

Earnings Call Webcast  
February 7, 2025



# Mettler-Toledo International Inc.

## Q4 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.

## Fourth Quarter 2024 Highlights

Local Currency  
Sales

+12%

Adj Operating  
Margin

33.7%  
Up 360bp

Adjusted  
EPS

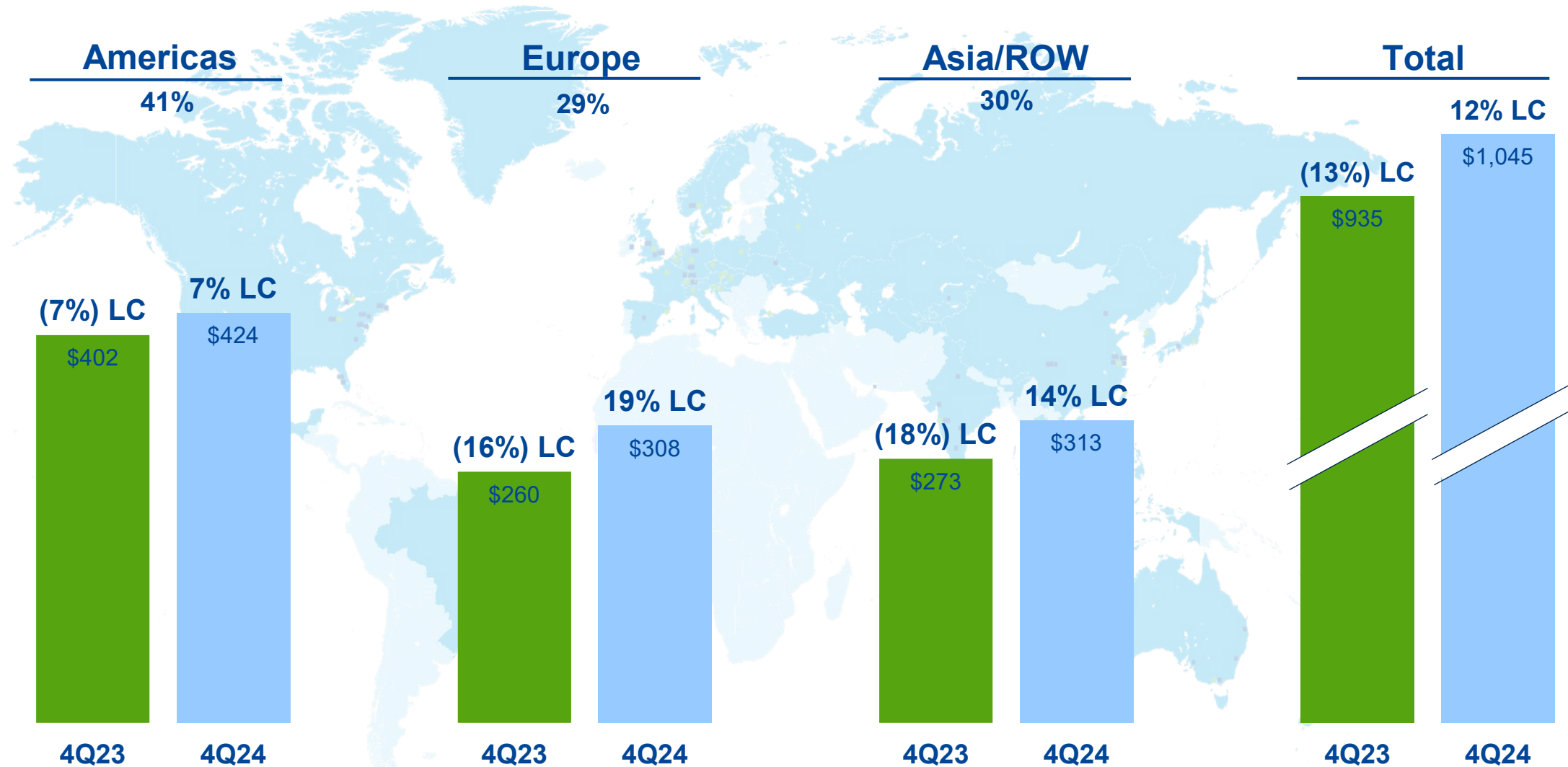
\$12.41  
Up 32%

- We had a strong finish to the year as we capitalized on very good customer demand for Laboratory products, especially in Europe. Strong sales growth and solid execution of our margin improvement initiatives contributed to excellent Adjusted EPS and cash flow.
- We achieved good results in 2024 despite soft market conditions and continue to benefit from our strong culture of execution and continuous improvement. At the same time, we stayed focused on our long-term strategy of delivering innovative solutions and extending our market leadership.
- Driving growth is our top priority in 2025, and we will continue to build on our competitive strengths and take advantage of opportunities in automation, digitalization, and high-growth areas to further expand our market share and deliver good earnings growth.



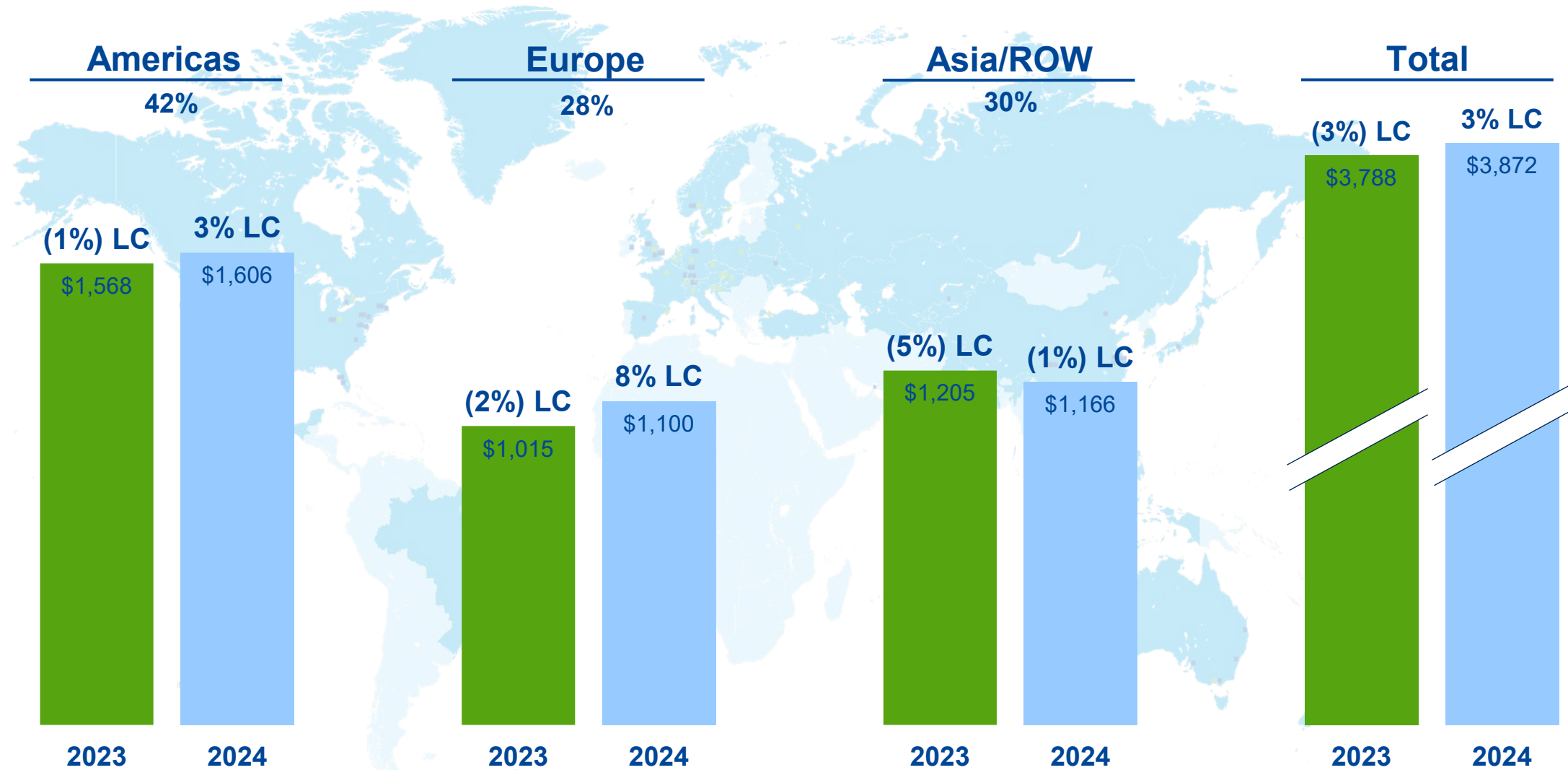
*Above: The Mettler-Toledo InSUS 310i is the first digital single-use pH sensor for use in bioprocessing. An integrated memory chip stores relevant sensor and factory calibration data and enables immediate measurement without manual configuration. Intelligent Sensor Management (ISM) features are accessible when paired with the digital InSUS H30i sensor head. The gamma and X-ray resistant pH sensor is designed for integration into single-use process bags and have a 30 month shelf life.*

## Q4 local currency sales growth



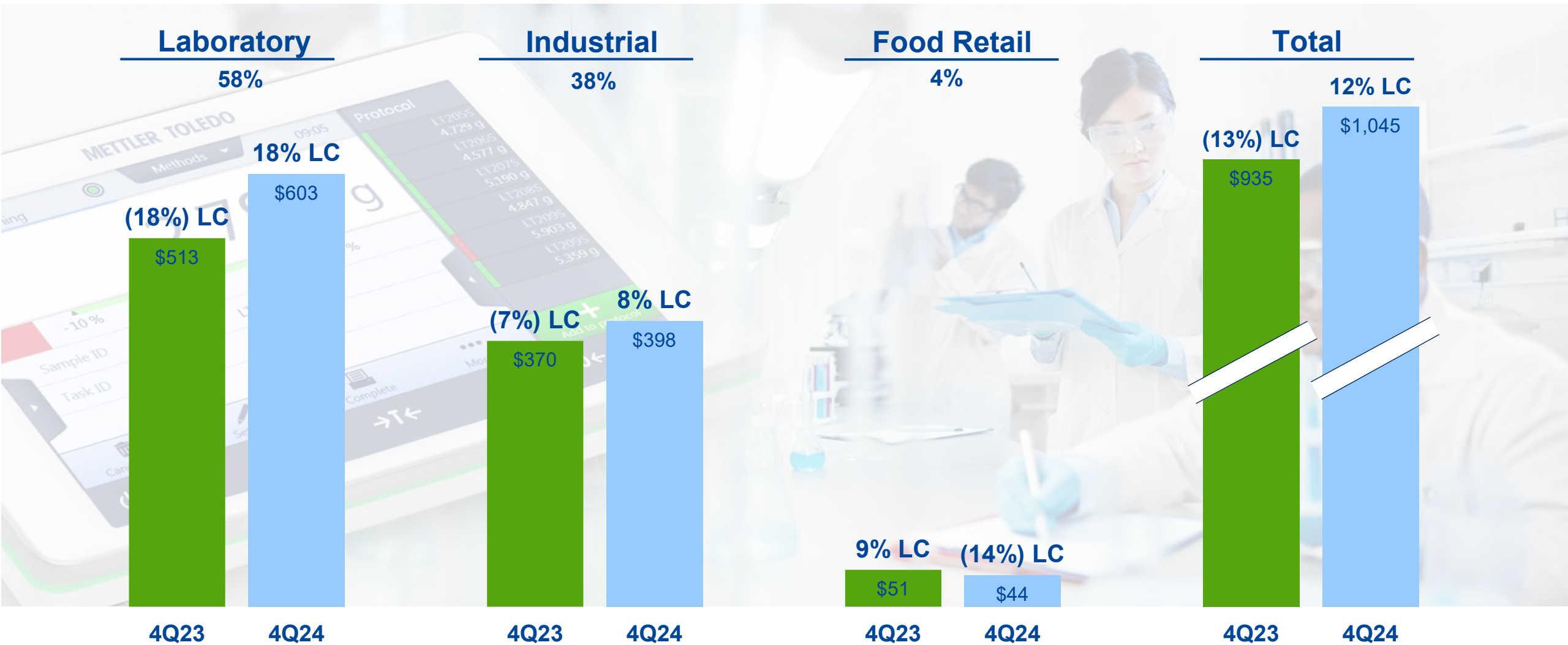
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. Q4 2024 LC sales growth is estimated to have benefited by 6% from recovering previously delayed shipments, including 4% in the Americas, 11% in Europe, and 4% in Asia/ROW.

## YTD local currency sales growth



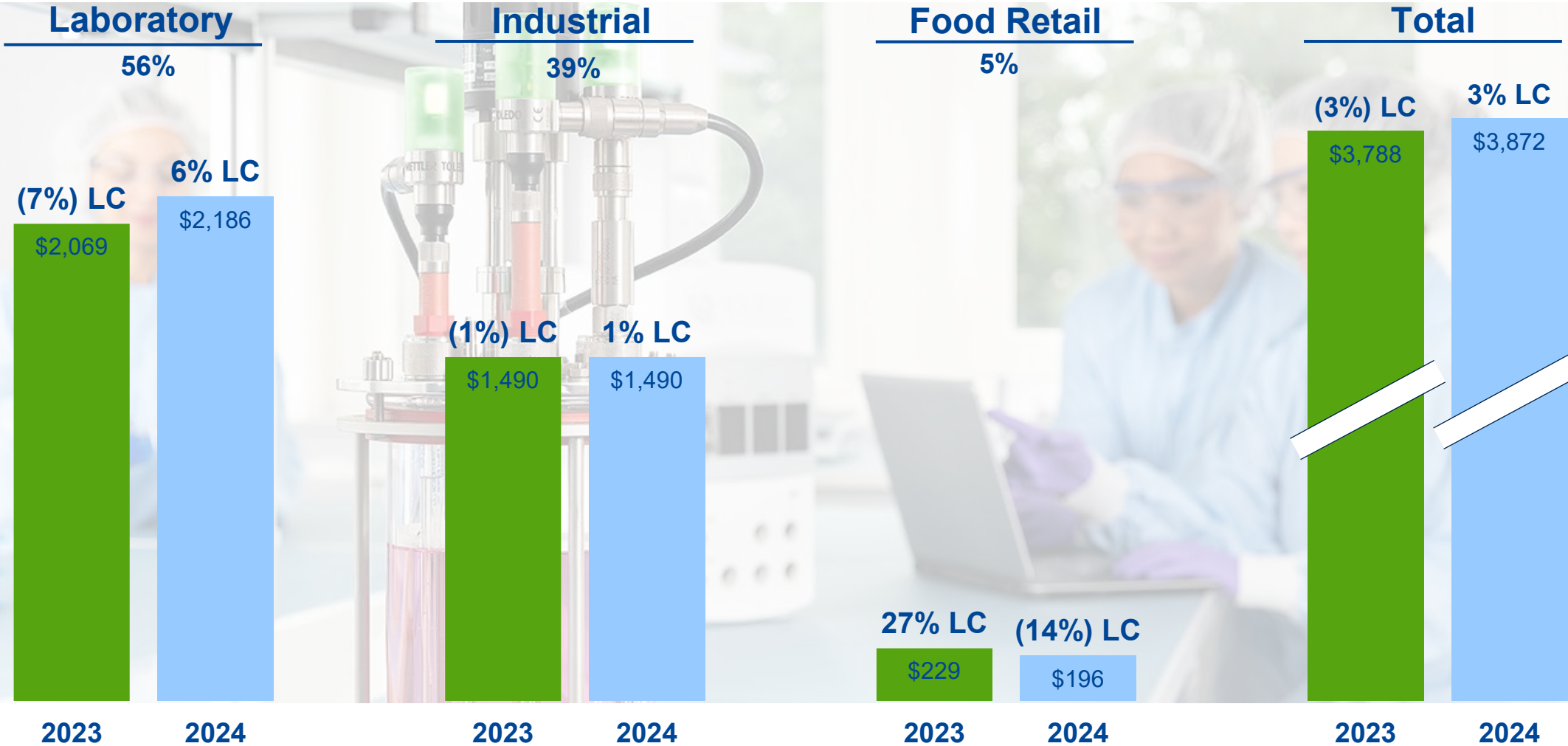
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. 2024 LC sales growth is estimated to have benefited by 3% from recovering previously delayed shipments, including 2% in the Americas, 6% in Europe, and 2% in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

## Q4 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. Q4 2024 LC sales growth is estimated to have benefited by 6% from recovering previously delayed shipments, including 8% in Laboratory, 3% in Industrial, and 7% in Food Retail.

## 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. 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.

<b>(USD in 000's)</b>	<b>Q4 2024</b>	<b>Q4 2023</b>	<b>Change</b>
<b>Net Sales</b>	<b>\$1,045,127</b>	<b>\$934,992</b>	<b>12%</b>
<b>Local Currency Growth %</b>	<b>12%</b>	<b>(13%)</b>	
Gross Profit	639,315	551,638	16%
Gross Profit Margin %	61.2%	59.0%	220bp
Research and Development	50,054	46,435	8%
% of Sales	4.8%	5.0%	(20bp)
Selling, General and Administrative	237,340	223,427	6%
% of Sales	22.7%	23.9%	(120bp)
<b>Adjusted Operating Profit</b>	<b>351,921</b>	<b>281,776</b>	<b>25%</b>
Adj Margin %	33.7%	30.1%	360bp
<b>Adjusted EPS</b>	<b>\$12.41</b>	<b>\$9.40</b>	<b>32%</b>



<b>(USD in 000's)</b>	<b>2024</b>	<b>2023</b>	<b>Change</b>
<b>Net Sales</b>	<b>\$3,872,361</b>	<b>\$3,788,309</b>	<b>2%</b>
<b>Local Currency Growth %</b>	<b>3%</b>	<b>(3%)</b>	
<b>Gross Profit</b>	<b>2,325,583</b>	<b>2,241,286</b>	<b>4%</b>
Gross Profit Margin %	60.1%	59.2%	90bp
<b>Research and Development</b>	<b>189,357</b>	<b>185,284</b>	<b>2%</b>
% of Sales	4.9%	4.9%	0bp
<b>Selling, General and Administrative</b>	<b>936,303</b>	<b>904,106</b>	<b>4%</b>
% of Sales	24.2%	23.9%	30bp
<b>Adjusted Operating Profit</b>	<b>1,199,923</b>	<b>1,151,896</b>	<b>4%</b>
Adj Margin %	31.0%	30.4%	60bp
<b>Adjusted EPS</b>	<b>\$41.11</b>	<b>\$38.03</b>	<b>8%</b>

**Thank You.**