

Earnings Webcast
July 27, 2017



Mettler-Toledo International Inc.

Q2 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.

Very Strong Sales Growth Further Margin Expansion and Excellent EPS Growth

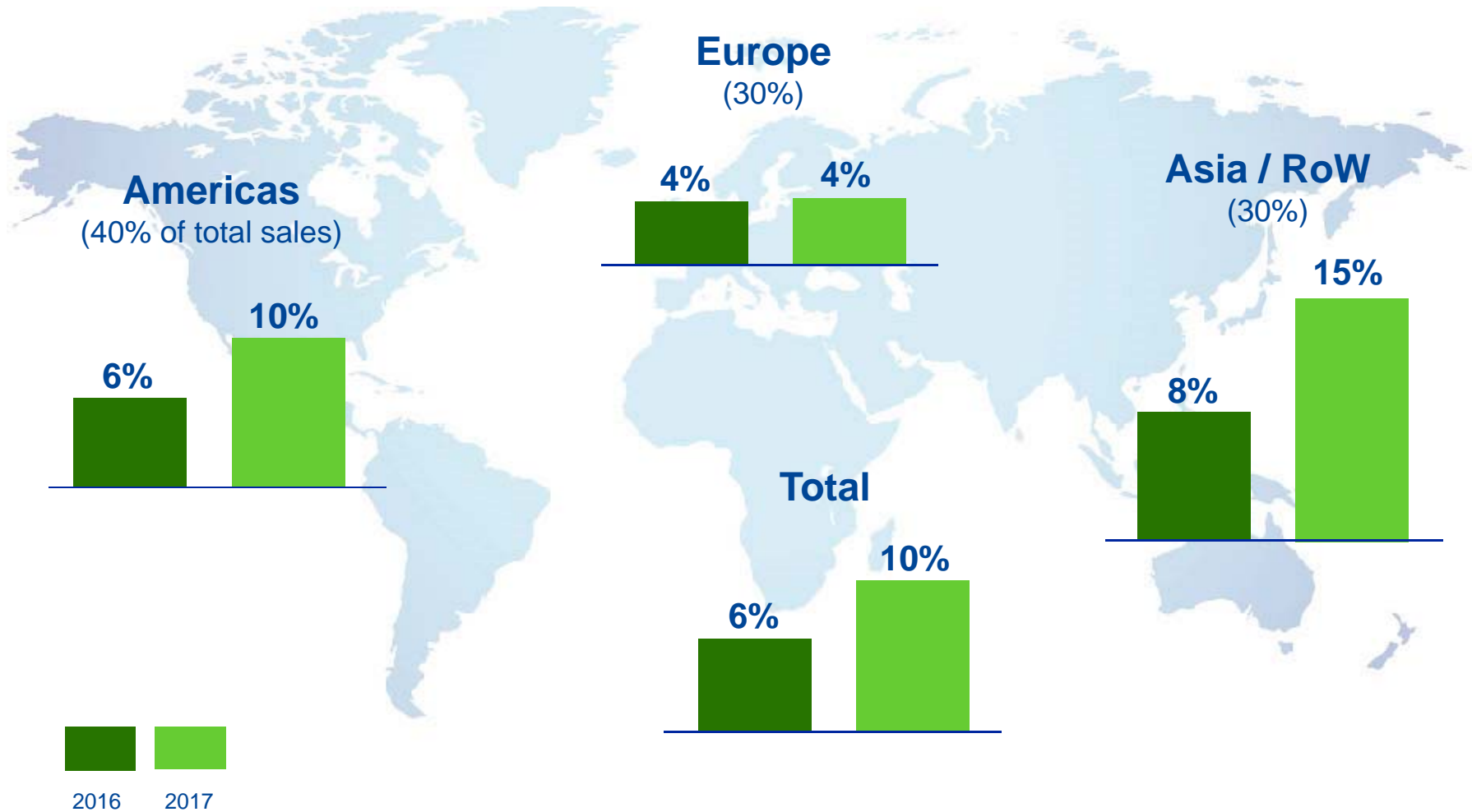
Local currency sales growth	➔	+10%
Adjusted operating income growth	➔	+15%
Adjusted EPS growth	➔	+22%



Q2 Highlights

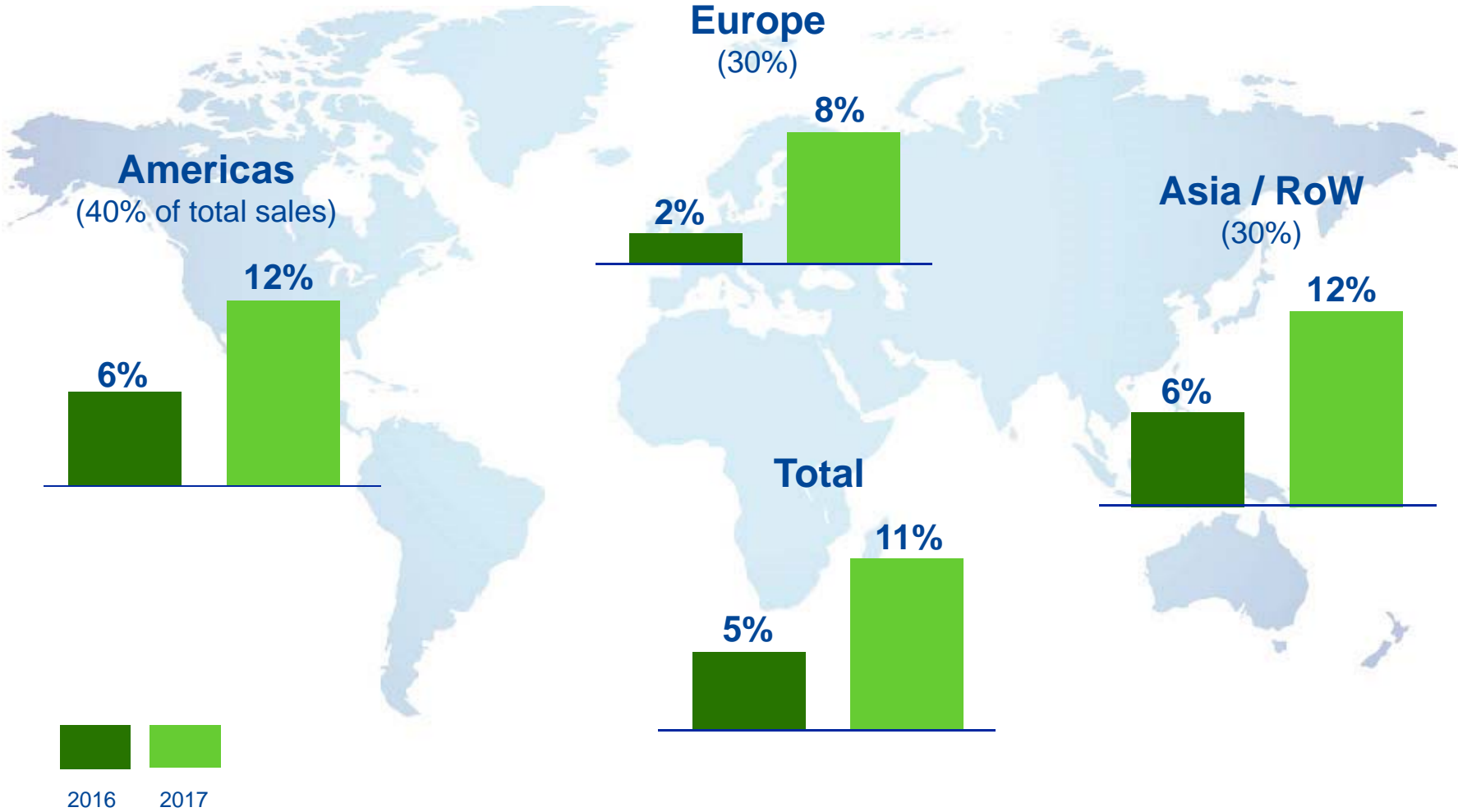
- Sales growth in the quarter was very strong with excellent growth in Asia/Rest of World and the Americas.
- Continue to benefit from productivity and margin initiatives which contributed to further margin expansion and excellent growth in EPS.

Q2 Local Currency Sales Growth



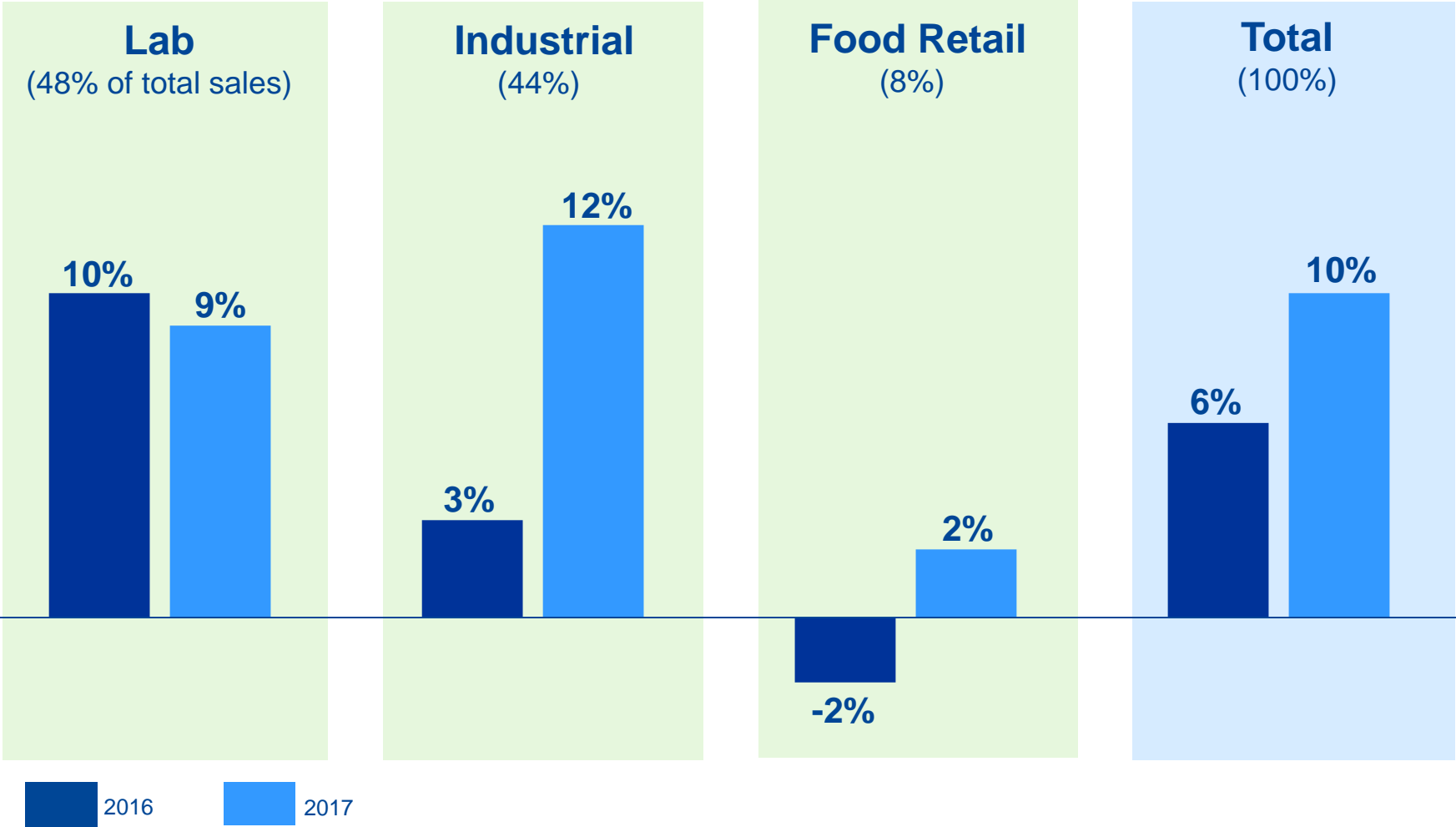
Note: Local currency (LC) sales excludes foreign exchange impact.

YTD Local Currency Sales Growth



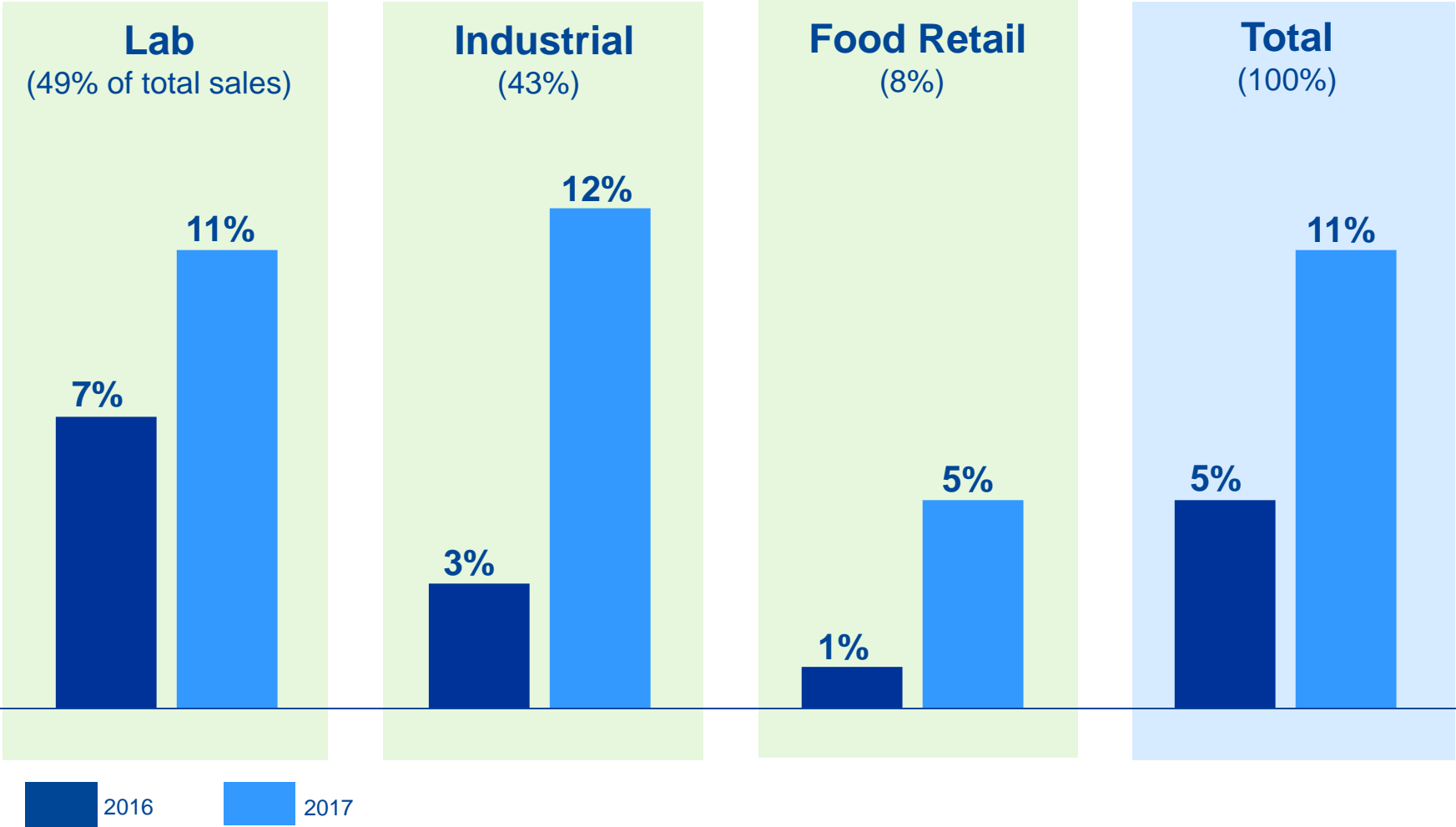
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Q2 Local Currency Sales Growth



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 2017

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(USD in 000's)	Q2 2017	Q2 2016
NET SALES	\$653,656	\$608,286
Local Currency Growth %	10%	6%
GROSS PROFIT	374,917	347,576
Margin %	57.4%	57.1%
RESEARCH and DEVELOPMENT	32,854	30,701
% of Sales	5.0%	5.0%
SELLING, GENERAL and ADMINISTRATIVE	193,517	187,798
% of Sales	29.6%	30.9%
ADJUSTED OPERATING INCOME	148,546	129,077
Margin %	22.7%	21.2%
USD Growth	15%	9%
SHARES OUTSTANDING (000's)	26,440	27,143
Adjusted EPS	<u>\$3.92</u>	<u>\$3.22</u>
% Growth	22%	15%

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

Profit & Loss Statement – YTD 2017

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	6 Months 2017	6 Months 2016
(USD in 000's)		
NET SALES	\$1,248,223	\$1,147,960
Local Currency Growth %	11%	5%
GROSS PROFIT	717,817	647,483
Margin %	57.5%	56.4%
RESEARCH and DEVELOPMENT	64,246	59,674
% of Sales	5.1%	5.2%
SELLING, GENERAL and ADMINISTRATIVE	377,689	356,719
% of Sales	30.3%	31.1%
ADJUSTED OPERATING INCOME	275,882	231,090
Margin %	22.1%	20.1%
USD Growth	19%	7%
SHARES OUTSTANDING (000's)	26,514	27,283
Adjusted EPS	<u>\$7.25</u>	<u>\$5.68</u>
% Growth	28%	12%

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

Thank you