

Earnings Call Webcast
November 7, 2025



Mettler-Toledo International Inc.

Q3 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.

Third Quarter 2025 Highlights

Local Currency Sales

+6%

Adj Operating Margin

30.1%
Down 100bp

Adjusted EPS

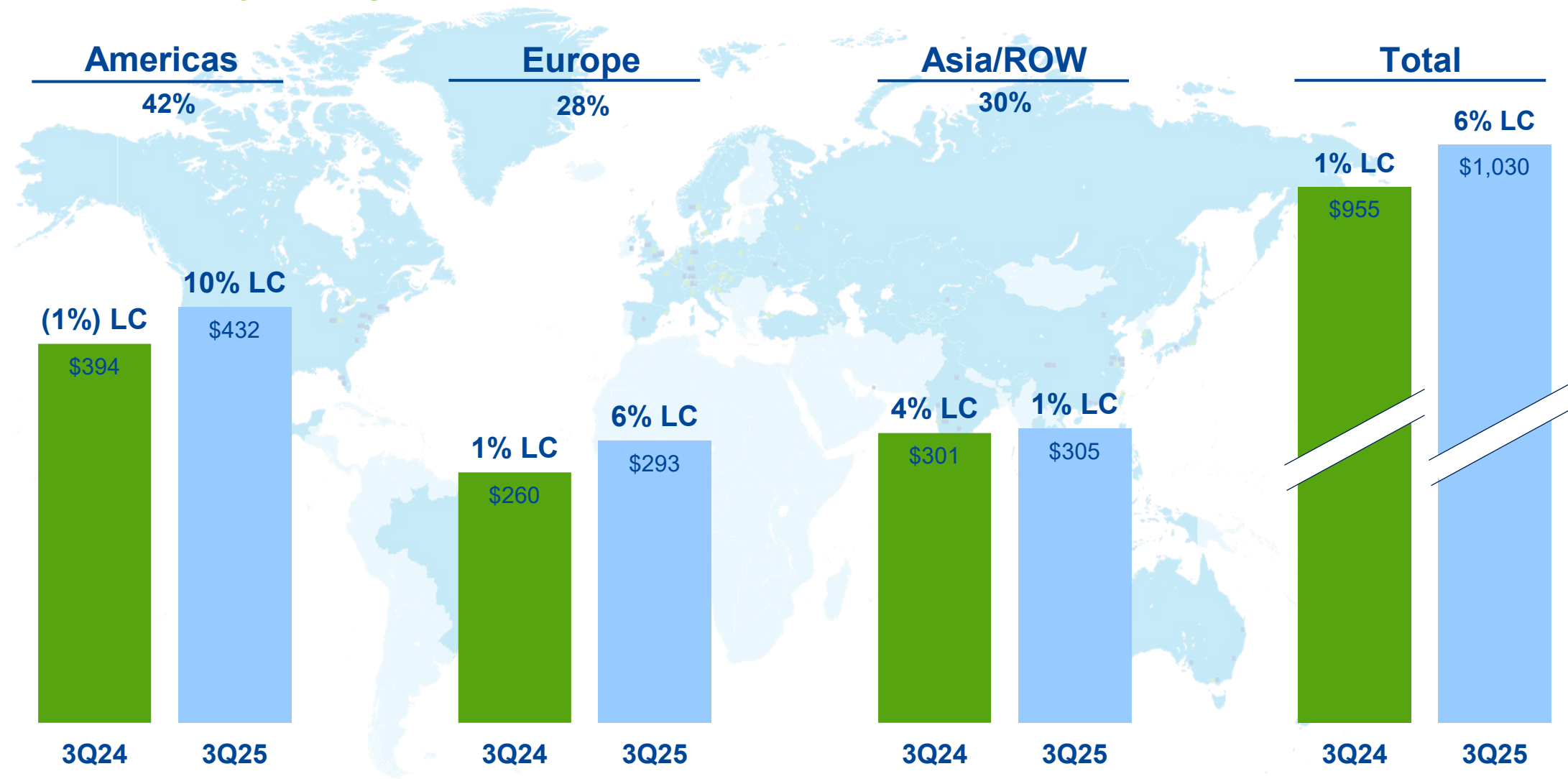
\$11.15
Up 9%

- Our third quarter results were strong and reflected very good growth, especially in Industrial. We are very pleased with our team's strong execution as we leverage our Spinnaker sales and marketing program and innovative product portfolio to drive growth while delivering solid EPS.
- Looking ahead, we are well positioned to capture growth opportunities while benefiting from trends like automation, digitalization, and onshoring. We continue to remain very agile as we face several uncertainties in global trade disputes and governmental policies.
- We are confident that our strategic initiatives and strong culture of innovation and operational excellence will enable us to continue delivering strong performance in this dynamic environment.



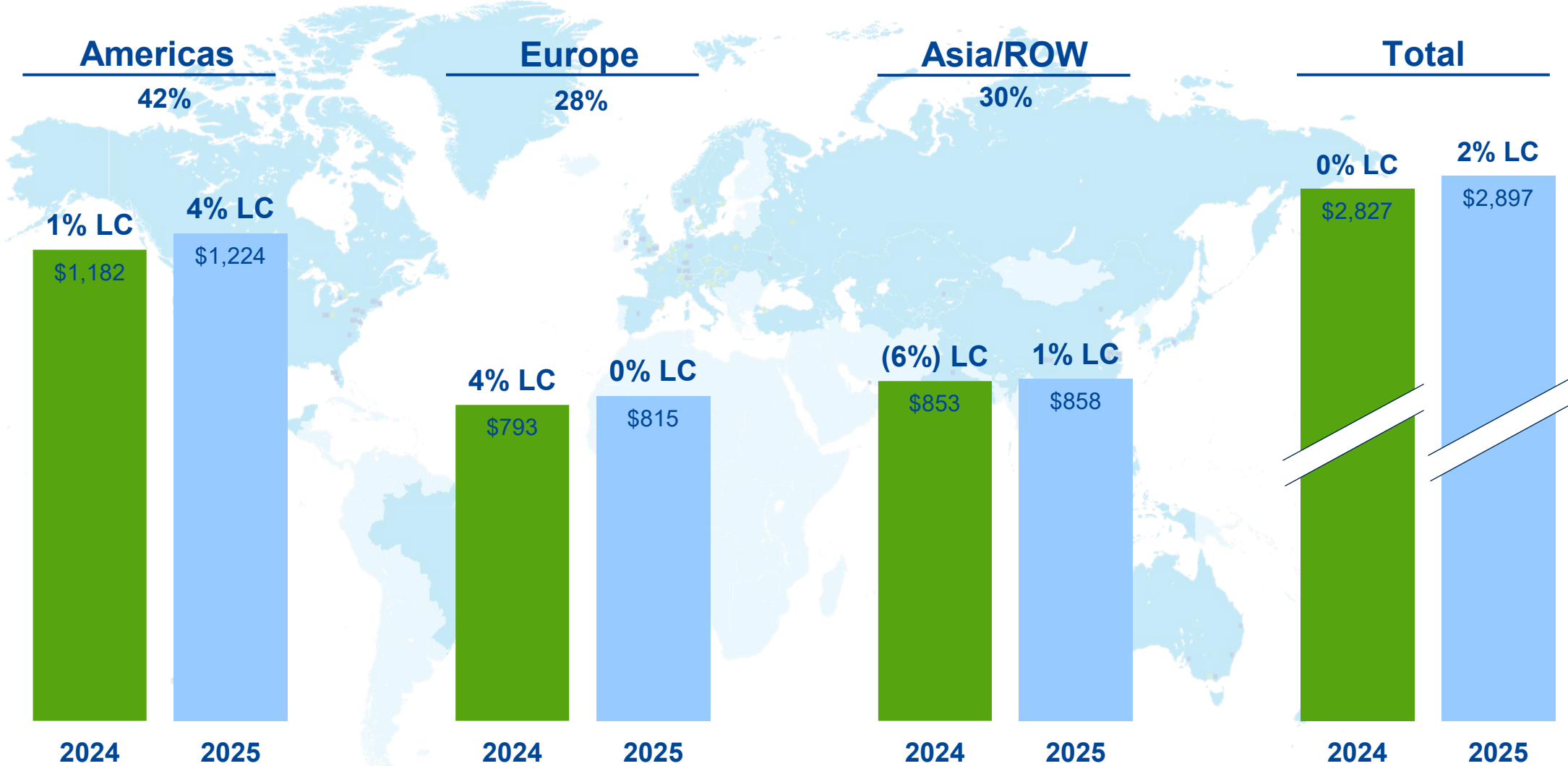
Above: NineFocus™ is a high-performance, multiparameter benchtop meter system, ideal for accurate measurements of pH, conductivity, ion concentration, redox potential, and dissolved oxygen. Its modular design effortlessly adjusts to growing needs for additional parameters or increased productivity. NineFocus is at its best with the smart InLab® DES® digital sensors (probes) with diagnostic capabilities to ensure reliable and reproducible results. Fully compliant with regulatory standards, it offers user-friendly and efficient operation, seamless connectivity, and a flexible footprint on the bench to enhance laboratory productivity and repeatability.

Q3 local currency sales growth



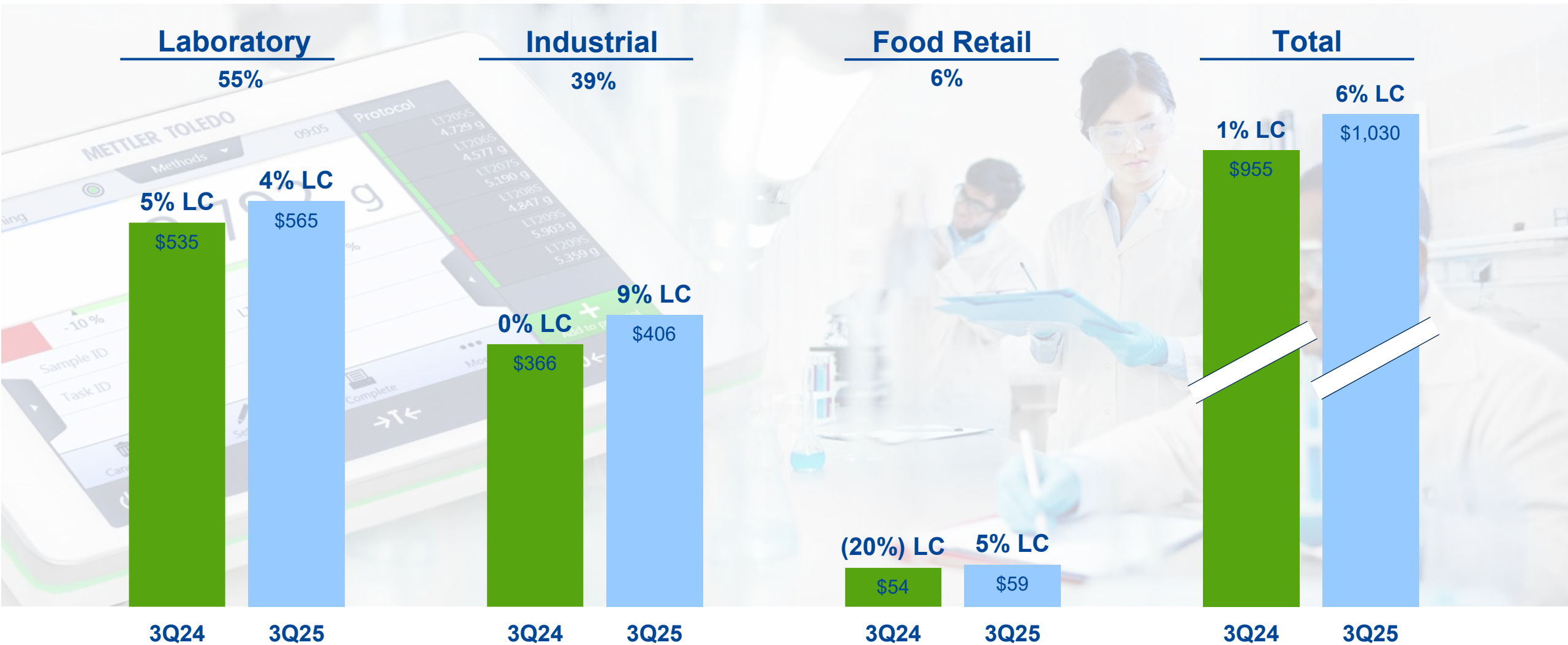
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates.

YTD local currency sales growth



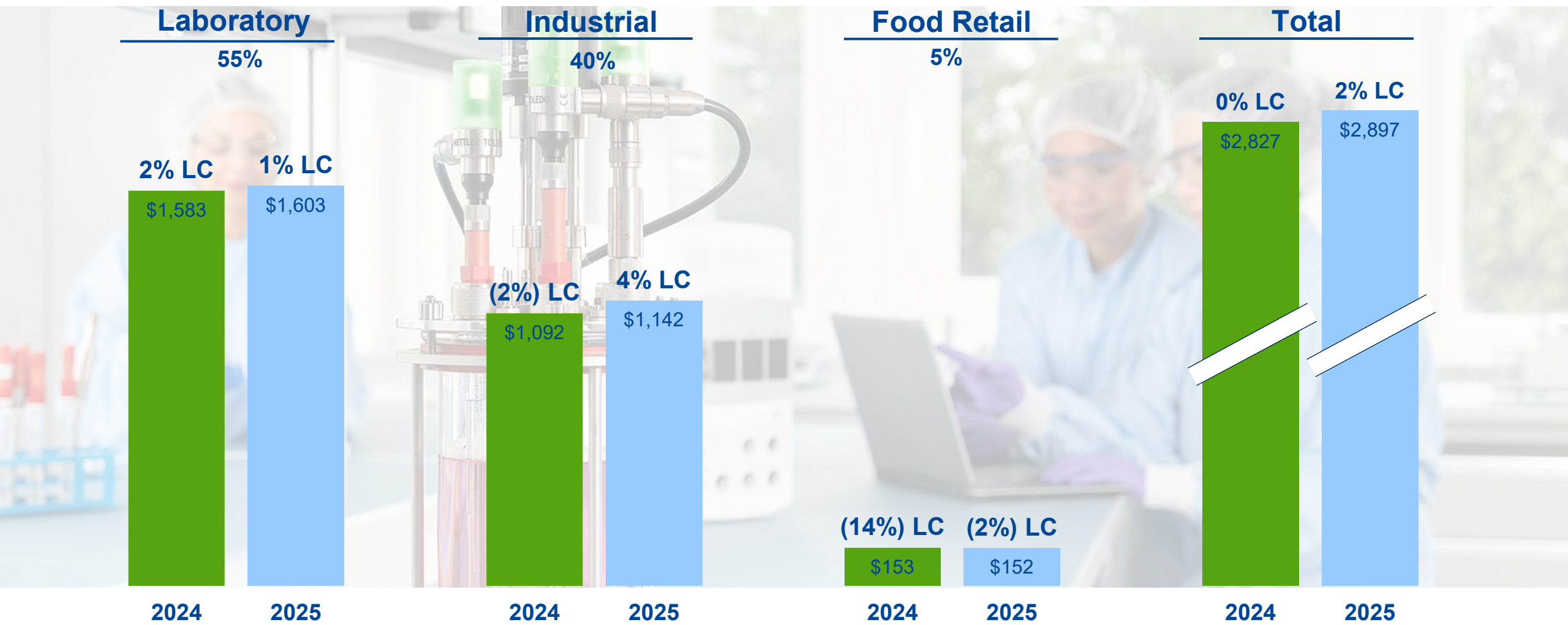
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates. Excluding the impact of the recovery of delayed shipments in the prior year, YTD 2025 LC sales increased 4%, including 5% in the Americas, 3% in Europe, and 2% in Asia/Rest of World.

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. Excluding the impact from delayed shipments from 4Q23 that benefited 1Q24 results, YTD 2025 LC sales increased 4%, including 4% in Laboratory, 5% in Industrial, and 1% in Food Retail.

(USD in 000's)	Q3 2025	Q3 2024	Change
Net Sales	\$1,029,699	\$954,535	8%
Local Currency Growth %	6%	1%	
Gross Profit	609,456	572,467	6%
Gross Profit Margin %	59.2%	60.0%	(80bp)
Research and Development	51,143	47,117	9%
% of Sales	5.0%	4.9%	10bp
Selling, General and Administrative	248,391	228,777	9%
% of Sales	24.1%	24.0%	10bp
Adjusted Operating Profit	309,922	296,573	5%
Adj Margin %	30.1%	31.1%	(100bp)
Adjusted EPS	\$11.15	\$10.21	9%

(USD in 000's)	YTD 2025	YTD 2024	Change
Net Sales	\$2,896,664	\$2,827,234	2%
Local Currency Growth %	2%	0%	
Gross Profit	1,715,211	1,686,268	2%
Gross Profit Margin %	59.2%	59.6%	(40bp)
Research and Development	146,774	139,303	5%
% of Sales	5.1%	4.9%	20bp
Selling, General and Administrative	738,488	698,963	6%
% of Sales	25.5%	24.7%	80bp
Adjusted Operating Profit	829,949	848,002	(2%)
Adj Margin %	28.7%	30.0%	(130bp)
Adjusted EPS	\$29.41	\$28.74	2%

Thank You.