

Real Support that makes a difference
Discover the Benefits of Manitowoc Finance



Structure. Support. Strength.

Financing that maximises your investment

Cranes performance and financing are inseparable elements in delivering your business success and optimal returns on your investment. Why not to enjoy the convenience of letting us handle both for you?

Manitowoc delivers financing solutions tailored to Manitowoc cranes and your business needs through collaboration with the world's leading specialist financial solutions providers.

Here are just some of the reasons to choose Manitowoc Finance:

> Hold on to your cash

Acquire the crane you need with virtually no cash outlay. In most cases, all you need is a small down payment or one advance payment. Continue paying for the crane from the income generated from its deployment.

> Keep existing credit lines open

Unlike traditional lending, our financial products won't affect your bank credit lines. Your other capital resources remain intact and accessible to invest in growth or meet operational needs.

> Be smart – be flexible

From seasonal payment schedules, fitting the fluctuations of your cashflow, to add-on requirements during the life of the crane, our financial solutions can be adapted to just about any business situation. We structure our finance solutions to put you in control. At the end of your agreement you can choose to keep on leasing the same crane, purchase, return it or upgrade to a new crane. It's your choice.

> Invest in used cranes

Found a good pre-owned crane you are interested to invest into? We can provide financing for both new and used cranes.

> Support your international operations

Are some of your cranes operating across the borders? With us you get the possibility to move cranes over 30 countries of Manitowoc Finance presence.

> Enjoy tax benefits

Depending on the type of finance product you select, your payments may be treated as a fully deductible operating expense.

> Benefit from special offers

Being a part of manufacturer's offering, we are able to offer you special finance rates. Stay tuned for our offers which can help to optimise return on your investment into a crane.

> Financing with us is quick and easy!

We offer you the benefit and convenience of affordable finance in one clear package. Due to our knowledge of cranes and your business, we can provide fast credit approval and high credit lines. You can also benefit from a consultative advice provided by our finance specialists experienced in crane financing.



Plenty of flexibility and choice

Manitowoc Finance offers a wide range of financial solutions designed to meet the varying needs of your business. Some of our most popular lease options are featured below. When it comes to your investment, a customised offer will be developed to match your business needs. Feel free to call our representative for more information or any questions you may have.

Financial Lease	Features	Benefits
With a Financial Lease, your company acquires crane ownership following the end of lease	<ul style="list-style-type: none"> • Level monthly payment • Lessee owns equipment at end of lease term • Deduction of full rentals for tax consideration • Payment for crane over time 	<ul style="list-style-type: none"> • Fixed costs aid budgeting • Borrower takes full advantage of tax benefits • Conserves working capital
Hire Purchase	Features	Benefits
With a Hire Purchase option your company can purchase the crane for a fixed amount specified at the beginning of the contract	<ul style="list-style-type: none"> • Level monthly payments • Option to purchase for a fixed price • Payment of equipment over time 	<ul style="list-style-type: none"> • Fixed cost aids budgeting • Operational ownership • Conserves working capital
Operating Lease	Features	Benefits
With an operating lease your company pays rent for the crane use and has various options at the end of the lease	<ul style="list-style-type: none"> • Lower monthly payments • At the end of lease you may purchase the crane, extend the lease, return the crane, or upgrade to a newer model • Lessee may claim payments as expense (subject to advice of your accountant) • Pay only for crane use • May provide planned replacement 	<ul style="list-style-type: none"> • Lower monthly payments • Fixed costs aid budgeting • Operational ownership • May provide tax benefits • Conserves working capital • At term end, equipment may be replaced with new unit

Alternative flexible options

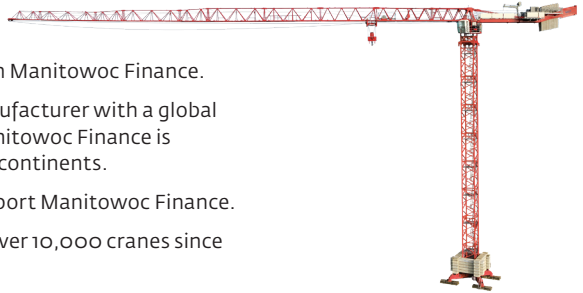
Our financial options can be adapted to just about any business situation. Here are just a couple of examples:

- New and used cranes financing
- 12-120 month lease terms
- Monthly or quarterly payments
- Purchase, return, renew and upgrade options
- Fixed price and Fair Market Value purchase options
- Break options
- Step-up or Step-down payments
- Seasonal schedules
- Deferred payments and payment holidays
- Cross-border options

Manitowoc Finance:

Did you know?

- > Every fourth crane sold is through Manitowoc Finance.
- > Manitowoc is the only crane manufacturer with a global financial solutions provider – Manitowoc Finance is available in 30 countries across 5 continents.
- > 288 people around the world support Manitowoc Finance.
- > Manitowoc Finance has funded over 10,000 cranes since program inception in 2002.



Manitowoc Finance, your financial solutions provider

Capital launches a business and keeps it growing. Equipment lets the business do its job more efficiently and competitively. Both are essential. But holding on to both often requires considerable effort and the right financial solution. Make sure you keep your capital and acquire the equipment you need — by contacting Manitowoc Finance.

What's right for your business: one of the flexible financing structures or outright purchase? When deciding there are a few key questions worth considering.

- > What will be the crane's value at the end of the economic life cycle?
- > Could your capital or credit line be better used elsewhere?
- > Which option provides the best tax advantages?
- > Which option will better match my cash flow?

Our crane financing professionals are ready to answer any questions you may have and prepare a customised offer for you.



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www.manitowoc.com