

Positioned for Global Growth

Columbus McKinnon

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NASDAQ: CMCO
www.cmworks.com



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Safe Harbor Statement

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Columbus McKinnon Corporation

Founded	1875
Publicly traded	1996
Ticker	NASDAQ: CMCO
Market Capitalization	\$347 million
Shares outstanding	19.2 million
52 week high-low	\$22.25 - \$12.35
Recent Price	\$18.09
Average Daily Volume (TTM)	90,082
Book Value per share	\$7.93
Institutional Ownership	92.6%
Insider Ownership	5.5%
Fiscal Year End	March 31

Market data as of 2/11/11; book value as of 12/31/10; ownership as of most recent filing

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CMCO: Strategy for Profitable Growth



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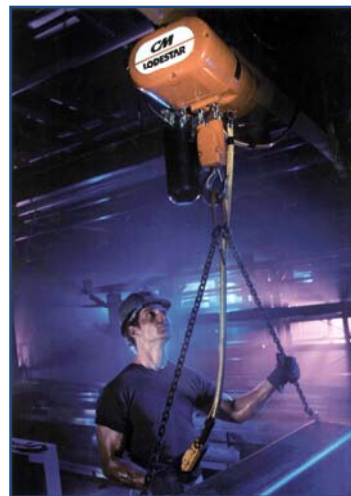
Strong Brand Recognition



Company Overview



- 64% of net U.S. sales into markets where CMCO has a #1 position
- Largest installed base of hoists in North America
- Approx. 75% of sales from products priced under \$5K: MROP



Company Overview

Most Comprehensive Product Offering

- √ *One-stop shopping*
- √ *No SKU > 1% of sales*

Broad & Growing Global Presence in Sales & Operations

- √ *Developed Markets*
- √ *Emerging Markets – China, L. America, Eastern Europe*

Efficient Operations with Low Cost Structure

Long-Term Growth Drivers

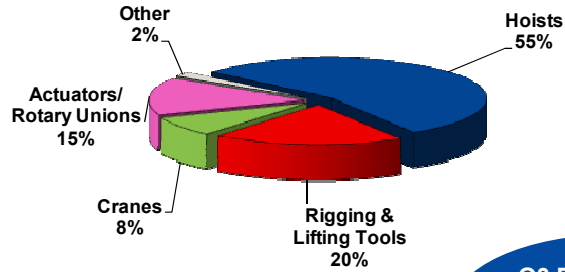
Competitive Pressures to Maximize Productivity & Efficiency

- **Loads lifted and placed efficiently**
 - √ *Quick and Easy*
 - √ *Fewer People Required*

Growing Global Focus on Worker Safety

- **Promote safety and reduce risk of personal injury**
- **Reduction of workers' compensation expenses**

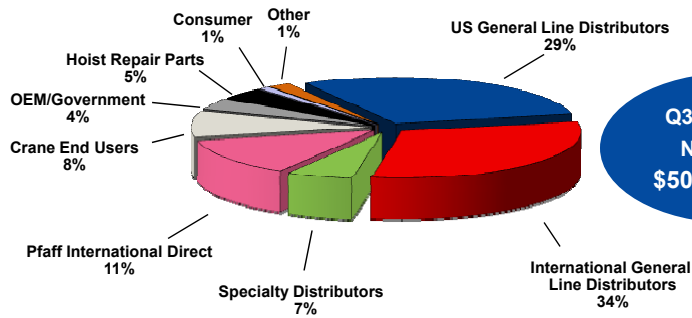
Broad Product Offering



Q3 FY11 TTM Net Sales:
\$503.1 million

- ✓ *“One-Stop” shop for distributors and customers*
- ✓ *No single product SKU comprises more than 1% of sales*

Extensive Distribution Channels



Q3 FY11 TTM Net Sales:
\$503.1 million

Extensive Distribution Channels

15,000+ distributors & end-user customers



Leading U.S. Market Positions

64% of U.S. Sales are Products Where CMCO has #1 Market Position

	U.S. MARKET SHARE	MARKET POSITION	% OF U.S. SALES ⁽⁶⁾	KEY COMPETITORS
Powered Hoists	45% ⁽¹⁾	#1	22%	Kito – Harrington, Konecranes, Demag Cranes
Manual Hoists & Trolleys	55% ⁽¹⁾	#1	13%	
Forged Attachments	35% ⁽¹⁾	#1	7%	Crosby, Cooper Industries (BT)
Lifting & Sling Chains	49% ⁽¹⁾	#1	4%	Peerless Chain, Cooper Industries (Campbell Chain)
Hoist Parts	50% ⁽²⁾	#1	10%	Kito – Harrington, Konecranes, Demag Cranes
Mechanical Actuators	43% ⁽³⁾	#1	5%	Joyce Dayton, Nook
Tire Shredders	80% ⁽⁴⁾	#1	2%	Mac-Saturn
Jib Cranes	25% ⁽⁵⁾	#1	1%	Gorbel, Spanco, Demag Cranes
Total			64%	

(1) Estimates derived from industry association data.

(2) Estimates based on hoist estimates derived from industry association data.

(3) Estimates based on comparison of our sales to that of competitors' sales and estimates of total market from trade associations.

(4) Estimates based on the number of our tire shredders in use and their capacity and the total number of tires shredded as published by a trade association.

(5) Estimates based on the number of bids won as a percent of the total projects for bids submitted and from estimates of our competitors' positions.

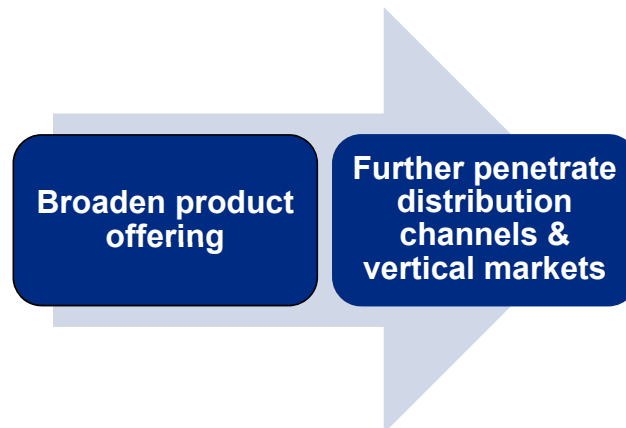
(6) As of December 31, 2009.

Columbus McKinnon VISION

Become THE Material Handling Champion of the World



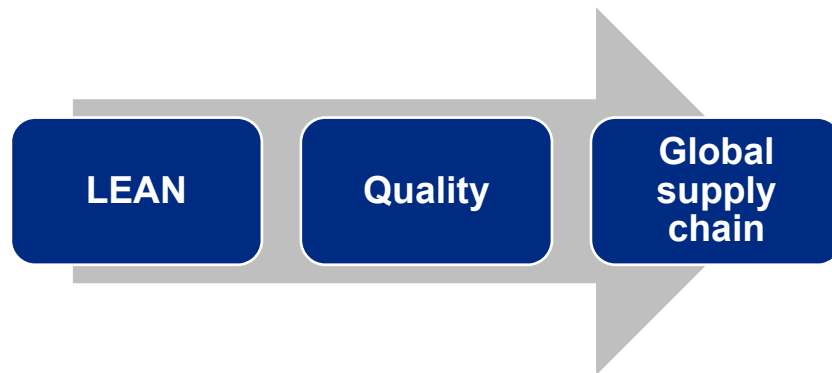
Growth Strategy New Products & Targeted Markets



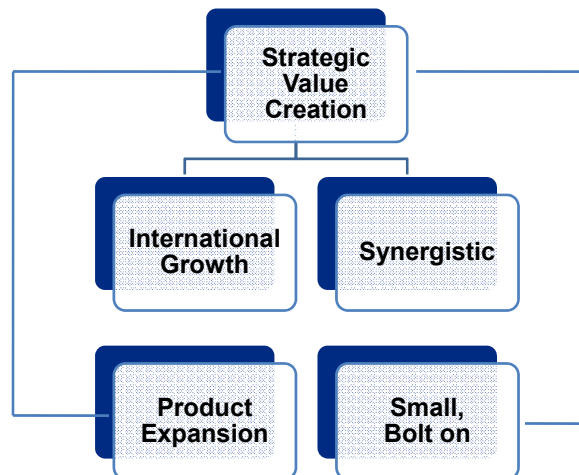
Growth Strategy Grow International Markets



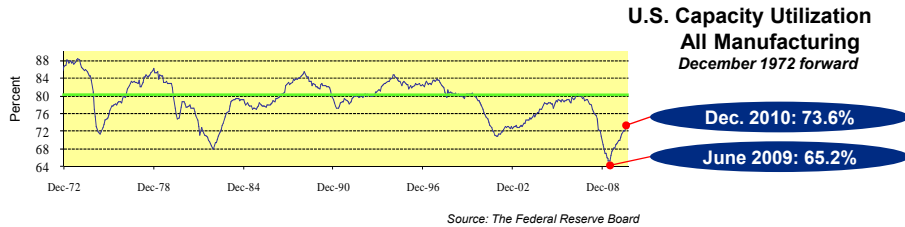
Growth Strategy Operational Excellence



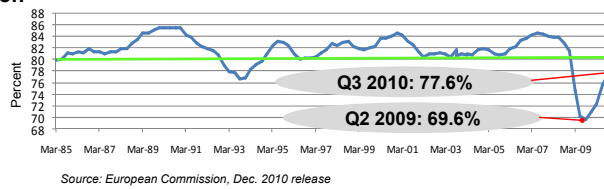
Growth Strategy Acquisitions & Strategic Alliances



Sales Correlated to Industrial Capacity Utilization



**Eurozone Capacity Utilization
All Manufacturing
Q1 1985 forward**

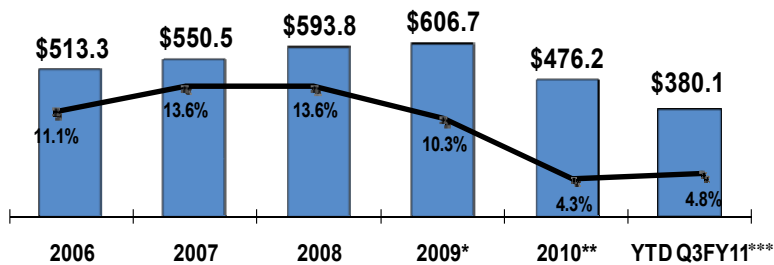


Note: 80% is generally considered to be the point where total industrial capacity approaches a level of constraint.

FY 2010: Economic Cycle Trough Realized

Outlook Improving; CMCO Well-Positioned for Recovery

(\$ in millions)



■ Net Sales ■ Operating Margin

Note: Restated for Univeyor Discontinued Operations, divested July 2008

* 2009 margin excludes \$107.0 million goodwill impairment charge and \$1.9 million in restructuring and other special charges

** 2010 margin excludes \$21.0 million restructuring-related costs and \$3.5 million of other special charges

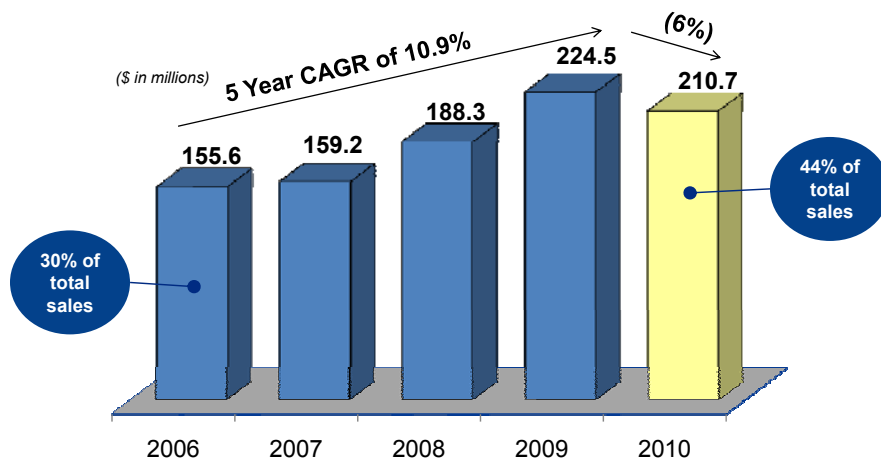
*** 2011 margin excludes \$6.0 million restructuring-related costs and \$2.9 million of unusual product liability claims

FY 2010-2011 Restructuring

Facility Consolidation & Headcount Reduction

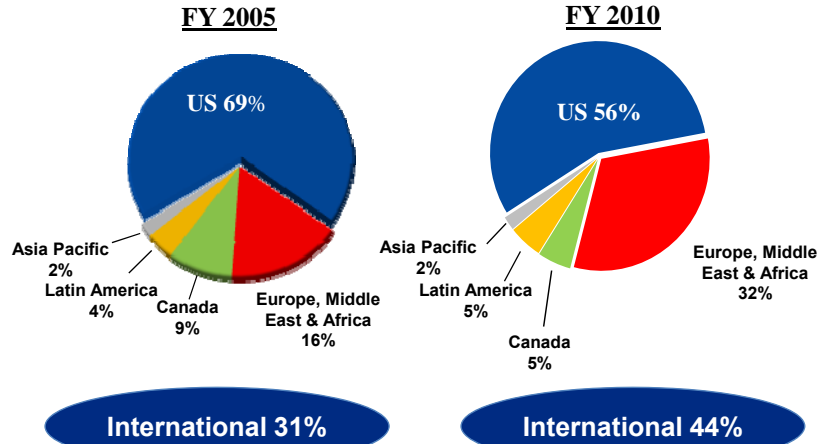
Total Invested	\$21 - \$23 MM	
Current Annualized Run-Rate Savings	\$8 MM	
Est. Annualized Savings	\$13 - \$15 MM	
Facility Closure Timing:	Chain	October 2009
	Forge	December 2009
	Hoist	June 2010
Total Square Footage Reduced	500,000 (25%)	
Total Headcount Reduction	FTE down 150	
Challenges	Forge	Upgraded Management Focus on customer service Facility productivity

Strategic Focus: International Market Penetration



Note: Restated for Univeyor Discontinued Operations, divested July 2008.

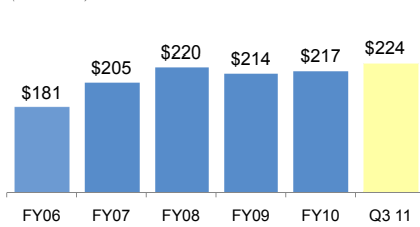
Expanding International Presence



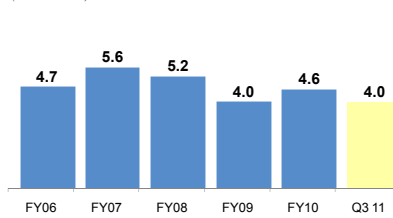
Note: Restated for Univeyor Discontinued Operations, divested July 2008.

Emphasis on Productivity and Cash

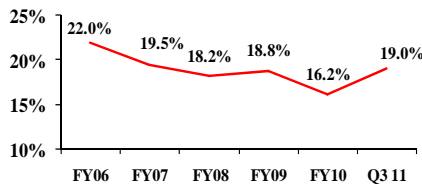
(in thousands) **Sales per Employee**



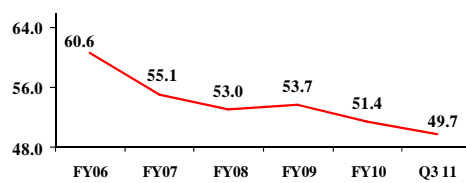
(in thousands) **Inventory Turnover**



Working Capital as a Percent of Sales

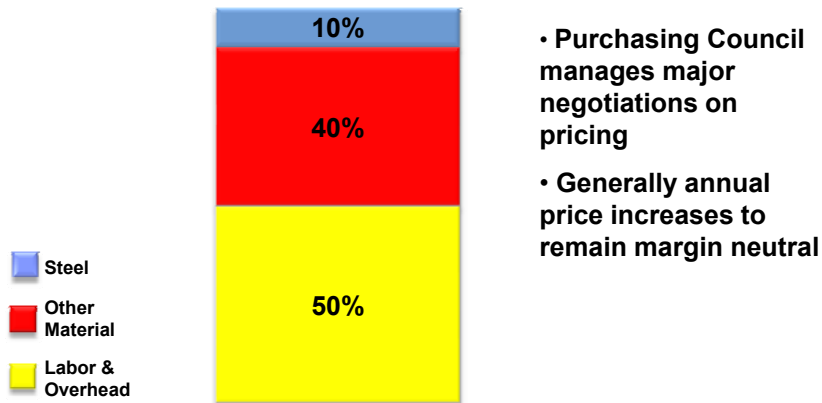


Receivable Days Outstanding



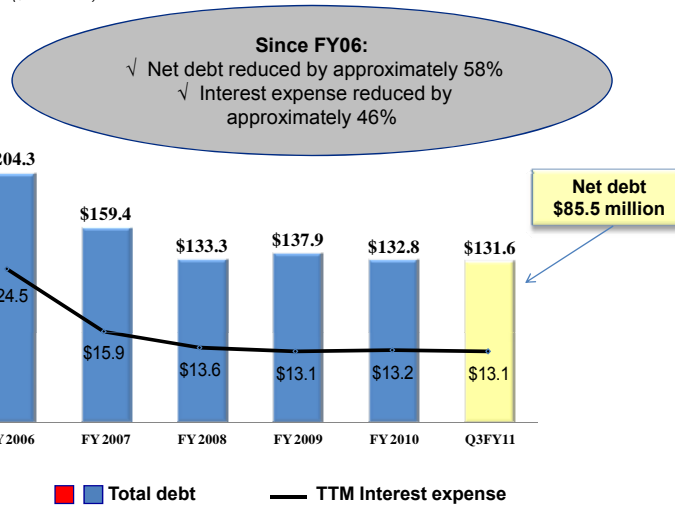
Managing Material Costs

Cost of Sales: Q3 FY11 TTM \$382.8



Stable Debt Levels

(\$ in millions)



Note: Restated for Univeyor Discontinued Operations, divested July 2008.

Strong Balance Sheet - Financial Flexibility

Ratios at December 31, 2010

• Total Debt / Total Capitalization	46.4%
• Net Debt / Total Capitalization	30.8%*
• Total Debt / TTM EBIT**	5.5x
• Net Debt / TTM EBIT**	3.6x

Goal is
30%

Credit Ratings

	<u>Agency</u>	<u>Rating</u>
Corporate	S&P	BB-
Corporate	Moody's	Ba3

* Excludes \$39.7 million deferred tax asset valuation allowance charge against equity

** Excludes \$11.2 million restructuring-related costs and \$3.5 million of other special charges

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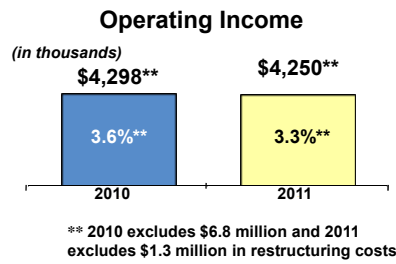
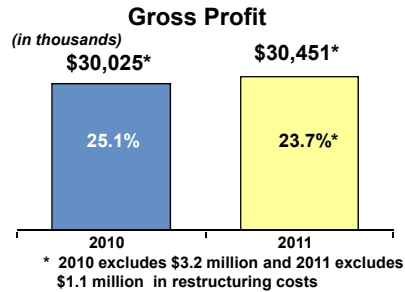
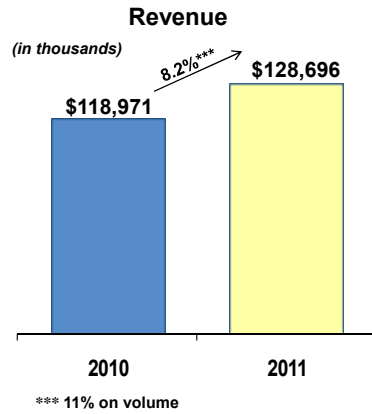
Financial Flexibility

(in millions)

December 31, 2010

Cash	<u>\$ 46.1</u>
Senior Debt	
Revolving Credit Facility	\$ -
• \$85 million commitment; plus \$65 million accordion	
• LIBOR plus 200-325 bps, Due 2013	
Other Senior Debt	6.7
Senior Subordinated Notes (B1/B+)	124.9*
• 8.875% interest, due 2013	
• Tender offer commenced 1/10/11	
Total Debt	<u>131.6</u>
Shareholders' Equity	<u>152.0</u>
Total Book Capitalization	<u>\$ 283.6</u>
Net Debt	<u>\$ 85.5</u>

FY 2011 Third Quarter Results



Long-Term Goals

Growth	Efficiency & Productivity	Financial Flexibility
<ul style="list-style-type: none"> • Revenue: \$1 billion √ 50/50 International / US √ Organic Growth: <ul style="list-style-type: none"> - US at GDP+ (on a trend line basis) - International at 10%-11% (on a trend line basis) √ Acquisitions: \$200 - \$300 million √ New Products: 20% of sales 	<ul style="list-style-type: none"> • Operating Margin: 12% - 14% • Working Capital / Revenue: 15% • Inventory turns: 6x - 7x • DSO: < 60 days 	<ul style="list-style-type: none"> • Debt to Total Book Capitalization: 30% √ Flex to 50% for acquisitions

Global Resources in Place to Execute Plan

Fiscal 2011 Focus

Leveraging Facilities


- Fine tune North American facility consolidation
- Realize benefits of FY10 investments

Prudent Investing

- New market expansion, especially APAC
- New product development
- Strategic acquisitions


Growing Sales


- Vertical market focus
- Build brand and expertise in emerging markets




COLUMBUS MCKINNON CORPORATION


Material Handling - Easily and Safely






LIFT, POSITION, SECURE







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