Earnings Webcast
February 6, 2020

Mettler-Toledo International Inc.

Q4 2019 Financial Results

METTLER TOLEDO

Safe Harbor Statement

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 the discussion on forward-looking statements in our recent current report on Form 10-K. All of the forward-looking statements are qualified in their entirety by reference to the factors discussed under the captions “Factors affecting our future operating results” and in the “Business” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” sections of our annual report on Form 10-K for the most recently completed fiscal year, which describe risks and factors that could cause results to differ materially from those projected in those forward-looking statements.

Summary Comments – Q4 2019

Local currency sales growth → **+4%**

Adjusted Operating Profit Margin → **+110 bp**

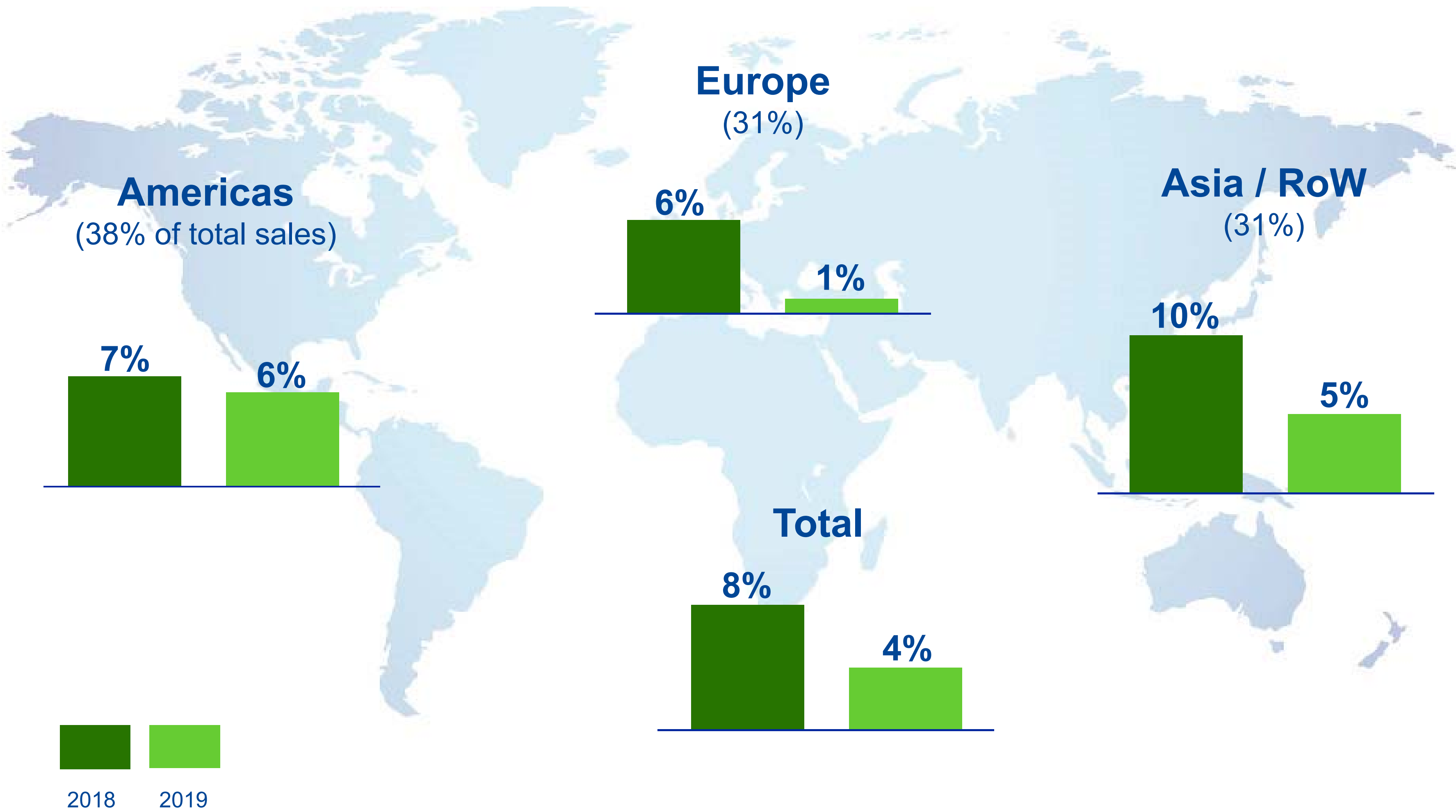
Adjusted EPS growth → **+14%**

Q4 Highlights

- Good sales growth in the quarter, particularly in light of the excellent growth in the prior year.
- Sales growth was strong in the Americas and China.
- With the benefit of margin and productivity initiatives, overcame meaningful currency and tariff headwinds to generate strong margin improvement and earnings growth in the quarter.
- Excellent cash flow generation in the quarter and for the full year.

Sales by Geography

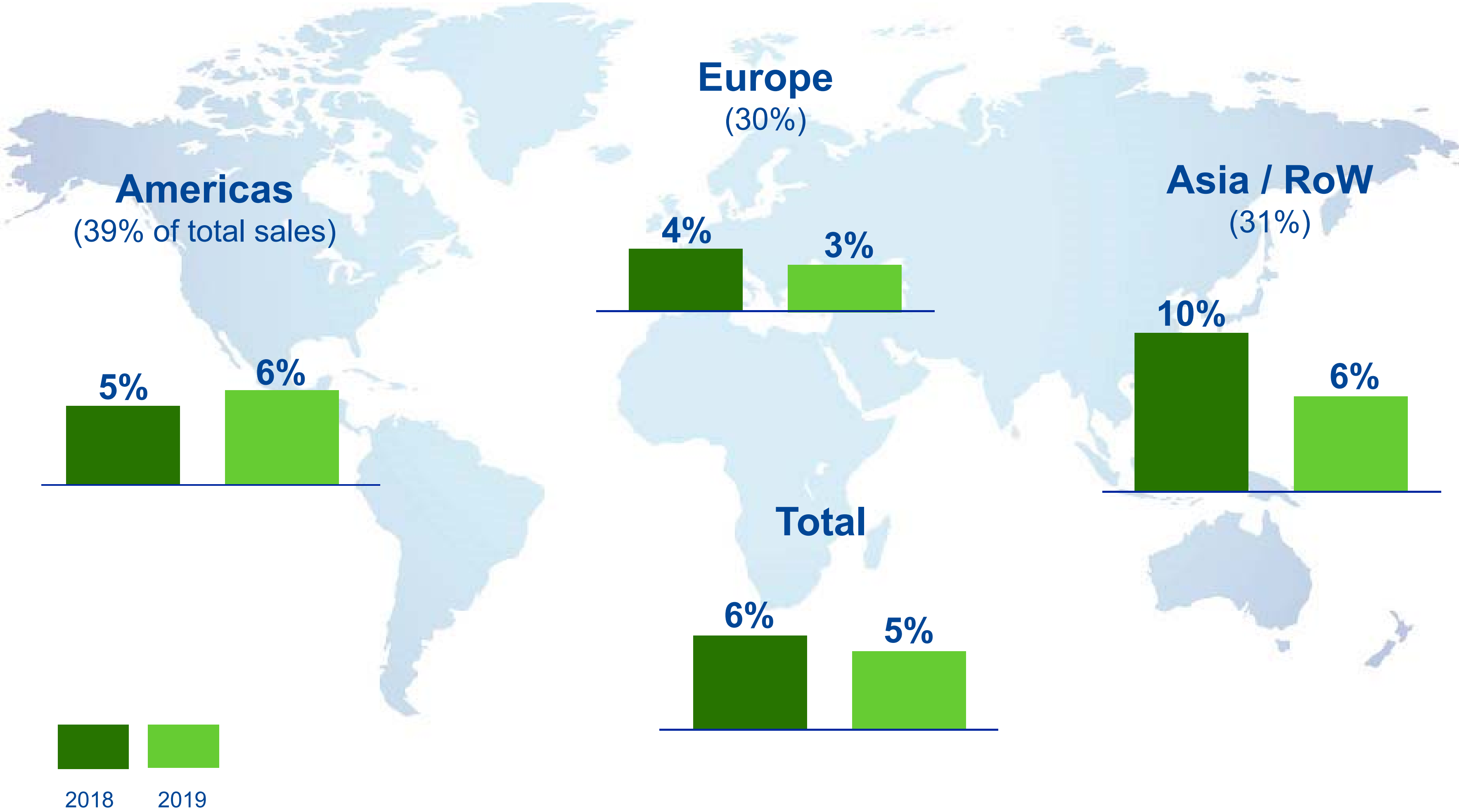
Q4 Local Currency Sales Growth



Note: Local currency (LC) sales excludes foreign exchange impact.

Sales by Geography

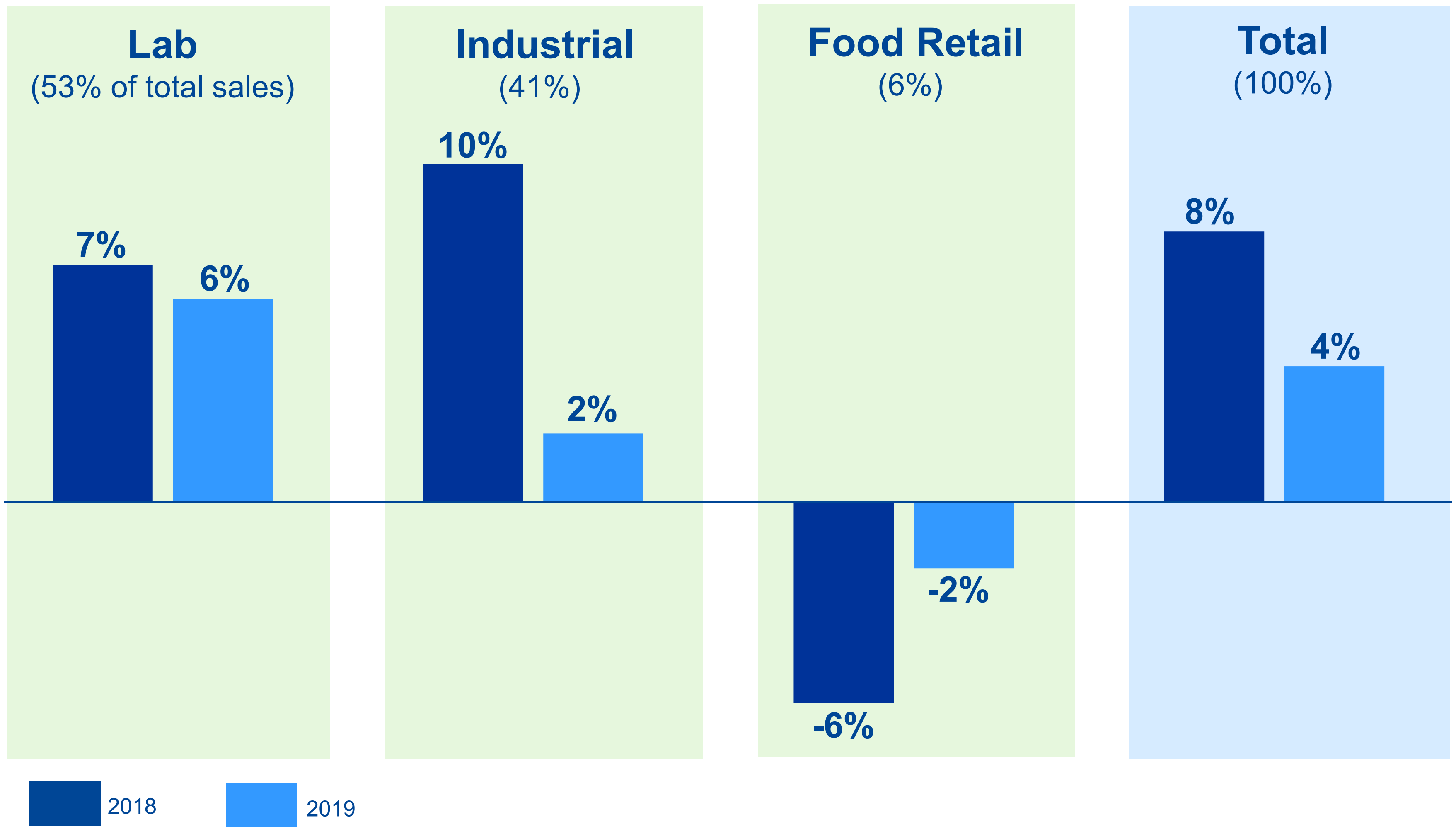
2019 Local Currency Sales Growth



Note: Local currency (LC) sales excludes foreign exchange impact.

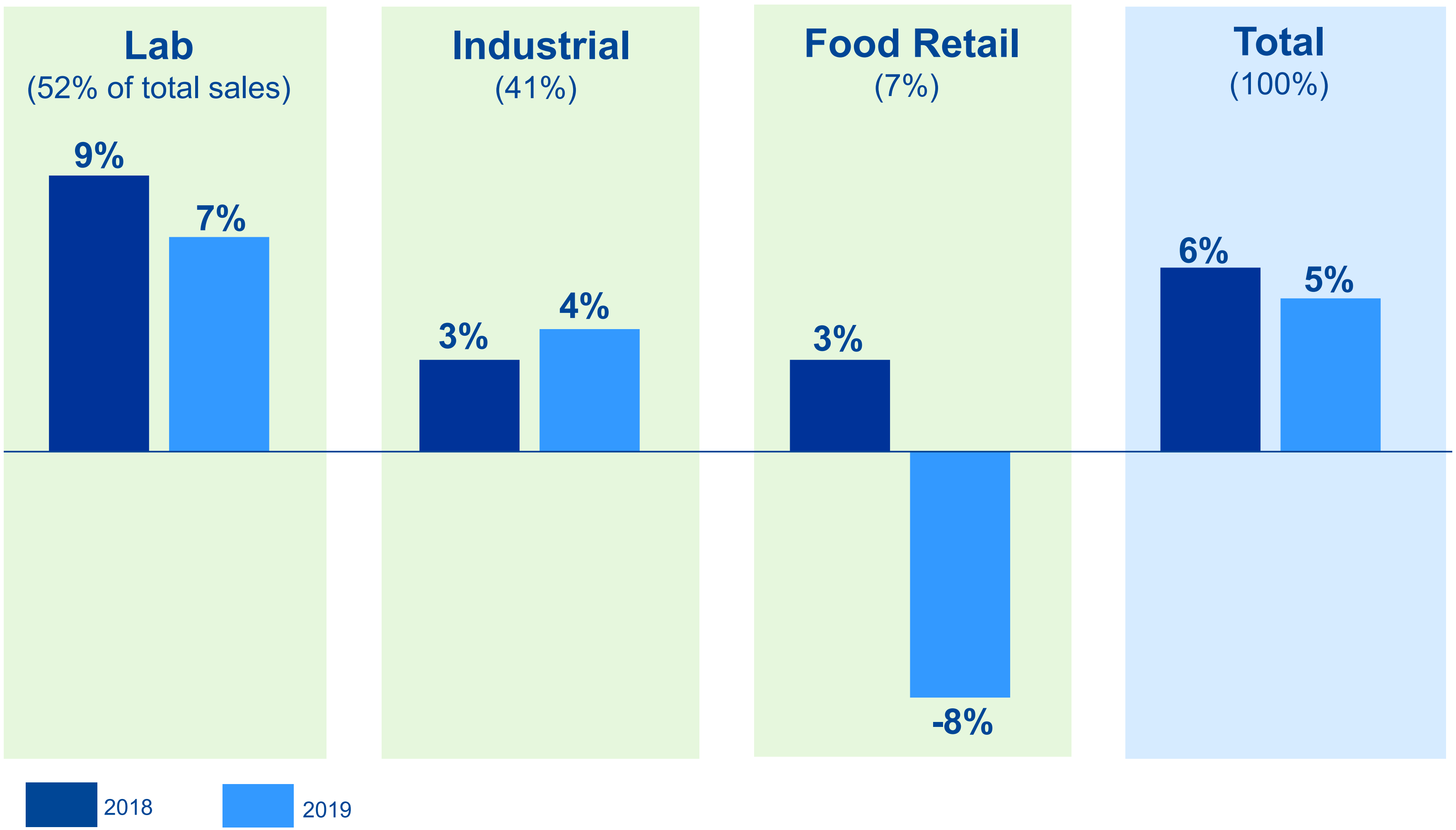
Sales by Product Area

Q4 Local Currency Sales Growth



Note: Local currency (LC) sales excludes foreign exchange impact.

2019 Local Currency Sales Growth



Note: Local currency (LC) sales excludes foreign exchange impact.

Profit & Loss Statement – Q4 2019

(USD in 000's)	Q4 2019	Q4 2018
NET SALES	**$843,969**	**$817,923**
Local Currency Growth %	**4%**	**8%**
GROSS PROFIT	498,297	477,566
Margin %	59.0%	58.4%
RESEARCH and DEVELOPMENT	35,299	36,205
% of Sales	4.2%	4.4%
SELLING, GENERAL and ADMINISTRATIVE	206,717	201,653
% of Sales	24.5%	24.7%
ADJUSTED OPERATING PROFIT	**256,281**	**239,708**
Margin %	30.4%	29.3%
USD Growth	**7%**	**11%**
SHARES OUTSTANDING (000's)	24,600	25,490

Adjusted EPS	**$7.78**	**$6.85**
% Growth	**14%**	**15%**

Note: Adjusted operating profit and Adjusted EPS are non-GAAP measures

Profit & Loss Statement – 2019

(USD in 000's)	12 Months 2019	12 Months 2018
NET SALES	**$3,008,652**	**$2,935,586**
Local Currency Growth %	**5%**	**6%**
GROSS PROFIT	1,741,211	1,684,378
Margin %	57.9%	57.4%
RESEARCH and DEVELOPMENT	143,950	141,071
% of Sales	4.8%	4.8%
SELLING, GENERAL and ADMINISTRATIVE	819,183	812,802
% of Sales	27.2%	27.7%
ADJUSTED OPERATING PROFIT	**778,078**	**730,505**
Margin %	25.9%	24.9%
USD Growth	**7%**	**12%**
SHARES OUTSTANDING (000's)	24,974	25,781

Adjusted EPS	**$22.77**	**$20.32**
% Growth	**12%**	**16%**

Note: Adjusted operating profit and Adjusted EPS are non-GAAP measures

Thank You.