

Earnings Webcast
May 5, 2023



Mettler-Toledo International Inc.

Q1 2023 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.

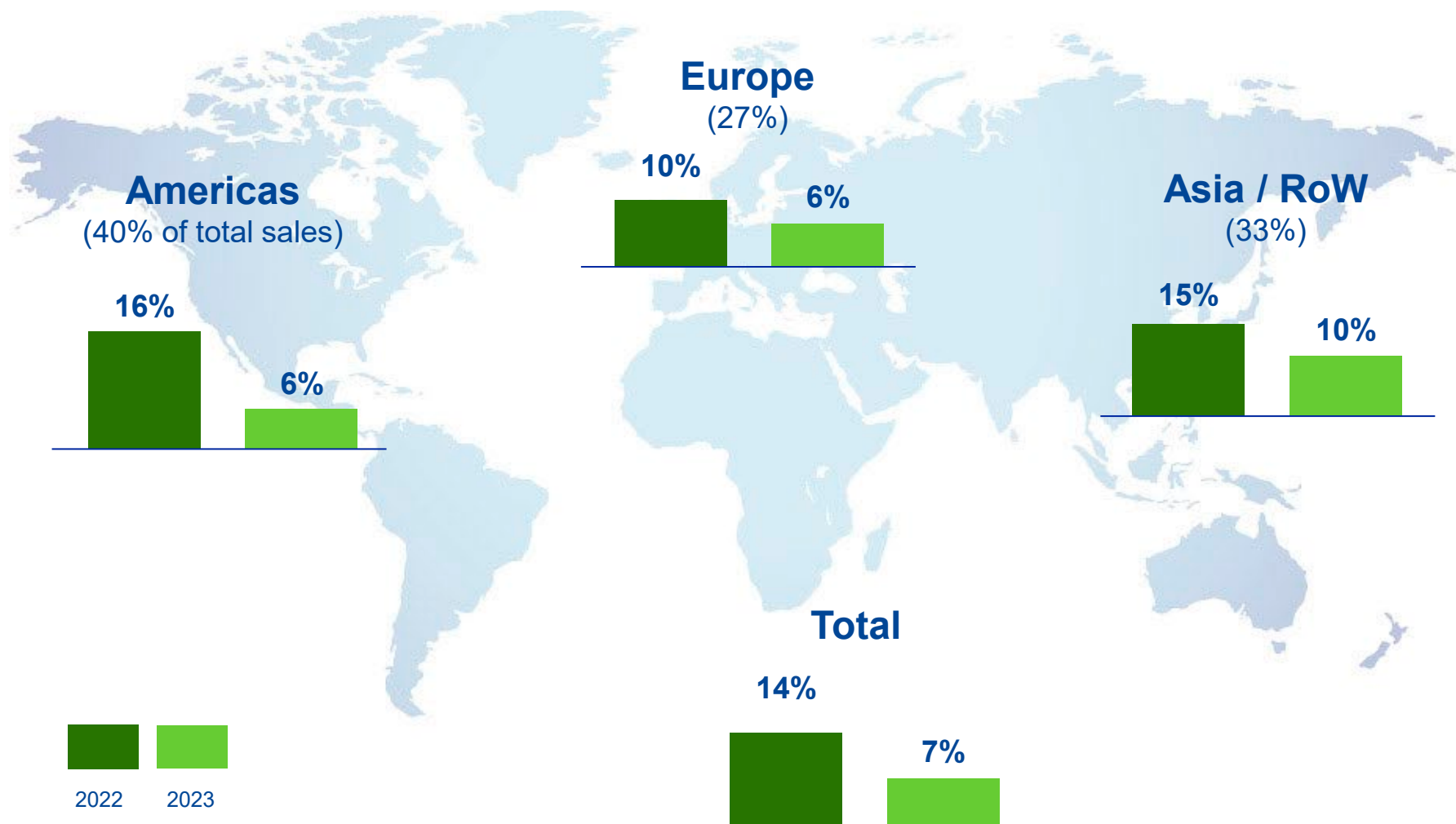
Local currency sales	➡	+ 7%
Adjusted Operating Profit	➡	+ 10%
Adjusted EPS	➡	+ 10%



Q1 Highlights

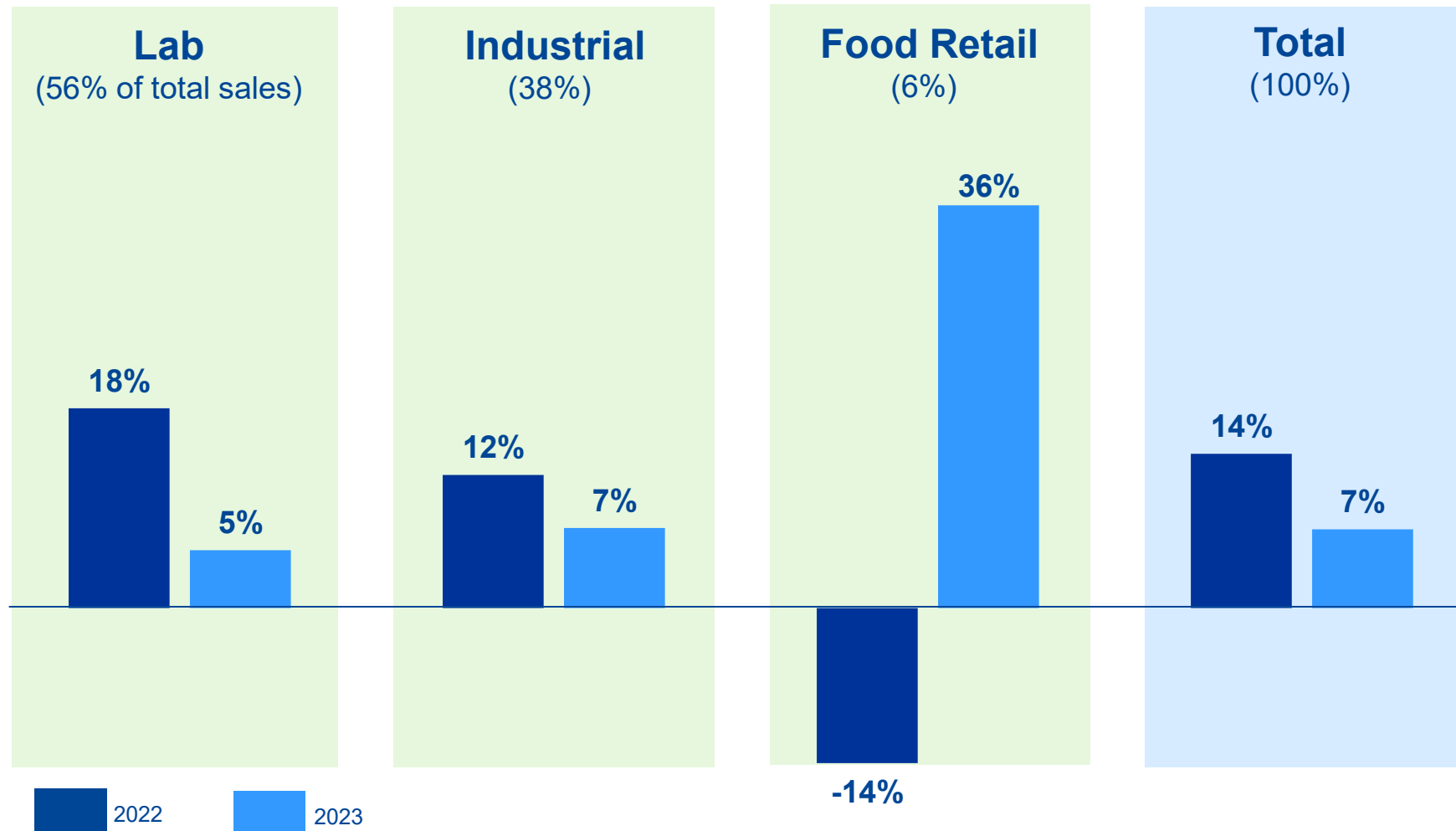
- We had a very good start to the year with broad-based growth across geographic regions and product categories, including very strong momentum in our service business.
- We were also pleased with our strong execution on margin initiatives and cost control, which resulted in solid growth in Adjusted EPS despite a very significant currency headwind

Q1 Local Currency Sales Growth



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

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Profit & Loss Statement – Q1 2023

(USD in 000's)	Q1 2023	Q1 2022
NET SALES	\$928,738	\$897,791
Local Currency Growth %	7%	14%
GROSS PROFIT	546,566	519,585
Margin %	58.9%	57.9%
RESEARCH and DEVELOPMENT	45,477	43,028
% of Sales	4.9%	4.8%
SELLING, GENERAL and ADMINISTRATIVE	234,638	235,312
% of Sales	25.3%	26.2%
ADJUSTED OPERATING PROFIT	266,451	241,245
Margin %	28.7%	26.9%
USD Growth	10%	15%
SHARES OUTSTANDING (000's)	22,253	23,040

Adjusted EPS	<u>\$8.69</u>	<u>\$7.87</u>
% Growth	10%	20%

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

Thank You.