Manitex International, Inc.  
(NASDAQ:MNTX)

August 2008
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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.
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**
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
Revenue Distribution Forecast

- 80% Manitex
- 20% Manitex Liftking
Manitex International Revenue Distribution

Product Revenue Distribution

- Boom Trucks: 62%
- Parts: 15%
- Military: 8%
- Forklifts: 8%
- Sign Cranes: 8%
- Unloaders: 2%
- Transporters: 1%

Legend:
- Blue: Boom Trucks
- Red: Parts
- Yellow: Military
- Orange: Forklifts
- Purple: Sign Cranes
- Light Blue: Unloaders
- Blue: Transporters
Boom Truck Industry

Boom Truck Product Positioning

Capacity (tons)

Manufacturer

- 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
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

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue ($ in Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003A</td>
<td>$526</td>
</tr>
<tr>
<td>2004A</td>
<td>$624</td>
</tr>
<tr>
<td>2005A</td>
<td>$700</td>
</tr>
<tr>
<td>2006A</td>
<td>$706</td>
</tr>
<tr>
<td>2007A</td>
<td>$1,300</td>
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</table>
Annual Net Sales

Consolidated Sales Figures
(Year Ended 12/31)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Top of Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004A</td>
<td>$58.3</td>
<td></td>
</tr>
<tr>
<td>2005A</td>
<td>$62.1</td>
<td></td>
</tr>
<tr>
<td>2006A</td>
<td>$69.0</td>
<td></td>
</tr>
<tr>
<td>2007A</td>
<td>$106.9</td>
<td>$100.0</td>
</tr>
<tr>
<td>2008E</td>
<td>$100.0</td>
<td></td>
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</table>
Diluted EPS
From Continuing Operations

For Years Ended December 31

<table>
<thead>
<tr>
<th>Year</th>
<th>Diluted EPS</th>
<th>Top of Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005A</td>
<td>(0.07)</td>
<td></td>
</tr>
<tr>
<td>2006A</td>
<td>(0.10)</td>
<td></td>
</tr>
<tr>
<td>2007A</td>
<td>0.23</td>
<td></td>
</tr>
<tr>
<td>2008E</td>
<td>0.30</td>
<td>(0.10)</td>
</tr>
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</table>

- Diluted EPS
- Top of Range
## Balance Sheet

<table>
<thead>
<tr>
<th>(US $ in Millions)</th>
<th>Audited 12/31/07</th>
<th>Audited 12/31/06</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Equivalents</td>
<td>0.6</td>
<td>0.6</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>35.0</td>
<td>36.1</td>
</tr>
<tr>
<td>Total Assets</td>
<td>80.2</td>
<td>83.8</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>15.9</td>
<td>19.3</td>
</tr>
<tr>
<td>Total Debt</td>
<td>25.0</td>
<td>37.0</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>48.5</td>
<td>64.4</td>
</tr>
<tr>
<td>Stockholders' Equity</td>
<td>30.7</td>
<td>18.4</td>
</tr>
</tbody>
</table>
### Second Quarter 2008 Highlights

(In millions except earnings per share)

<table>
<thead>
<tr>
<th></th>
<th>Three Months</th>
<th>Six Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income from continuing operations</td>
<td>$0.7</td>
<td>$0.5</td>
</tr>
<tr>
<td>Net income</td>
<td>$0.9</td>
<td>$0.3</td>
</tr>
<tr>
<td>Diluted earnings per share</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earnings from continuing operations</td>
<td>$0.07</td>
<td>$0.06</td>
</tr>
<tr>
<td>Net earnings (loss) per share</td>
<td>$0.09</td>
<td>$0.04</td>
</tr>
</tbody>
</table>

- Expenses down
  - Operating expenses $3.2 $3.7 $6.9 $7.0
  - Interest expense 0.5 1.0 1.0 1.9
  - Foreign currency loss -- 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)