

Earnings Call Webcast
May 10, 2024



Mettler-Toledo International Inc.

Q1 2024 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.

First Quarter 2024 Highlights

Local Currency
Sales

0%

Adj Operating
Margin

28.9%
up 20bp

Adjusted
EPS

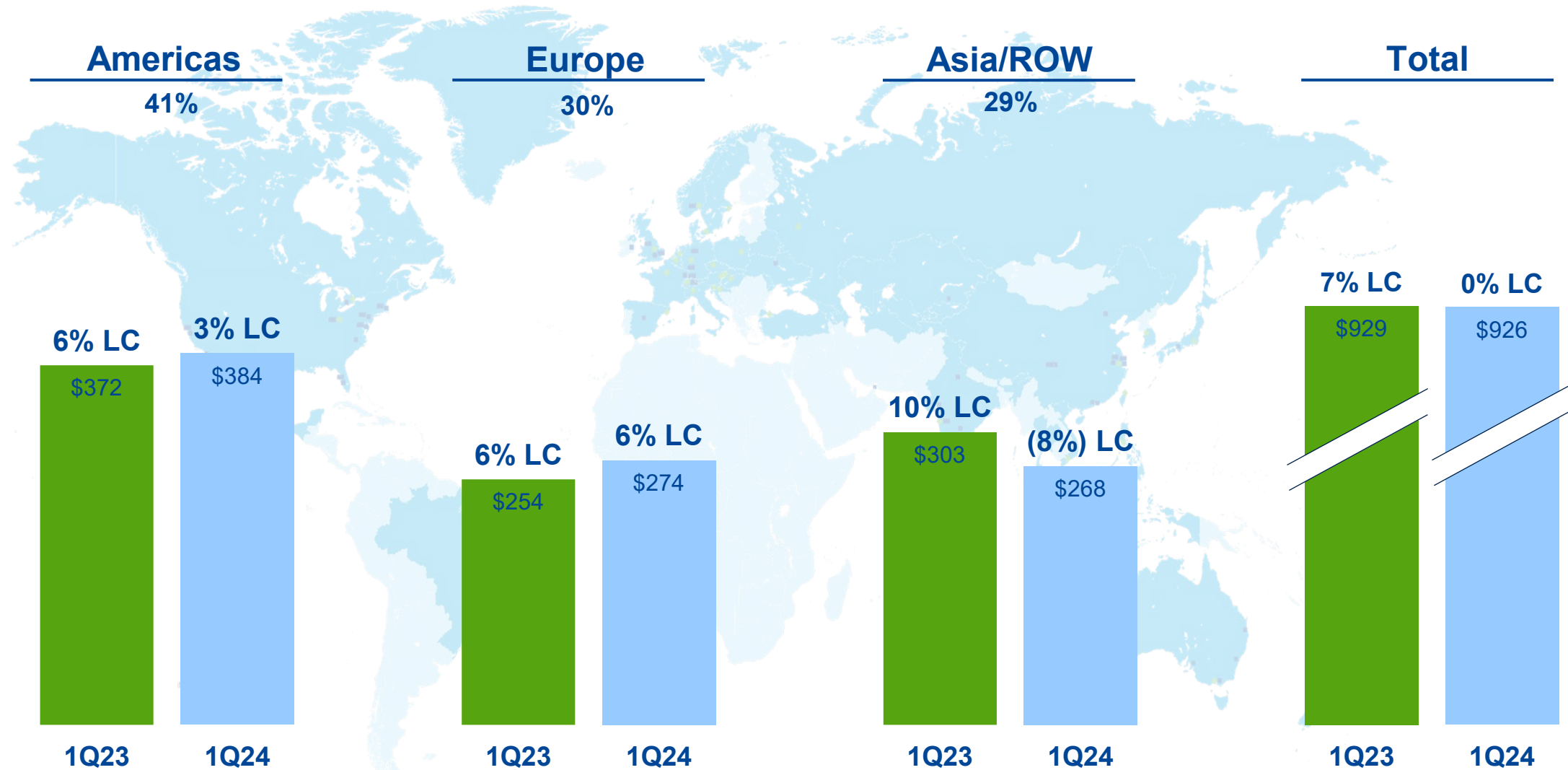
\$8.89
Up 2%

- Our first quarter results were much better than expected, although we continued to face reduced market demand, especially in China, versus the prior year. We also substantially recovered our previously disclosed delayed product shipments from the fourth quarter of 2023, slightly better than forecast.
- Strong execution of our productivity and cost savings initiatives offset significant foreign exchange headwinds and resulted in modest Adjusted EPS growth in the quarter.
- We expect soft market conditions in the second quarter of 2024, particularly in China. We remain focused on the diligent execution of our growth strategies, while continuing to drive innovation and further strengthen our Company for the future.



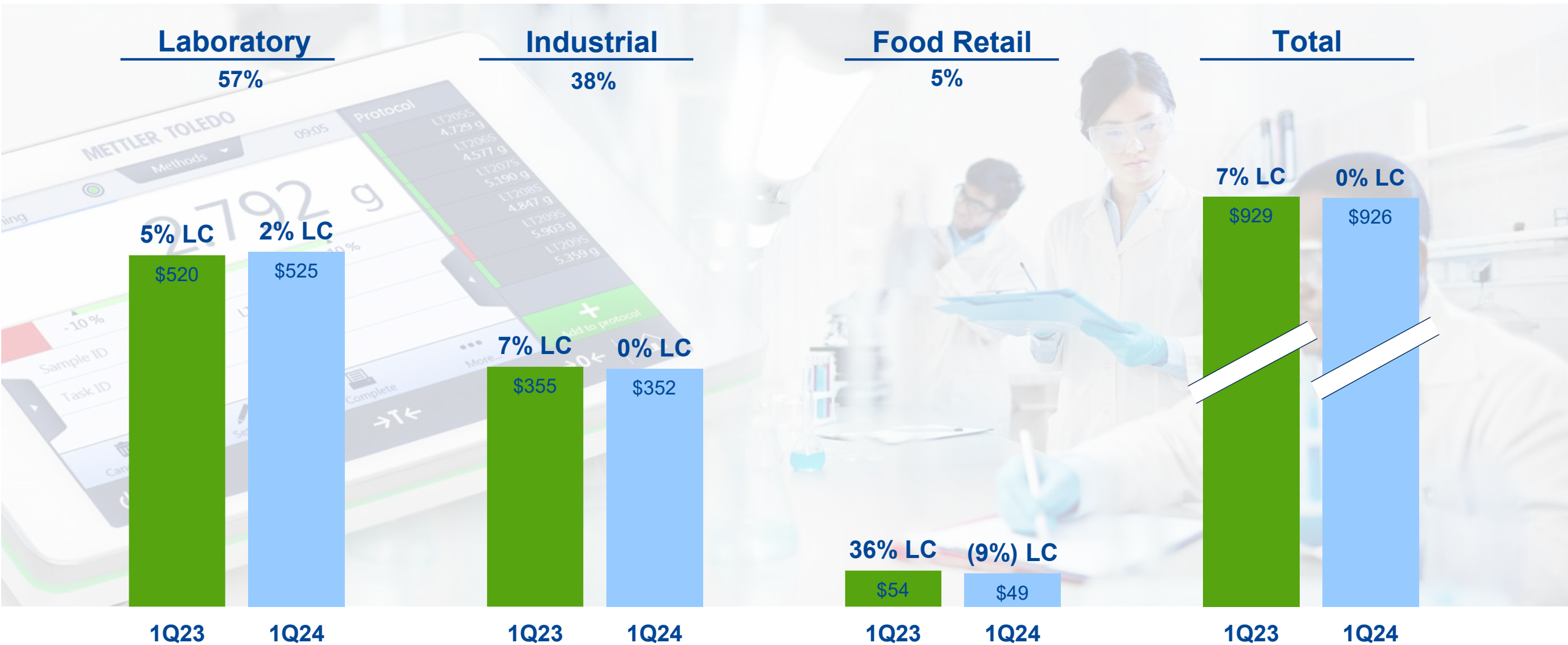
Above: Our new EVA titrators are ideal for efficiently determining the water content of challenging samples, and our new control algorithm speeds up reaction rates for faster analyses and cycle times. An automated solvent exchange system ensures safety by minimizing exposure to chemicals. EVA titrators have full compatibility with LabX to enable error-free data transfer for secure, compliant, and audit-ready workflows.

Q1 local currency sales growth



USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. Excluding the benefit from recovering delayed Q4 shipments, LC sales declined about (6%) in Q1 2024 with the Americas (1%), Europe (5%), and Asia/ROW (12%).

Q1 local currency sales growth



USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. Excluding the benefit from recovering delayed Q4 shipments, LC sales declined about (6%) in Q1 2024 with Lab (6%), Industrial (3%), and Food Retail (16%).

(USD in 000's)	Q1 2024	Q1 2023	Change
Net Sales	\$925,949	\$928,738	(0%)
Local Currency Growth %	0%	7%	
Gross Profit	548,133	546,566	0%
Gross Profit Margin %	59.2%	58.9%	30bp
Research and Development	46,415	45,477	2%
% of Sales	5.0%	4.9%	10bp
Selling, General and Administrative	234,390	234,638	(0%)
% of Sales	25.3%	25.3%	0bp
Adjusted Operating Profit	267,328	266,451	0%
Adj Margin %	28.9%	28.7%	20bp
Adjusted EPS	\$8.89	\$8.69	2%

Thank You.