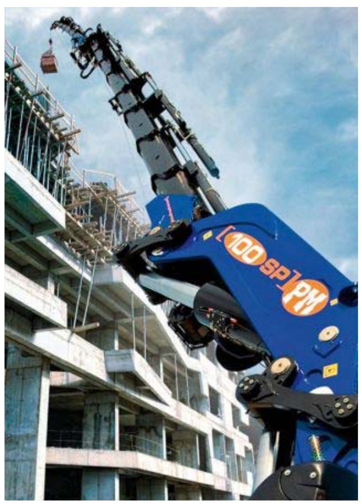



Manitex International, Inc.

Corporate Presentation

(NASDAQ: MNTX)

Q2 2014


MANITEX INTERNATIONAL

Forward Looking Statements & Non-GAAP Measures

Safe Harbor Statement under the U.S. Private Securities Litigation Reform Act of 1995: This presentation contains statements that are forward-looking in nature which express the beliefs and expectations of management including statements regarding the Company's expected results of operations or liquidity; statements concerning projections, predictions, expectations, estimates or forecasts as to our business, financial and operational results and future economic performance; and statements of management's goals and objectives and other similar expressions concerning matters that are not historical facts. In some cases, you can identify forward-looking statements by terminology such as "anticipate," "estimate," "plan," "project," "continuing," "ongoing," "expect," "we believe," "we intend," "may," "will," "should," "could," and similar expressions. Such statements are based on current plans, estimates and expectations and involve a number of known and unknown risks, uncertainties and other factors that could cause the Company's future results, performance or achievements to differ significantly from the results, performance or achievements expressed or implied by such forward-looking statements. These factors and additional information are discussed in the Company's filings with the Securities and Exchange Commission and statements in this presentation should be evaluated in light of these important factors. Although we believe that these statements are based upon reasonable assumptions, we cannot guarantee future results. Forward-looking statements speak only as of the date on which they are made, and the Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

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 Q2 2014 earnings release on the Investor Relations section of our website www.manitexinternational.com for a description and/or reconciliation of these measures.

Company Snapshot

Manitex International, Inc.

- Global provider of highly specialized and custom configured cranes- Straight-mast and knucklebooms
- Materials and container handling equipment also sold through dealerships, globally

Niches Served

- Energy exploration and field development (includes Canadian oil sands and recent oil and natural gas initiatives throughout U.S.)
- Power line construction
- Military
- Railroads
- Ports
- Government/agency

Company Origin

- Launched as a private company in 2003
- Publicly traded on NASDAQ: MNTX
- Steady organic growth
- Industry consolidator: consistently adding branded product lines through M&A since going public in 2006

Product Overview

Manitex

- Engineered lifting equipment
- Manitex boom trucks
- SkyCrane aerial platforms
- Sign cranes

MANITEX LIFTKING

- RT forklifts
- Special mission-oriented vehicles
- Carriers
- Heavy material handling
- Transporters & steel mill equipment

FERRARI

- Manufacturer of container handling equipment for the global port & inter-modal sectors
- Products: reach stackers, laden and unladen container forklifts & straddle carriers

PM *

- Leading Italian manufacturer of truck-mounted hydraulic knuckle boom cranes
- Diverse product lines ranging up to 108 ton meters in lifting capacity; sales in 50 countries

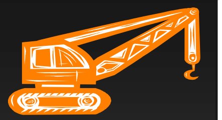
* PM transaction expected to close Q4 2014

Competitive Positioning

Core Competencies

- Strong brand history
- Acknowledged product development record
- International dealers enable us to follow demand
- Focused on specialized equipment and niche end-markets

Products



- Niche markets
- Broad end-user base
- Highly customized/specialized; will configure-to-order
- Parts and service an important part of business model

Superior ROI

- Lower capital commitment for a boom truck vs. competitors' custom cranes of similar lifting capacity
- Usually less or no special permitting vs. competitors' custom cranes of similar lifting capacity

Financial Summary

Key Statistics

Stock Price (at 8/13/14)	$12.05/share
Market Cap (at 8/13/14)	$166.6M
Total Ent. Value (8/13/14)	$223.2M
2013 Revenue	$245.1M
2013 Net Income	$10.2M
2013 EBITDA	$21.5M
Ticker / Exchange	MNTX/NasdaqCM

Capitalization

Basic Shares O/S (at 6/30/14)	13.8M
Diluted Shares O/S (at 6/30/14)	13.9M
Total Debt (at 6/30/14)	$59.9M

$000, except %	2009	2010	2011	2012	2013
Revenues	$55,887	$95,875	$142,291	$205,249	245,072
Gross Margin (%)	20.0%	24.3%	20.6%	19.7%	19.0%
EBITDA	$1,982	$8,676	$11,120	$17,957	21,483
EBITDA Margin (%)	3.5%	9.0%	7.8%	8.7%	8.8%
Net income	$3,639[(1)]	$2,109	$2,780	$8,077	$10,178
Backlog	$22,122	$39,905	$83,700	$130,352	$77,281

(1) 2009 GAAP Net Income includes gain on bargain purchase of $3,815

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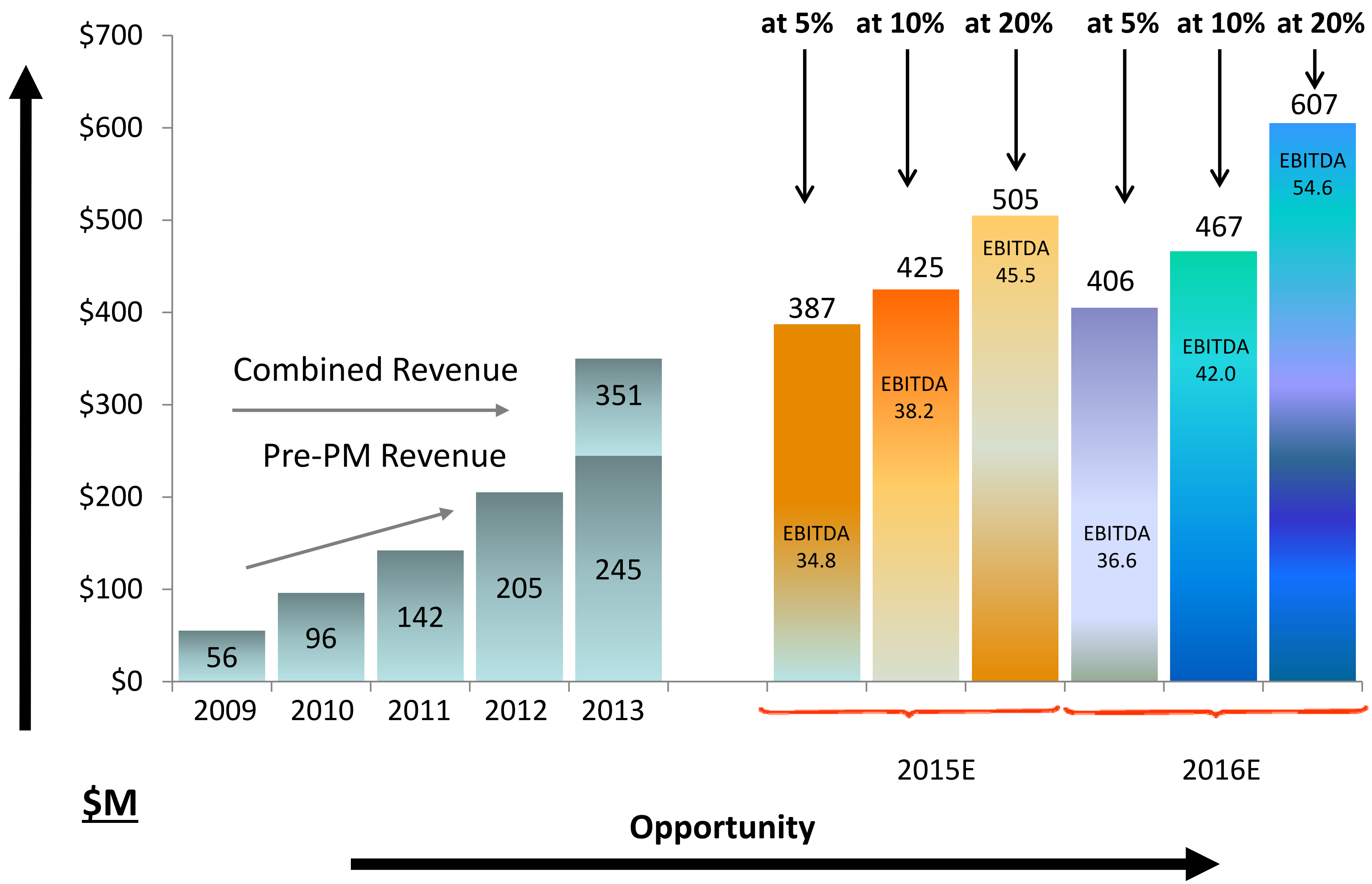
Consistently Growing Our Top- and Bottom-Lines ($ Millions)

Historically Consistent EBITDA Margin of 9.0%

2009-2012 CAGR was 45.3% (pre-PM Group)



Pending Acquisition-Agreement with PM-Group, July 2014

- Consideration of $107 million, subject to post-closing adjustments and earnout provisions, is expected to consist of a combination of debt, equity, and the assumption of $68 million in PM debt and liabilities. *(Final purchase price subject to adjustment based on market conditions at close; assumed debt remains separate with recourse only to PM.)*

- **The acquisition is expected to close in the fourth quarter of 2014, subsequent to the pending Italian Court approval of a debt restructuring plan.**

- PM-Group has trailing twelve months revenues of $106 million and adjusted EBITDA margins of approximately 9% .

Acquisition Rationale:

Acquisition fits into Manitex International stated growth objectives to achieve growth both organically and through acquisitions. PM-Group represents our largest acquisition to date.

PM-Group is a strong strategic fit:

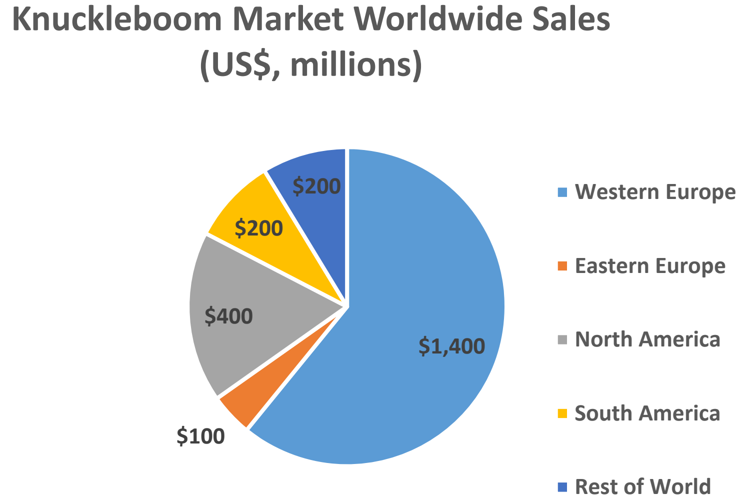
- Adds product classes - knuckle boom cranes and truck mounted aerial platforms- *both are a highly desired product categories with strong demand.*
- Adds new manufacturing facilities/capacity
- Adds new distributors, geographies and niche markets

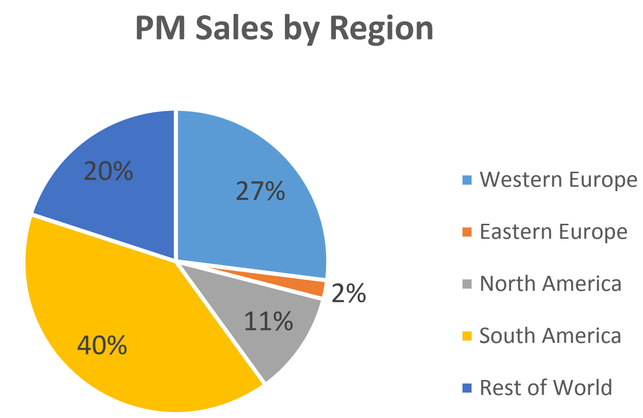
Accelerates Manitex growth both within Europe and globally

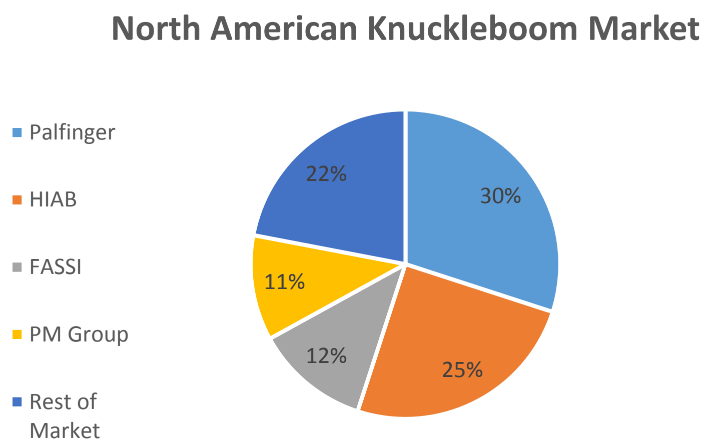
Compelling synergies create value for shareholders

- Accretion to EBITDA and Earnings expected in 2014

The Knuckleboom Market- $2.3 Billion Globally (Management Estimates)

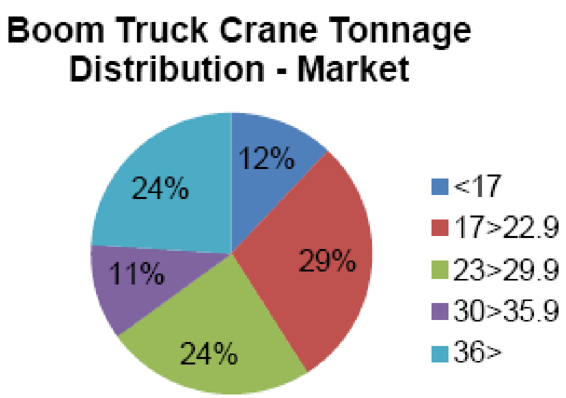


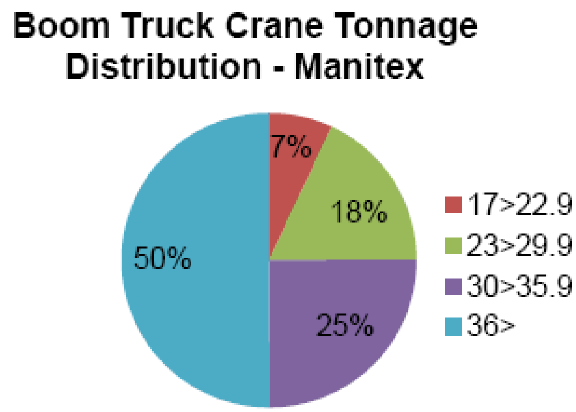




- Large Market of $2.3 BN is roughly 2X the size of the straight-mast boom truck market (global)
- PM has a geographically diverse customer base with 70% of its business outside Europe
- North American knuckleboom market is growing
- Opportunity to increase PM Group's No. American market presence through Manitex's distribution network

Lifting Equipment Market Overview—Straight Mast





Market Overview

- Principal products: boom truck cranes that vary in height & tonnage capacity
- Smaller tonnage cranes (<30 tons) more focused on general construction markets; larger cranes (30+ tons) focus on power line construction and energy
- Larger tonnage cranes in higher demand since economic downturn
- Boom truck cranes typically less expensive than rough terrain and all terrain cranes

Manitex Market Position

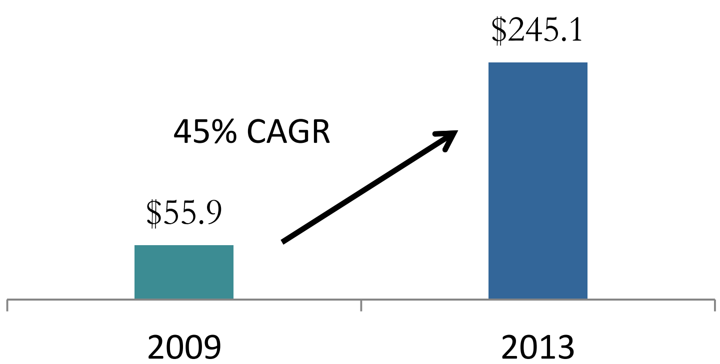
- Broader market: ~65% of cranes shipped in the smaller tonnage range; ~75% of Manitex shipments have been in larger tonnage
- Focus on being a niche player allows specialization tailored towards customers' needs
- Production distribution skewed toward larger tonnage machines
- First to launch 50-ton crane (May 2007)
- Have developed a series of products around the demand for larger tonnage cranes

Replacement Parts & Service
Consistent Recurring Revenue

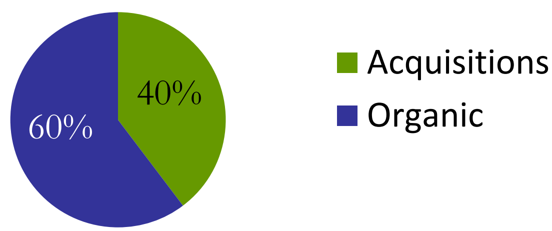
- Consistent recurring revenue stream throughout the cycle
- Spares relate to swing drives, rotating components, and booms among others, many of which are proprietary
  - Serve additional brands
  - Service team for crane equipment
  - Automated proprietary system implemented in principal operations

Revenue Growth Drivers

Revenues
($ in Millions)

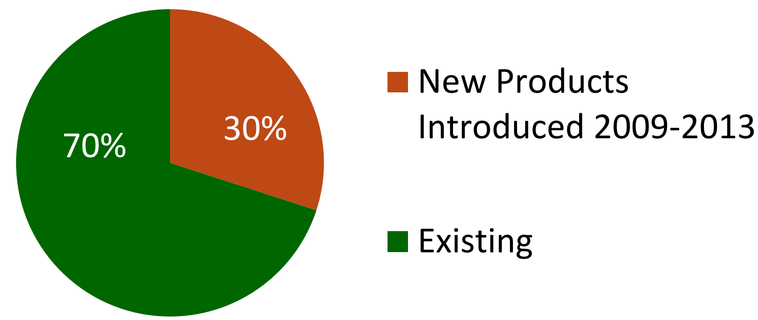


Sources of Growth 2009-2013
$ in Millions



Pie chart represents the difference / reconciliation between $55.9M & $245.1M

Growth Being Driven by R&D
and New Product Innovations
(Pie chart illustrates estimated for 2013 revenues)



2009 – 2013

- Energy business was less than 10% in 2009, estimated ~ 50% in 2013
- R&D budget: up from ~ $1M to ~ $2.5M/year

Investment Highlights

Growth in End Markets	Flexible Operating Model	Growth in Key Financial Metrics	Broad Industry & Geographic Distribution	Experienced Management
• Niche markets with solid demand drivers for products • Steadying of construction environment and energy markets driving demand • Diverse end markets result in risk mitigation	• Customer focused design strategy • Diversified product offering • Quickly adaptable to changes in demand • Commitment to innovation, research, & product development	• Revenue and earnings growth have consistently outpaced market and industrial peers since 2009 • Backlog at $103M as of 6/30/2014	• Manitex dealer network provides footprint for on-going North American expansion • PM Group has little penetration in US and has excellent non-US and non-Europe customer base • No Customer represents over 10% of annual revenues	• Seasoned senior management: over 70 years of collective industry experience • Successfully integrated multiple acquisitions • Significant management ownership

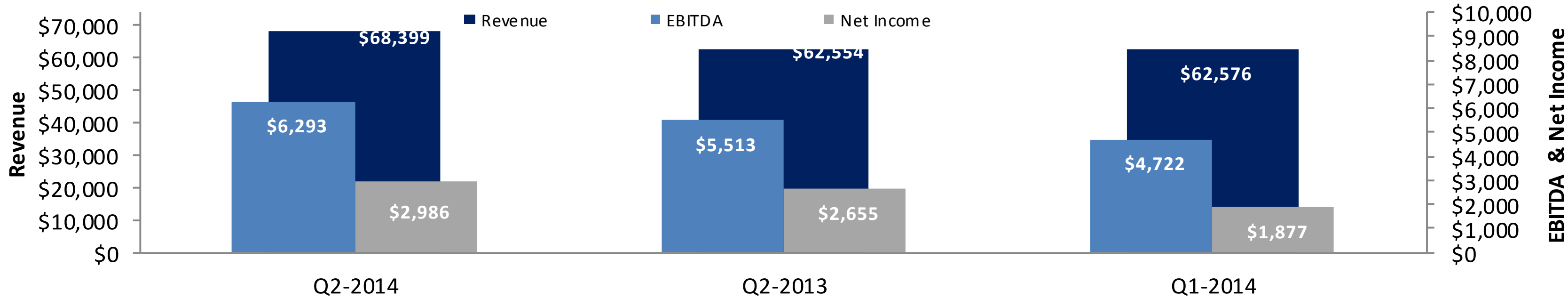
A consolidator in the lifting and hauling industry, Manitex International is among the market leaders in each of its addressable markets with an estimated $4 BN in annual sales

Financial Overview

Manitex International, Inc.

Q2 2014

Key Figures - Quarterly



USD thousands except as noted	Q2-2014	Q2-2013	Q1-2014
Net sales	$68,399	$62,554	$62,576
Gross profit	13,144	12,260	11,604
Gross margin %	19.2%	19.6%	18.5%
Operating expenses	7,966	7,656	7,993
Net Income	**2,986**	**2,655**	**1,877**
EBITDA	6,293	5,513	4,722
EBITDA % of Sales	9.2%	8.8%	7.5%
Backlog ($ million)	102.5	96.6	100.0

Summary Balance Sheet

$000s	**30-Jun-14**	**31-Dec-13**	**31-Dec-12**	**31-Dec-11**	**31-Dec-10**
Current Assets	139,898	$122,037	$104,777	$71,209	$54,703
Fixed Assets	10,477	11,143	10,297	11,017	10,659
Other Long-Term Assets	48,340	49,550	36,430	39,365	40,155
Total Assets	**198,715**	**$182,730**	**$151,504**	**$121,591**	**$105,517**
Current Liabilities	55,506	$48,016	$43,351	$30,177	$23,011
Long-Term Liabilities	52,711	49,723	48,620	44,620	39,232
Total Liabilities	108,217	97,739	91,971	74,797	62,243
Shareholders' Equity	90,498	84,991	59,533	46,794	43,274
Total Liabilities & Shareholders' Equity	**198,715**	**$182,730**	**$151,504**	**$121,591**	**$105,517**

Working Capital

"Focused manufacturer of engineered lifting equipment"

$000	Q2-2014	Q4-2013
Working Capital	$84,392	$73,873
Days sales outstanding (DSO)	70	53
Days payable outstanding (DPO)	50	45
Inventory turns	2.8	2.9
Current ratio	2.5	2.5
Operating working capital	102,778	86,682
Operating working capital % of annualized LQS	37.6%	33.1%

- Working capital increase Q2-2014 v Q4-2013, of $10.5m:
  - Trade & Other Receivables $13.2m, Inventory $7.0m, partially offset by reduced cash $2.9m, increased accounts payable $4.2m, short term working capital borrowings $2.5m and accruals & other current liabilities $0.9m.
  - Inventory increase includes governmental units shipped not recognized as revenue in Q2
- Working capital ratios: DSO increase from a higher proportion of international sales and timing of payments on military

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Debt and Liquidity

"Focused manufacturer of engineered lifting equipment"

$000	Q2-2014	Q4-2013
Total Cash	$3,189	$6,091
Total Debt	59,828	54,231
Total Equity	90,498	84,991
Net capitalization	147,137	133,131
Net debt / capitalization	38.5%	36.2%
Trailing 12 month EBITDA	$22,864	$21,483
Debt / EBITDA	x2.6	x2.5

- Increase in debt of $5.6 million from 12/31/13 principally reflects increase in working capital facilities in N.A. ($4.1m) and Italy ($2.3m) funding increased activity levels.
- Other debt repayments in the quarter of $0.6 million
- N. American revolver facilities, based on available collateral at 6/30/14 was $50.8m.
- N. American revolver availability at 6/30/14 of $6.7m.

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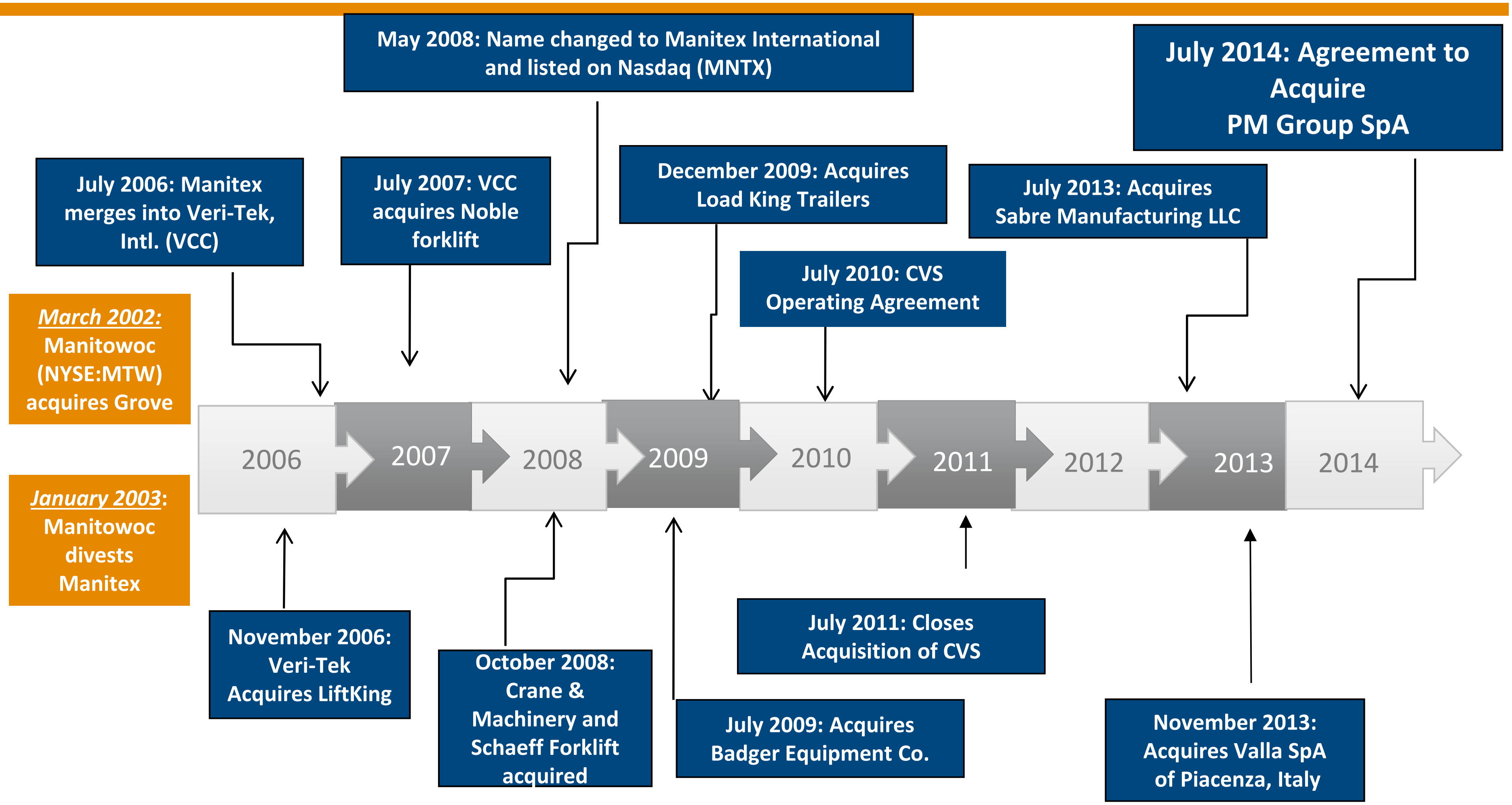
- Net capitalization is the sum of debt plus equity minus cash
- Net debt is total debt less cash

Experienced Management Team

Name & Title	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 & Treasurer	Formerly with Arthur Andersen, 15+ years with Eon Labs (formerly listed)
Robert Litchev President – Manufacturing Operations	10+ years principally with Terex
Scott Rolston SVP Strategic Planning	13+ years principally with Manitowoc
Bruce Peterson SVP Sales and Marketing	20+ years principally with Manitowoc

Company Timeline



Operating Companies

Brand	Products	End Markets	Drivers
Manitex	• Boom trucks and cranes • Sign cranes • Parts	• Energy exploration • Power transmission • Industrial projects • Infrastructure development	• Strong end market demand for specialized, competitively differentiated products for oil, gas, and energy sectors • Product development
Badger Equipment Company Custom Built in America. For Today. For the Future	• Rough terrain cranes • Specialized construction equipment • Parts	• Railroad • Construction • Refineries • Municipality	• Equipment replacement cycle in small tonnage flexible cranes for refinery market • More efficient product offering across end markets
Manitex Liftking	• Rough terrain forklifts • Special mission-oriented vehicles • Custom specialized carriers • Parts	• Military • Utility • Ship building • Commercial	• Steady, profitable growth from both commercial and military application of products
Load King A Manitex International Company	• Custom trailers • Hauling systems for heavy equipment transport • Parts	• Energy • Mining • Railroad • Commercial construction	• U.S. energy exploration build-out • Oil and gas exploration • General infrastructure construction
CVS Ferrari	• Reach stackers • Container handling forklifts • Parts	• Global container market	• International container market and global trade • Re-establishing customer relationships and select product categories
Manitex Sabre	• Specialized equipment for liquid storage & containment • 8,000-21,000 gallon capacities	• Large client base in energy sector • Petrochemical • Waste management • Oil & gas drilling	• Reputation for quality & innovation • Serves a market of over $1B annually • At acquisition, TTM (3/31/13) revenues ~ $39.1M, adjusted EBITDA ~ $4.5M, EBIT ~ $4.2M

Operating Companies

Brand	Products	End Markets	Drivers
MANITEX VALLA	• Precision pick & carry cranes	• Automotive • Chemical / petrochemical • Industrial projects • Infrastructure development • Aerospace • Construction	• Strong end market demand for specialized, competitively differentiated products • Environmental (electric) or hazardous (spark free) developments • Product development
PM OIL & STEEL AERIAL PLATFORMS	• Knuckleboom cranes • Aerial Platforms	• Energy • Construction • Infrastructure • Utilities	• Growing acceptance of knucklebooms in North American markets • Oil and gas exploration creating demand • Product development