

Earnings Webcast
July 29, 2021



Mettler-Toledo International Inc.

Q2 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 ➡ + 27%

Adjusted Operating Profit ➡ + 45%

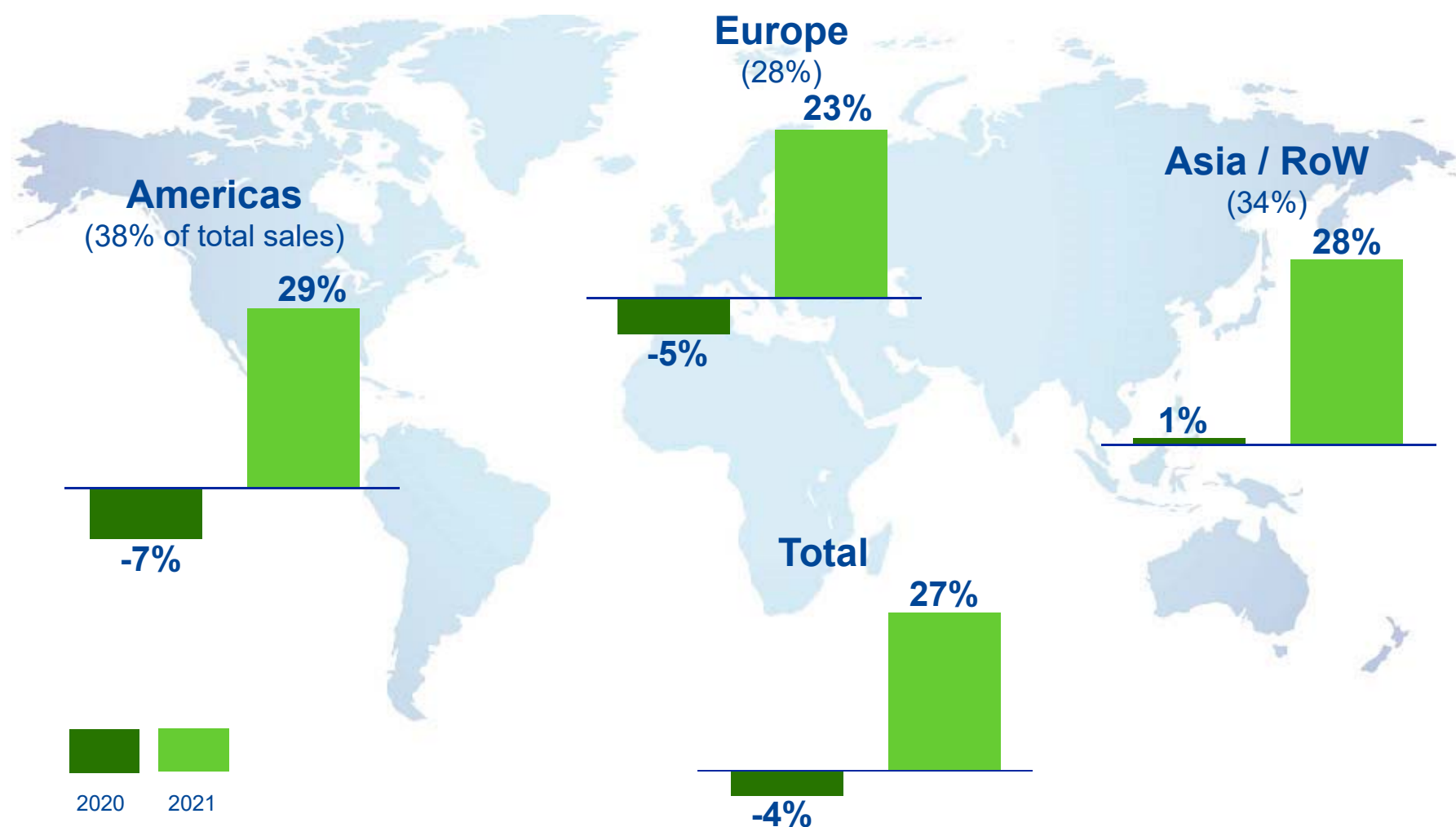
Adjusted EPS ➡ + 53%



Q2 Highlights

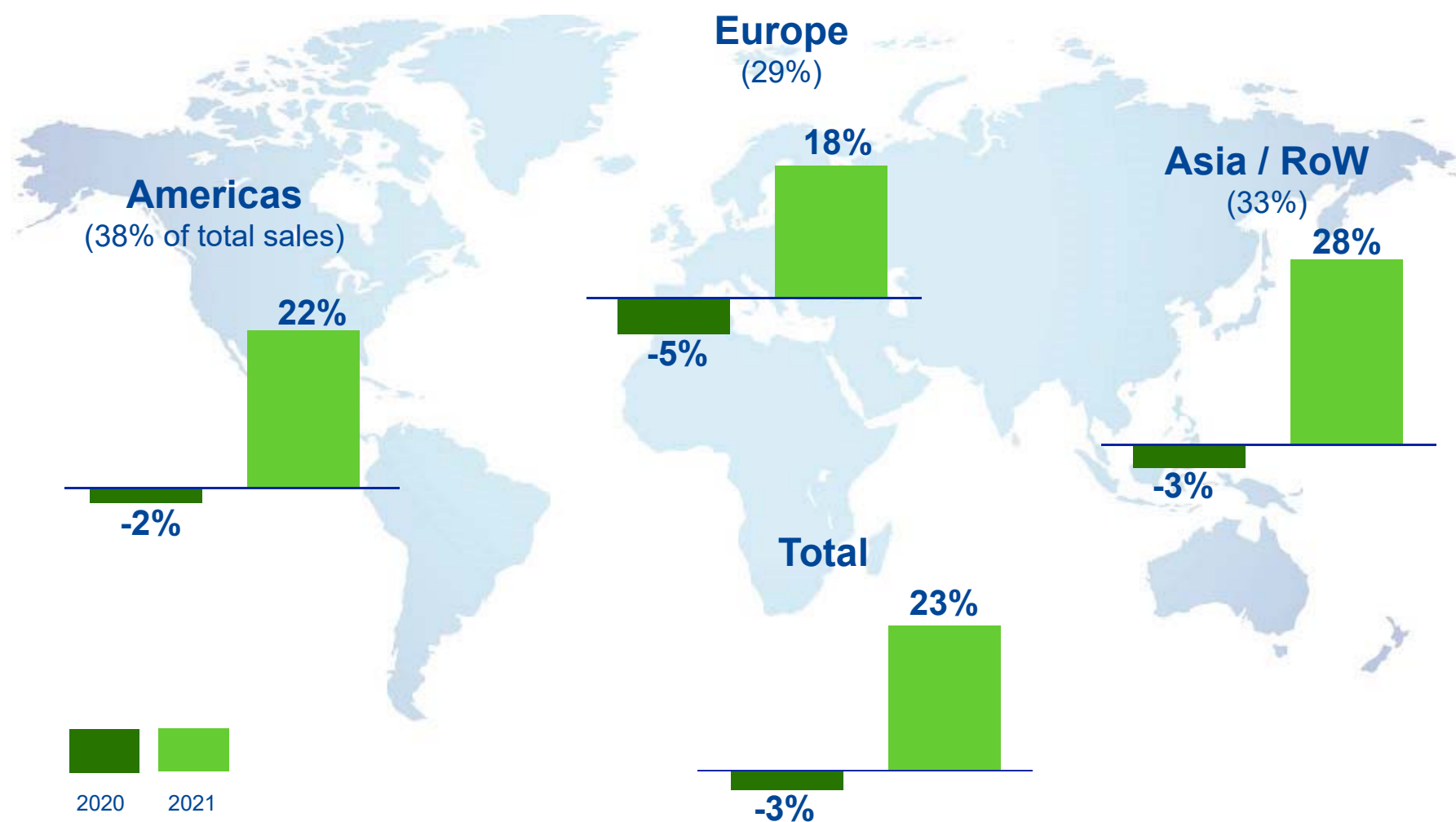
- We had another quarter of excellent sales growth with very strong broad-based growth in all regions and most product lines.
- Customer demand was robust and we were ideally positioned to capitalize on the growth opportunities in our end markets.
- Exceptional sales growth and continued focused execution of our margin initiatives drove excellent growth in Adjusted Operating Profit, Adjusted EPS and cash flow generation.

Q2 Local Currency Sales Growth



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

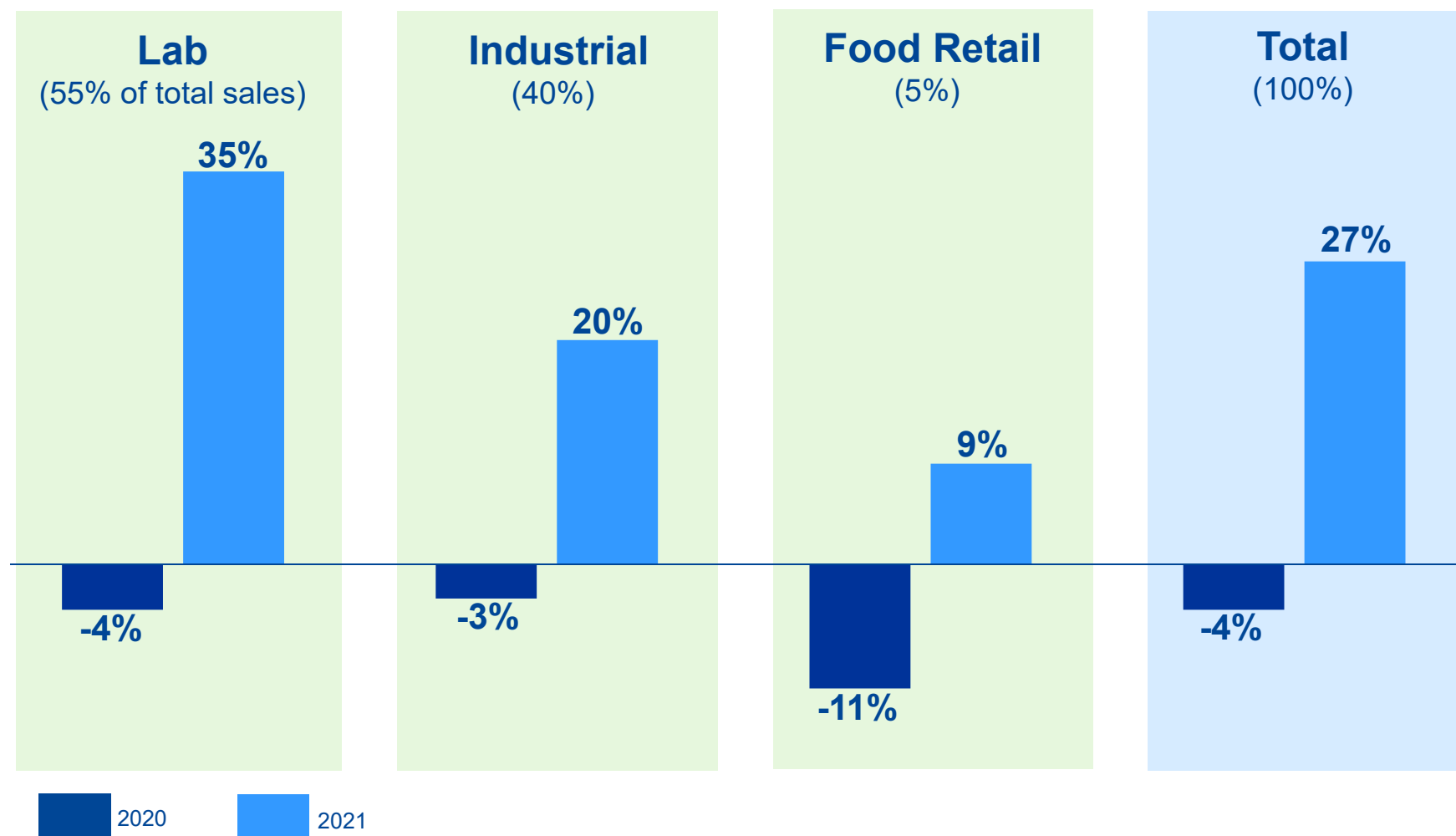
YTD Local Currency Sales Growth



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

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Q2 Local Currency Sales Growth

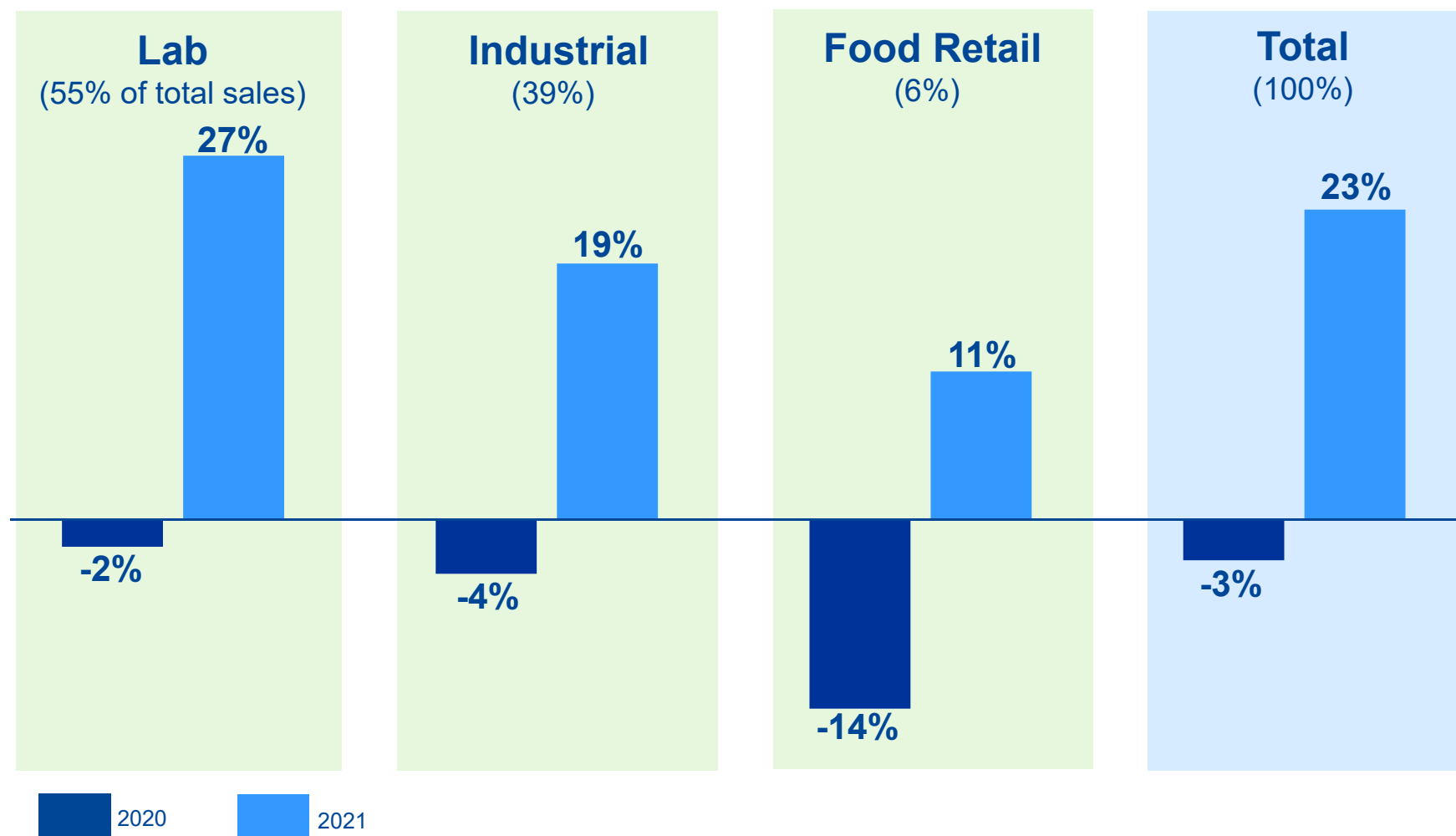


Note: Local currency (LC) sales excludes foreign exchange impact.

Sales by Product Area

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YTD Local Currency Sales Growth



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

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Profit & Loss Statement – Q2 2021

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(USD in 000's)	Q2 2021	Q2 2020
NET SALES	\$924,351	\$690,673
Local Currency Growth %	27%	-4%
GROSS PROFIT	536,904	397,970
Margin %	58.1%	57.6%
RESEARCH and DEVELOPMENT	42,603	31,193
% of Sales	4.6%	4.5%
SELLING, GENERAL and ADMINISTRATIVE	239,045	190,134
% of Sales	25.9%	27.5%
ADJUSTED OPERATING PROFIT	255,256	176,643
Margin %	27.6%	25.6%
USD Growth	45%	-1%
SHARES OUTSTANDING (000's)	23,522	24,229
Adjusted EPS	<u>\$8.10</u>	<u>\$5.29</u>
% Growth	53%	3%

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

Profit & Loss Statement – YTD 2021

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(USD in 000's)	6 Months 2021	6 Months 2020
NET SALES	\$1,728,741	\$1,339,835
Local Currency Growth %	23%	-3%
GROSS PROFIT	1,008,600	772,379
Margin %	58.3%	57.6%
RESEARCH and DEVELOPMENT	81,875	65,580
% of Sales	4.7%	4.9%
SELLING, GENERAL and ADMINISTRATIVE	460,797	388,878
% of Sales	26.7%	29.0%
ADJUSTED OPERATING PROFIT	465,928	317,921
Margin %	27.0%	23.7%
USD Growth	47%	-2%
SHARES OUTSTANDING (000's)	23,604	24,291
Adjusted EPS	<u>\$14.66</u>	<u>\$9.28</u>
% Growth	58%	0%

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

Thank You.