

# MANITEX INTERNATIONAL, INC.

(NASDAQ: MNTX)

Second Quarter Earnings Conference Call  
August 8, 2019



## FORWARD-LOOKING STATEMENT & 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.**

# Q2 2019 Update



- ❑ Introduced new 60-Ton Series TC600, with deliveries beginning in the second half of 2019
- ❑ Added four new dealers for Manitex and PM including MADISA Group and Wyoming Machinery Company
- ❑ Renewal of supply agreement with a leading Italian-based utility company for Aerial work platforms
- ❑ Shipped first PM units to Tadano dealers in Asia with PM/Tadano branding
- ❑ Secured an order for PM cranes from a military customer in Asia valued at \$1.0 million



# Q2 2019 Update

- ❑ Net revenues of \$61.0 million, up 6% from Q1 2019, down 5% vs. prior year or 2% excluding unfavorable currency impact
- ❑ Adjusted EBITDA \$3.8 million or 6.2 % of sales
- ❑ Earnings per share improved to \$0.16 per share compared to \$0.05 from Q1 2019
- ❑ Net debt reduction of \$5.2 million in Q2
- ❑ Backlog as of July 31, 2019 was \$63 million
- ❑ Book to bill ratio was 0.71:1 in Q2 2019
- ❑ Increase in value of our holdings in ASV after the announcement of the pending sale of ASV to Yanmar resulted a \$4.4 million gain in Q2



# Q2 Operating Results

Amounts in USD 000's (Except EPS)	Q2 2019		Q1 2019		Q2 2018	
	As Reported	As Adjusted*	As Reported	As Adjusted*	As Reported	As Adjusted*
Net sales	\$ 60,969	\$ 60,969	\$ 57,420	\$ 57,420	\$ 63,904	\$ 63,904
% change Vs Q1 2019	6.2%	6.2%				
% change Vs Q2 2018	-4.6%	-4.6%				
Gross margin	\$ 10,835	\$ 11,316	\$ 11,948	\$ 12,443	\$ 12,441	\$ 12,666
% of Sales	17.8%	18.6%	20.8%	21.7%	19.5%	19.8%
Value-add GM% (Excludes pass through sales)		20.0%		22.8%		20.6%
Operating income	\$ 198	\$ 2,554	\$ 1,765	\$ 2,584	\$ 2,707	\$ 3,903
% of Sales	0.3%	4.2%	3.1%	4.5%	4.2%	6.1%
Net income (loss)	\$ 3,236	\$ 1,108	\$ 910	\$ 1,168	\$ (967)	\$ 1,892
Diluted EPS	\$ 0.16	\$ 0.06	\$ 0.05	\$ 0.06	\$ (0.05)	\$ 0.11
EBITDA	\$ 1,415	\$ 3,771	\$ 2,948	\$ 3,767	\$ 3,965	\$ 5,161
% of Sales	2.3%	6.2%	5.1%	6.6%	6.2%	8.1%
Cash from operating activities (YTD)	\$ 349		\$ (1,597)		\$ (5,573)	

\* See reconciliation to US GAAP on appendix.

## Net Debt - Update Q2 2019



USD millions	Q2 2019	Q1 2019	Q4 2018	Q3 2018
Working capital borrowings	<b>\$19.7</b>	\$23.8	\$22.7	\$21.5
Bank term debt	<b>22.9</b>	22.6	23.1	26.7
Capital leases	<b>5.3</b>	5.4	5.5	5.6
Convertible notes	<b>21.9</b>	21.8	21.7	21.6
Revolver	-	-	-	-
<b>Total debt</b>	<b>\$69.8</b>	\$73.6	\$73.0	\$75.3
Total cash and marketable equity securities	<b>\$25.4</b>	\$24.0	\$24.5	\$25.9
<b>Net debt</b>	<b>\$44.4</b>	<b>\$49.6</b>	<b>\$48.5</b>	<b>\$49.4</b>

## Appendix-Net sales and gross margin%



	Three Months Ended					
	June 30, 2019		March 31, 2019		June 30, 2018	
	As Reported	As Adjusted	As Reported	As Adjusted	As Reported	As Adjusted
Net sales	\$60,969	\$60,969	\$57,420	\$57,420	\$63,904	\$63,904
% change Vs Q1 2019	6.2%	6.2%				
% change Vs Q2 2018	-4.6%	-4.6%				
% change Vs Q2 2018 without FX impact		-2.3%				
Gross margin % of net sales	17.8%	18.6%	20.8%	21.7%	19.5%	19.8%
Gross margin % of net sales (value-add)		20.0%		22.8%		20.6%

	Six Months Ended			
	June 30, 2019		June 30, 2018	
	As Reported	As Adjusted	As Reported	As Adjusted
Net sales	\$118,389	\$118,389	\$120,579	\$120,579
% change Vs prior year	-1.8%	-1.8%		
% change Vs prior year without FX impact		1.0%		
Gross margin % of net sales	19.2%	20.1%	19.5%	20.0%
Gross margin % of net sales (value-add)		21.3%		19.9%

## Appendix-Reconciliations



### Reconciliation of GAAP Net Income (Loss) to Adjusted Net Income (in thousands except shares and EPS)

	Three Months Ended			Six Months Ended	
	June 30, 2019	March 31, 2019	June 30, 2018	June 30, 2019	June 30, 2018
Net income (loss)	\$3,236	\$910	(\$967)	\$4,146	(\$2,452)
Adjustments related to change in fair value of securities, Bauma trade show, discontinued model, customer declared bankruptcy, foreign exchange, plant closing, restatement, restricted stock, restructuring, and other expenses (including net tax impact)	(2,128)	258	2,859	(1,870)	5,132
Adjusted net income	1,108	1,168	1,892	2,276	2,680
Weighted diluted shares outstanding	19,734,195	19,694,973	17,734,383	19,714,584	17,200,660
Diluted income (loss) per share as reported	\$0.16	\$0.05	(\$0.05)	\$ 0.21	\$ (0.14)
Total EPS effect	(\$0.10)	\$0.01	\$0.16	(\$0.09)	\$0.30
Adjusted diluted earnings per share	\$0.06	\$0.06	\$0.11	\$ 0.12	\$ 0.16



## Appendix-Reconciliations



### Reconciliation of GAAP Operating Income to Adjusted EBITDA (in thousands)

	Three Months Ended			Six Months Ended	
	June 30, 2019	March 31, 2019	June 30, 2018	June 30, 2019	June 30, 2018
Operating income	\$198	\$1,765	\$2,707	\$1,963	\$3,169
Adjustments related to Bauma trade show, customer declared bankruptcy, discontinued model, plant closing, restatement, restricted stock, restructuring and other expenses	2,356	819	1,196	3,175	3,138
Adjusted operating income	2,554	2,584	3,903	5,138	6,307
Depreciation and amortization	1,217	1,183	1,258	2,400	2,551
<b>Adjusted EBITDA</b>	<b>\$3,771</b>	<b>\$3,767</b>	<b>\$5,161</b>	<b>\$7,538</b>	<b>\$8,858</b>
<b>Adjusted EBITDA % to sales</b>	<b>6.2%</b>	<b>6.6%</b>	<b>8.1%</b>	<b>6.4%</b>	<b>7.3%</b>

## Appendix- Adjustments

	Three Months Ended			Six Months Ended	
	June 30, 2019	March 31, 2019	June 30, 2018	June 30, 2019	June 30, 2018
<b>Pre-tax adjustments</b>					
Change in fair market value of securities	(\$4,428)	(\$810)	\$1,588	(\$5,238)	\$1,997
Customer declared bankruptcy - bad debt	284	-	-	284	-
Bauma trade show	281	-	-	281	-
Discontinued model	305	-	188	305	188
Foreign exchange	(22)	433	106	411	225
Plant closing	-	44	-	44	-
Restatement expenses	98	49	626	147	1,823
Restricted stock	141	159	268	300	391
Restructuring	751	354	74	1,105	654
Legal settlement	67	-	-	67	-
Other expenses	429	213	40	642	\$248
<b>Total pre-tax adjustments</b>	<b>(\$2,094)</b>	<b>\$442</b>	<b>\$2,890</b>	<b>(\$1,652)</b>	<b>\$5,526</b>
Net tax impact (including discrete items)	(34)	(184)	(31)	(218)	(\$394)
<b>Total adjustments</b>	<b>(\$2,128)</b>	<b>\$258</b>	<b>\$2,859</b>	<b>(\$1,870)</b>	<b>\$5,132</b>

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