

Earnings Webcast  
July 26, 2018



# Mettler-Toledo International Inc.

## Q2 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.

## Very Good Sales Growth Strong EPS Growth

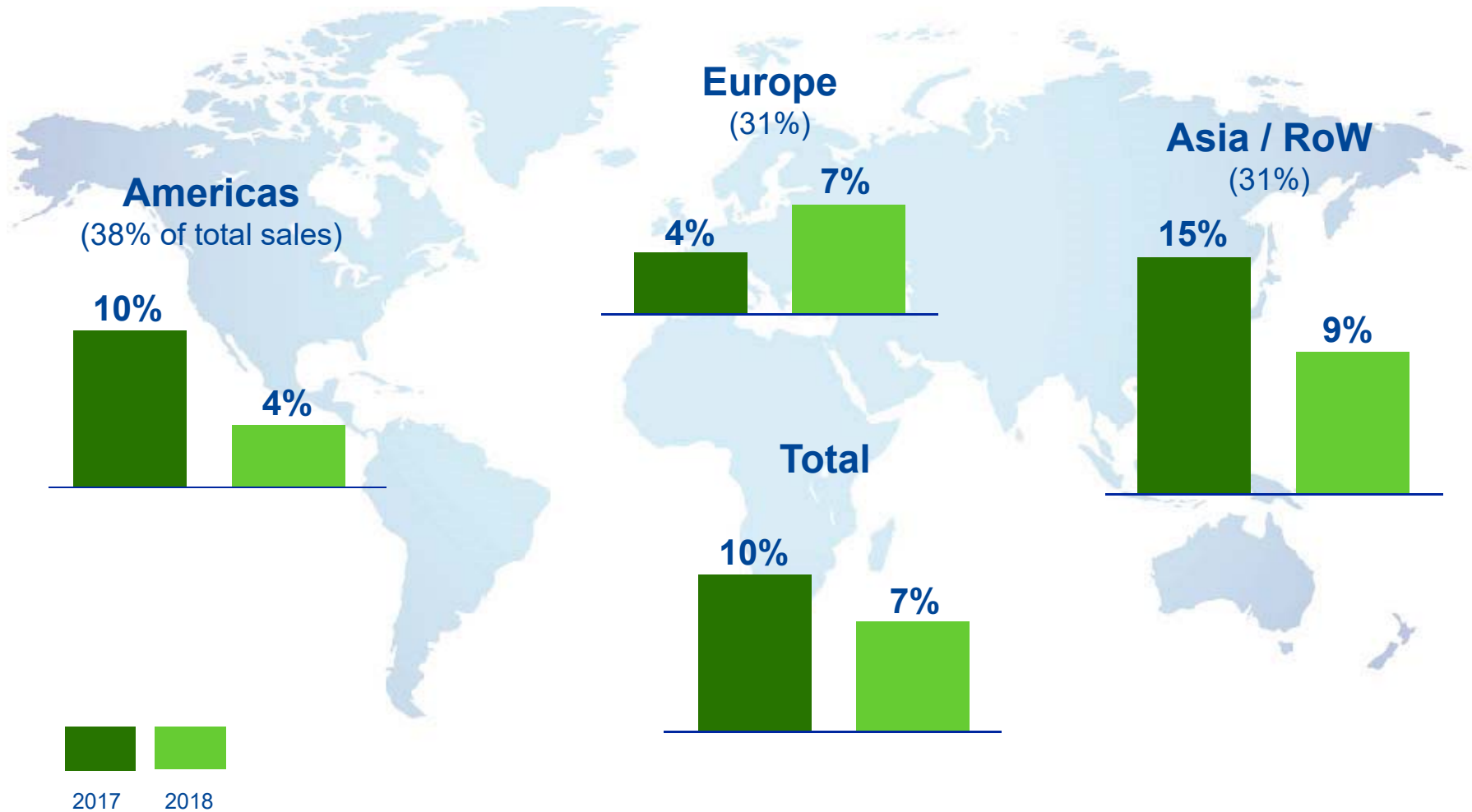
Local currency sales growth	➔	+7%
Adjusted operating income growth	➔	+15%
Adjusted EPS growth	➔	+19%



## Q2 Highlights

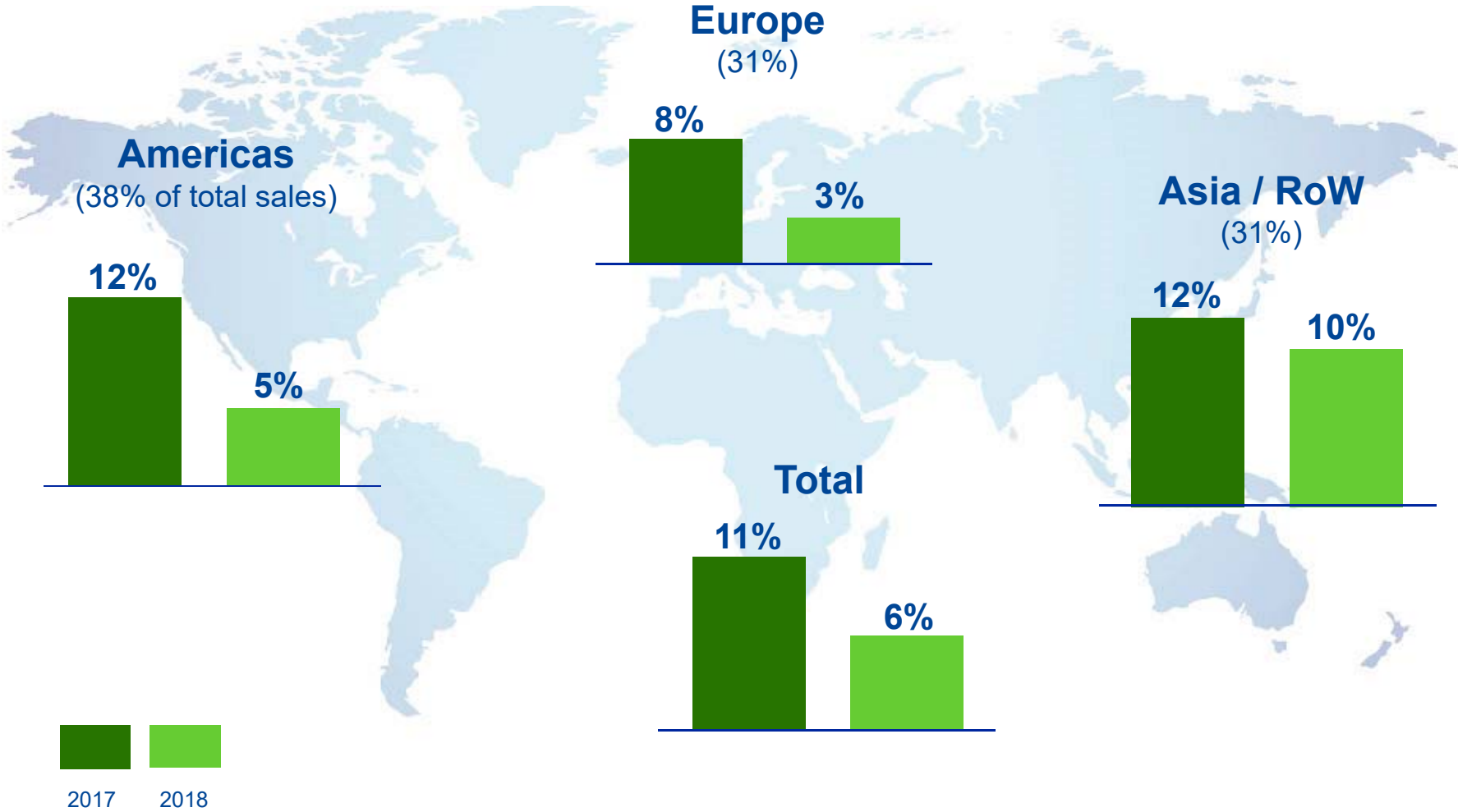
- Very good sales growth in the quarter against an excellent prior year.
- Sales performance was broad based with China being especially robust.
- Achieved another quarter of strong EPS growth.

## Q2 Local Currency Sales Growth



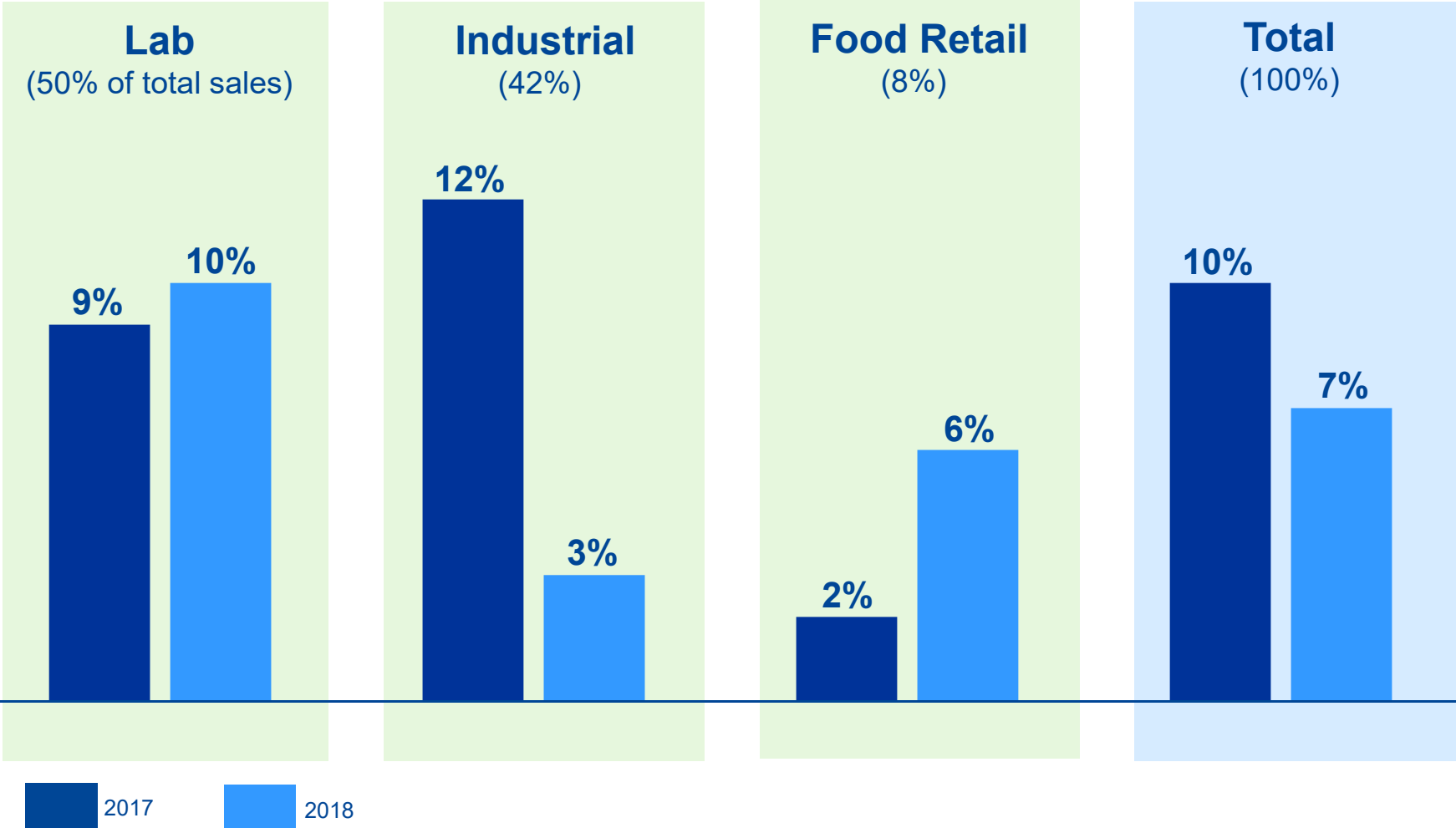
Note: Local currency (LC) sales excludes foreign exchange impact.

## YTD Local Currency Sales Growth



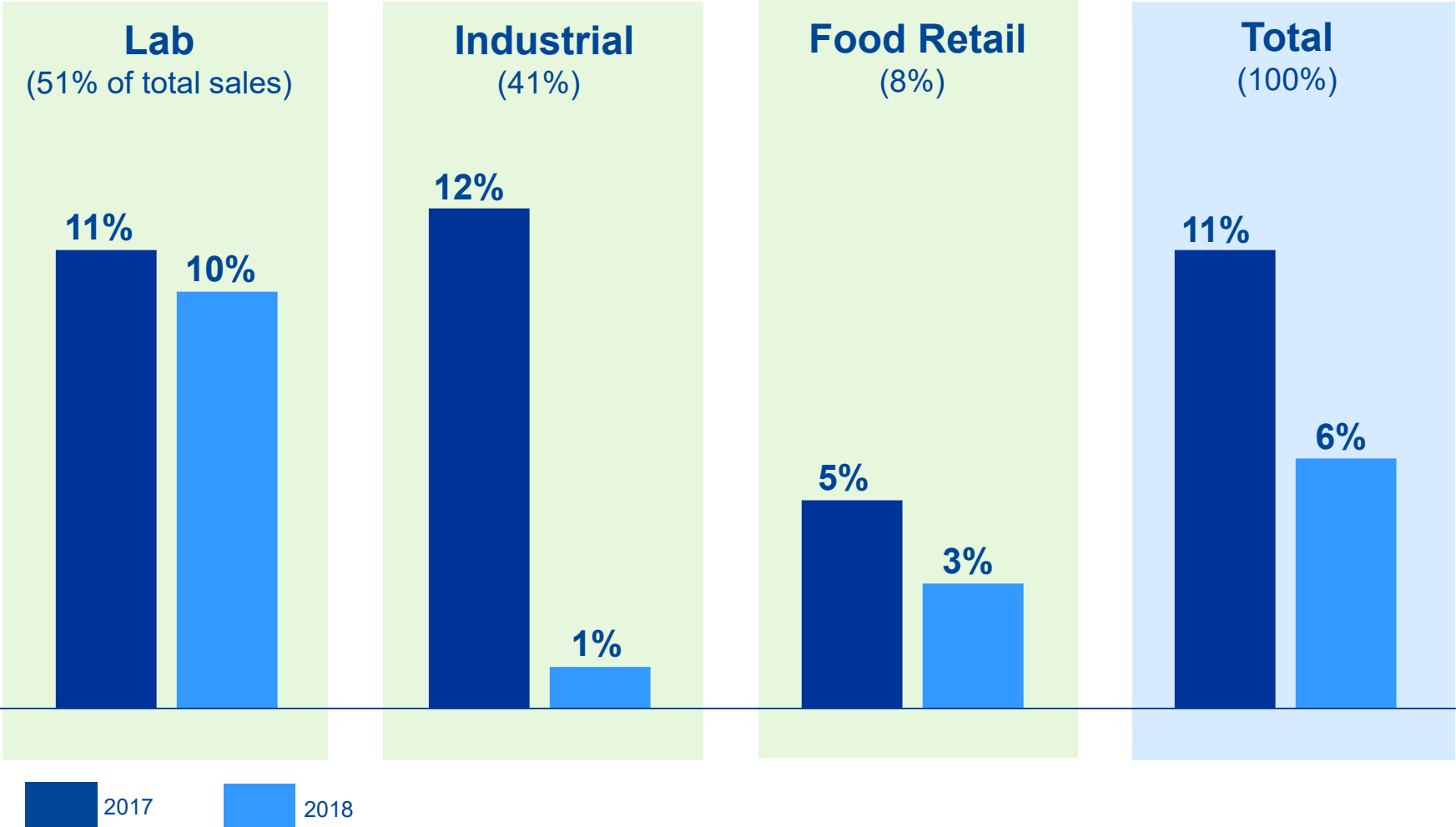
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## Q2 Local Currency Sales Growth



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

## YTD Local Currency Sales Growth



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

# Profit & Loss Statement – Q2 2018

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(USD in 000's)	Q2 2018	Q2 2017
<b>NET SALES</b>	<b>\$721,996</b>	<b>\$653,656</b>
Local Currency Growth %	7%	10%
<b>GROSS PROFIT</b>	<b>412,625</b>	<b>375,612</b>
Margin %	57.2%	57.5%
<b>RESEARCH and DEVELOPMENT</b>	<b>35,315</b>	<b>32,582</b>
% of Sales	4.9%	5.0%
<b>SELLING, GENERAL and ADMINISTRATIVE</b>	<b>208,024</b>	<b>195,624</b>
% of Sales	28.8%	29.9%
<b>ADJUSTED OPERATING INCOME</b>	<b>169,286</b>	<b>147,406</b>
Margin %	23.4%	22.6%
<b>USD Growth</b>	<b>15%</b>	<b>16%</b>
<b>SHARES OUTSTANDING</b> (000's)	<b>25,867</b>	<b>26,440</b>
<b>Adjusted EPS</b>	<b><u>\$4.65</u></b>	<b><u>\$3.92</u></b>
<b>% Growth</b>	<b>19%</b>	<b>22%</b>

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



# Profit & Loss Statement – YTD 2018

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	6 Months 2018	6 Months 2017
(USD in 000's)		
<b>NET SALES</b>	<b>\$1,382,817</b>	<b>\$1,248,223</b>
Local Currency Growth %	6%	11%
GROSS PROFIT	787,558	719,001
Margin %	57.0%	57.6%
RESEARCH and DEVELOPMENT	70,028	63,782
% of Sales	5.1%	5.1%
SELLING, GENERAL and ADMINISTRATIVE	408,698	381,280
% of Sales	29.6%	30.5%
<b>ADJUSTED OPERATING INCOME</b>	<b>308,832</b>	<b>273,939</b>
Margin %	22.3%	21.9%
<b>USD Growth</b>	<b>13%</b>	<b>21%</b>
SHARES OUTSTANDING (000's)	25,980	26,514
<b>Adjusted EPS</b>	<b><u>\$8.38</u></b>	<b><u>\$7.25</u></b>
<b>% Growth</b>	<b>16%</b>	<b>28%</b>

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

**Thank you**