

Earnings Webcast
May 7, 2020



Mettler-Toledo International Inc.

Q1 2020 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.

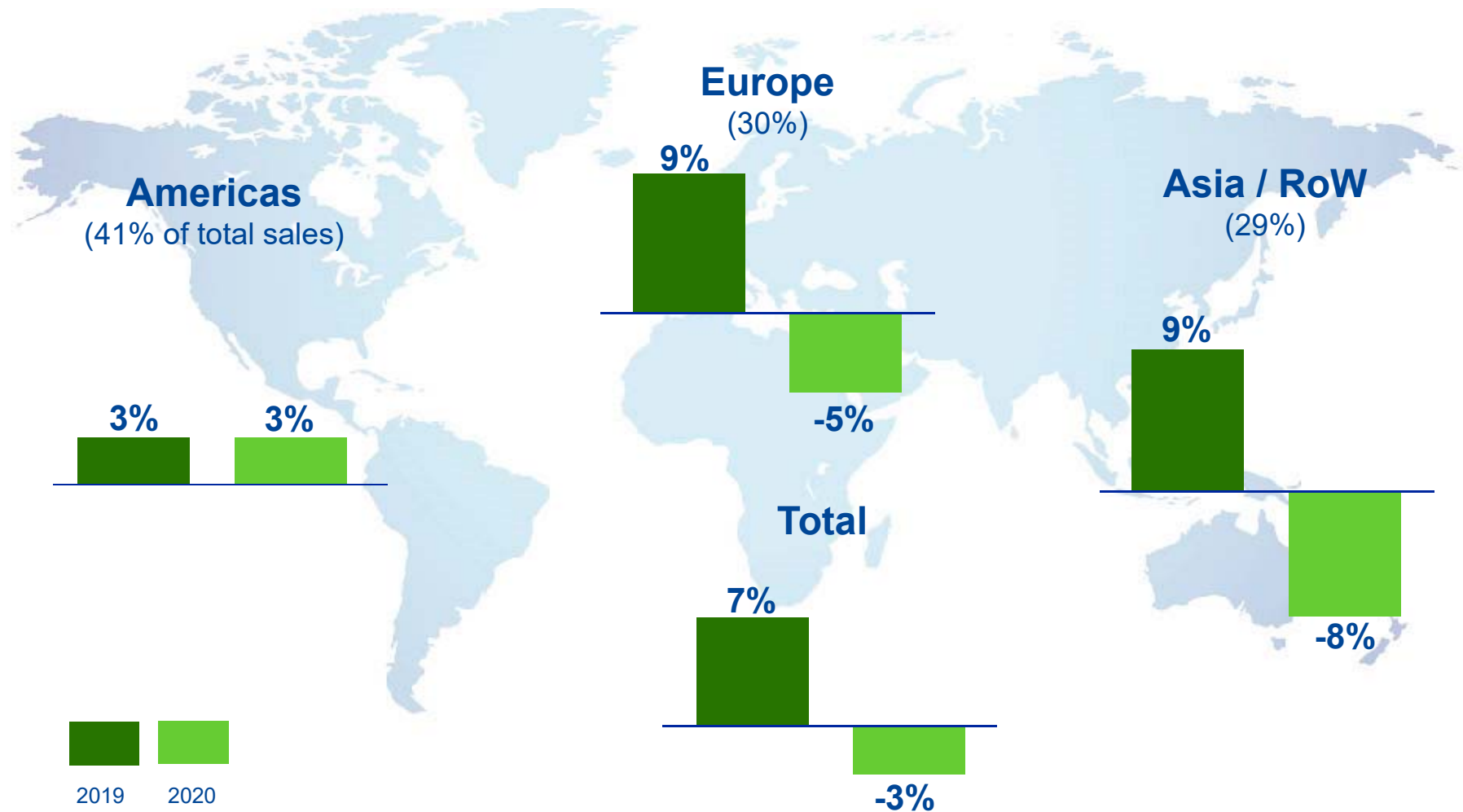
Local currency sales	➡	-3%
Adjusted Operating Profit Margin	➡	21.8%
Adjusted EPS	➡	-2%



Q1 Highlights

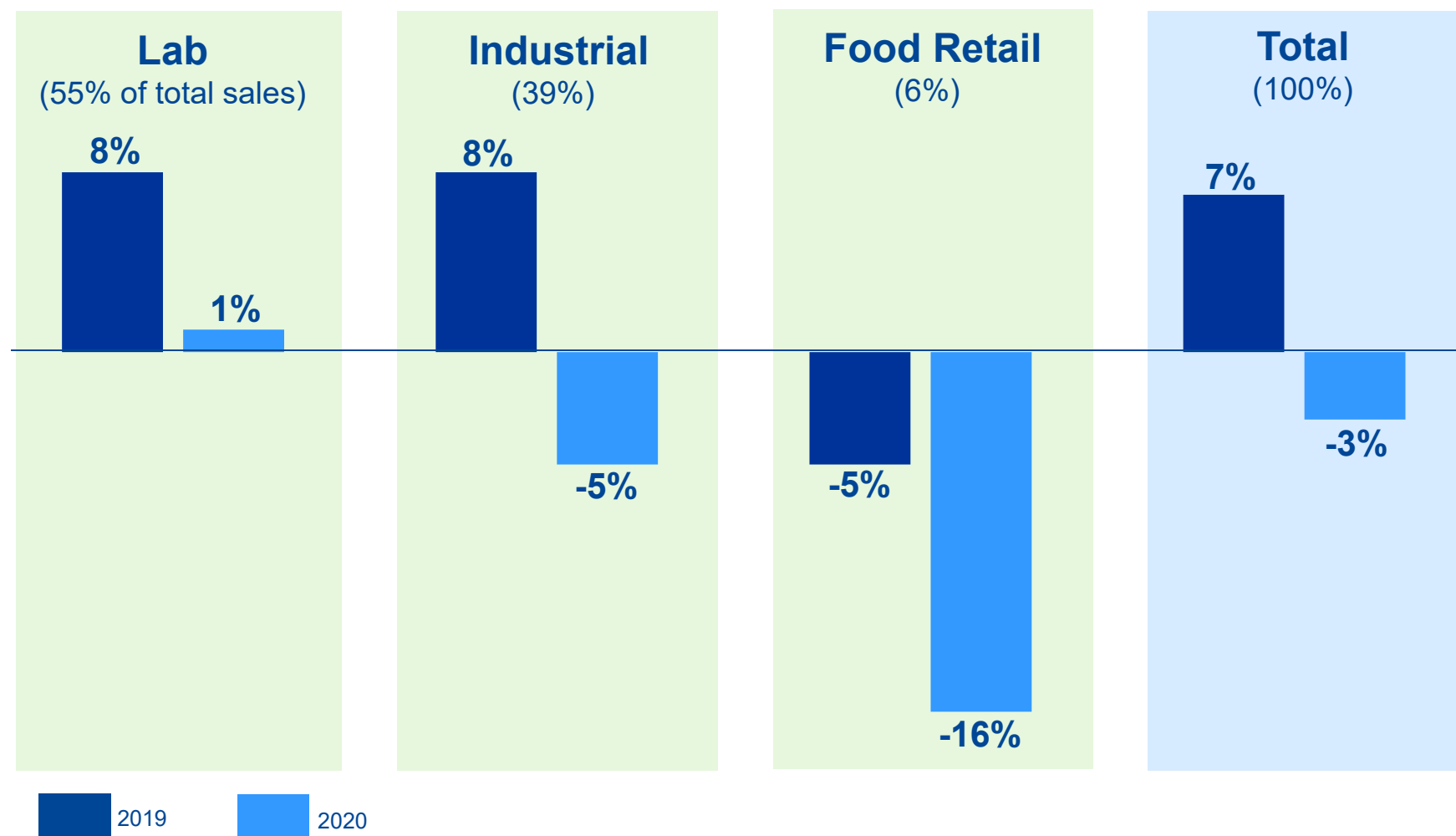
- The negative impact of COVID-19 to our local currency sales in China was significant.
- Local currency sales in other countries, particularly in Asia and Europe, were also negatively impacted by COVID-19.
- With the benefit of our margin and cost containment initiatives, we improved gross margins and maintained adjusted operating margins consistent with the prior year while adjusted EPS was slightly below the prior year.

Q1 Local Currency Sales Growth



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

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Profit & Loss Statement – Q1 2020

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(USD in 000's)	Q1 2020	Q1 2019
NET SALES	\$649,162	\$679,452
Local Currency Growth %	-3%	7%
GROSS PROFIT	374,409	388,319
Margin %	57.7%	57.2%
RESEARCH and DEVELOPMENT	34,387	36,053
% of Sales	5.3%	5.3%
SELLING, GENERAL and ADMINISTRATIVE	198,744	204,425
% of Sales	30.6%	30.1%
ADJUSTED OPERATING PROFIT	141,278	147,841
Margin %	21.8%	21.8%
USD Growth	-4%	6%
SHARES OUTSTANDING (000's)	24,353	25,311
Adjusted EPS	<u>\$4.00</u>	<u>\$4.10</u>
% Growth	-2%	10%

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

Thank You.