

Earnings Webcast  
May 4, 2017



# Mettler-Toledo International Inc.

## Q1 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.

## Excellent Sales Growth

## Very Strong Margin Expansion and EPS Growth

Local currency sales growth → +12%

Adjusted operating income growth → +25%

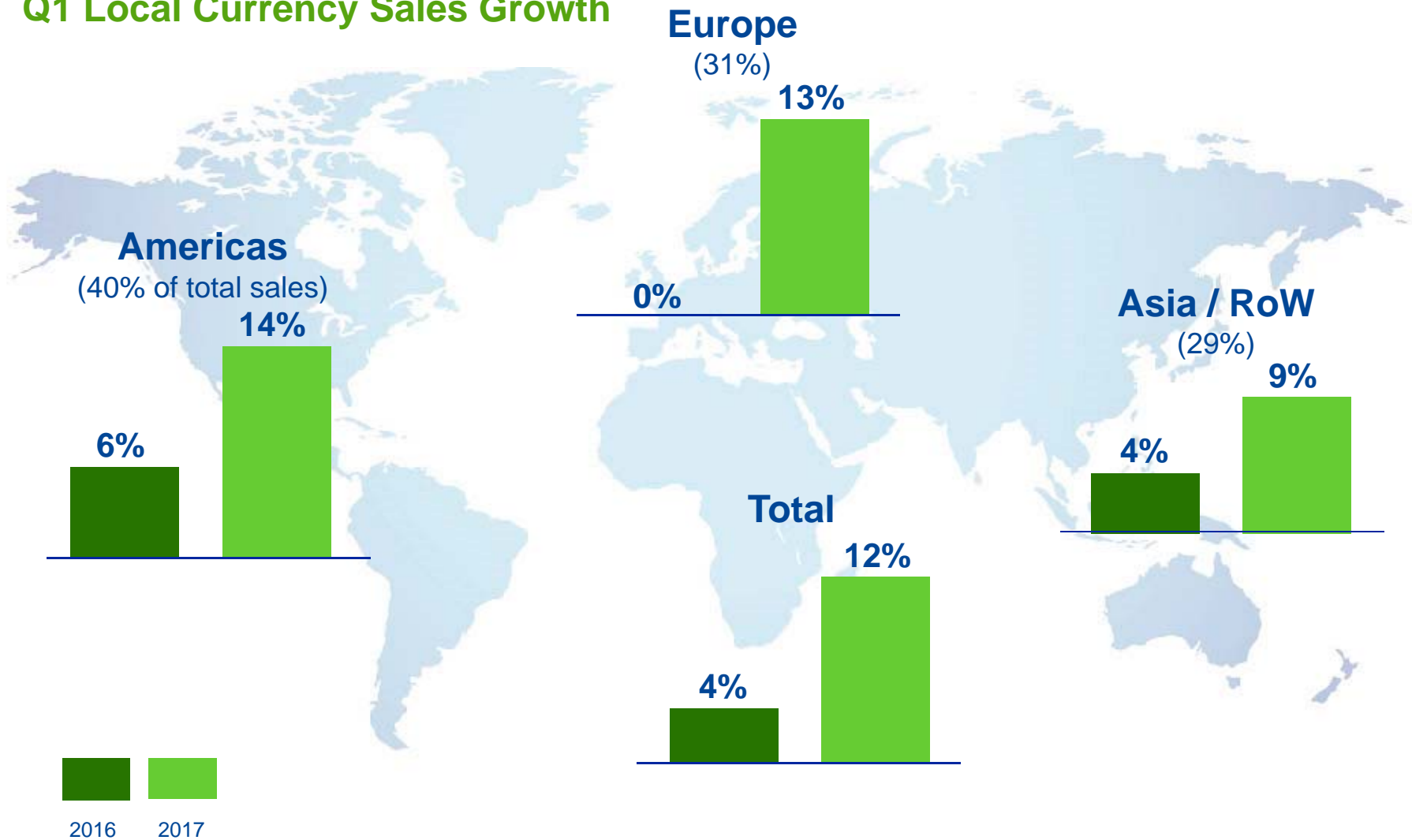
Adjusted EPS growth → +36%



## Q1 Highlights

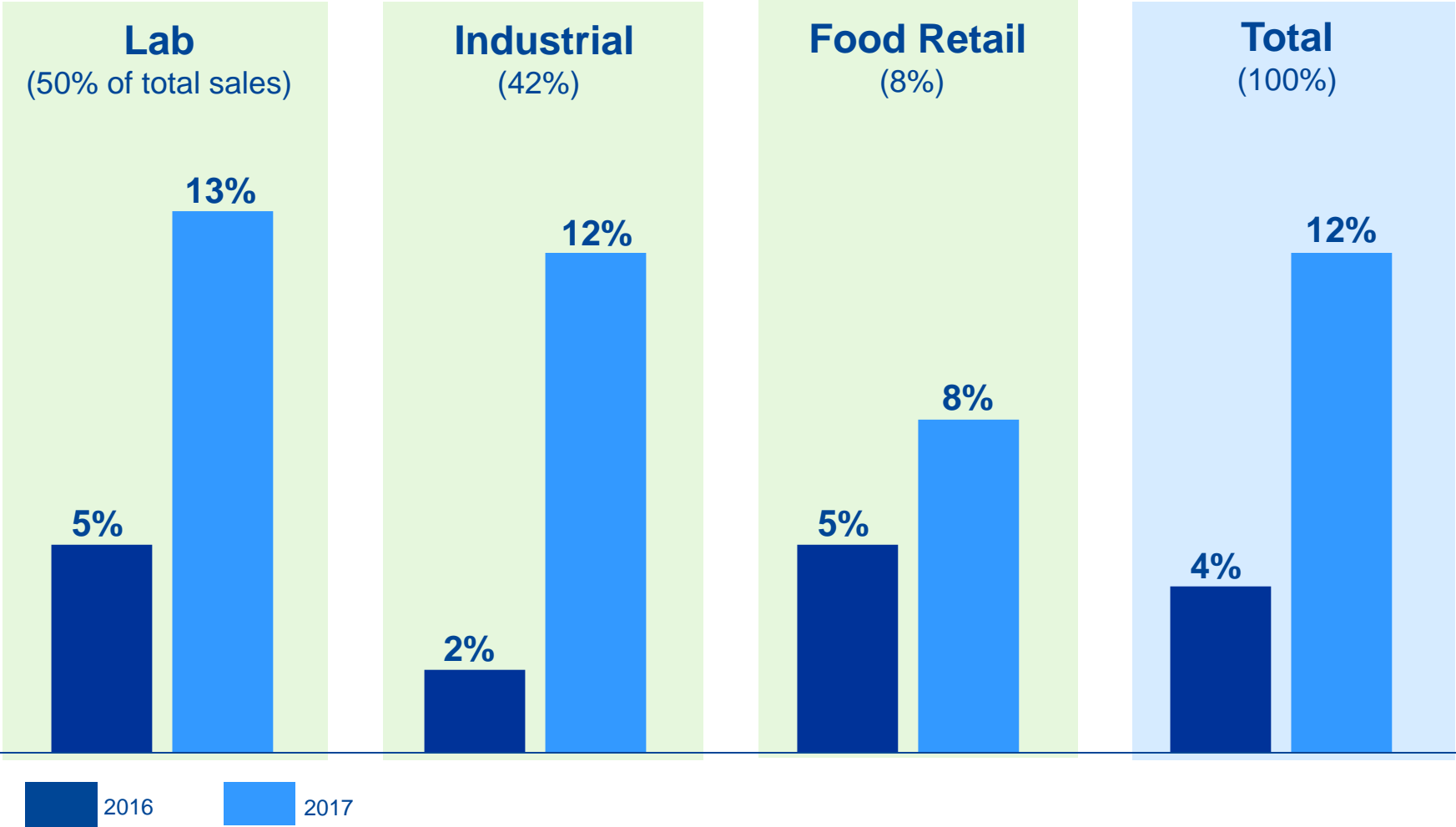
- Sales growth was excellent with broad-based strength across all regions.
- Productivity and margin initiatives continue to yield tangible results driving strong margin expansion and very good growth in EPS.
- Cash flow generation was strong.

## Q1 Local Currency Sales Growth



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

## Q1 Local Currency Sales Growth



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

# Profit & Loss Statement – Q1 2017

METTLER TOLEDO | 6

(USD in 000's)	Q1 2017	Q1 2016
<b>NET SALES</b>	<b>\$594,567</b>	<b>\$539,674</b>
Local Currency Growth %	12%	4%
<b>GROSS PROFIT</b>	<b>342,900</b>	<b>299,907</b>
Margin %	57.7%	55.6%
<b>RESEARCH and DEVELOPMENT</b>	<b>31,392</b>	<b>28,973</b>
% of Sales	5.3%	5.4%
<b>SELLING, GENERAL and ADMINISTRATIVE</b>	<b>184,172</b>	<b>168,921</b>
% of Sales	31.0%	31.3%
<b>ADJUSTED OPERATING INCOME</b>	<b>127,336</b>	<b>102,013</b>
Margin %	21.4%	18.9%
<b>USD Growth</b>	<b>25%</b>	<b>5%</b>
<b>SHARES OUTSTANDING</b> (000's)	<b>26,586</b>	<b>27,421</b>
<b>Adjusted EPS</b>	<b><u>\$3.34</u></b>	<b><u>\$2.46</u></b>
<b>% Growth</b>	<b>36%</b>	<b>9%</b>

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

**Thank you**