

Earnings Call Webcast
November 10, 2023



Mettler-Toledo International Inc.

Q3 2023 Financial Results

METTLER TOLEDO

Statements in this presentation which are not historical facts constitute “forward looking statements” within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. These statements involve known and unknown risks, uncertainties and other factors that may cause our or our businesses, actual results, levels of activity, performance or achievements to be materially different from those expressed or implied by any forward-looking statements. For a discussion of these risks and uncertainties, please see "Factors Affecting Our Future Operating Results" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K for the most recently completed fiscal year and other reports filed with the SEC from time to time.

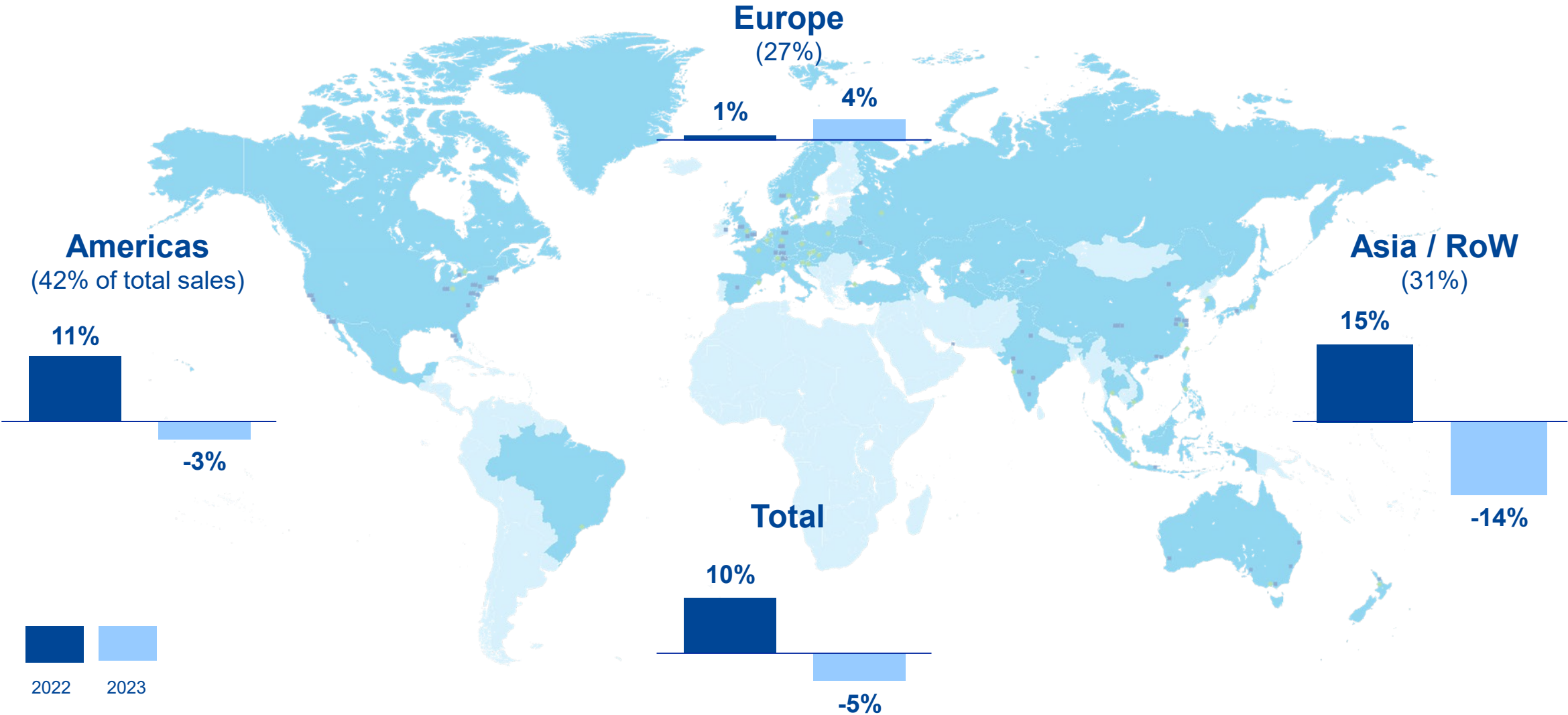
Local Currency Sales	➔	(5%)
Adjusted Operating Profit	➔	(4%)
Adjusted EPS	➔	(4%)



Q3 Highlights

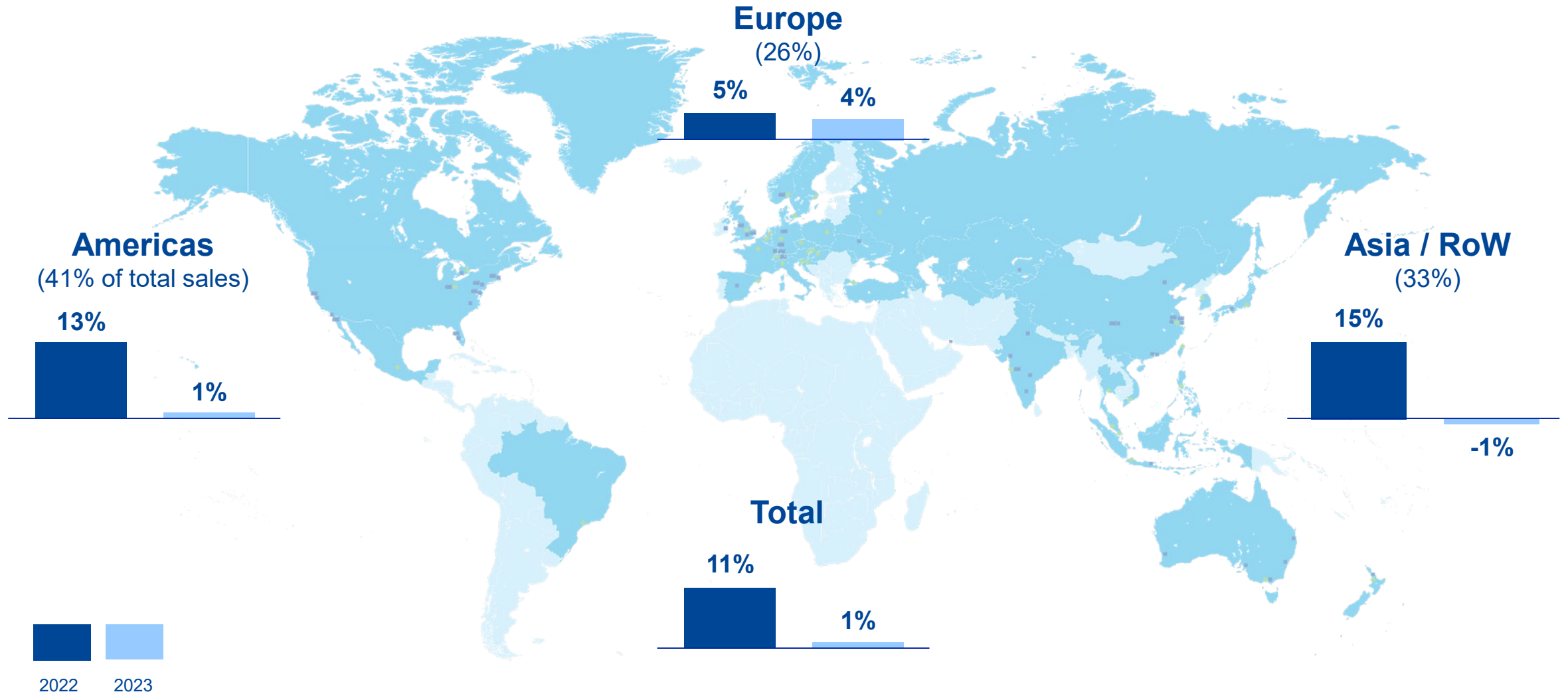
- We delivered good earnings and cash flow performance in the third quarter, despite more challenging market conditions in China following very strong growth over the past couple of years and foreign currency headwinds.
- Market conditions are expected to remain challenging in the near-term, especially in China, and we continue to face difficult sales growth comparisons.
- We will continue to focus on the strong execution of our proven corporate programs like Spinnaker to drive growth and capture market share, and SternDrive to manage our costs effectively. Our team has shown remarkable resilience and agility as we have adjusted quickly to changing market conditions, while continuing to invest in long-term strategic priorities like innovation.

Q3 local currency sales growth



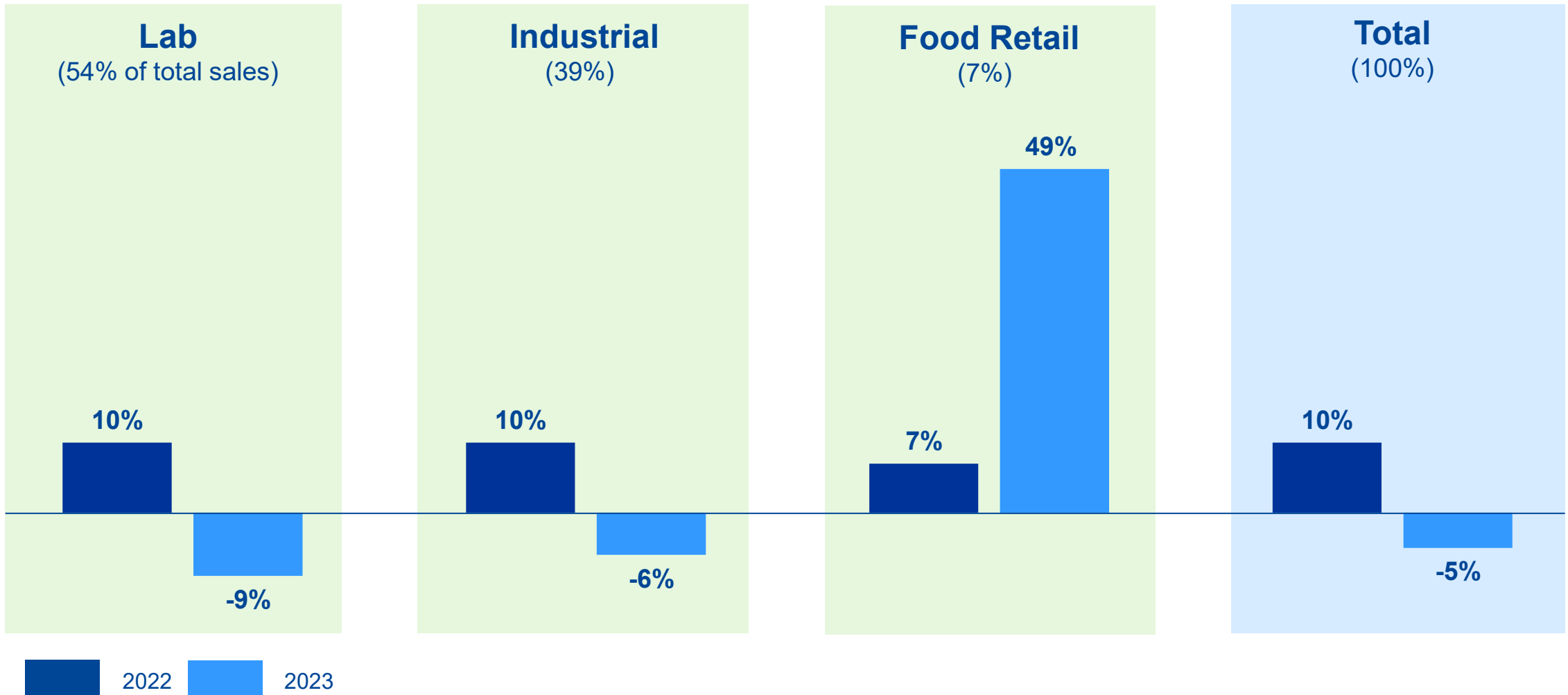
Note: Local currency (LC) sales excludes the impact from changes in foreign exchange rates

Year-to-date local currency sales growth



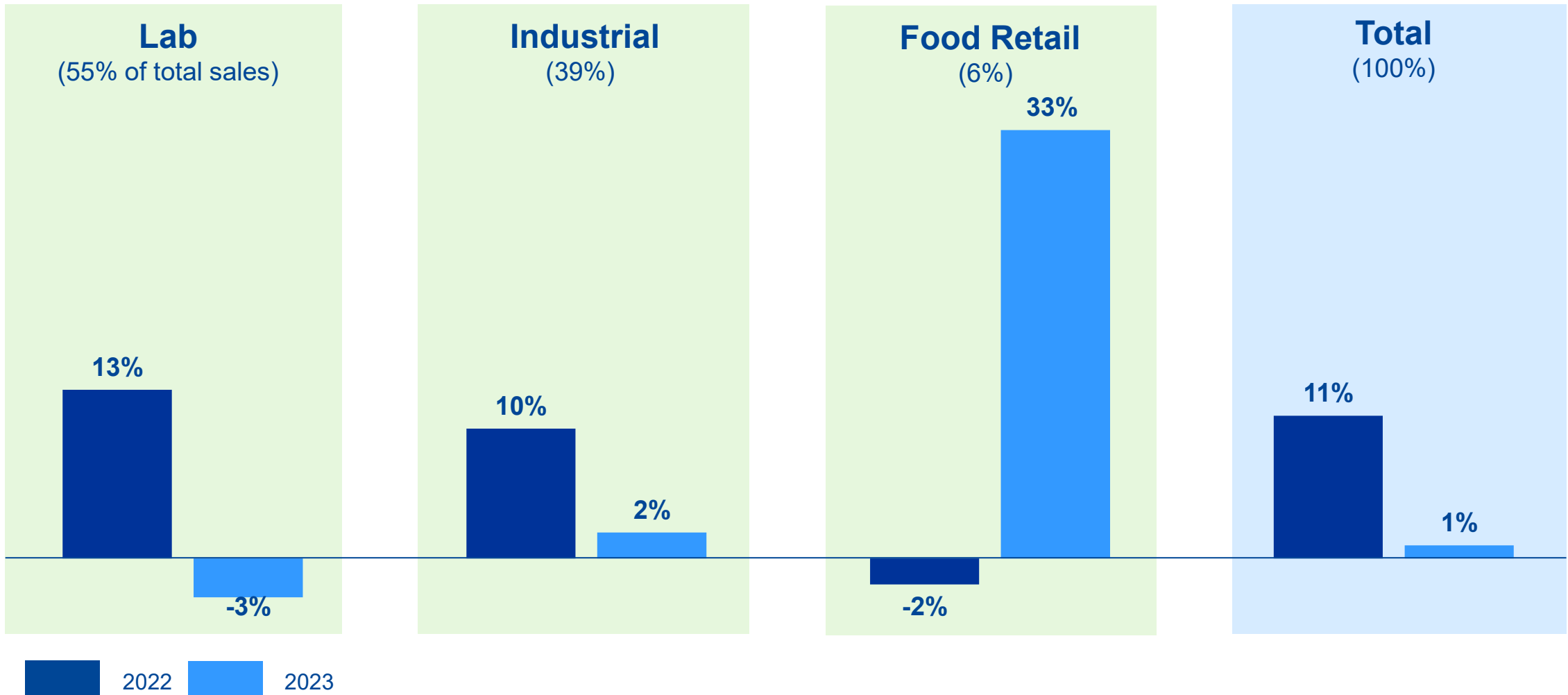
Note: Local currency (LC) sales excludes the impact from changes in foreign exchange rates

Q3 Local Currency Sales Growth



Note: Local currency (LC) sales excludes the impact from changes in foreign exchange rates

YTD Local Currency Sales Growth



Note: Local currency (LC) sales excludes the impact from changes in foreign exchange rates

(USD in 000's)	Q3 2023	Q3 2022
NET SALES	\$942,462	\$985,846
Local Currency Growth %	(5%)	10%
GROSS PROFIT	559,539	584,656
Margin %	59.4%	59.3%
RESEARCH and DEVELOPMENT	46,127	44,129
% of Sales	4.9%	4.5%
SELLING, GENERAL and ADMINISTRATIVE	217,447	233,357
% of Sales	23.1%	23.7%
ADJUSTED OPERATING PROFIT	295,965	307,170
Margin %	31.4%	31.2%
USD Growth	(4%)	13%
SHARES OUTSTANDING (000's)	21,886	22,610
Adjusted EPS	\$9.80	\$10.18
% Growth	(4%)	17%

Note: Adjusted operating profit and Adjusted EPS are non-GAAP measures

(USD in 000's)	YTD 2023	YTD 2022
NET SALES	\$2,853,317	\$2,862,024
Local Currency Growth %	1%	11%
GROSS PROFIT	1,689,648	1,675,902
Margin %	59.2%	58.6%
RESEARCH and DEVELOPMENT	138,849	131,180
% of Sales	4.9%	4.6%
SELLING, GENERAL and ADMINISTRATIVE	680,679	710,875
% of Sales	23.9%	24.8%
ADJUSTED OPERATING PROFIT	870,120	833,847
Margin %	30.5%	29.1%
USD Growth	4%	13%
SHARES OUTSTANDING (000's)	22,067	22,821
Adjusted EPS	\$28.63	\$27.42
% Growth	4%	17%

Note: Adjusted operating profit and Adjusted EPS are non-GAAP measures

Thank You.