

Earnings Call Webcast
May 2, 2025



Mettler-Toledo International Inc.

Q1 2025 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 2025 Highlights

Local Currency Sales

(3%)

Adj Operating Margin

26.8%
Down 210bp

Adjusted EPS

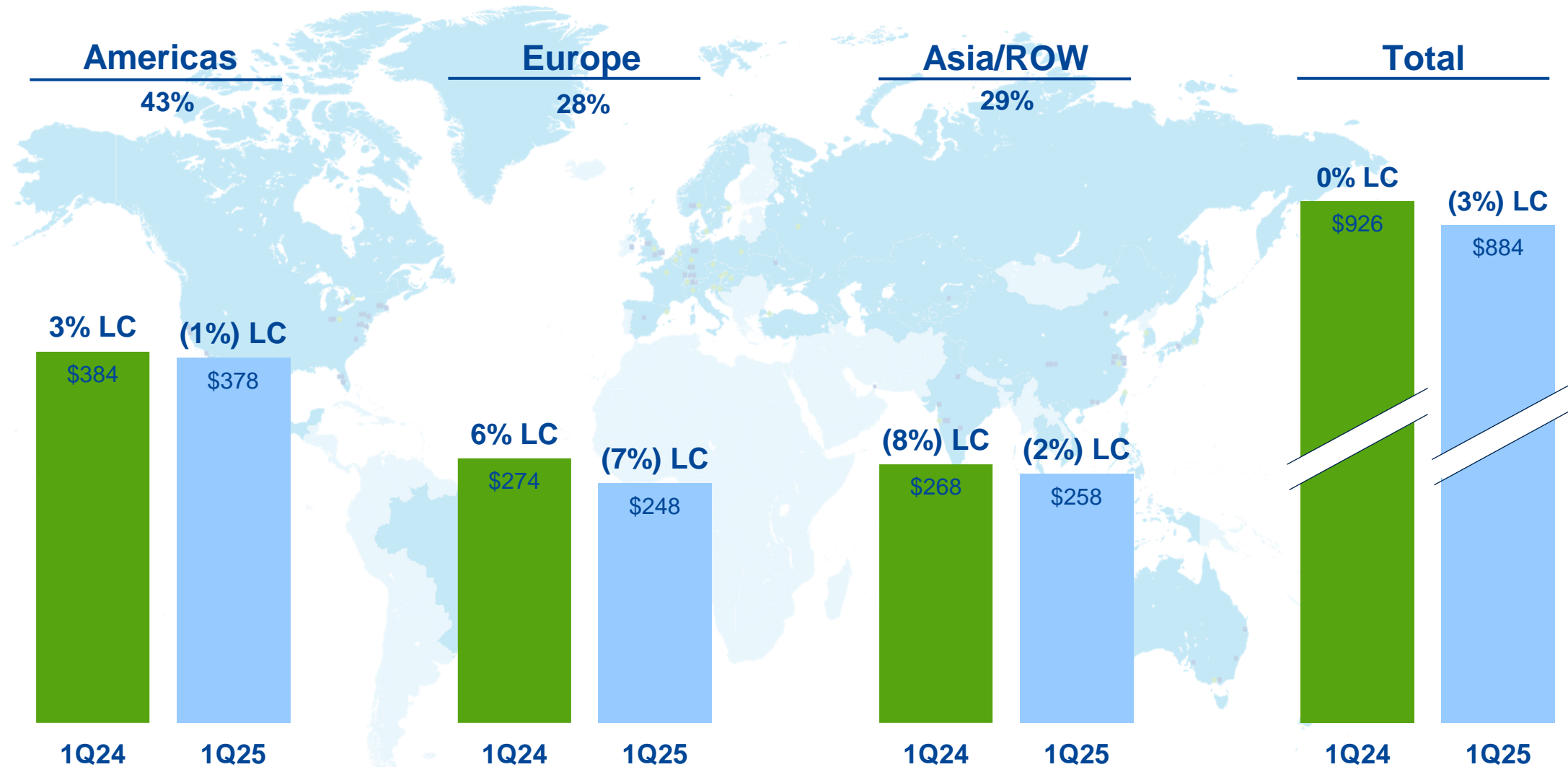
\$8.19
Down 8%

- We had a good start to the year with solid growth in our Laboratory business, excluding the recovery of delayed shipments in the first quarter of 2024. Strong execution of our margin expansion strategies led to better-than-expected earnings.
- The ongoing global trade disputes have significantly increased uncertainty in global customer demand. We also estimate gross incremental global tariff costs of approximately \$115 million on an annualized basis and are implementing mitigating actions this year that will fully offset these costs next year.
- We are confident that our strong culture of operational excellence and our highly agile team will continue to perform well in this dynamic environment, and we will benefit from the breadth of our innovative product portfolio and strategic programs.



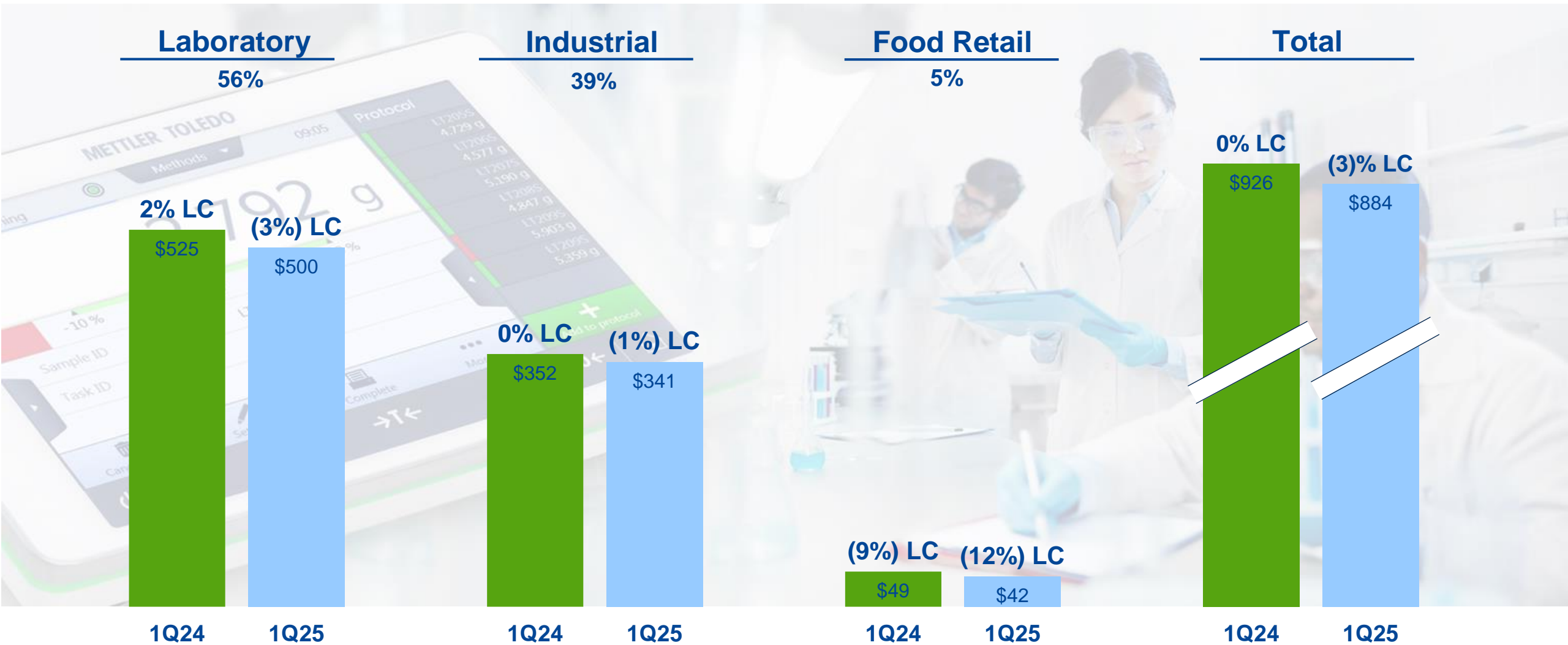
Above: The high-performance Mettler-Toledo X12 X-ray inspection system is designed for small- to medium-sized packaged foods. Detecting hard-to-find physical contaminants, such as glass, stone, and bone, the system offers an intuitive user interface and easy access for cleaning and maintenance. In addition to foreign material detection and removal, the X12 can perform a variety of product integrity checks to improve overall product quality.

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 impact from delayed shipments from 4Q23 that benefited 1Q24 results, LC sales increased 3%, including 3% in the Americas, 4% in Europe, and 3% in Asia/Rest of World.

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 impact from delayed shipments from 4Q23 that benefited 1Q24 results, LC sales increased 3%, including 5% in Laboratory, 2% in Industrial, and a 5% decline in Food Retail.

(USD in 000's)	Q1 2025	Q1 2024	Change
Net Sales	\$883,744	\$925,949	(5%)
Local Currency Growth %	(3%)	0%	
Gross Profit	525,879	548,133	(4%)
Gross Profit Margin %	59.5%	59.2%	30bp
Research and Development	46,346	46,415	(0%)
% of Sales	5.2%	5.0%	20bp
Selling, General and Administrative	242,799	234,390	4%
% of Sales	27.5%	25.3%	220bp
Adjusted Operating Profit	236,734	267,328	(11%)
Adj Margin %	26.8%	28.9%	(210bp)
Adjusted EPS	\$8.19	\$8.89	(8%)

Thank You.