

Earnings Call Webcast
November 8, 2024



Mettler-Toledo International Inc.

Q3 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.

Third Quarter 2024 Highlights

Local Currency Sales

1%

Adj Operating Margin

31.1%
Down 30bp

Adjusted EPS

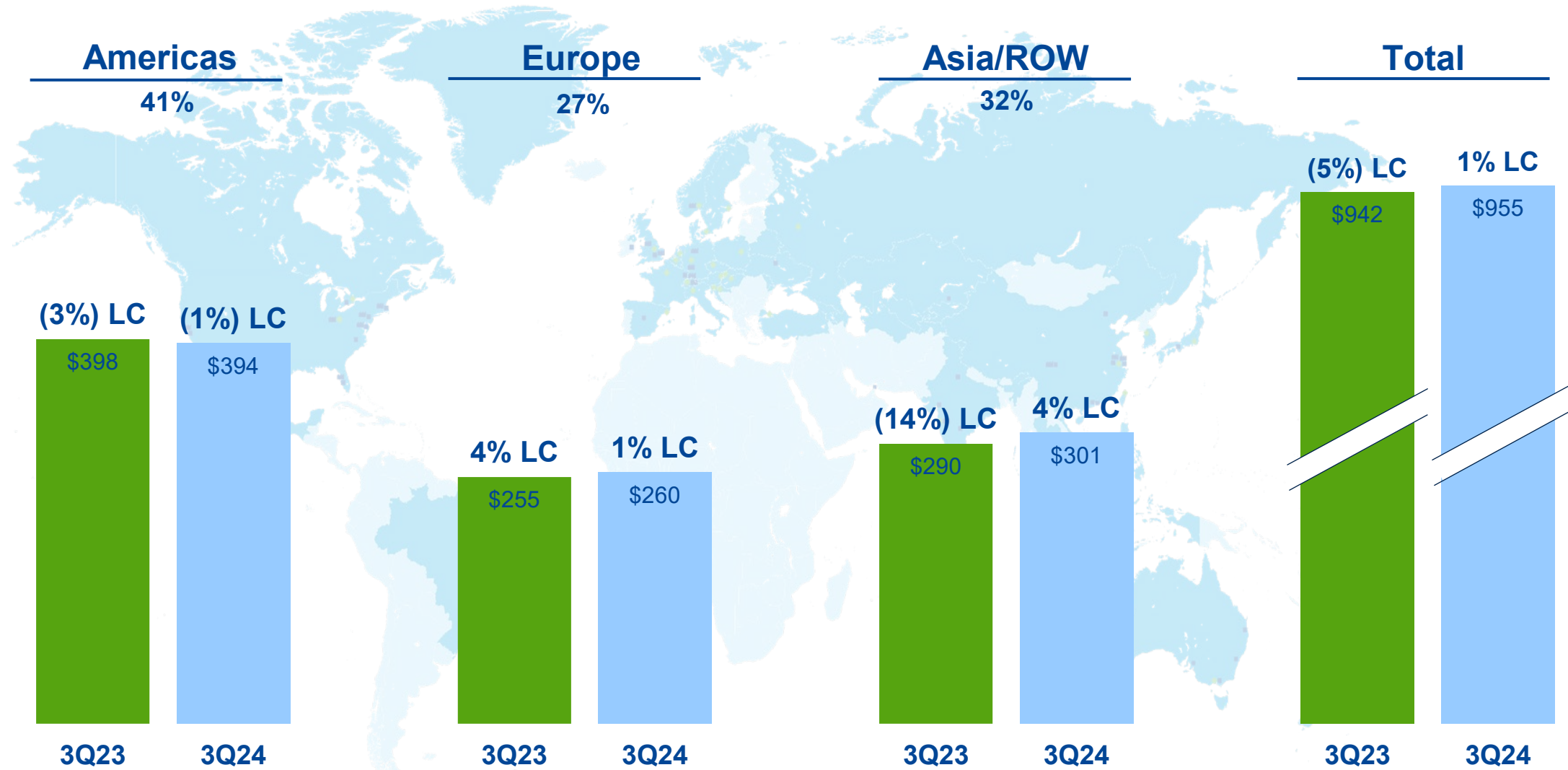
\$10.21
Up 4%

- We experienced good growth during the third quarter in our Laboratory business and had particularly strong growth in Service. While China grew modestly this quarter, market conditions remain challenging, particularly in the Industrial sector. We are very pleased with our team's strong execution of our growth and margin expansion initiatives, which supported good earnings growth.
- We continue to execute very well and will benefit from the prior-year shipping delays in the fourth quarter; however, global market conditions remain soft. We have introduced many exciting innovations, as well as next generations of our Spinnaker sales and marketing and SternDrive productivity programs, over the past year. We are very well positioned to gain market share and deliver good earnings growth in the future.



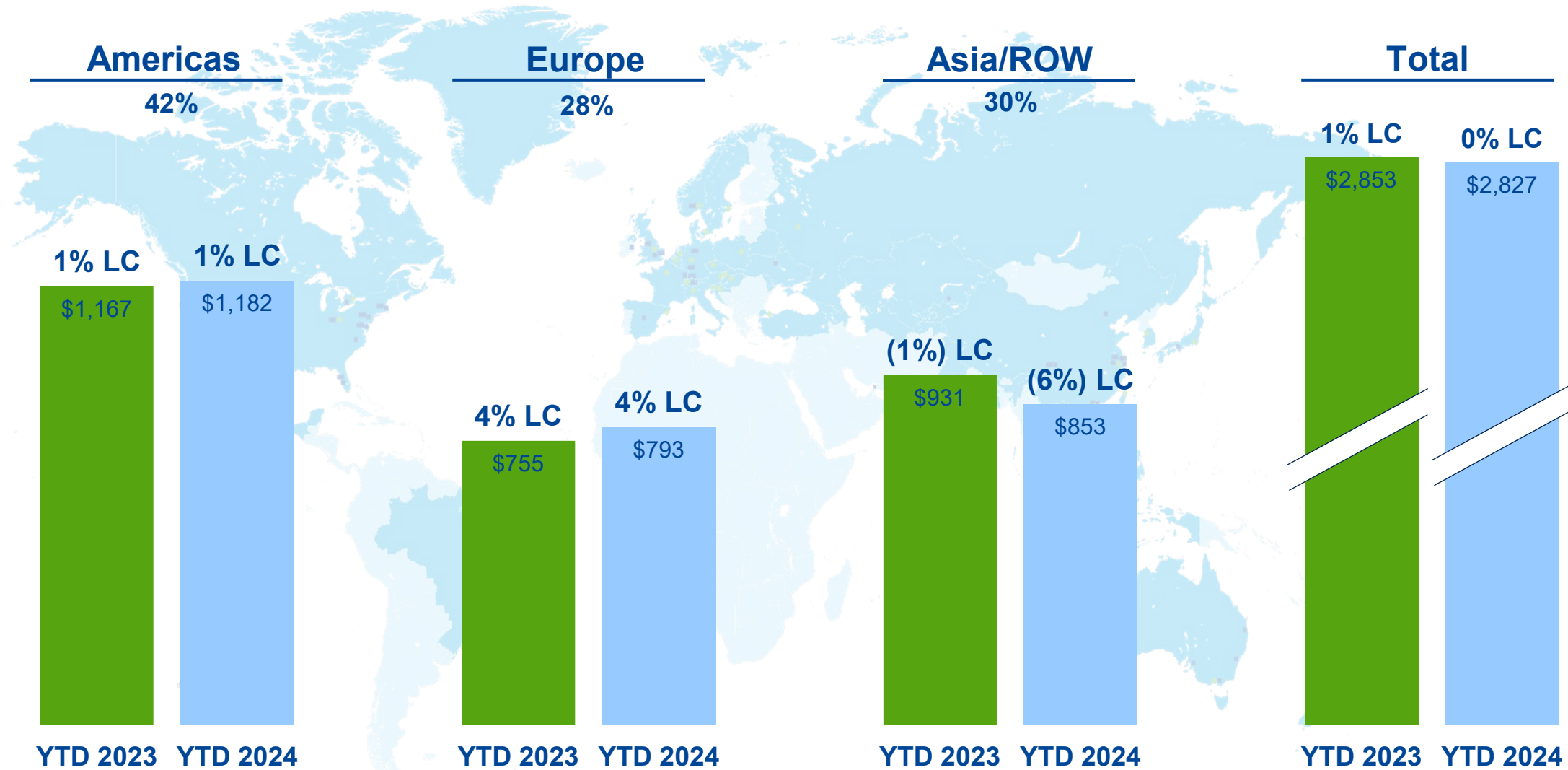
Above: Mettler-Toledo's new CytoDirect offers stain-free, automated cell counting in a portable device that can even be used under a hood. CytoDirect leverages digital holographic microscopy and machine learning algorithm technologies, eliminating cell staining and delivering reliable measurements in ~15 seconds. A high degree of automation decreases human error and improves process standardization. The smart, robust design makes CytoDirect perfect to work anywhere in the lab.

Q3 local currency sales growth



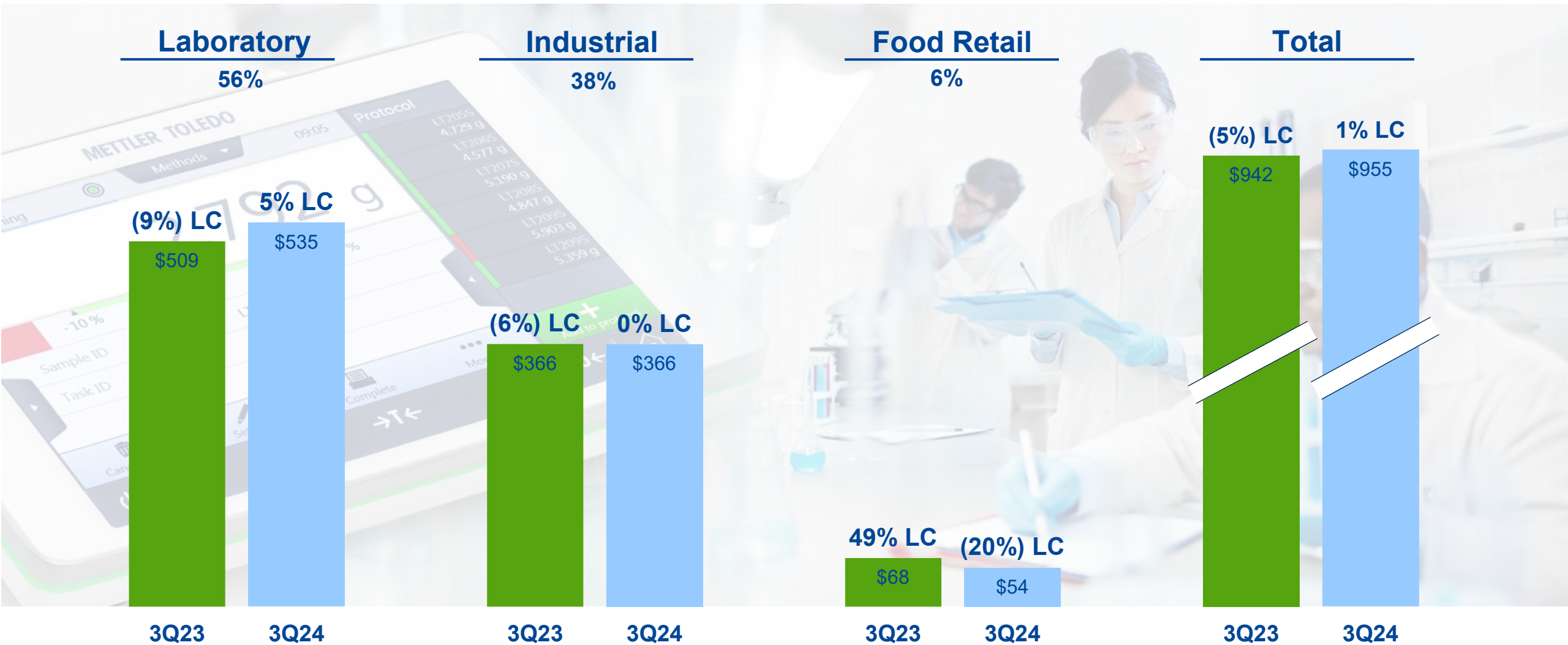
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates.

YTD local currency sales growth



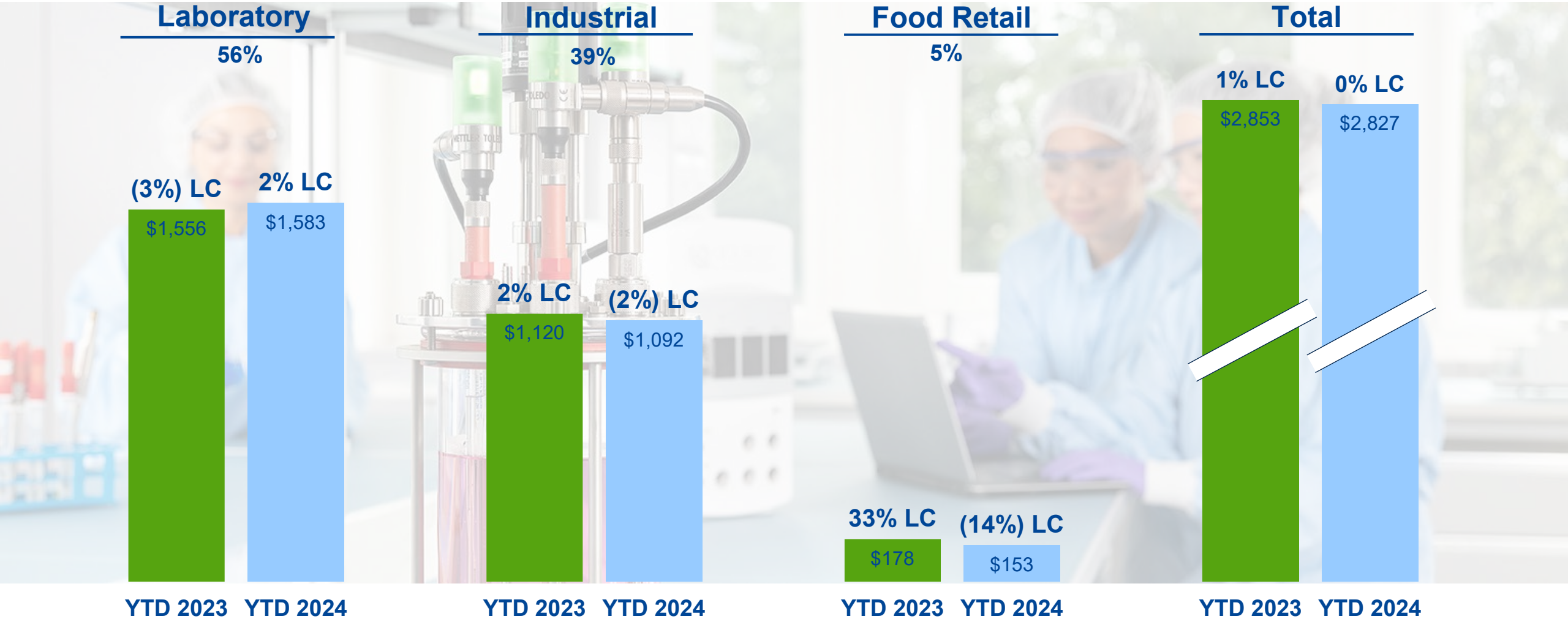
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. YTD 2024 LC sales growth is estimated to have benefited by 2% from recovering previously delayed shipments, including 1% in the Americas, 4% in Europe, and 1% in Asia/ROW.

Q3 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 2% from recovering previously delayed shipments, including 3% in Laboratory, 1% in Industrial, and 2% in Food Retail.

(USD in 000's)	Q3 2024	Q3 2023	Change
Net Sales	\$954,535	\$942,462	1%
Local Currency Growth %	1%	(5%)	
Gross Profit	572,467	559,539	2%
Gross Profit Margin %	60.0%	59.4%	60bp
Research and Development	47,117	46,127	2%
% of Sales	4.9%	4.9%	0bp
Selling, General and Administrative	228,777	217,447	5%
% of Sales	24.0%	23.1%	90bp
Adjusted Operating Profit	296,573	295,965	0%
Adj Margin %	31.1%	31.4%	(30bp)
Adjusted EPS	\$10.21	\$9.80	4%

(USD in 000's)	YTD 2024	YTD 2023	Change
Net Sales	\$2,827,234	\$2,853,317	(1%)
Local Currency Growth %	0%	1%	
Gross Profit	1,686,268	1,689,648	(0%)
Gross Profit Margin %	59.6%	59.2%	40bp
Research and Development	139,303	138,849	0%
% of Sales	4.9%	4.9%	0bp
Selling, General and Administrative	698,963	680,679	3%
% of Sales	24.7%	23.9%	80bp
Adjusted Operating Profit	848,002	870,120	(3%)
Adj Margin %	30.0%	30.5%	(50bp)
Adjusted EPS	\$28.74	\$28.63	0%

Thank You.