<thead>
<tr>
<th>Products</th>
<th>Operations</th>
<th>Market</th>
<th>Drivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>- More efficient product offering across end</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>- Equipment replacement cycle in small</td>
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**End Market**
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**Operating Companies**
- More efficient product offering across end
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**NASDAQ: MNTX**
EXPERIENCED MANAGEMENT TEAM

David Langevin, Chairman & CEO
20+ years principally with Terex

Steve Kiefer, President & COO
20+ years principally with Terex

Luigi Fucili, CEO PM Group
10+ years principally with PM Group

Jim Peterson, Executive Vice President, Operations
35+ years in manufacturing operations

Scott Roseman, SVP Strategic Planning
30+ years principally with Manitex and Mannlowe

Sherman Jung, Vice President of Financial Reporting
20+ years in financial operations and SEC Reporting

Steve Kiefer, President & COO
25+ years principally with Eaton Corp. and Hendrickson International

David Langevin, Chairman & CEO
MANITEX INTERNATIONAL, INC.

FINANCIAL OVERVIEW

March 2018

MANITEX INTERNATIONAL, INC.
### Financial Summary Snapshot

<table>
<thead>
<tr>
<th>Key Statistics</th>
<th>$000, except % as adjusted</th>
<th><strong>2017</strong></th>
<th><strong>2016</strong></th>
<th><strong>2015</strong></th>
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</thead>
<tbody>
<tr>
<td><strong>Backlog</strong></td>
<td></td>
<td>$77.2M</td>
<td>$47.2M</td>
<td>$28.7M</td>
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<tr>
<td><strong>Adjusted Net Income</strong></td>
<td></td>
<td>$6.1M</td>
<td>$3.5M</td>
<td>$1.9M</td>
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<tr>
<td><strong>Adjusted EBITDA Margin (%)</strong></td>
<td></td>
<td>8.8%</td>
<td>8.3%</td>
<td>5.5%</td>
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<tr>
<td><strong>Revenues</strong></td>
<td></td>
<td>$17.7M</td>
<td>$15.4M</td>
<td>$11.7M</td>
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<tr>
<td><strong>Gross Margin (%)</strong></td>
<td></td>
<td>19.0%</td>
<td>18.7%</td>
<td>17.8%</td>
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<tr>
<td><strong>2013</strong></td>
<td></td>
<td>$21.4M</td>
<td>$22.5M</td>
<td>$22.4M</td>
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<tr>
<td><strong>2012</strong></td>
<td></td>
<td>$22.4M</td>
<td>$22.5M</td>
<td>$22.4M</td>
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**Capitalization**

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<tr>
<th></th>
<th><strong>9/30/17</strong></th>
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<tbody>
<tr>
<td><strong>Total Net Debt</strong></td>
<td>$98.1M</td>
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<tr>
<td><strong>Net Income</strong></td>
<td>$16.6M</td>
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<tr>
<td><strong>Basic Shares</strong></td>
<td>16.6M</td>
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<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td>$16.6M</td>
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<tr>
<td><strong>Shares (9/30/17)</strong></td>
<td>16.6M</td>
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**MNTX/Nasdaq.com**

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<thead>
<tr>
<th></th>
<th><strong>3/6/18</strong></th>
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<tr>
<td><strong>Total Market Cap</strong></td>
<td>$283.0M</td>
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<tr>
<td><strong>Market Cap (3/6/18)</strong></td>
<td>$184.9M</td>
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<tr>
<td><strong>Stock Price (3/6/18)</strong></td>
<td>$11.41/Sh</td>
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