

Earnings Webcast
November 8, 2018



Mettler-Toledo International Inc.

Q3 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

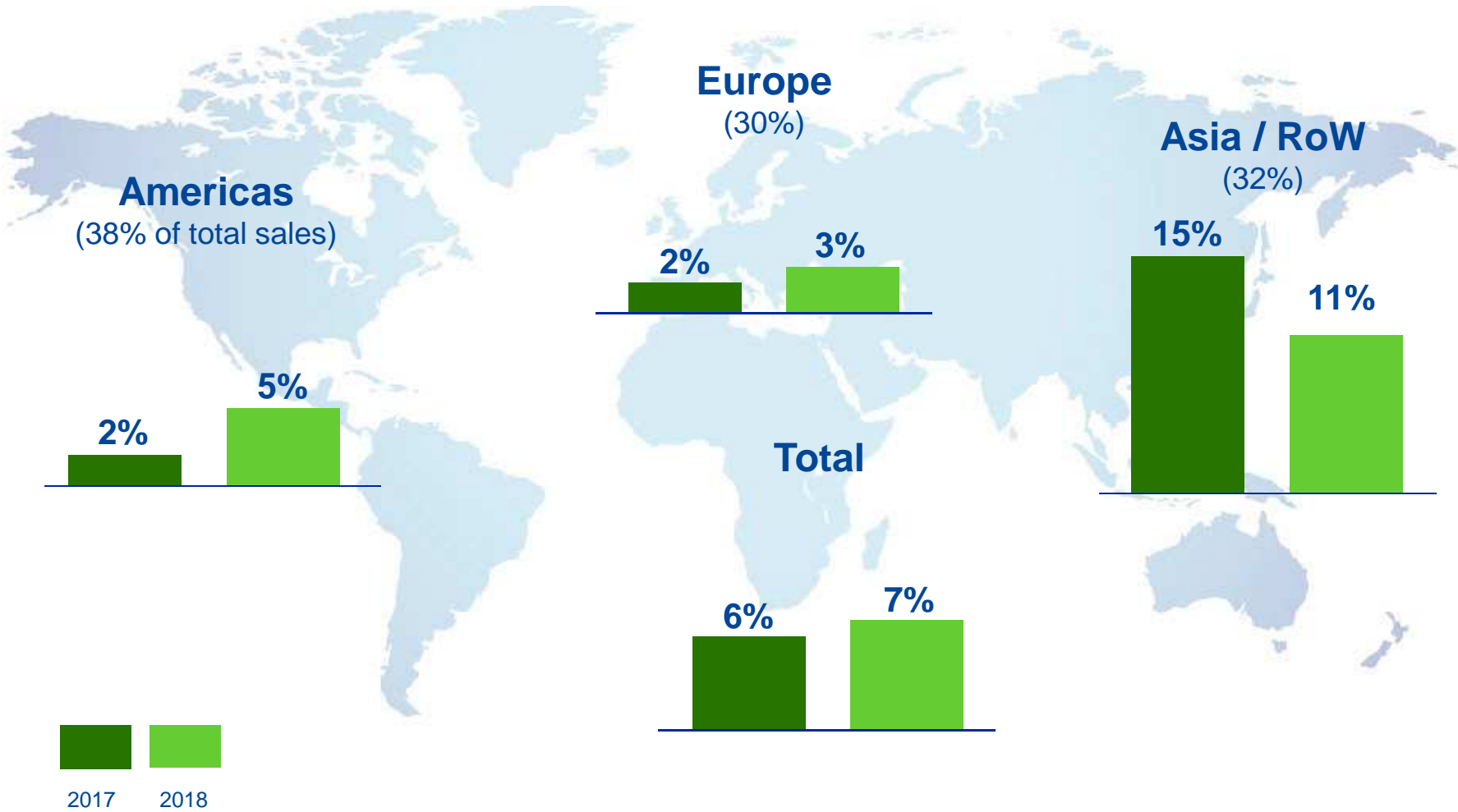
Local currency sales growth	➔	+7%
Adjusted operating income growth	➔	+13%
Adjusted EPS growth	➔	+17%



Q3 Highlights

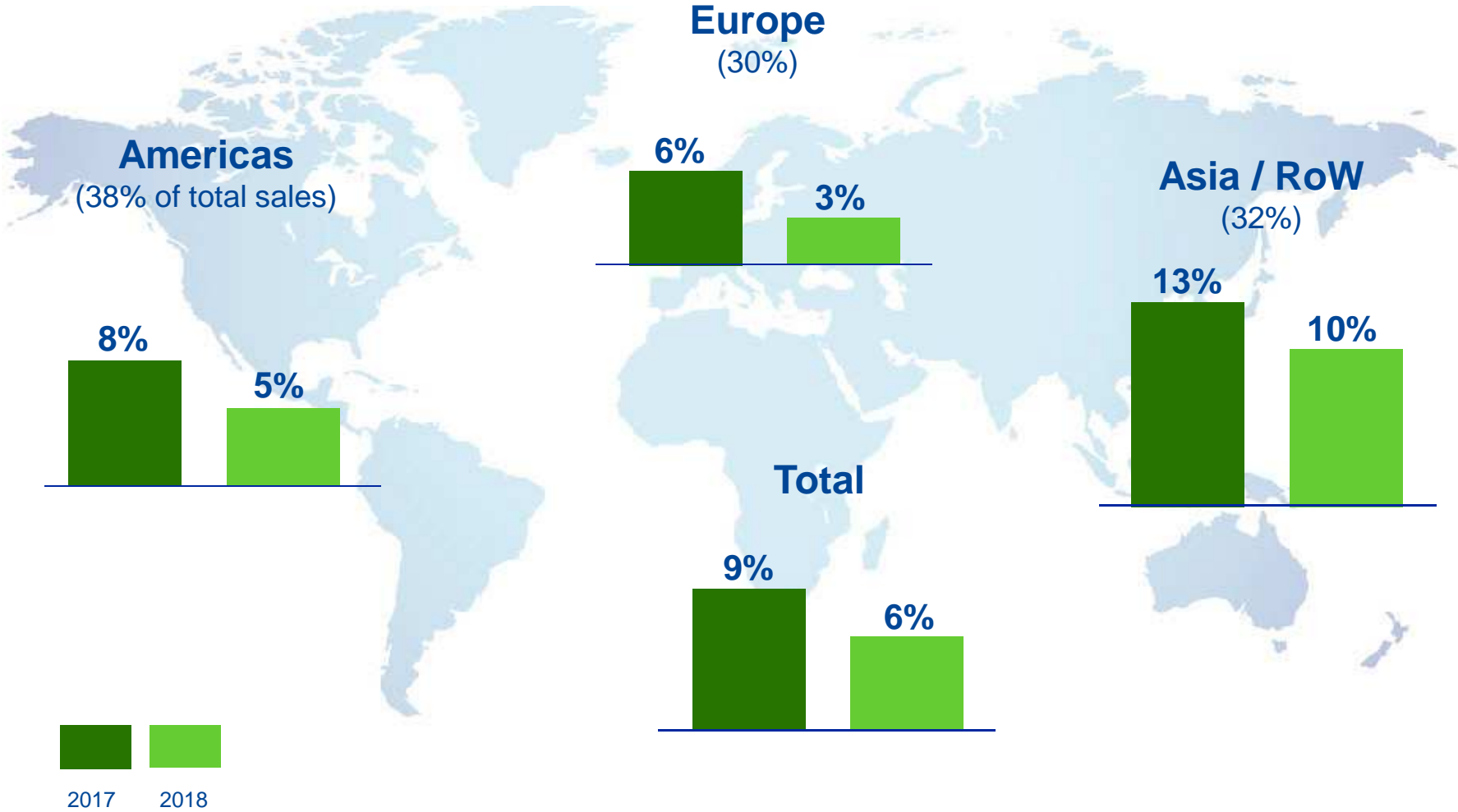
- Very good sales growth with particularly strong results in our Laboratory products
- China had very good growth despite difficult comparison due to excellent sales growth in prior year
- Earnings growth was again strong as we continue to benefit from our margin and productivity initiatives

Q3 Local Currency Sales Growth



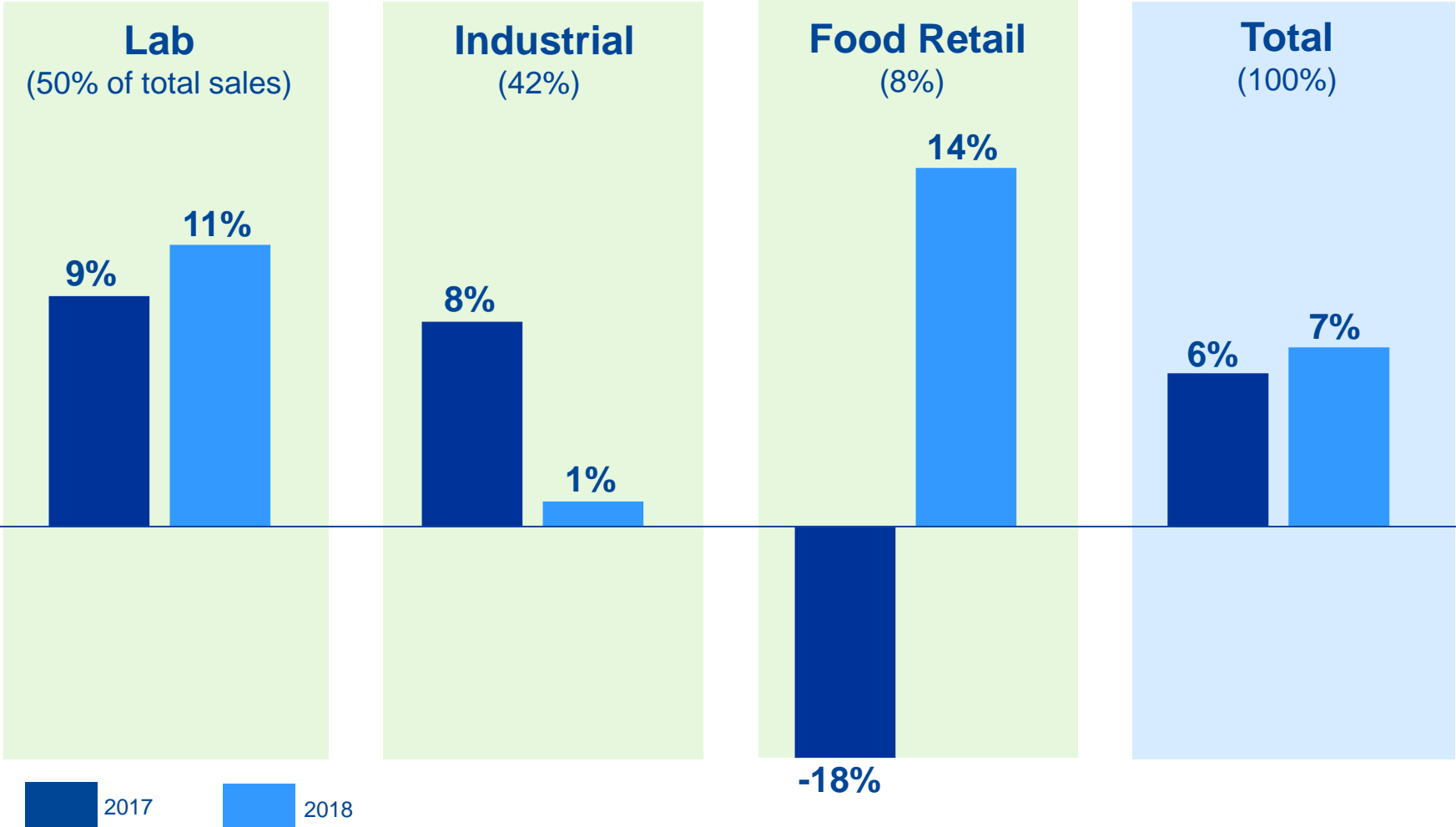
Note: Local currency (LC) sales excludes foreign exchange impact.

YTD Local Currency Sales Growth



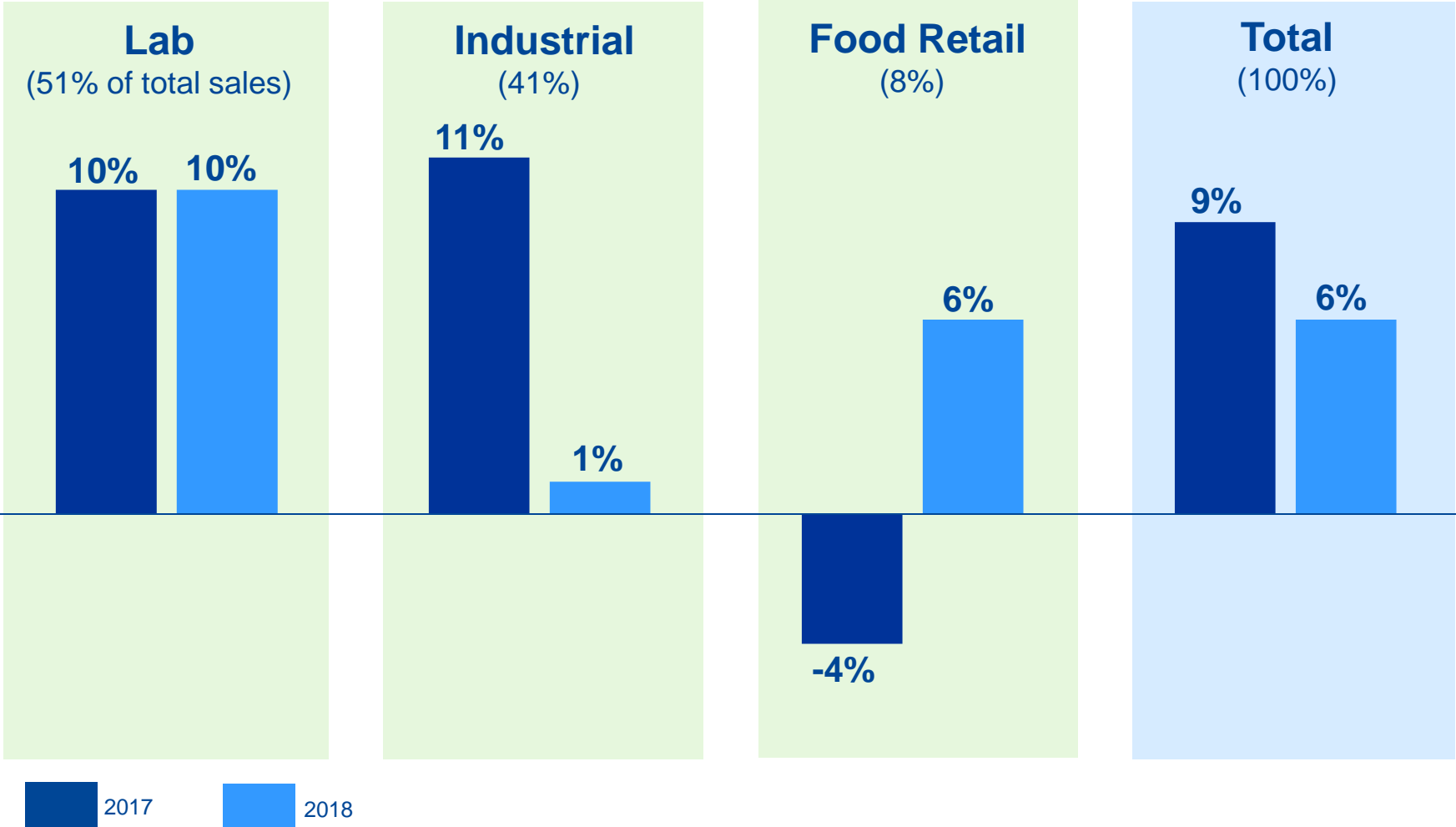
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Q3 Local Currency Sales Growth



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YTD Local Currency Sales Growth



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

Profit & Loss Statement – Q3 2018

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(USD in 000's)	Q3 2018	Q3 2017
NET SALES	\$734,846	\$698,799
Local Currency Growth %	7%	6%
GROSS PROFIT	419,254	400,975
Margin %	57.1%	57.4%
RESEARCH and DEVELOPMENT	34,838	32,203
% of Sales	4.7%	4.6%
SELLING, GENERAL and ADMINISTRATIVE	202,451	207,033
% of Sales	27.6%	29.6%
ADJUSTED OPERATING INCOME	181,965	161,739
Margin %	24.8%	23.1%
USD Growth	13%	8%
SHARES OUTSTANDING (000's)	25,683	26,304
Adjusted EPS	<u>\$5.12</u>	<u>\$4.36</u>
% Growth	17%	12%

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

Profit & Loss Statement – YTD 2018

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	9 Months 2018	9 Months 2017
(USD in 000's)		
NET SALES	\$2,117,663	\$1,947,022
Local Currency Growth %	6%	9%
GROSS PROFIT	1,206,812	1,119,976
Margin %	57.0%	57.5%
RESEARCH and DEVELOPMENT	104,866	95,985
% of Sales	5.0%	4.9%
SELLING, GENERAL and ADMINISTRATIVE	611,149	588,313
% of Sales	28.9%	30.2%
ADJUSTED OPERATING INCOME	490,797	435,678
Margin %	23.2%	22.4%
USD Growth	13%	16%
SHARES OUTSTANDING (000's)	25,878	26,447
Adjusted EPS	<u>\$13.50</u>	<u>\$11.61</u>
% Growth	16%	21%

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

Thank You.