“Focused manufacturer of engineered lifting equipment”

Manitex International, Inc.

Conference Call
Third Quarter 2011

November 9th, 2011

Forward Looking Statements & Non GAAP Measures

"Focused manufacturer of engineered lifting equipment"

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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 believes that this information is useful to understanding its operating results without the impact of special items. See Manitex's Third Quarter 2011 Earnings Release on the Investor Relations section of our website www.manitexinternational.com for a description and/or reconciliation of these measures.

Third Quarter 2011 Summary

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- Performance ahead of expectations
  - Sales of $37.0 million
    - Total sales increase of $12.1 million or 49%
  - Highest quarterly EBITDA of $3.1 million
  - Net income of $1.0 million or $0.09 per share

- 58% increase in backlog to $63 million
  - Highest level in Company history

- Significant operational activities
  - CVS asset acquisition completed
  - Product development ramping up with new launches

Commercial Update

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- Market sentiment consistent
  - Greater confidence in energy and power line construction, particularly N America
  - General construction activity still relatively slow
  - Most OEMs implementing price increases for 2012

- Product demand still focused on more specialized, higher tonnage units or industry specific product (e.g. energy, power line, railways).
  - Boom truck market tracking to annualized growth of 127% in our categories
  - Commercial material handling and specialized trailer demand has increased steadily during the year
  - Military and governmental demand currently weaker than at this stage of 2010

- Supply chain challenges of availability and pricing are being focused on through continued negotiation and additional resources are being applied to validate additional suppliers

- Backlog increased to $63.1 million, increase of 25% in Q3-2011, and 58% year to date
  - Broad based order book, with boom trucks in particular out beyond Q1-2012
  - Stronger military / governmental component
  - Dealers in stronger sectors placing stocking orders
  - Looking for further ramp up of production in 2012

- Product development
  - Major launches in Q3-2011, including new cab and operating system for Manitex cranes and additions to 50 ton platform

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Investment Highlights

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USD thousands	Q3-2011	Q3-2010	Q2-2011
Net sales	$36,942	$24,859	$37,066
% change in Q3-2011 to prior period		48.6%	(0.3%)
Gross profit	7,824	5,855	7,478
Gross margin %	21.2%	23.6%	20.2%
Operating expenses	5,591	4,365	5,237
Net Income	1,020	657	1,029
Ebitda	3,147	2,271	3,042
Ebitda % of Sales	8.5%	9.1%	8.2%
Working capital	39,145	29,621	38,892
Current ratio	2.4	2.7	2.4
Backlog	63,105	32,847	50,688
% change in Q3-2011 to prior period		92.1%	24.5%

Q3-2011 Operating Performance

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	$000	$000
Q3-2010 Net income		657
Gross profit impact of increased sales of $12.1 million (Q3-2011 sales less Q3-2010 sales at Q3-2010 gross profit %)	2,852	
Impact from reduced margin (Q3-2011 gross profit % - Q3-2010 gross profit % multiplied by Q3-2011 sales)	(883)	
Increase in gross profit		1,969
Increase in operating expenses (including R&D $0.1m and CVS full quarter expenses of $0.6 million)		(1,226)
Interest & Other income / (expense)		(157)
Increase in tax		(223)
Q3-2011 Net income	$	1,020

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Working Capital

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$000	Q3-2011	Q4 2010	Q3 2010
Working Capital	$39,145	$31,692	$29,621
Days sales outstanding (DSO)	56	60	62
Days payable outstanding (DPO)	53	62	53
Inventory turns	3.0	2.9	2.7
Current ratio	2.4	2.4	2.7
Operating working capital	46,553	36,763	34,833
Operating working capital % of annualized LQS	31.5%	31.1%	35.0%

- Major movements in working capital increase Q3-2011 v Q4-2010 of $7.4m
    - Receivables ($3.6m), inventory ($8.0m), offset by increased short term notes ($2.3m) and increased trade accounts payable ($1.9m)
- Inventory increase v Q4-2010 in raw materials and WIP to support growth, and increased cost from material cost inflation
- Current ratio, DSO & DPO remain strong through growth phase, and operating working capital % maintained through revenue growth

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Debt & Liquidity

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$000	Q3-2011	Q4-2010	Q3-2010
Total Cash	773	662	217
Total Debt	43,195	34,019	33,745
Total Equity	45,179	43,274	42,025
Net capitalization	87,601	76,631	75,553
Net debt / capitalization	48.4%	43.5%	44.4%
YTD EBITDA	8,244	8,676	5,826
YTD EBITDA % of sales	7.8%	9.0%	8.8%

•EBITDA for Q3-2011 of $3.1m, 8.5% of sales

•Increase in debt from 12/31/2010 of $9.2m

- Increase in lines of credit and Italian working capital finance $6.6m
- Long term debt: CVS acquisition funding $4.8m; Payments on other debt ($2.2m)

•N. American revolver facilities, based on available collateral at September 30, 2011 was $28m. Additional transactional facilities of $4.7m in place subject to collateral for CVS.

•Cash and N. American revolver availability at September 30, 2011 $3.3m

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

Summary

- Strong Q3 performance in sales, net income, EPS and EBITDA
- Markets stable with increasing confidence in energy / power line construction, translated into growth in backlog
- Expect 2011 sales growth v 2010 of approximately 46% to slightly exceed $140m, subject to no dramatic changes to overall economic environment