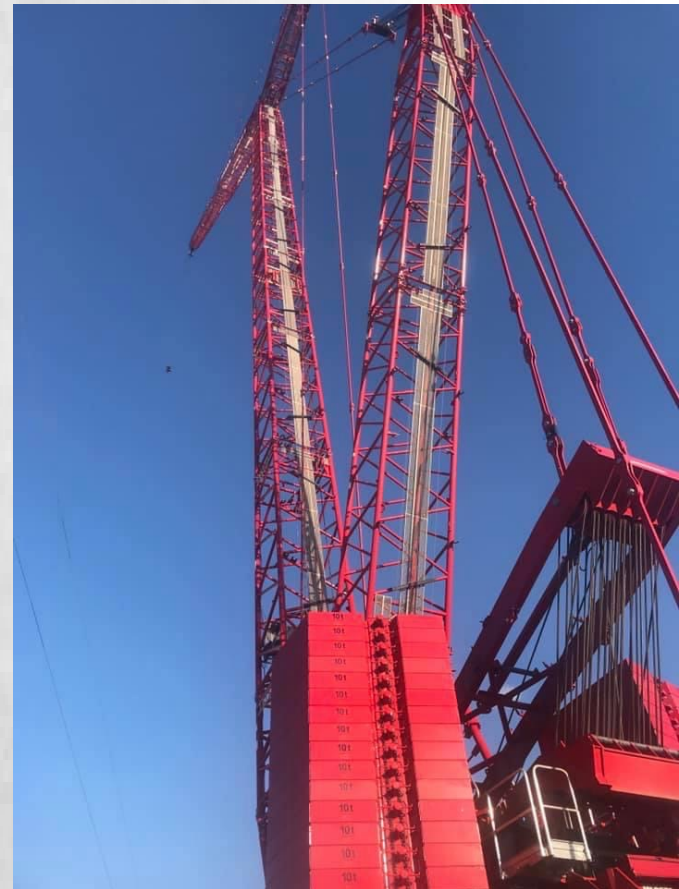


The Manitowoc Company, Inc. Conference Call



Forward-Looking Statements

Safe Harbor Statement

Any statements contained in this presentation that are not historical facts are “forward-looking statements.” These statements are based on the current expectations of the management of the Company, only speak as of the date on which they are made, and are subject to uncertainty and changes in circumstances.

The Company undertakes no obligation to update or revise forward-looking statements, whether as a result of new information, future events, or otherwise. As a general matter, forward-looking statements are those focused upon anticipated events or trends, expectations and beliefs relating to matters that are not historical in nature. The words “could,” “should,” “feel,” “anticipate,” “aim,” “preliminary,” “expect,” “believe,” “estimate,” “intend,” “intent,” “plan,” “will,” “foresee,” “project,” “forecast,” or the negative thereof or variations thereon, and similar expressions identify forward-looking statements. By their nature, forward-looking statements are not guarantees of future performance or results and involve risks and uncertainties because they relate to events and depend on circumstances that will occur in the future.

There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by such forward-looking statements. For a list of factors that could cause actual results to differ materially from those discussed or implied, please see the Company’s periodic filings with the SEC, particularly those disclosed in “Risk Factors” in the Company’s Annual Report on Form 10-K for the year ended December 31, 2020. Any “forward-looking statements” in this presentation are intended to qualify for the safe harbor from liability under the Private Securities Litigation Reform Act of 1995.

Non-GAAP Measures

adjusted EBITDA margin is a financial measure that is not in accordance with GAAP. Manitowoc believes this non-GAAP financial measure provides important supplemental information to both management and investors regarding financial and business trends used in assessing its results of operations. Manitowoc believes excluding specified items provides a more meaningful comparison to the corresponding reporting periods and internal budgets and forecasts, assists investors in performing analysis that is consistent with financial models developed by investors and research analysts, provides management with a more relevant measure of operating performance and is more useful in assessing management performance.

Cybersecurity Update

- **All Manitowoc systems back online and operational**
- **Impact mitigated through contingency planning and outstanding internal IT response**
- **Working with forensic experts and law enforcement to close matter**

Thank you to the Manitowoc IT team!

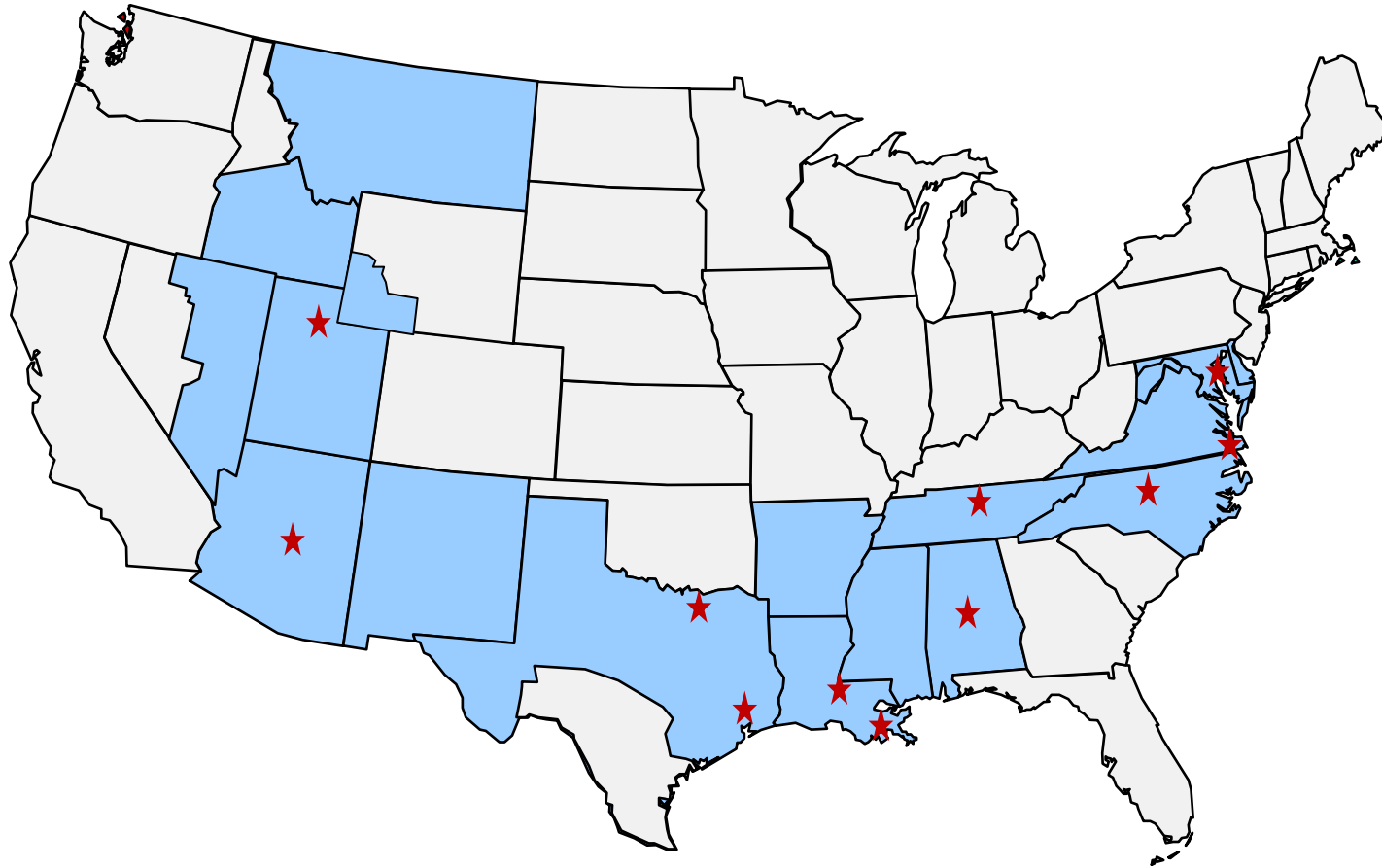
Strategic Priorities

- Expand EU tower crane rental fleet
- Scale-up Chinese tower crane business
- Accelerate NPD in all-terrain cranes
- Grow Aftermarket activities in North America



Mission: Aspire to have the highest customer confidence and trust in the lifting industry

H&E Crane Business



- Comprehensive parts, service, remanufacturing capabilities
- 11 crane facilities in 9 states
- ~160 crane rental assets
- ~ 225 employees

Market leader in crane distribution, rental, and service support

Strategic Rationale

- **Grow Aftermarket activities in North America**
- **Capture less cyclical, higher margin revenue streams**
- **Closer end customer relationships**
- **Acquisition price of \$130 million**
- **Accretive to earnings and cash in first 12 months**
- **EBITDA margins of approximately 20%**