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

Michigan 001-32401 42-1628978
(State or Other Jurisdiction (Commission IRS Employer
of Incorporation) File Number) Identification No.)

9725 Industrial Drive,
Bridgeview, Illinois 60455
(Address of Principal Executive Offices) (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 June 5, 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.

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: June 5, 2018
Safe Harbor Statement under the U.S. Private Securities Litigation Reform Act of 1995: This presentation 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. These statements are based on management’s current expectations and are subject to a number of risks and uncertainties. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those expected. Forward-looking statements are inherently subject to risks and uncertainties, many of which are beyond our control. We caution you not to place undue reliance on forward-looking statements. We disclaim any intention or obligation to update or revise forward-looking statements to reflect events or circumstances that occur after the date hereof or to reflect the occurrence of unanticipated events.

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 “Reconciliation of Manitex’s Non-GAAP Measures” on pages 30 and 31 of this presentation.
Why We Are Here Today - Investment Considerations

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

PM has less than 3% market share in North America, a market that is 2x the size of the North American crane business. 

Versus 2012, Manitex market share has continued to climb, this far in 2018. 

Manitex gained 3 percentage points of market share in 2017 versus 2016 and 1.5 percentage points in 2017. 

OTJ straight-mast industry orders of 437 units shows continued growth vs. 406 Q4 '17. 

Steady increase in MARKET SHARE in Straight-mast cranes last 5 years. Potential to take market share for knuckle boom cranes via PM. 

Fadano Ltd - Delivers strategy includes divestitures, portfolio adjustments and new equity partner. 

Guidance for Revenue of $600 million for second quarter and $655 million for second quarter and EBITDA margin to end year at 10%. 

Production is expected to steadily increase along with revenue, margins, and EBITDA throughout 2018. 

2018 First quarter sales of $56.7 million and backlog as of 3/31/18 of $88 million an increase of 42.8% from 12/31/2017.

Improving outlook in 2018 as market continues to strengthen:

NASDAQ: MNTX
October 4, 2017, Manitex International, Inc. Announces $12 Million New Crane Order Taken at ICUEE


October 30, 2017, Manitex International Welcomes Tampa Crane & Body as Knuckle Boom Distributor, FL

November 17, 2017, Manitex International Welcomes Fallsway Equipment Company as PM Knuckle Boom Dealer Network

December 5, 2017, Manitex International Welcomes Cobdali Truck Equipment the PM Knuckle Boom Cranes

January 18, 2018, Manitex International Announces $6.3 Million Order to CROPAC for 42 Straight Mast Distributor of Manitex Knuckle Boom and Aerial Lift Products and the Appointment of Verasift East LLC as a Dealer of Verasift East LLC

March 19, 2018, Manitex International, Inc. Announces $32.7 Million Equity Investment by Tadano, Ltd.
Tadano Investment - May 2018

Approximately 2.9M shares of MNTX @ 11.19/share for $32.7 million; Tadano owns 14.9% of Manitex

With proceeds, Manitex will pay down debt, procure equipment and improve market penetration and margins.

Prior to the transaction, Tadano had no crane portfolio.

Premier crane companies in the world with a global distribution network and more than 3,500 employees, is one of the leading crane manufacturers.

Tadano, with over $1.7 billion in global annual sales, named its entire board of directors Executive Chairman of Tadano America Corporation to Chief Executive Officer into Stiller, President and Chief Operating Director.

Approximately 2.9M shares of MNTX @ 11.19/shares
Debt Table - Post Tadano Transaction - Pro-Forma, 5/31/18*

<table>
<thead>
<tr>
<th>USD Millions</th>
<th>Net Debt</th>
<th>Total Debt</th>
<th>Other Notes</th>
<th>Capital Leases</th>
<th>Bank Term Debt</th>
<th>Working Capital Borrowings*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>Manitex (Non-Recourse) PM/Valia</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>$73.7</td>
<td>$28.2</td>
<td>$45.5</td>
<td>-</td>
<td>Convertible notes</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>7.2</td>
<td>0.2</td>
<td>0.2</td>
<td>-</td>
<td>Capital leases</td>
<td>28.0</td>
<td>17.5</td>
</tr>
<tr>
<td>6.6</td>
<td>6.6</td>
<td>-</td>
<td>-</td>
<td>Bank term debt</td>
<td>28.0</td>
<td>17.5</td>
</tr>
<tr>
<td>28.0</td>
<td>0.0</td>
<td>0.0</td>
<td>-</td>
<td>Working capital borrowings*</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>17.5</td>
<td>0.0</td>
<td>0.0</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>$55.4</td>
<td>$18.3</td>
<td>$18.3</td>
<td></td>
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</tr>
</tbody>
</table>

Proceeds of Tadano Transaction Reduced 3/31 Balance Sheet Net Debt from $91.1M to $57.0M; 1.1M Shares of ASV still held and $25M in credit line still available.

* NASDAQ: MNTX
Manitex International is a leading provider of straight-mast and knuckle boom cranes and other specialized equipment for niche industrial applications. Manitex has its own manufacturing facilities located in North America and Europe and products are sold through independent dealers, worldwide.
Our Primary Products - Cranes, Straight-mast and Knuckle Boom
KNUCKLE BOOMS VS. STRAIGHT-MAST CRANES

Energy, Construction, Utilities, Rail, Etc.

Features:
- High lifting range
- Diverse end-markets
- Energy, military, rail
- Construction, utilities, utility, energy
- End-markets: Construction, logistics, utilities

2017 Estimated Sales by End-Market

- Firmwide: 2,000
- Straight-mast—Manitex Cranes
- Knuckle Booms—PM Cranes

Estimated 2017 Unit Volume (market):
- Straight-mast: 1 - 80 US tons (1-250 T.M)
- Knuckle Booms: 1 - 80 US tons (1-250 T.M)
- Estimated 2017 Unit Volume (market):
- Firmwide: 50,000
- End-markets: Construction, logistics, utilities
- Other

Machinery

Features: Material carrying capability, ease of use, broad market usage

- End-markets: Construction, logistics, utilities
- Other
10% Plus EBITDA margin goal with continued crane market recovery and execution.


- EBITDA reduction
- Sales reduction
- Over $4M
- $90M

Margin profile improves in 2018 from non-crane diversities with >4% EBITDA margin.

- Remaining businesses = Manitex, CSM, Badger, Sahara, Valia, PM and OGS.
- Peak level for remaining businesses was >$350M (and EBITDA of approx. $45M).
- Crane backlog growth should add gradually to Manitex international sales into 2018.
- Sales expansion in 2018 and beyond.

NASDAQ: MNTX
LIFTING EQUIPMENT MARKET OVERVIEW – STRAIGHT MAST

Approximate 15 ppt market share gain over the last 5 years while more broadly delivering tonnage growth at 5.4%.

- Increased penetration of 40, 45, and 50 ton cranes.
- Important new products within the past 24 months in the 20, 22, 30, and 40 ton classes.
- Manitex penetration: Manitex market share increasing in 2018.
- Boom truck cranes less expensive than R/T and A/T.
- Manitex 2018 order strength in the construction, utility, and energy sectors.
- Manitex forecast for 2018 is 1600 units vs. 966 in 2017.

Industry Crane Shipments


2,000 3,000 4,000 5,000 6,000

Tonage Class

2012 2013 2014 2015 2016 2017 2018

Market Share by Year

2012 2013 2014 2015 2016 2017 2018

Straddle Mast: Manitex Market

NASDAQ: MNTX

MANITEX STRAIGHT MAST

Approximate 15 ppt market share gain over the past 5 years while more broadly delivering tonnage growth at 5.4%.

- Increased penetration of 40, 45, and 50 ton cranes.
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- Manitex penetration: Manitex market share increasing in 2018.
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2,000 3,000 4,000 5,000 6,000

Tonage Class

2012 2013 2014 2015 2016 2017 2018

Market Share by Year

2012 2013 2014 2015 2016 2017 2018

Straddle Mast: Manitex Market

NASDAQ: MNTX

MANITEX STRAIGHT MAST
PM Peak sales of $1.50 Billion in 2008

North American Knuckle Boom market is growing...

- PM has a geographically diverse customer base.
- PM has a significant market presence through its own distribution network.

Principal Industry Participants

- FASSI
- PM
- HKB
- PALFINGER

Knuckle Boom Market Worldwide Sales (US$4 Million) PM Group TTM Revenues (US$4)
In principal operations:
- Automated proprietary system implemented
- Service team for crane equipment
- Serve additional brands

Which are proprietary components, 8% booms among others, many of spares relate to swinging drives, rotating equipment business.
- Typically carry 2x gross margin of core
- 4 quarter/year
- Typically generates 10%-20% of net sales in the cycle

Consistent recurring revenue stream throughout.
<table>
<thead>
<tr>
<th>Rough terrain cranes &amp; carry cranes</th>
<th>Equipment &amp; accessories</th>
<th>Construction, power</th>
<th>Power transmission</th>
<th>Infrastructure development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Railroad &amp; aerial crane</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
</tr>
<tr>
<td>Waste management</td>
<td>Environmental &amp; hazardous waste</td>
<td>Environmental &amp; hazardous waste</td>
<td>Environmental &amp; hazardous waste</td>
<td>Environmental &amp; hazardous waste</td>
</tr>
<tr>
<td>Construction &amp; infrastructure development</td>
<td>Civil engineering</td>
<td>Civil engineering</td>
<td>Civil engineering</td>
<td>Civil engineering</td>
</tr>
<tr>
<td>Media &amp; entertainment</td>
<td>Media &amp; entertainment</td>
<td>Media &amp; entertainment</td>
<td>Media &amp; entertainment</td>
<td>Media &amp; entertainment</td>
</tr>
<tr>
<td>Aerospace</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
</tr>
<tr>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
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<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
<td>Aerospace &amp; defense</td>
</tr>
</tbody>
</table>

- Straight-mast boom trucks and cranes
- Sign cranes
- Power transmission
- Industrial projects
- Strong end market demand for specialized, competitively differentiated products for oil, gas, and energy sectors
EXPERIENCED MANAGEMENT

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

Steve Kiefer, President & COO
20+ years in manufacturing operations

Luiqi Fuelli, CEO PM Group
10+ years principally with PM Group

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

Scott Rolston, SVP Strategic Planning
30+ years principally with Mantine and Manitowoc

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

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

Team
### Financial Summary

**Key Statistics** $000, except % as adjusted

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$213,112</td>
<td>$243,084</td>
<td>$210,178</td>
</tr>
<tr>
<td><strong>Adj. Net Income</strong></td>
<td>$62,172</td>
<td>$33,278</td>
<td>$8,682</td>
</tr>
<tr>
<td><strong>Adj. EBITDA</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Gross Margin (%)</strong></td>
<td>19.0%</td>
<td>19.0%</td>
<td>19.7%</td>
</tr>
<tr>
<td><strong>Revenues</strong></td>
<td>$245,072</td>
<td>$213,112</td>
<td>$205,249</td>
</tr>
<tr>
<td><strong>2012</strong></td>
<td>2013**</td>
<td>2017</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>$130,852</th>
<th>$68,077</th>
<th>$8,777</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Adj. EBITDA Margin (%)</strong></td>
<td>6.5%</td>
<td>8.8%</td>
<td>6.7%</td>
</tr>
<tr>
<td><strong>Net Debt</strong></td>
<td>$91.1M</td>
<td>$65.1M</td>
<td>$78.2M</td>
</tr>
<tr>
<td><strong>Diluted Shares</strong></td>
<td>16.6M</td>
<td>15.7M</td>
<td>15.7M</td>
</tr>
<tr>
<td><strong>Basic Shares</strong></td>
<td>16.5M</td>
<td>15.7M</td>
<td>15.7M</td>
</tr>
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</table>

**Capitalization**

<table>
<thead>
<tr>
<th></th>
<th>$91.1M</th>
<th>$65.1M</th>
<th>$78.2M</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Debt</strong></td>
<td>$130,852</td>
<td>$68,077</td>
<td>$8,777</td>
</tr>
<tr>
<td><strong>Market Cap</strong></td>
<td>$227.6M</td>
<td>$222.7M</td>
<td>$229.2M</td>
</tr>
<tr>
<td><strong>Stock Price</strong></td>
<td>$11.64/share</td>
<td>$11.64/share</td>
<td>$11.64/share</td>
</tr>
</tbody>
</table>

**SNAPSHOT**

FINANCIAL SUMMARY

*Reported results prior to ASV and PM transactions*

*Does not include the Tadano shares per May 2018 filings*

**Ticker/Exchange**

<table>
<thead>
<tr>
<th>WMTX/NasdaqCM</th>
<th>$227.6M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Ent Value (5/31/18)</td>
<td>$222.7M</td>
</tr>
<tr>
<td>Market Cap (5/31/18)</td>
<td>$11.64/share</td>
</tr>
<tr>
<td>Stock Price (5/31/18)</td>
<td>$11.64/share</td>
</tr>
<tr>
<td>Item</td>
<td>2018</td>
</tr>
<tr>
<td>-------------------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>Quarter Ended March 31</td>
<td></td>
</tr>
<tr>
<td>Adjusted EBITDA % of sales</td>
<td>3.9%</td>
</tr>
<tr>
<td>Adjusted Net Income*</td>
<td>(6.5%)</td>
</tr>
<tr>
<td>Adjusted EBITDA*</td>
<td>2,333</td>
</tr>
<tr>
<td>Net Income (loss) continuing ops</td>
<td></td>
</tr>
<tr>
<td>Total other expense</td>
<td>(1,180)</td>
</tr>
<tr>
<td>Other Income (expense)</td>
<td>100</td>
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<tr>
<td>Other expense</td>
<td>1,900</td>
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<tr>
<td>Operating Income (loss)</td>
<td>2,018</td>
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<tr>
<td>Selling, General and Administrative expense</td>
<td></td>
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<tr>
<td>Research and Development</td>
<td>0%</td>
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<tr>
<td>Gross Margin</td>
<td>8.47%</td>
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<tr>
<td>Gross Profit</td>
<td>0.40%</td>
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<td>Cost of goods sold</td>
<td>$496.75</td>
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<tr>
<td>Net Sales</td>
<td>($800)</td>
</tr>
<tr>
<td>December 31, 2017</td>
<td></td>
</tr>
<tr>
<td>---------------------</td>
<td>-------</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td></td>
</tr>
<tr>
<td>Other Long Term Liabilities</td>
<td>79,428</td>
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<tr>
<td>Long Term Debt</td>
<td>67,312</td>
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<tr>
<td>Stockholders' Equity-Manitex International</td>
<td>8,438</td>
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<tr>
<td>Current Liabilities</td>
<td>170,05</td>
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<tr>
<td>Total Assets</td>
<td>225,188</td>
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<tr>
<td>Other Long Term Assets</td>
<td>75,026</td>
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<tr>
<td>Property Plant &amp; Equipment</td>
<td>21,898</td>
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<td>Current Assets</td>
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