

Earnings Webcast
May 6, 2021



Mettler-Toledo International Inc.

Q1 2021 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.

Local currency sales

➔ + 18%

Adjusted Operating Profit

➔ + 49%

Adjusted EPS

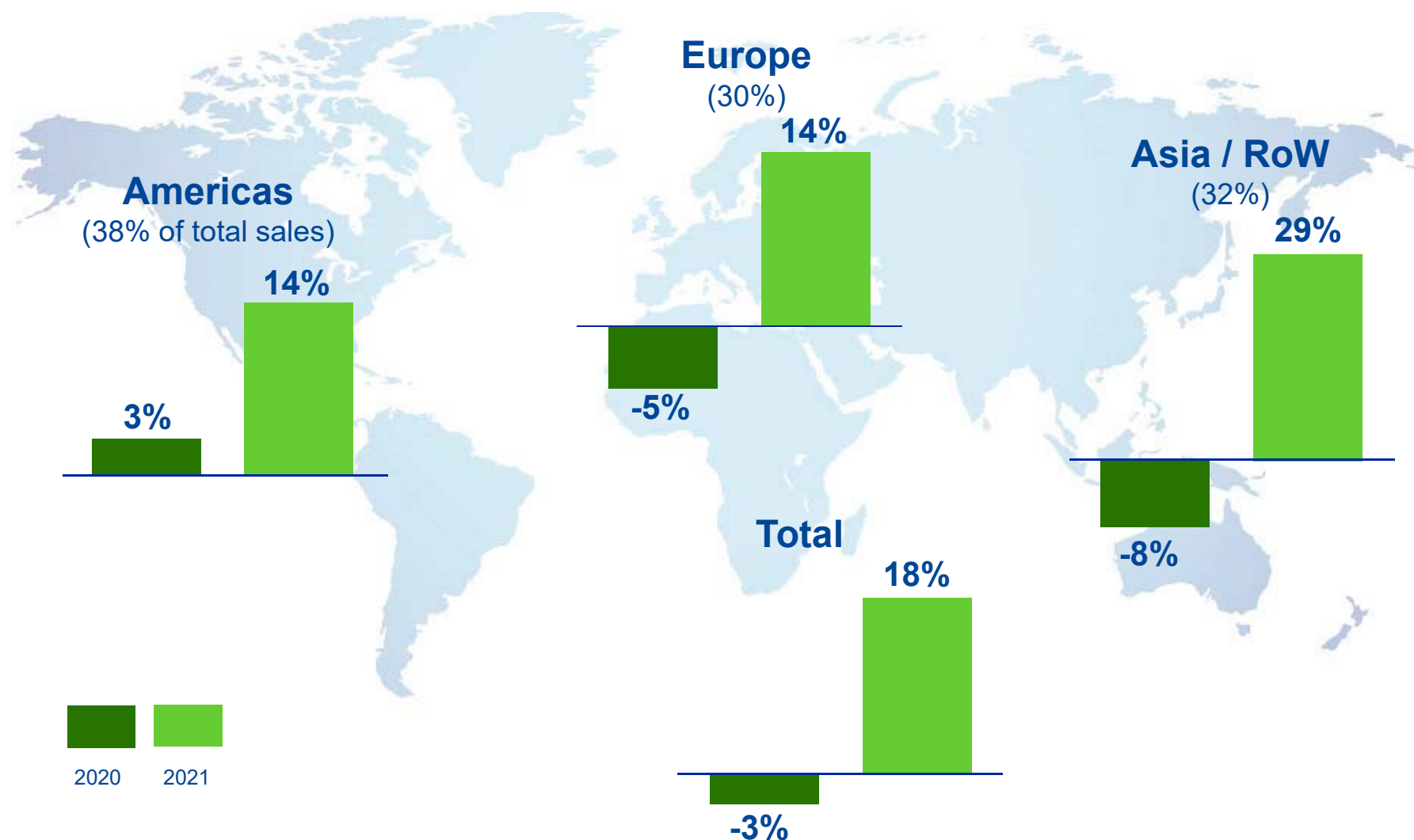
➔ + 64%



Q1 Highlights

- We have had an excellent start to the year with strong broad-based sales growth in all regions.
- China in particular had outstanding performance, and our results in the Americas and Europe were also better than expected.
- We capitalized on robust market demand and executed well to meet customer needs.
- Outstanding sales growth, combined with continued good cost control and the execution of our margin and productivity initiatives, resulted in excellent growth in Adjusted Operating Profit, Adjusted EPS and cash flow generation.

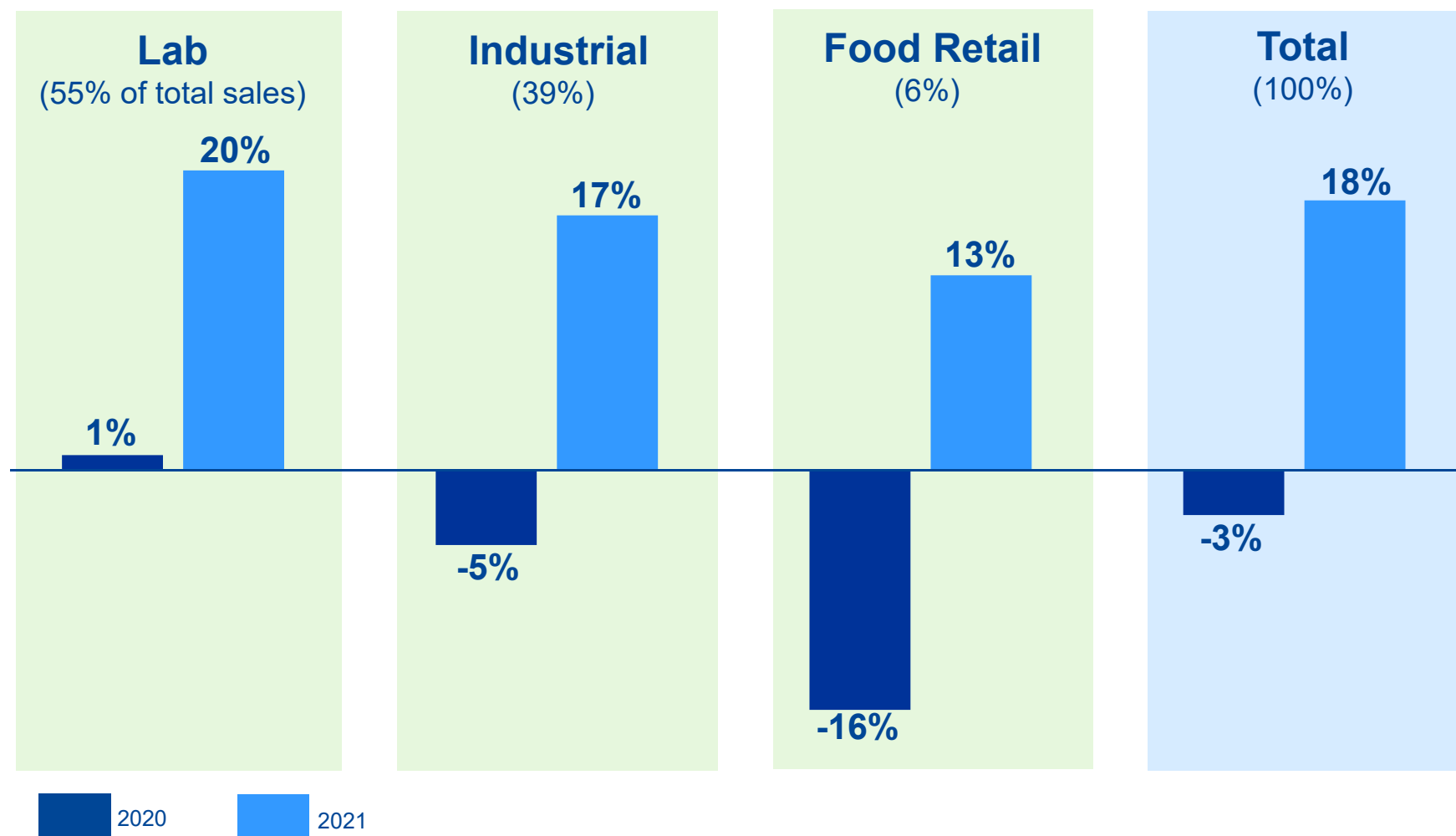
Q1 Local Currency Sales Growth



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

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Profit & Loss Statement – Q1 2021

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(USD in 000's)	Q1 2021	Q1 2020
NET SALES	\$804,390	\$649,162
Local Currency Growth %	18%	-3%
GROSS PROFIT	471,696	374,409
Margin %	58.6%	57.7%
RESEARCH and DEVELOPMENT	39,272	34,387
% of Sales	4.9%	5.3%
SELLING, GENERAL and ADMINISTRATIVE	221,752	198,744
% of Sales	27.6%	30.6%
ADJUSTED OPERATING PROFIT	210,672	141,278
Margin %	26.2%	21.8%
USD Growth	49%	-4%
SHARES OUTSTANDING (000's)	23,686	24,353
Adjusted EPS	<u>\$6.56</u>	<u>\$4.00</u>
% Growth	64%	-2%

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

Thank You.