

Earnings Webcast
May 3, 2018



Mettler-Toledo International Inc.

Q1 2018 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 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.

Strong Adjusted EPS Growth

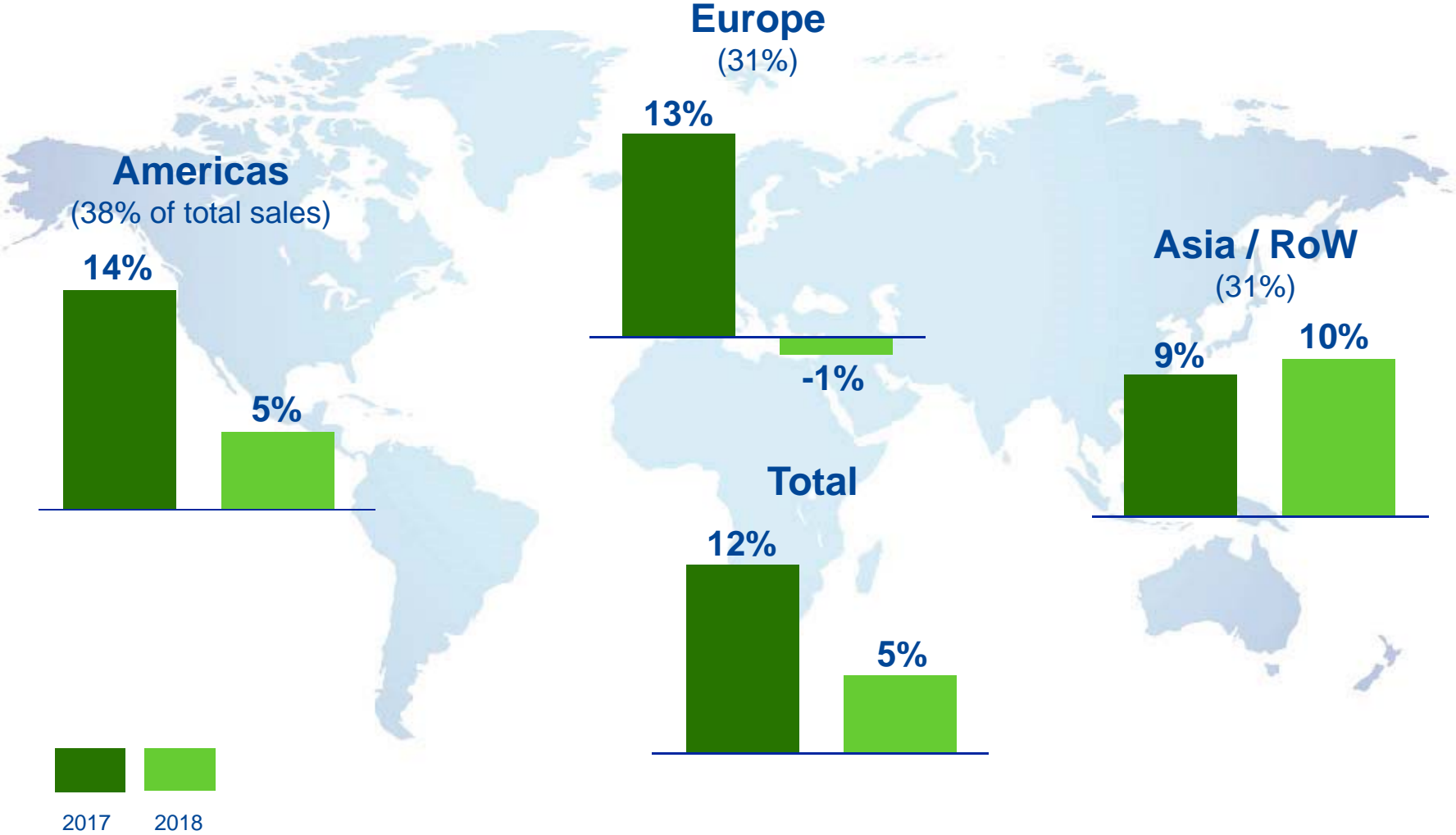
Local currency sales growth	➔	+5%
Adjusted operating income growth	➔	+10%
Adjusted EPS growth	➔	+12%



Q1 Highlights

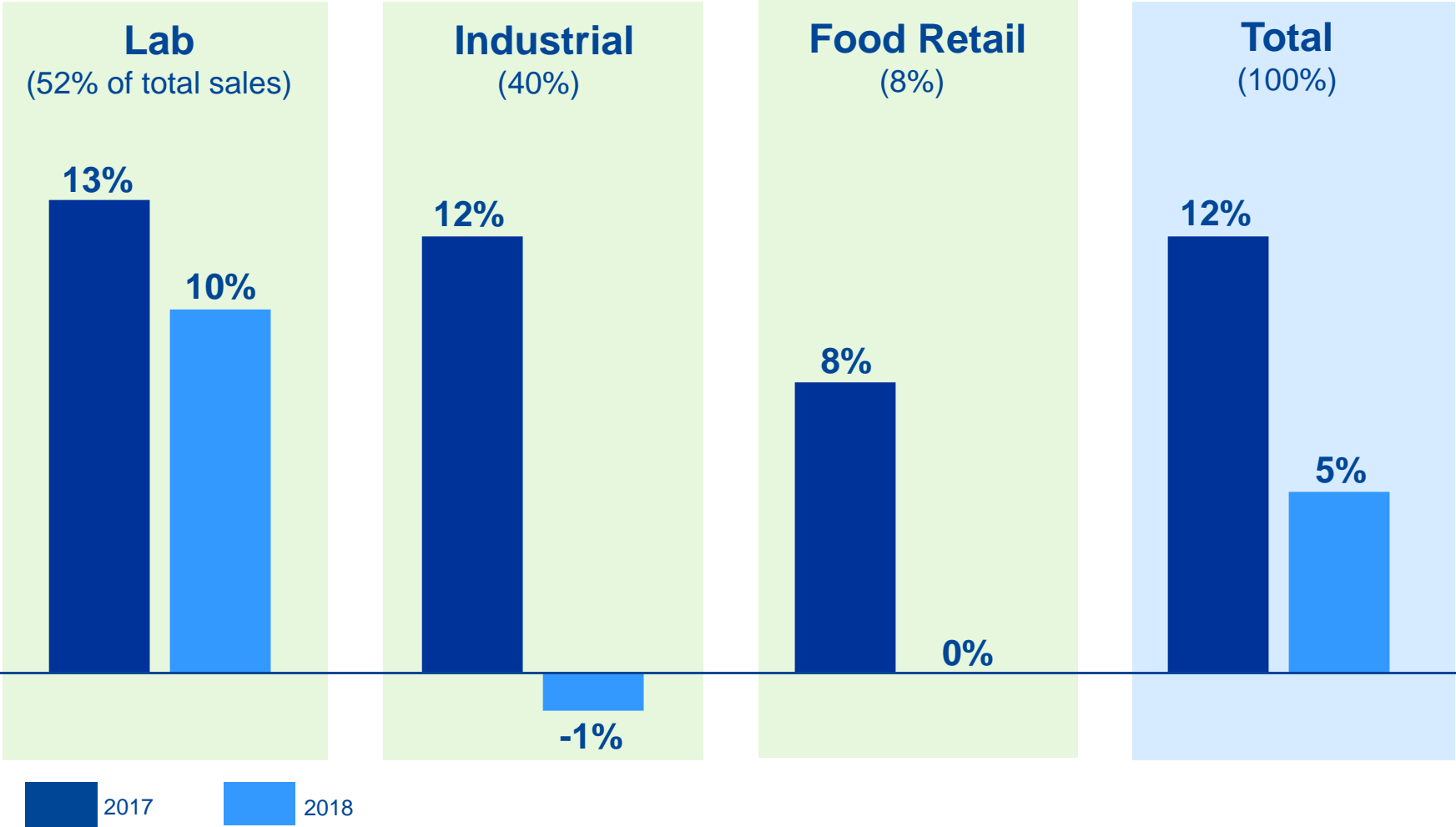
- Sales growth in the quarter came in as expected and was impacted by the excellent sales growth in the prior year period.
- China, in particular, had very strong broad-based sales growth in the quarter.
- Solid sales growth drove another quarter of strong Adjusted EPS growth.

Q1 Local Currency Sales Growth



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

Q1 Local Currency Sales Growth



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Profit & Loss Statement – Q1 2018

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(USD in 000's)	Q1 2018	Q1 2017
NET SALES	\$660,821	\$594,567
Local Currency Growth %	5%	12%
GROSS PROFIT	374,933	343,389
Margin %	56.7%	57.8%
RESEARCH and DEVELOPMENT	34,713	31,200
% of Sales	5.3%	5.3%
SELLING, GENERAL and ADMINISTRATIVE	200,674	185,656
% of Sales	30.4%	31.2%
ADJUSTED OPERATING INCOME	139,546	126,533
Margin %	21.1%	21.3%
USD Growth	10%	27%
SHARES OUTSTANDING (000's)	26,096	26,586
Adjusted EPS	<u>\$3.74</u>	<u>\$3.34</u>
% Growth	12%	36%

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

Thank you