

Earnings Webcast
February 8, 2018



Mettler-Toledo International Inc.

Q4 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 Continued Strong Adjusted EPS Growth

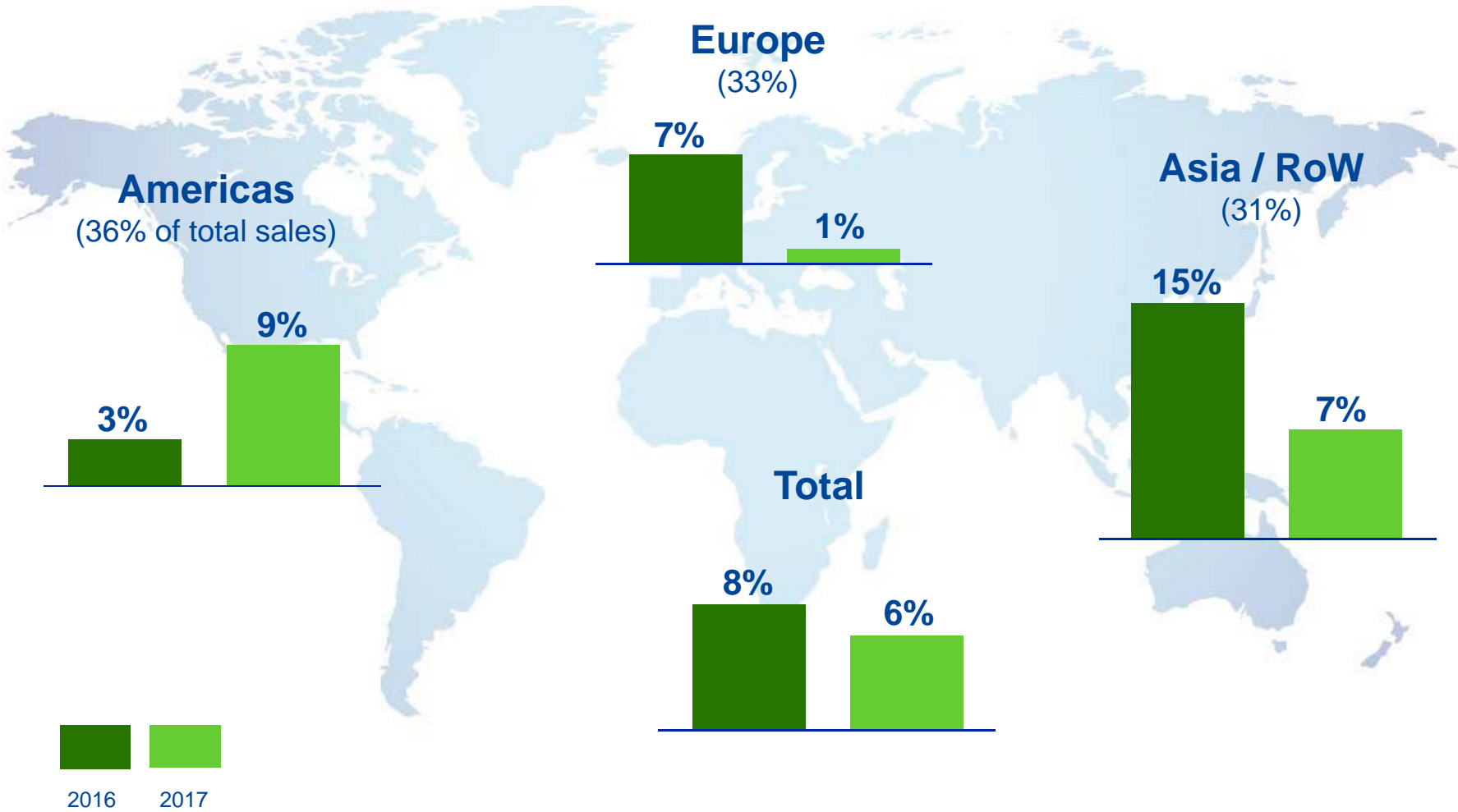
Local currency sales growth	➔	+6%
Adjusted operating income growth	➔	+9%
Adjusted EPS growth	➔	+13%



Q4 Highlights

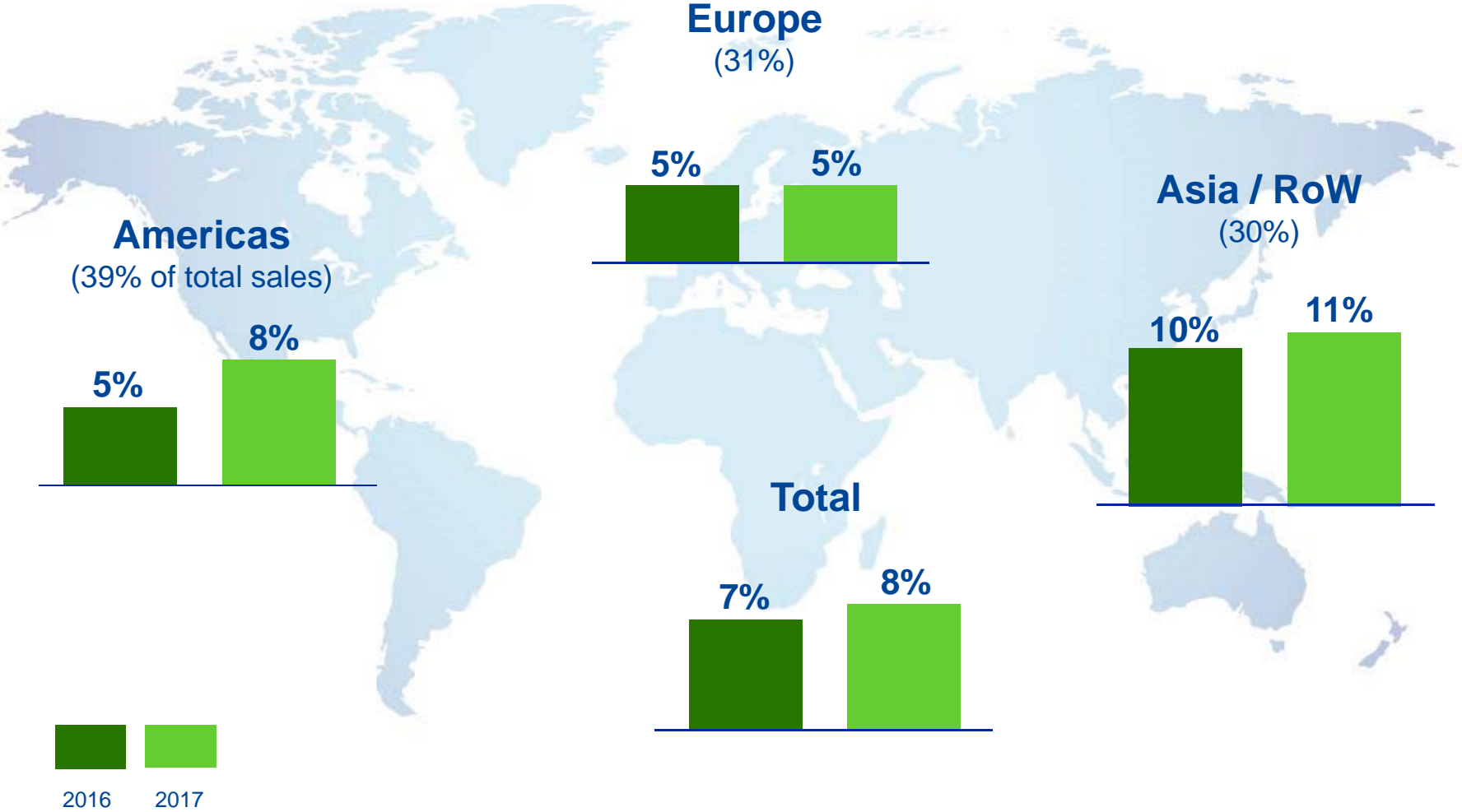
- Sales growth in the quarter was good, with particularly strong broad-based growth in our Laboratory business.
- Our productivity initiatives continue to generate positive results which contributed to another strong growth in Adjusted EPS.

Q4 Local Currency Sales Growth



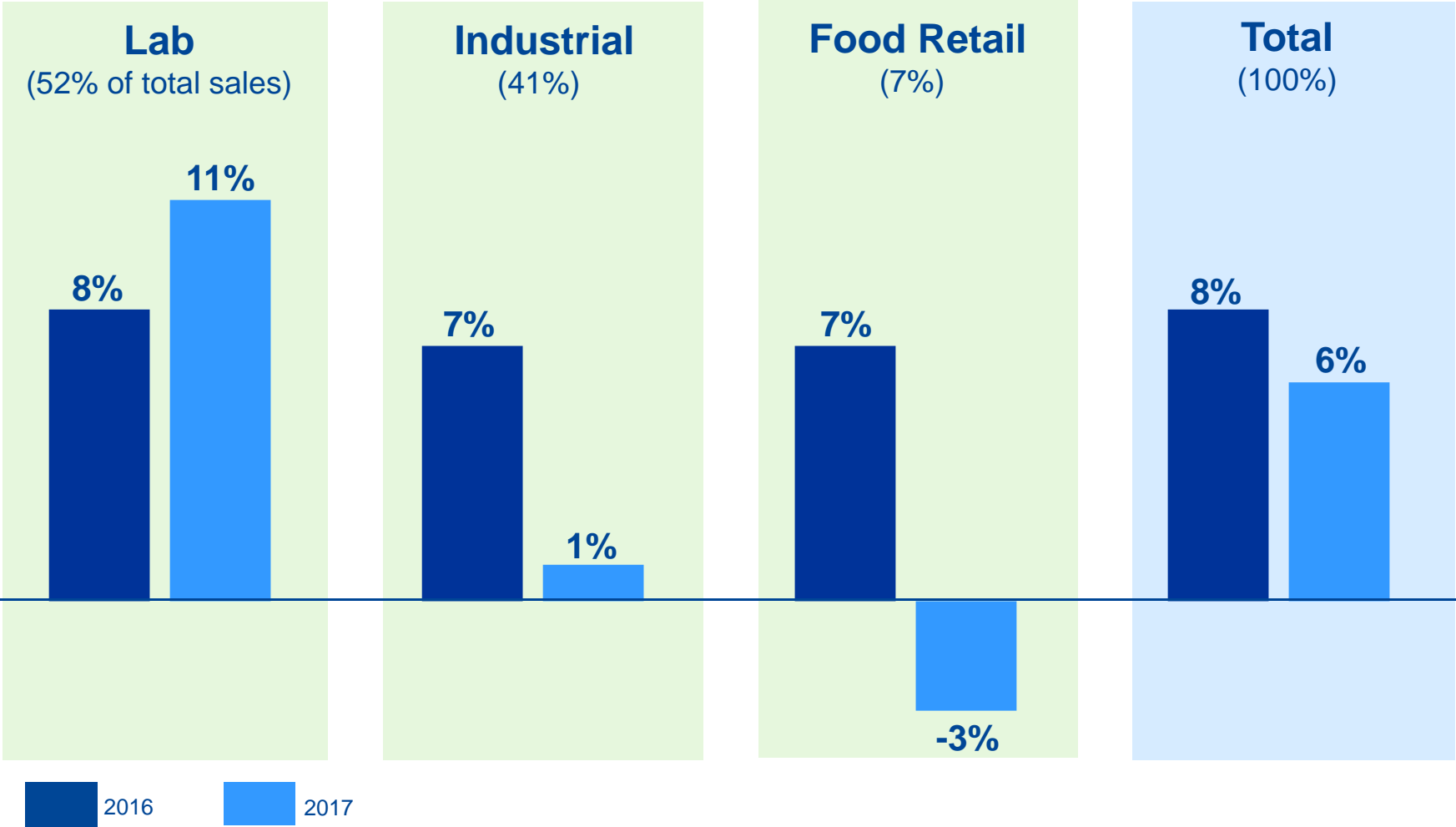
Note: Local currency (LC) sales excludes foreign exchange impact.

2017 Local Currency Sales Growth



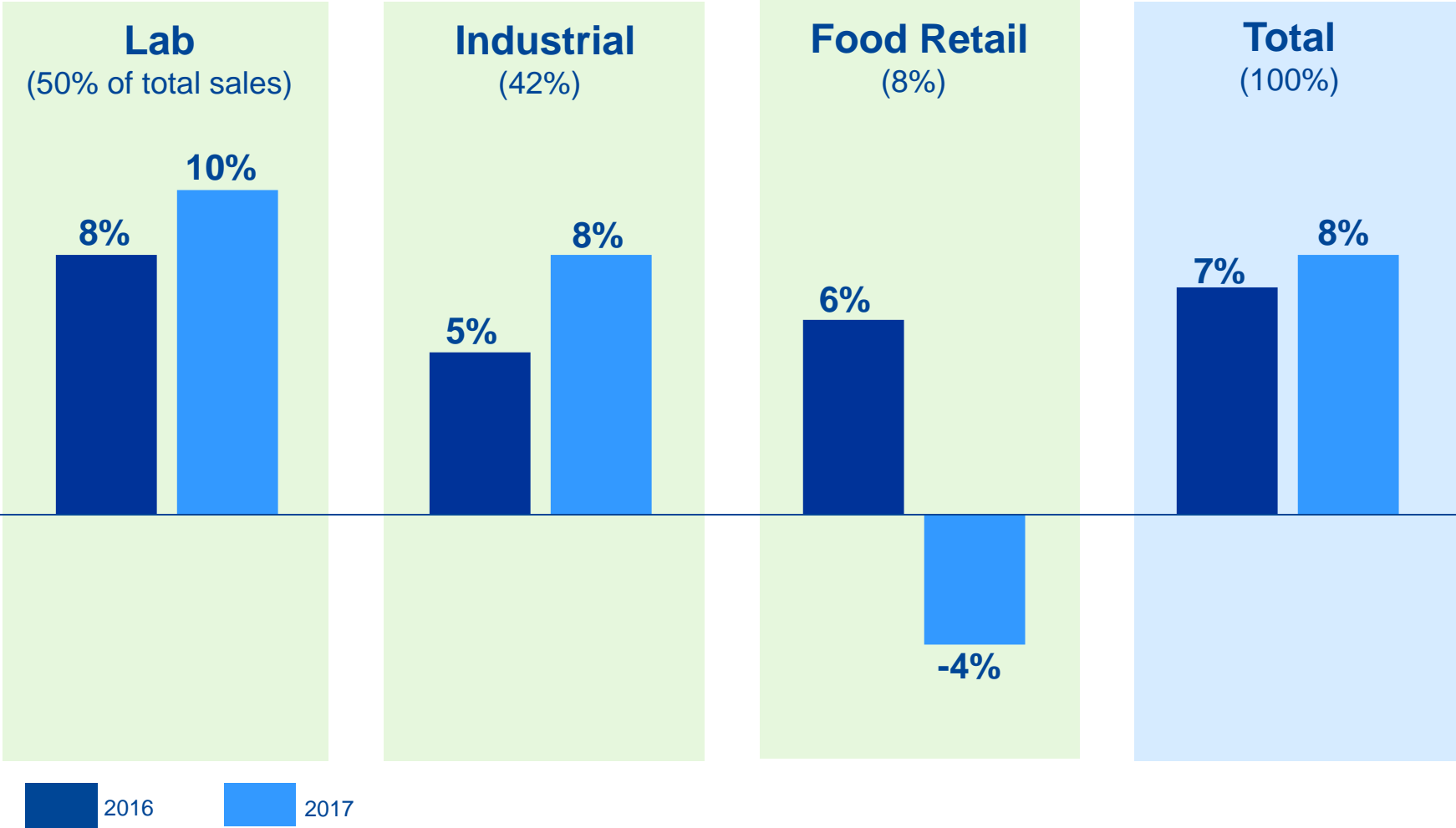
Note: Local currency (LC) sales excludes foreign exchange impact.

Q4 Local Currency Sales Growth



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

2017 Local Currency Sales Growth



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

Profit & Loss Statement – Q4 2017

METTLER TOLEDO | 8

(USD in 000's)	Q4 2017	Q4 2016
NET SALES	\$778,031	\$709,699
Local Currency Growth %	6%	8%
GROSS PROFIT	455,219	418,610
Margin %	58.5%	59.0%
RESEARCH and DEVELOPMENT	32,542	30,155
% of Sales	4.2%	4.2%
SELLING, GENERAL and ADMINISTRATIVE	204,860	188,223
% of Sales	26.3%	26.5%
ADJUSTED OPERATING INCOME	217,817	200,232
Margin %	28.0%	28.2%
USD Growth	9%	10%
SHARES OUTSTANDING (000's)	26,229	26,631
Adjusted EPS	<u>\$5.97</u>	<u>\$5.28</u>
% Growth	13%	14%

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

Profit & Loss Statement – 2017

	12 Months 2017	12 Months 2016
(USD in 000's)		
NET SALES	\$2,725,053	\$2,508,257
Local Currency Growth %	8%	7%
GROSS PROFIT	1,573,313	1,435,587
Margin %	57.7%	57.2%
RESEARCH and DEVELOPMENT	129,265	119,968
% of Sales	4.7%	4.8%
SELLING, GENERAL and ADMINISTRATIVE	787,464	732,622
% of Sales	28.8%	29.2%
ADJUSTED OPERATING INCOME	656,584	582,997
Margin %	24.1%	23.2%
USD Growth	13%	10%
SHARES OUTSTANDING (000's)	26,394	27,024
Adjusted EPS	<u>\$17.57</u>	<u>\$14.80</u>
% Growth	19%	15%

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

Thank you