

Earnings Webcast
May 9, 2019



Mettler-Toledo International Inc.

Q1 2019 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.

Local currency sales growth ➡ +7%

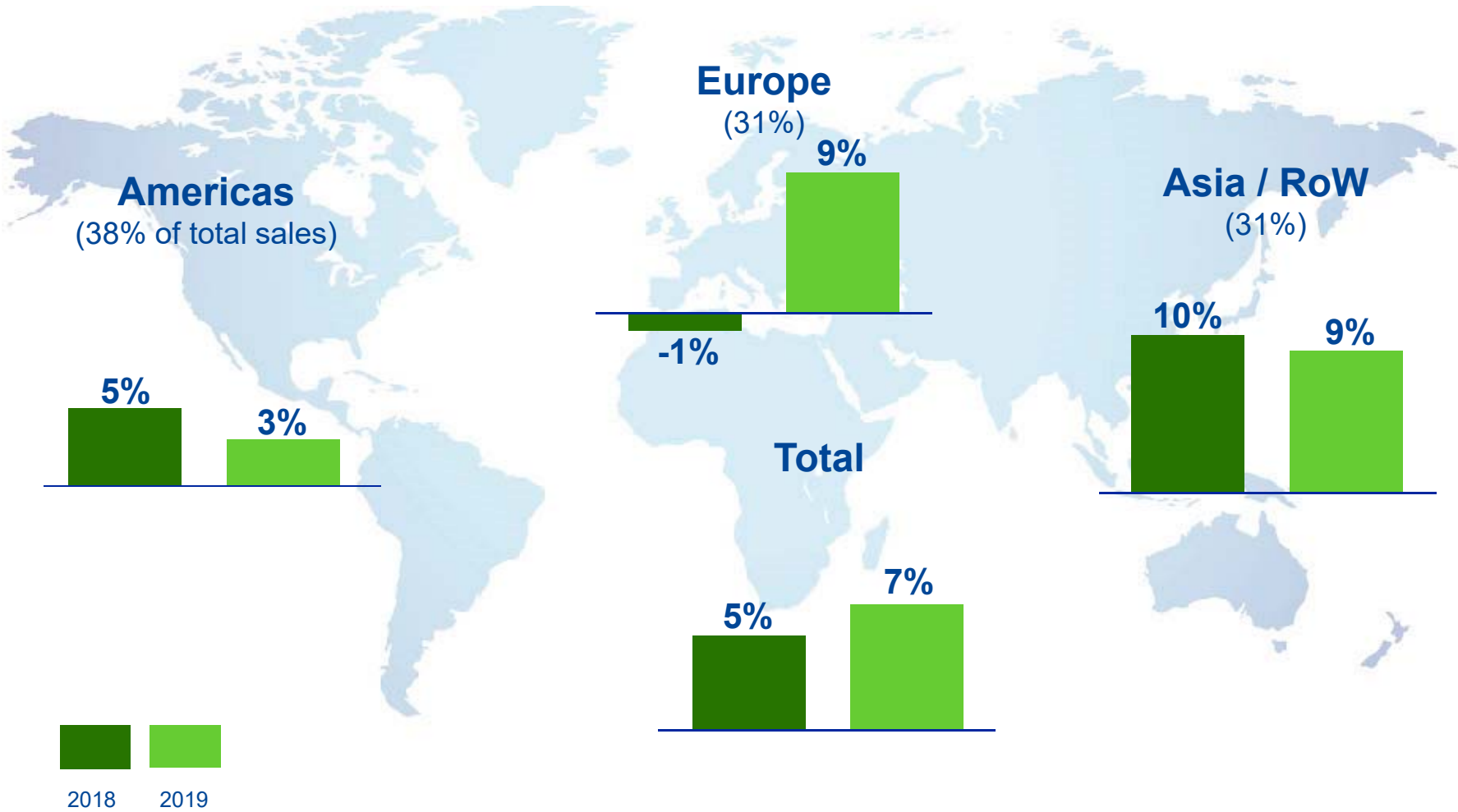
Adjusted EPS growth ➡ +10%



Q1 Highlights

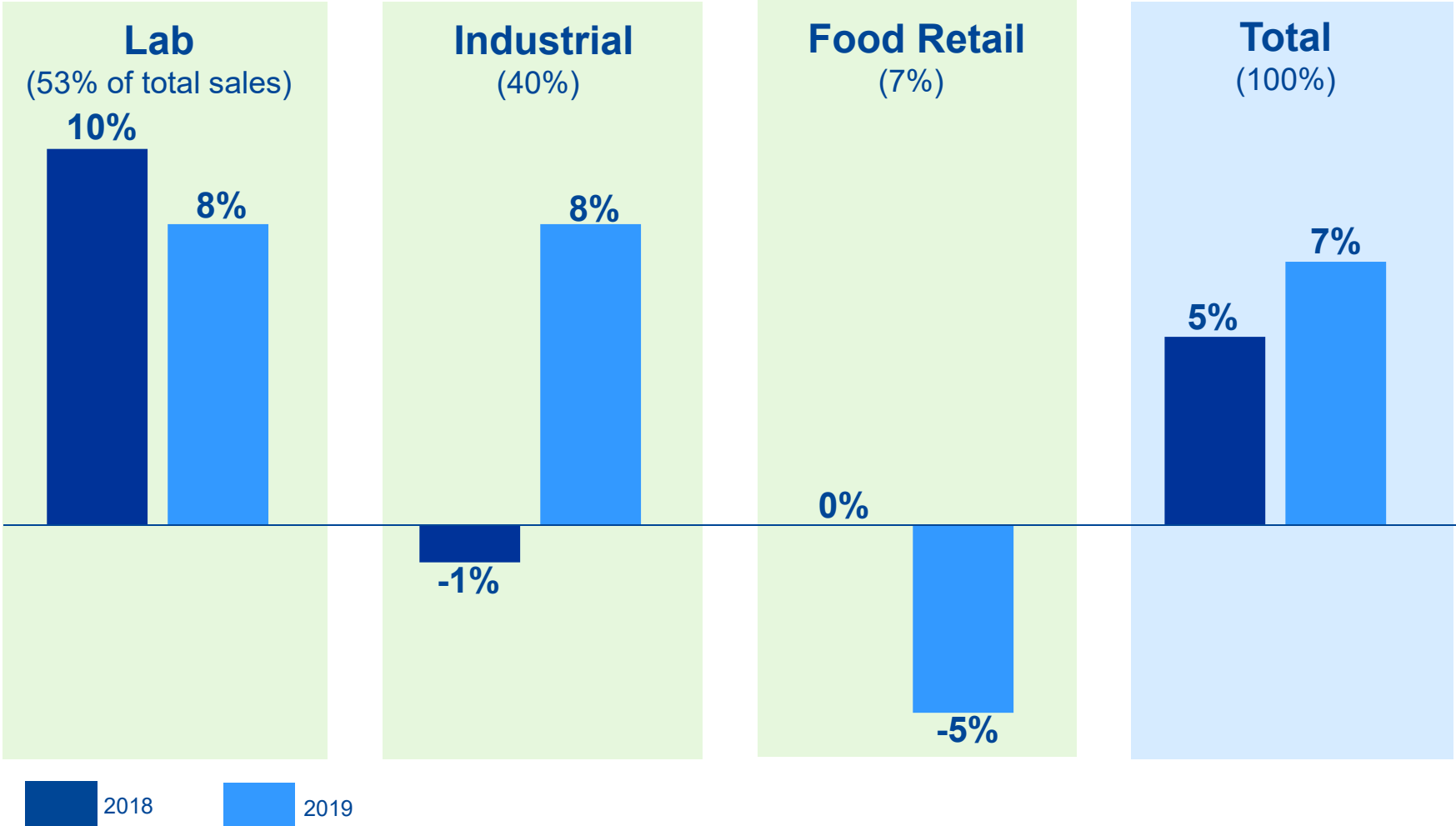
- Sales growth was very strong in the quarter with excellent growth in our Laboratory and Industrial product lines.
- Sales growth in Europe and China was strong while growth in the Americas excluding Food Retail, was good.
- Productivity and margin initiatives continue to yield tangible results, and despite the adverse impact of currency and tariff costs, we achieved a strong increase in earnings growth.

Q1 Local Currency Sales Growth



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

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Profit & Loss Statement – Q1 2019

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(USD in 000's)	Q1 2019	Q1 2018
NET SALES	\$679,452	\$660,821
Local Currency Growth %	7%	5%
GROSS PROFIT	388,319	374,933
Margin %	57.2%	56.7%
RESEARCH and DEVELOPMENT	36,053	34,713
% of Sales	5.3%	5.3%
SELLING, GENERAL and ADMINISTRATIVE	204,425	200,674
% of Sales	30.1%	30.4%
ADJUSTED OPERATING PROFIT	147,841	139,546
Margin %	21.8%	21.1%
USD Growth	6%	10%
SHARES OUTSTANDING (000's)	25,311	26,096
Adjusted EPS	<u>\$4.10</u>	<u>\$3.74</u>
% Growth	10%	12%

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

Thank You.