Manitex International, Inc.  
(NASDAQ:MNTX)  

July 2009
Forward Looking Statements and Non-GAAP Measures

Pro forma data is used by management to evaluate performance when certain acquisitions or dispositions occur. Historical data reflects results of acquired businesses only after the acquisition dates while pro forma data enhances comparability of financial information between periods by adjusting the data as if the acquisitions or dispositions occurred at the beginning of the prior year. Our pro forma data is only adjusted for the timing of acquisitions or dispositions and does not include adjustments for costs related to integration activities, cost savings or synergies that have been or may be achieved by the combined businesses. Minor differences may exist due to rounding. We believe our pro forma data is not a non-GAAP financial measure as contemplated by Regulation G. The following presentation contains forward-looking information based on Manitex International’s current expectations. Because forward-looking statements involve risks and uncertainties, actual result could differ materially. Such risks and uncertainties, many of which are beyond Manitex International’s control, include among others: the risk that Manitex International may not realize the expected benefits of owning the assets of Crane & Machinery Inc. and Schaeff Lift Truck; Manitex International’s business is highly cyclical and weak general economic conditions may affect the sales of its products and its financial results; the ability to successfully integrate acquired businesses; the retention of key management personnel; Manitex International’s businesses are very competitive and may be affected by pricing, product initiatives and other actions taken by competitors; the effects of changes in laws and regulations; Manitex International’s continued access to capital and ability to obtain parts and components from suppliers on a timely basis at competitive prices; the financial condition of suppliers and customers, and their continued access to capital; Manitex International’s ability to timely manufacture and deliver products to customers; Manitex International’s significant amount of debt and its need to comply with restrictive covenants contained in Manitex International’s debt agreements; compliance with applicable environmental laws and regulations; and other factors, risks and uncertainties more specifically set forth in Manitex International’s public filings with SEC. Actual events or the actual future results of Manitex International may differ materially from any forward-looking statement due to those and other risks, uncertainties and significant factors. The forward-looking statements herein speak only as of the date of this presentation. Manitex International expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement included in this presentation to reflect any changes in Manitex International’s expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based.
Corporate Overview-
Manitex International

• 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

• Historically serving North American markets. Recent international diversification

• Senior Management has over 70 years of collective experience from well-known industrial leaders such as Terex, Manitowoc, Grove, 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
Products
Manitex and Manitex Liftking
Company Background

- 2002: As a result of Manitowoc’s acquisition of Grove, Manitowoc was required to divest Manitex (their boom truck division). Manitex was acquired in January 2003
- July 2006: Merger of Manitex into Veri-Tek Intl (Amex: VCC)
- November 2006: Manitex Acquisition of Liftking (formerly private)
- July 2007: Acquisition of Noble forklift product line (formerly private)
- August 2007: Sale of assets & closure of legacy VCC business
- May 2008: Change listing from Amex to NASDAQ
  - New ticker MNTX
- October 2008: Acquisition of assets of Crane & Machinery and Schaeff Forklift (formerly private)

Focused manufacturer of engineered lifting equipment
Company Timeline
Focused manufacturer of engineered lifting equipment

May 2008: Name changed to Manitex International and listed on Nasdaq (MNTX)

July 2007: VCC acquires Noble forklift
August 2007: Sale of assets and closure of legacy VCC business

July 2006: Manitex merges into Veri-Tek, Intl. (VCC)
November 2006: Veri-Tek Acquires LiftKing

October 2008: Crane & Machinery and Schaeff Forklift acquired

2007 Pro-Forma Annual Revenue ($M)

- Noble
- Schaeff
- Crane & Machinery
- LiftKing
- Manitex

Manitowoc (NYSE:MTW) acquires Grove.
Manitowoc divests Manitex (January)

2002 2003 2004 2005 2006 2007 2008
Building a Global Lifting Business

• Manitex core business, focus on boom truck and sign crane market
  – Number 2 market position in North America
  – 2007 launch highest tonnage boom truck on market
  – International dealers signed during 2008 (Russia, Middle East)

• 2006 Acquisition of Liftking
  – Adds material handling to portfolio
    • Well established manufacturer of straight mast forklifts and cushion tired forklifts
    • Strong US / Canadian and other military connection
    • Niche specialized carriers & transporters

• 2007 Acquisition of Noble forklifts
  – Broadens straight mast product line with Caterpillar designed product
  – Access to Caterpillar distribution

• 2008 Acquisition of Crane & Machinery and Schaeff Forklift
  – Strengthens international crane network and exposure to higher tonnage market
  – Adds parts and service
  – Adds niche electric forklift product to material handling
Revenue Distribution (2008)

Pro-Forma Revenue Distribution*

- Cranes: 70%
- Material Handling: 21%
- Equipment Distribution: 9%

* Assumes Crane & Schaeff 12 month contribution to revenue
Pro – Forma Revenue Distribution

- Boom Trucks: 60%
- Parts: 11%
- Forklifts: 12%
- Sign Cranes: 1%
- RT & Truck Cranes: 1%
- Military: 1%
- Service: 1%

* Assumes Crane & Schaeff 12 month contribution to revenue
Business Strategy

• Diversify product offering through R&D and acquisition
• International diversification, focus on growth markets, oil, gas, commodities mining
  – Russia / CIS market > double North America
  – Middle East
• Expand margins through commitment to improved sourcing and manufacturing efficiencies – Increase in margins from 16.4% to 21.6% from fourth quarter of 2008 to the first quarter of 2009
• 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
  Crane & Machinery – Direct sales of Manitex products
  – International experience
• Increase recurring revenues through replacement parts contracts
• Consolidate through accretive acquisitions of specialized industrial equipment companies

OBJECT: CREATE SUSTAINABLE SHAREHOLDER VALUE
Growth Drivers – 2009 and Beyond

• World wide improvements in GDP

• Increased rental market penetration with product developments and innovative distribution
  – Announced strategic partnership with Allied Machinery in April 2009

• Developed products specifically for the following industries: Oil & Gas, Power Grid & Wind Power

• Any significant spending via Obama or global infrastructure build legislation will be a potential spark to recovery for Manitex.

• International expansion
  – New dealership agreements reached in Middle East, Russia, & with Caterpillar Global Distribution Network
  – Achieved European CE Certification for 40 & 50 Ton Cranes in 2009
  – Manitex International made its first international sales in 2008 and has identified new markets to accelerate future growth (eg. Russian market potential is estimated to be double that of North America).
  – YTD 2009, international orders are over $6 million
Financial Model In Normalized Economic Climate Where Revenues Are In-line With Pro-Forma 2007 Levels:

PRO-FORMA 2007 Revenues including acquisitions of Liftking, Noble, Crane and Machinery and Schaeff $129M

Gross Profit - Current run rate during First Quarter 2009 @ 21.6% 28M

Operating Expenses – **Highest** percentage for the last two years @ 13.2% 17M

Estimated EBITDA 13M

EBIDTA percentage to sales 10.1%

Net Income - Assuming the same interest expense of the last 2 years and a 35% effective tax rate $5.8M
## Key Management

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Experience</th>
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<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>
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<tr>
<td>David Gransee</td>
<td>CFO &amp; Treasurer</td>
<td>Formerly with Arthur Andersen. 15+ years with Eon Labs (formerly listed)</td>
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<tr>
<td>Robert Litchev</td>
<td>President – Material Handling &amp; SVP International Distribution</td>
<td>10+ years principally with Terex</td>
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<tr>
<td>Scott Rolston</td>
<td>SVP Sales &amp; Marketing – Manitex International</td>
<td>13+ years principally with Manitowoc</td>
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<tr>
<td>Phil Fridley</td>
<td>President – Manitex</td>
<td>15+ years principally with Grove, GKN</td>
</tr>
<tr>
<td>David Moravec</td>
<td>CTO – Manitex</td>
<td>20+ years principally with Manitowoc</td>
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</tbody>
</table>
Boom Truck Industry

Boom Truck Product Positioning

Manufacturer

- Manitex
- Terex
- National
- Elliott
- Altec
- Tadano
- Weldco-Beales

Capacity (tons)
Steadily Increasing Market Share
Even in Down Cycle

**Boom Truck Crane Market**

<table>
<thead>
<tr>
<th>Year</th>
<th>MNTX Market Share</th>
<th>Others Market Share</th>
<th>Total Units Shipped</th>
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<tbody>
<tr>
<td>2005</td>
<td>23.4%</td>
<td>76.6%</td>
<td>2500</td>
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<tr>
<td>2006</td>
<td>16.7%</td>
<td>83.3%</td>
<td>1500</td>
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<tr>
<td>2007</td>
<td>20.8%</td>
<td>79.2%</td>
<td>2000</td>
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<tr>
<td>2008</td>
<td>29.6%</td>
<td>70.4%</td>
<td>1000</td>
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</table>
Replacement Parts & Service - Consistent Recurring Revenue

- Recurring revenue of approximately 24% of total sales
- Typical margins >40%
- Spares relate to swing drives, rotating components, and booms among others, many of which are proprietary
  - Serve additional brands
- Service team for crane equipment
Annual Pro-Forma* Net Sales

*Assumes all acquisitions occurred January 1, 2005
Diluted EPS
Continuing Operations (Reported)

2005A: (0.07)
2006A: (0.10)
2007A: 0.23
2008A: 0.17
## Select Financial Data (Reported)

### Full Year 12/31/07

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>106,946</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>19,919</td>
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<tr>
<td>Gross Margin</td>
<td>18.6%</td>
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<tr>
<td>Operating Expense</td>
<td>13,566</td>
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<tr>
<td>EBITDA</td>
<td>8,461</td>
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<td>EBITDA % to sales</td>
<td>7.9%</td>
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<td>Net Income</td>
<td>956</td>
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### Full Year 12/31/08

<table>
<thead>
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<th>Category</th>
<th>Amount</th>
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<tr>
<td>Revenue</td>
<td>106,341</td>
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<tr>
<td>Gross Profit</td>
<td>17,465</td>
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<tr>
<td>Gross Margin</td>
<td>16.4%</td>
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<tr>
<td>Operating Expense</td>
<td>14,057</td>
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<tr>
<td>EBITDA</td>
<td>5,416</td>
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<td>EBITDA % to sales</td>
<td>5.1%</td>
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<tr>
<td>Net Income</td>
<td>2,198</td>
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*All values are in thousands, except percentages.*
<table>
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<tr>
<th>(US $ in Millions)</th>
<th>Audited 12/31/07</th>
<th>Audited 12/31/08</th>
<th>Unaudited 3/31/09</th>
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<tbody>
<tr>
<td>Cash and Equivalents</td>
<td>0.6</td>
<td>0.4</td>
<td>0.1</td>
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<tr>
<td>Total Current Assets</td>
<td>35.0</td>
<td>40.7</td>
<td>33.0</td>
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<tr>
<td>Total Assets</td>
<td>80.2</td>
<td>86.2</td>
<td>77.9</td>
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<tr>
<td>Total Current Liabilities</td>
<td>15.9</td>
<td>17.1</td>
<td>12.2</td>
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<tr>
<td>Total Debt</td>
<td>25.0</td>
<td>28.1</td>
<td>25.1</td>
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<tr>
<td>Total Liabilities</td>
<td>48.5</td>
<td>51.2</td>
<td>42.8</td>
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<tr>
<td>Stockholders' Equity</td>
<td>30.7</td>
<td>35.0</td>
<td>35.1</td>
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Three Month Results
March 31, 2009 - Highlights

- Gross profit margin of 21.6% improved 350 basis points from the first quarter of 2008 and 530 basis points from the fourth quarter of 2008
- Bank credit facilities extended for three years to April 2012. Availability under lines of credit of approximately $5 million at March 31, 2009
- Generated net cash from operating activities of $2.5 million, a positive improvement of $4.1 million compared to the same period last year
- Working capital of $20.8 million and a current ratio of 2.7 compared to $23.6 million and 2.4, respectively, at December 31, 2008
- EBITDA from continuing operations of $1.0 million, equivalent to 7.4% of sales which represents a 290 basis point improvement over the 4.5% of sales in the same period last year

STILL PROFITABLE AND GENERATING CASH DESPITE
40% DECLINE IN Q4 Y-O-Y REVENUES
Summary

• With return to “normalized” markets and current gross margins the company should see dramatic expansion in EPS and EBITDA

• While the markets are soft the Company continues to perform as demonstrated by the following
  – Growing market share
  – Increased penetration in oil and gas-power grid
  – Rebound in Military Sales
  – Penetration into rental markets and networks
  – International Order Growth
  – Cost Rationalization
  – Earnings, Cash Flow, and working capital management