

Earnings Webcast
November 2, 2017



Mettler-Toledo International Inc.

Q3 2017 Financial Results

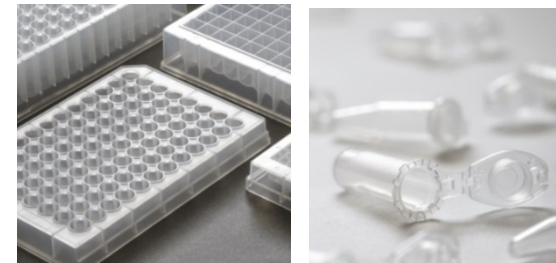
METTLER TOLEDO



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 8-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.

Good Sales Growth Strong EPS Growth

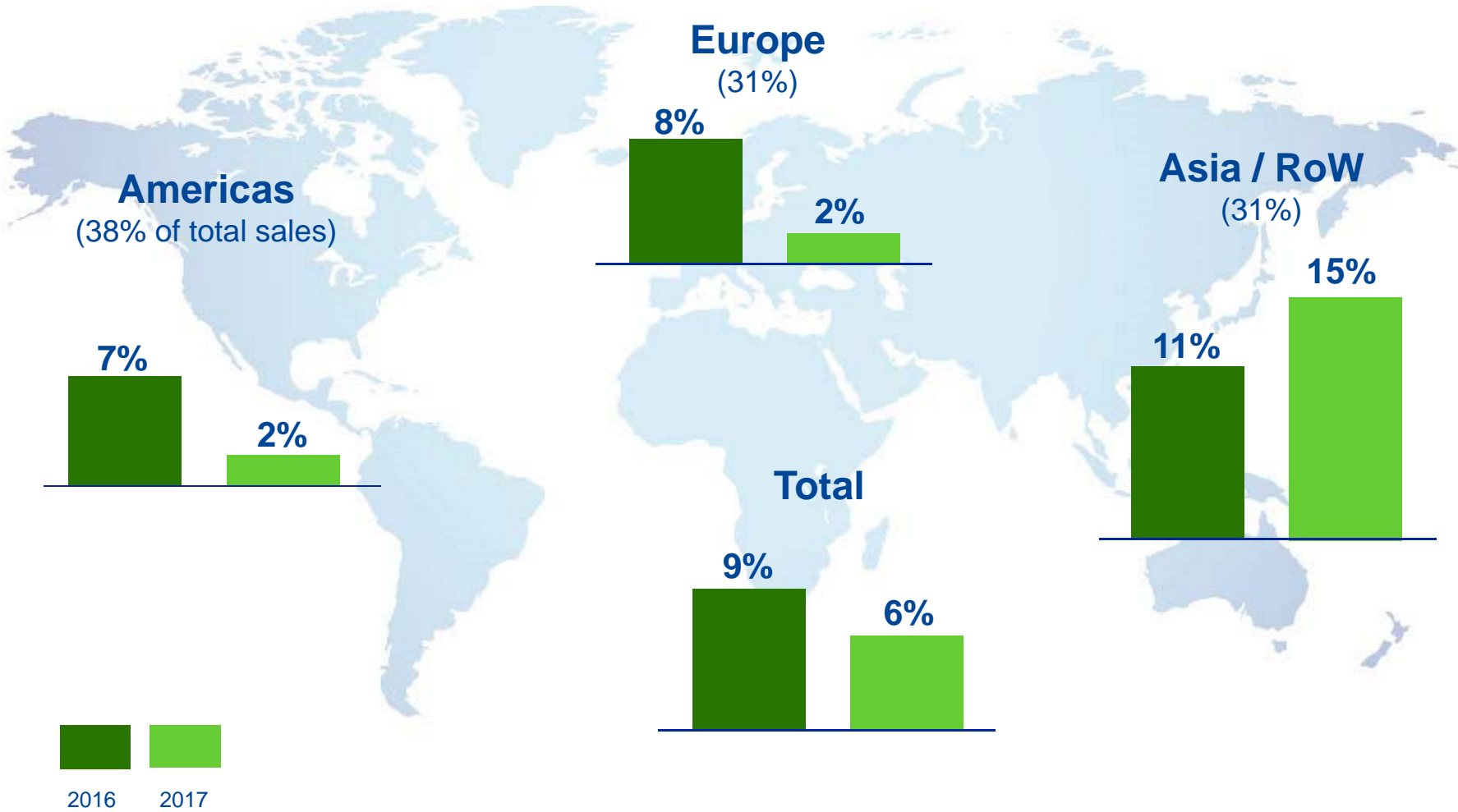
Local currency sales growth	➔	+6%
Adjusted operating income growth	➔	+7%
Adjusted EPS growth	➔	+12%



Q3 Highlights

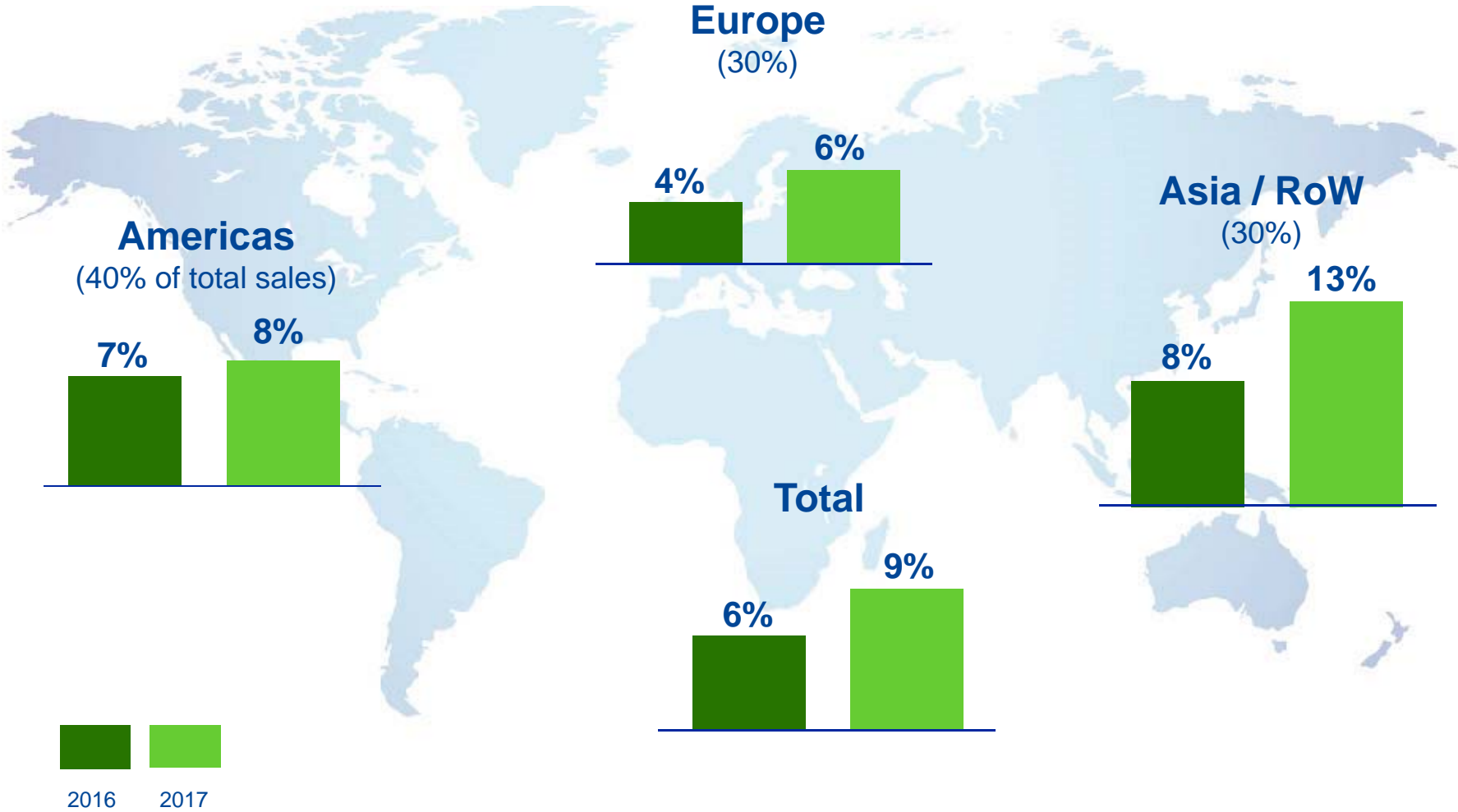
- Sales growth in the quarter was good with excellent growth in Asia/Rest of World. In the Americas and Europe, sales growth was good in the Lab and Industrial businesses but, as expected, Food Retailing declined.
- Productivity and margin initiatives continue to yield tangible results which contributed to strong growth in EPS.

Q3 Local Currency Sales Growth



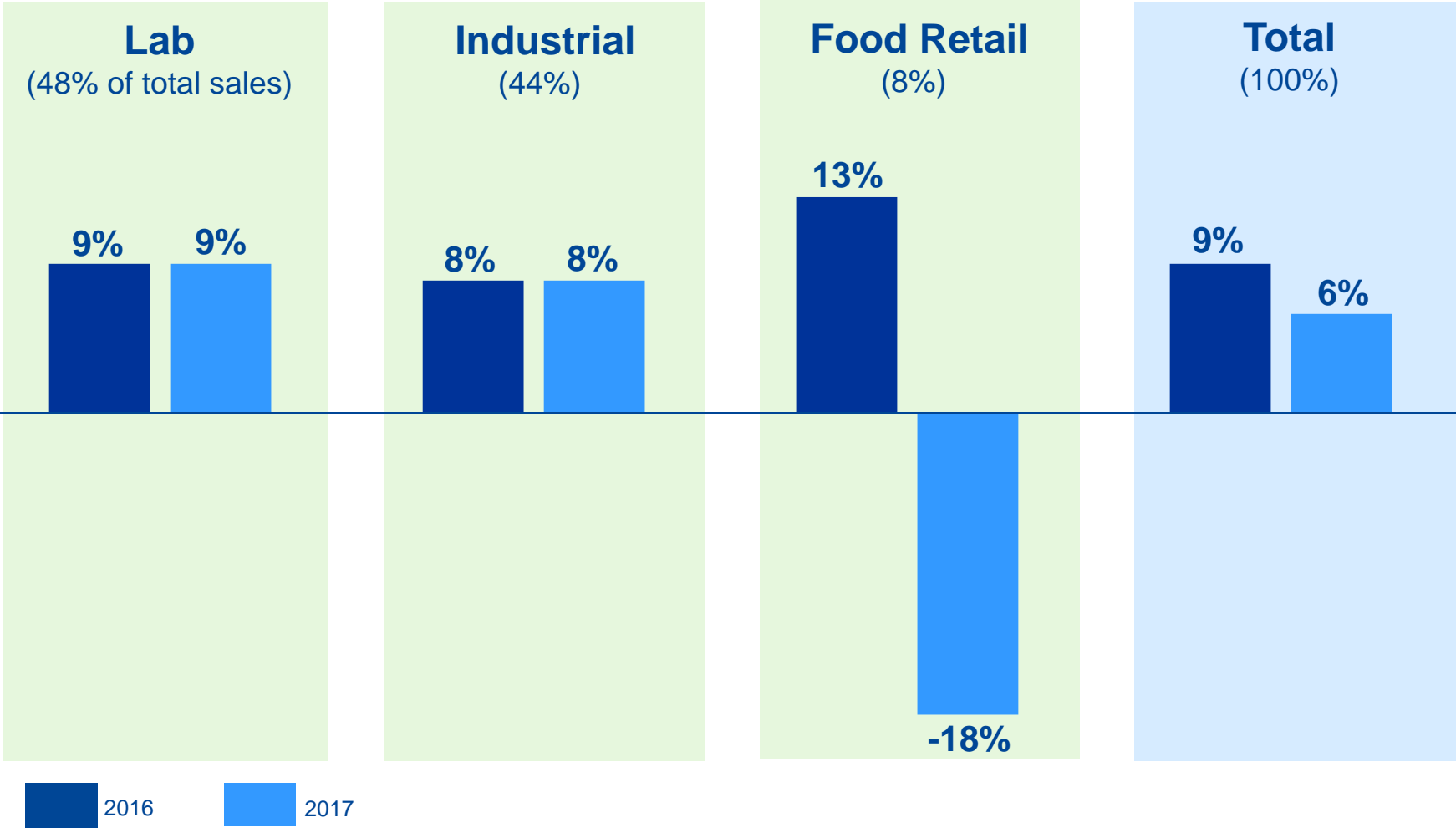
Note: Local currency (LC) sales excludes foreign exchange impact.

YTD Local Currency Sales Growth



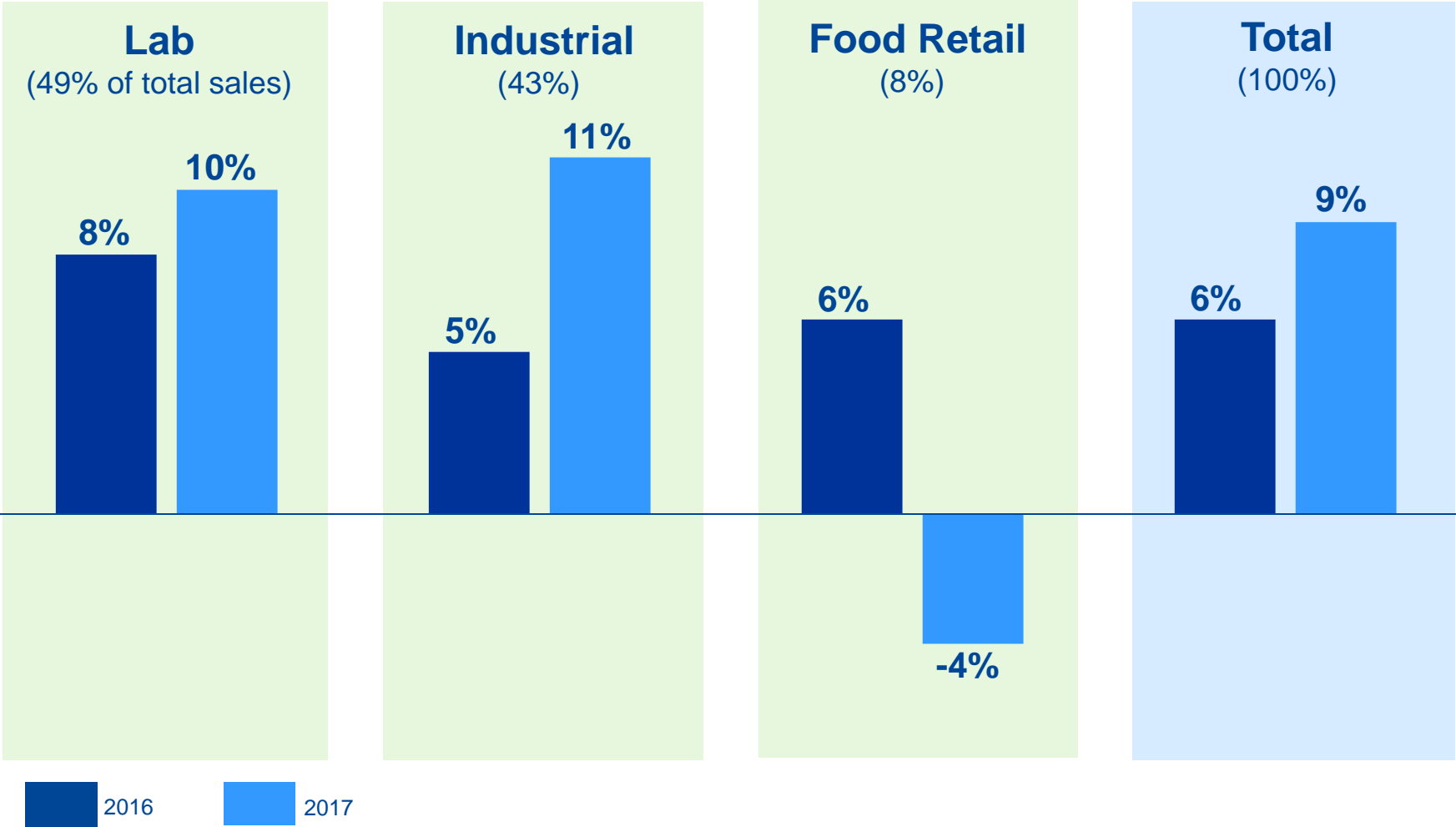
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Q3 Local Currency Sales Growth



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

YTD Local Currency Sales Growth



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

Profit & Loss Statement – Q3 2017

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(USD in 000's)	Q3 2017	Q3 2016
NET SALES	\$698,799	\$650,598
Local Currency Growth %	6%	9%
GROSS PROFIT	400,277	369,494
Margin %	57.3%	56.8%
RESEARCH and DEVELOPMENT	32,477	30,139
% of Sales	4.6%	4.6%
SELLING, GENERAL and ADMINISTRATIVE	204,915	187,680
% of Sales	29.3%	28.8%
ADJUSTED OPERATING INCOME	162,885	151,675
Margin %	23.3%	23.3%
USD Growth	7%	13%
SHARES OUTSTANDING (000's)	26,304	26,889
Adjusted EPS	<u>\$4.36</u>	<u>\$3.89</u>
% Growth	12%	19%

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

Profit & Loss Statement – YTD 2017

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	9 Months 2017	9 Months 2016
(USD in 000's)		
NET SALES	\$1,947,022	\$1,798,558
Local Currency Growth %	9%	6%
GROSS PROFIT	1,118,094	1,016,977
Margin %	57.4%	56.5%
RESEARCH and DEVELOPMENT	96,723	89,813
% of Sales	5.0%	5.0%
SELLING, GENERAL and ADMINISTRATIVE	582,604	544,399
% of Sales	29.9%	30.3%
ADJUSTED OPERATING INCOME	438,767	382,765
Margin %	22.5%	21.3%
USD Growth	15%	9%
SHARES OUTSTANDING (000's)	26,447	27,153
Adjusted EPS	<u>\$11.61</u>	<u>\$9.56</u>
% Growth	21%	15%

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

Thank you