

Earnings Call Webcast
August 2, 2024



Mettler-Toledo International Inc.

Q2 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.

Second Quarter 2024 Highlights

Local Currency Sales

(2%)

Adj Operating Margin

30.0%
Down 130bp

Adjusted EPS

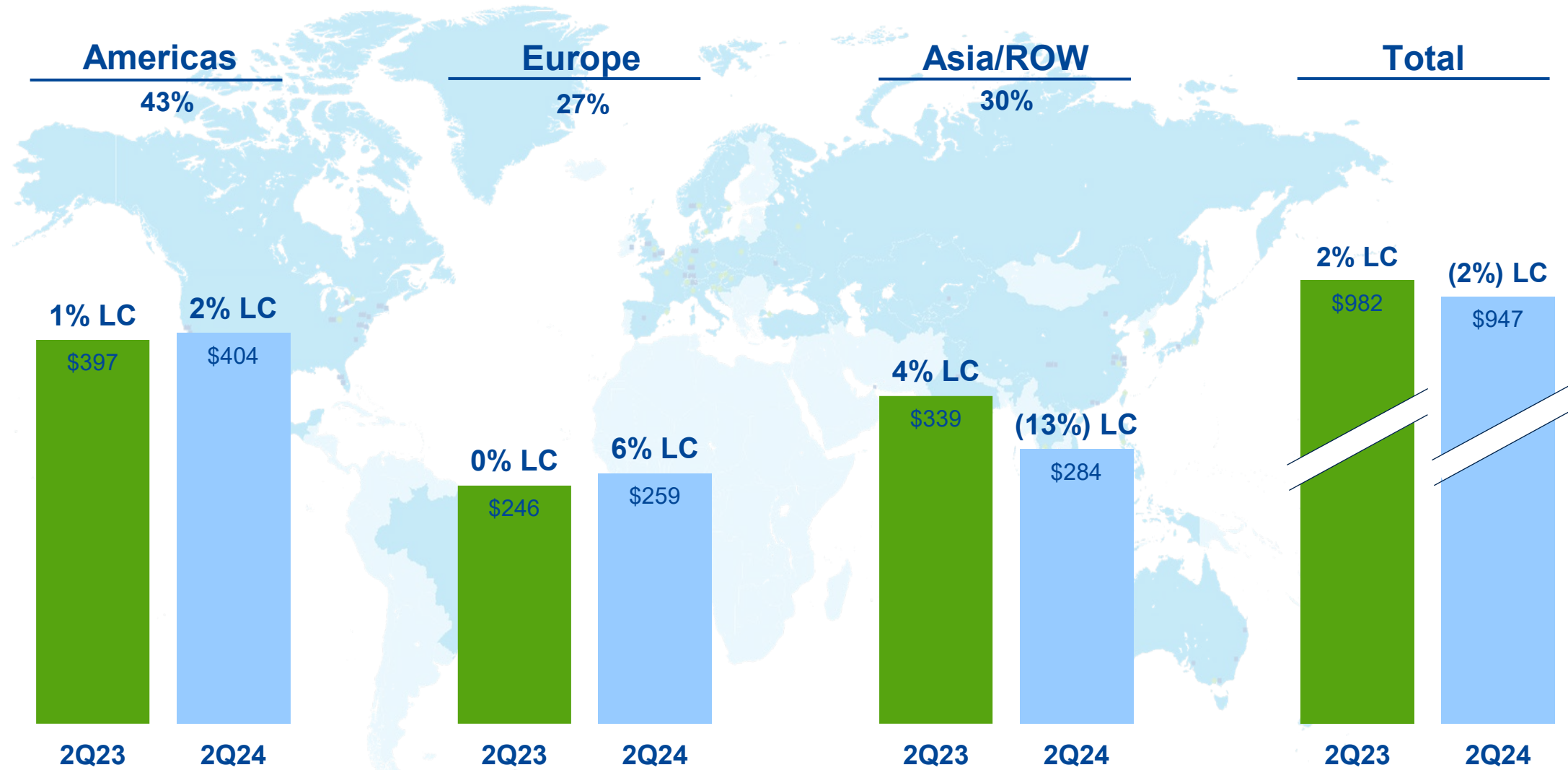
\$9.65
Down (5%)

- Our team continued to execute very well in the second quarter and delivered good Laboratory sales growth in Europe and the Americas. As expected, market conditions in China remained weak.
- We continue to benefit from our productivity and margin initiatives which helped mitigate the impact of foreign exchange headwinds and supported better-than-expected financial results.
- Market conditions globally have remained soft, especially in China. We remain focused on continuing to strengthen our Company for the future and believe we are in an excellent position to continue to gain market share and deliver future growth.



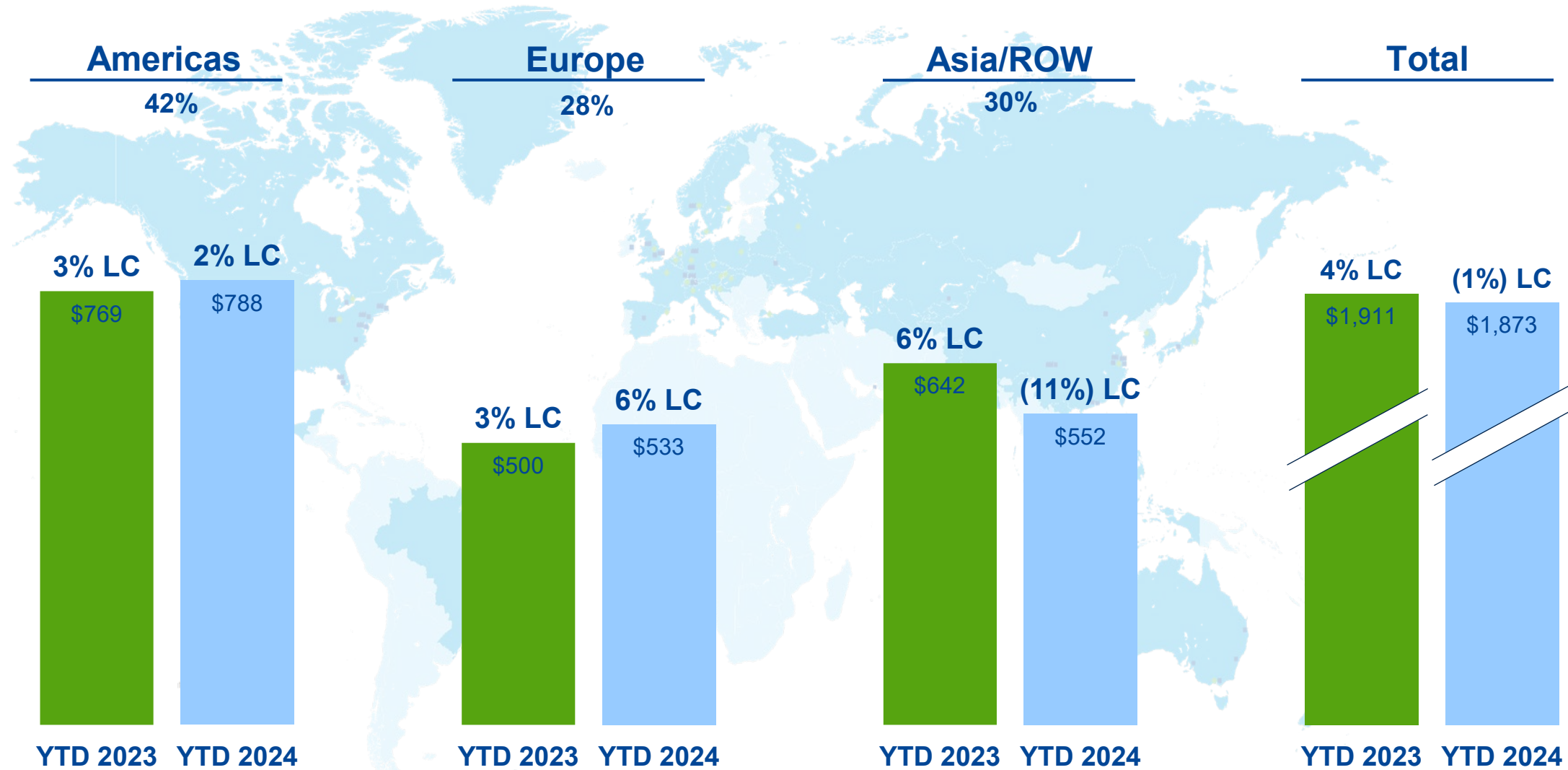
Above: XPR Essential microbalances have all the essential features you need to deliver accurate micro-weighing results. They are designed with unique features to make your work easier, keep cleaning and maintenance simple, and ensure years of reliable microbalance performance. The innovative WingDoors and low hanging weighing pan give full access to the weighing chamber. With its small footprint and flexible terminal placement, it fits easily on a crowded bench or in a fume hood.

Q2 local currency sales growth



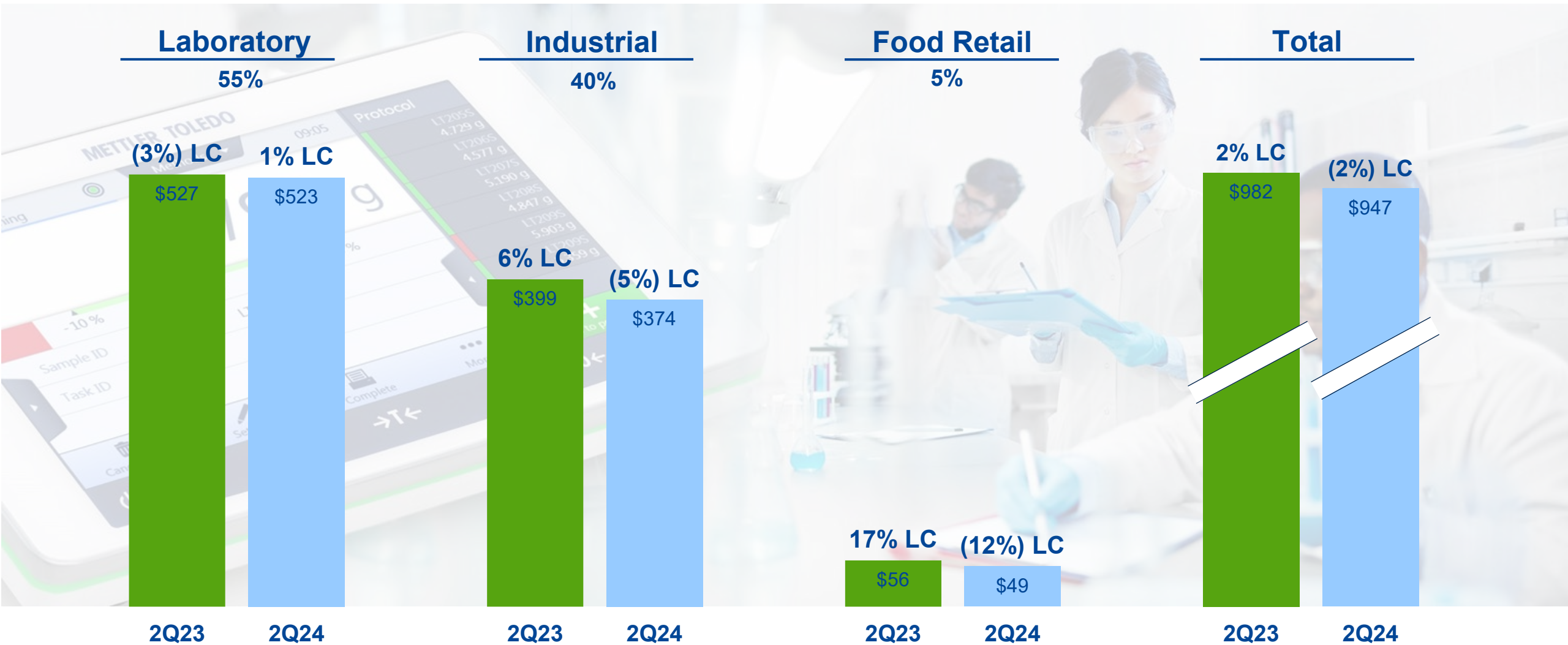
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates.

YTD local currency sales growth



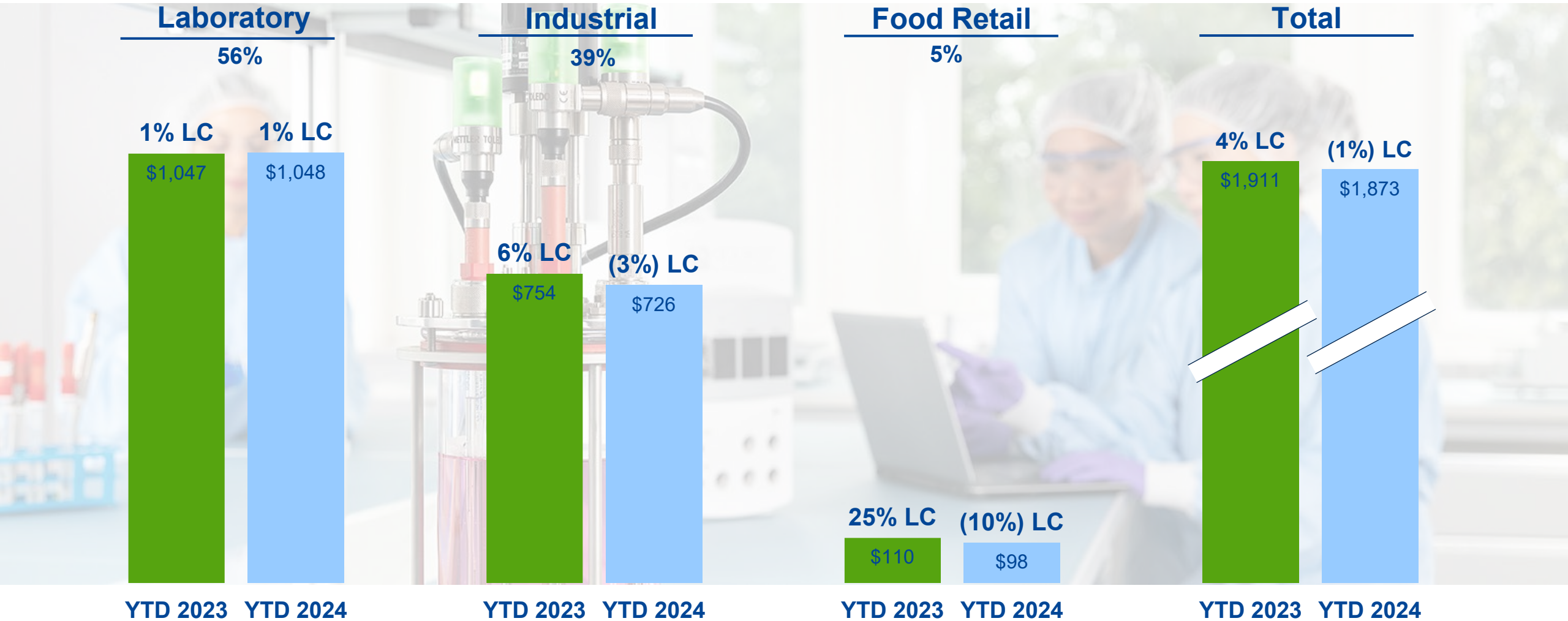
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. YTD 2024 LC sales growth is estimated to have benefited by 3% from recovering previously delayed shipments, including 2% in the Americas, 6% in Europe, and 1% in Asia/ROW.

Q2 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.

YTD 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. YTD 2024 LC sales growth is estimated to have benefited by 3% from recovering previously delayed shipments, including 4% in Laboratory, 1% in Industrial, and 3% in Food Retail.

(USD in 000's)	Q2 2024	Q2 2023	Change
Net Sales	\$946,750	\$982,117	(4%)
Local Currency Growth %	(2%)	2%	
Gross Profit	565,668	583,543	(3%)
Gross Profit Margin %	59.7%	59.4%	30bp
Research and Development	45,771	47,245	(3%)
% of Sales	4.8%	4.8%	0bp
Selling, General and Administrative	235,796	228,594	3%
% of Sales	24.9%	23.3%	160bp
Adjusted Operating Profit	284,101	307,704	(8%)
Adj Margin %	30.0%	31.3%	(130bp)
Adjusted EPS	\$9.65	\$10.19	(5%)

(USD in 000's)	YTD 2024	YTD 2023	Change
Net Sales	\$1,872,699	\$1,910,855	(2%)
Local Currency Growth %	(1%)	4%	
Gross Profit	1,113,801	1,130,109	(1%)
Gross Profit Margin %	59.5%	59.1%	40bp
Research and Development	92,186	92,722	(1%)
% of Sales	4.9%	4.9%	0bp
Selling, General and Administrative	470,186	463,232	2%
% of Sales	25.1%	24.2%	90bp
Adjusted Operating Profit	551,429	574,155	(4%)
Adj Margin %	29.4%	30.0%	(60bp)
Adjusted EPS	\$18.53	\$18.82	(2%)

Thank You.