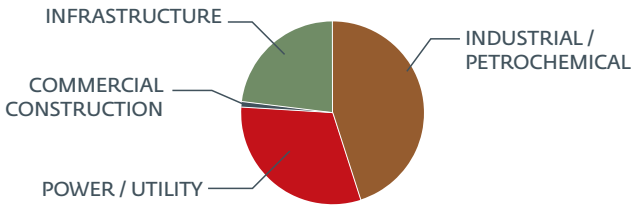


## WE ARE CRANES

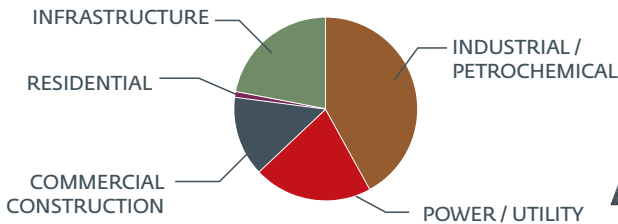
Founded in 1902, The Manitowoc Company, Inc. is a leading global manufacturer of cranes and lift solutions that serve a broad and diverse customer base around the world. Our products include Crawler cranes, Tower cranes and Mobile cranes for the heavy construction industry, which are complemented by industry-leading aftermarket support services. We serve various markets, including infrastructure, residential and commercial construction, petrochemical, industrial, power / utility and military applications.



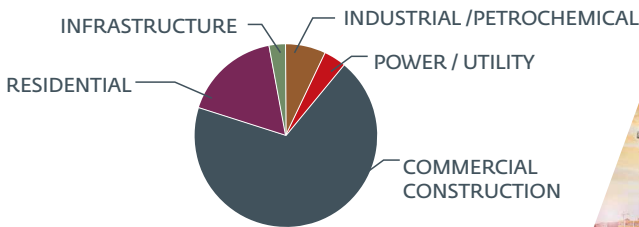
> The industry benchmark for high-capacity, Lattice-boom Crawler cranes.



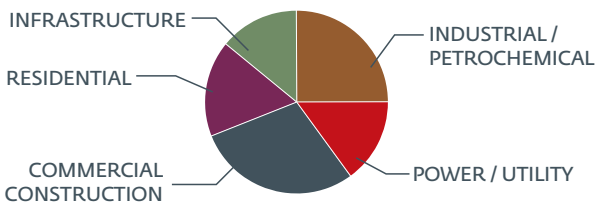
> World leader in Rough-terrain crane sales and Mobile crane technology.



> Global leader and multi-national manufacturer of Top-slewing and Self-erecting Tower cranes.



> America's premier brand of Boom trucks.

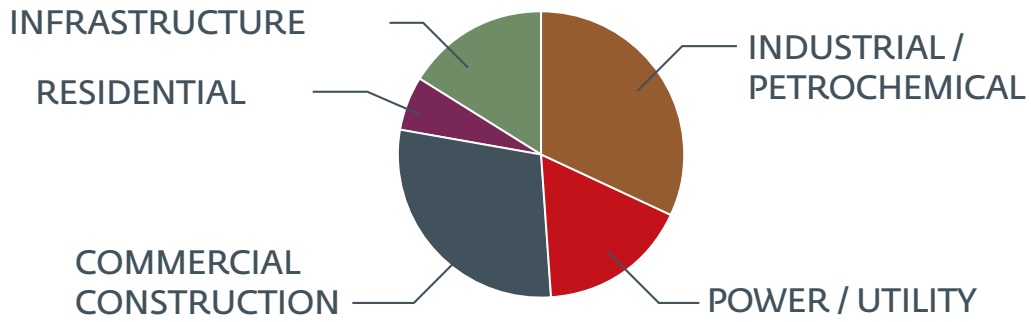


> The unrivaled leader in crane aftermarket service and support.

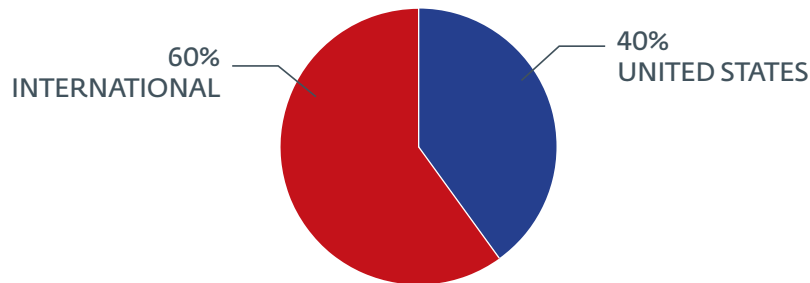


> Providing access to flexible, affordable financing for our customers.

**TOTAL SALES BY CUSTOMER**

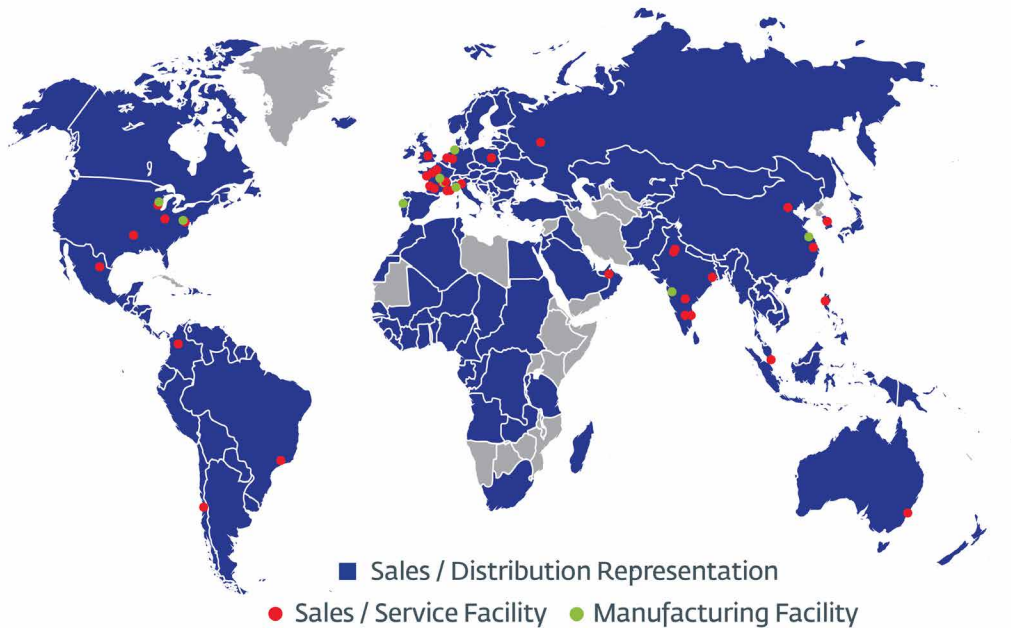


**SALES BY REGION**



2016FY Data

**SALES / DISTRIBUTION GLOBAL FOOTPRINT**



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