"Focused manufacturer of engineered lifting equipment"

Manitex International, Inc.

Conference Call
Fourth Quarter and Full Year 2013

March 6th, 2014

Forward Looking Statements & Non GAAP Measures

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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 Full Year and Fourth Quarter 2013 Earnings Release on the Investor Relations section of our website www.manitexinternational.com for a description and/or reconciliation of these measures.

Overview

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- 2013 was another year of record growth and strong financial performance:
  - Sales of $245.1 million (19% increase)
  - Net income of $10.2 million (26% increase)
  - EPS $0.80 (18% increase)
  - EBITDA $21.5 million (20% increase), 8.8% of sales

- Q4-2013 revenues increase 16% to $65.4 million and net income increases 49% to $3.0 million or $0.22 EPS. EBITDA $6.2 million 9.5% of sales.

- Q4-2013 commercial conditions relatively unchanged from Q3-2013, with markets flat. Start to 2014 has seen increase in tempo and order intake despite adverse impacts of weather in many places.

- 2013 accomplished several key building blocks:
  - New products introduced (eg 70 ton truck crane & 15 ton cab down).
  - Strategic acquisitions of Sabre and Valla in second half of the year.
  - Strengthened sales organization and distribution in several key areas.

Commercial Overview

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- 2013 market conditions did not live up to early growth expectations and in our principal market, boom trucks, demand was marginally down year over year:
  - Significant degree of uncertainty in N. America, influencing buying decisions.
  - N. American general demand for our equipment relatively subdued and slow growth and a long way from the peak of 2007-8. Energy still active but demand from new developments slowed.
  - European markets continued to be adversely impacted from economic conditions and lack of credit.
  - Selective international markets and sectors remained a positive opportunity.
  - However, the start to 2014 is the strongest for past 18 months for boom truck cranes.

- Product revenue profile remained consistent i.e. still focused on more specialized, higher tonnage units or industry specific product (e.g. energy). Material handling equipment slower, but container handling equipment improved during Q4-2013 with distribution gains.
  - Strongest demand for our Manitex boom trucks, up 30% v 2012. Large tonnage unit shipments up 18% compared to 2012.
  - Invested in sales organization and added several new distributors in the year.
  - Several new products launched during the year, including 70t crane on commercial chassis at Manitex.
  - Valla pick and carry cranes and Sabre tanks added to portfolio during the year.

- 12/31/13 Backlog of $77.3 million (12/31/12, $130.4 million):
  - Production levels increased to improve lead times and balance with demand levels.
  - Broad based order book although boom trucks continue to be heavily represented.

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Key Figures - Annual

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USD thousands	2013	2012	2011
Net sales	$245,072	$205,249	$142,291
% change in 2013 to prior period		19.4%	72.2%
Gross profit	46,476	40,464	29,250
Gross margin %	19.0%	19.7%	20.6%
Operating expenses	28,938	26,005	22,649
Net Income	10,178	8,077	2,780
Earnings per share	$0.80	$0.68	$0.24
Ebitda	21,483	17,957	11,120
Ebitda % of Sales	8.8%	8.7%	7.8%
Working capital	74,021	61,426	41,032
Current ratio	2.5	2.4	2.4
Backlog	77,281	130,352	83,700
% change in 2013 to prior period		(40.7%)	(7.7%)

2013 Operating Performance

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	$m	$m
2012 Net income		8.1
Gross profit impact of increased sales of $39.8 million (2013 sales less 2012 sales at 2012 gross profit %).	7.8	
Impact from lower margin (2013 gross profit % - 2012 gross profit % multiplied by 2013 sales)	(1.8)	
Increase in gross profit		6.0
Increase in R&D expense	(0.5)	
Increase in SG&A expenses	(1.4)	(1.9)
SG&A expense from acquired businesses & acquisition costs		(1.0)
Interest		(0.5)
Other income / (expense)		(0.1)
Increase in tax		(0.4)
2013 Net income		$ 10.2

Key Figures - Quarterly

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USD thousands	Q4-2013	Q4-2012	Q3-2013
Net sales	$65,431	$56,524	$57,521
% change in Q4-2013 to prior period		15.8%	13.8%
Gross profit	12,779	10,322	11,201
Gross margin %	19.5%	18.3%	19.5%
Operating expenses	7,759	7,046	6,544
Net Income	2,991	2,014	2,621
Earnings Per Share	$0.22	$0.16	$0.21
Ebitda	6,225	4,102	5,624
Ebitda % of Sales	9.5%	7.3%	9.8%

Working Capital

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$000	2013	2012	2011
Working Capital	$74,021	$61,426	$41,032
Days sales outstanding (DSO)	53	58	60
Days payable outstanding (DPO)	45	51	59
Inventory turns	2.9	3.0	2.7
Current ratio	2.5	2.4	2.4
Operating working capital	86,916	74,300	49,613
Operating working capital % of annualized LQS	33.2%	32.9%	33.9%

- Major movements in working capital increase 2013 v 2012, of $12.6m (including acquisitions):
  - Cash, net of short term credit facility, $2.4m, Receivables $2.0m, inventory $11.4m, and decreased accounts payable $0.2m, offset by accrued expenses $1.1m, other current liabilities $0.4m, and short term notes $0.7m.
- Inventory: increases in raw materials $6.9m and finished goods $5.0m to support growth.
- Working capital ratios in good position v 2012.

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Debt & Liquidity

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$000	2013	2012	2011
Total Cash	6,091	1,889	71
Total Debt	54,231	49,138	42,227
Total Equity	84,991	59,533	46,794
Net capitalization	133,131	106,782	88,950
Net debt / capitalization	36.2%	44.2%	47.4%
EBITDA	21,483	17,957	11,120
EBITDA % of sales	8.8%	8.7%	7.8%

- Increase in debt at 12/31/2013 from 12/31/2012 of $5.1 million or $0.9 million net of cash.
  - Increase in lines of credit, equipment finance and Italian working capital finance $5.5 million.
  - Repayments of $0.6 million on capital leases.
  - Net increase in acquisition debt of $0.1 million.
- N. American revolver facilities, based on available collateral at 12/31/13 was $46m.
- N. American revolver availability at 12/31/13 of $6.0m.
- Record EBITDA of $21.5 million for 2013.

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

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Summary

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- Niche product and market strategy and selective acquisitions continue to deliver strong growth potential in an environment where the market is currently providing little impetus.

- Solid 2013 financial performance and strategic developments:
  - Output expanded.
  - Solidified strong position in higher growth markets such as energy to complement traditional commercial focus.
  - New products launched and two strategic acquisitions completed to broaden capability and product offering and strengthen customer relationships.
  - Balance sheet strengthened by equity raise and debt repayments and working capital facilities increased for continued growth.