

Earnings Webcast  
November 3, 2022



# Mettler-Toledo International Inc.

## Q3 2022 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 "Factors Affecting Our Future Operating Results" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our Annual Report on Form 10-K for the most recently completed fiscal year and other reports filed with the SEC from time to time.

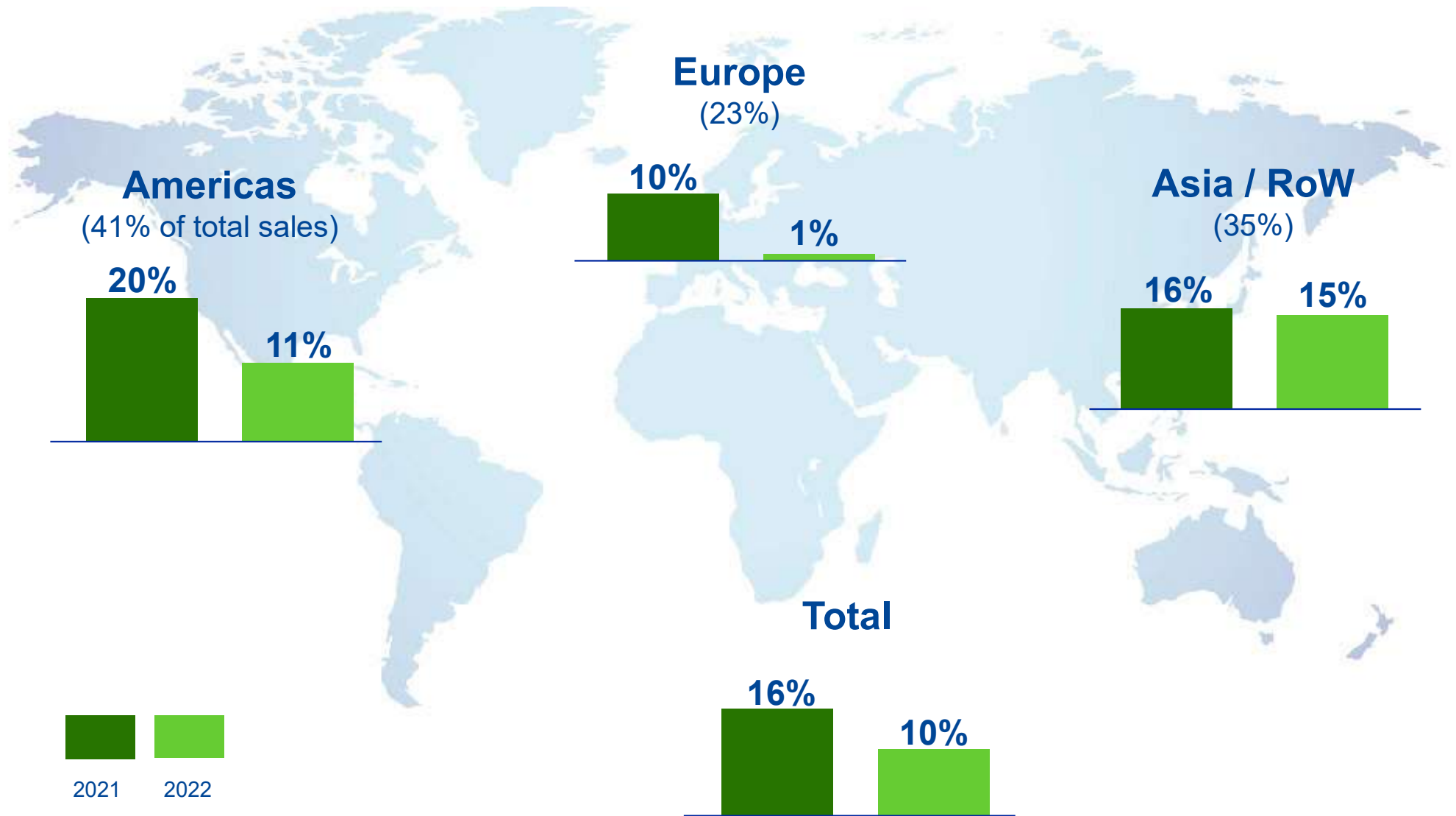
Local currency sales	➔	+ 10%
Adjusted Operating Profit	➔	+ 13%
Adjusted EPS	➔	+ 17%



## Q3 Highlights

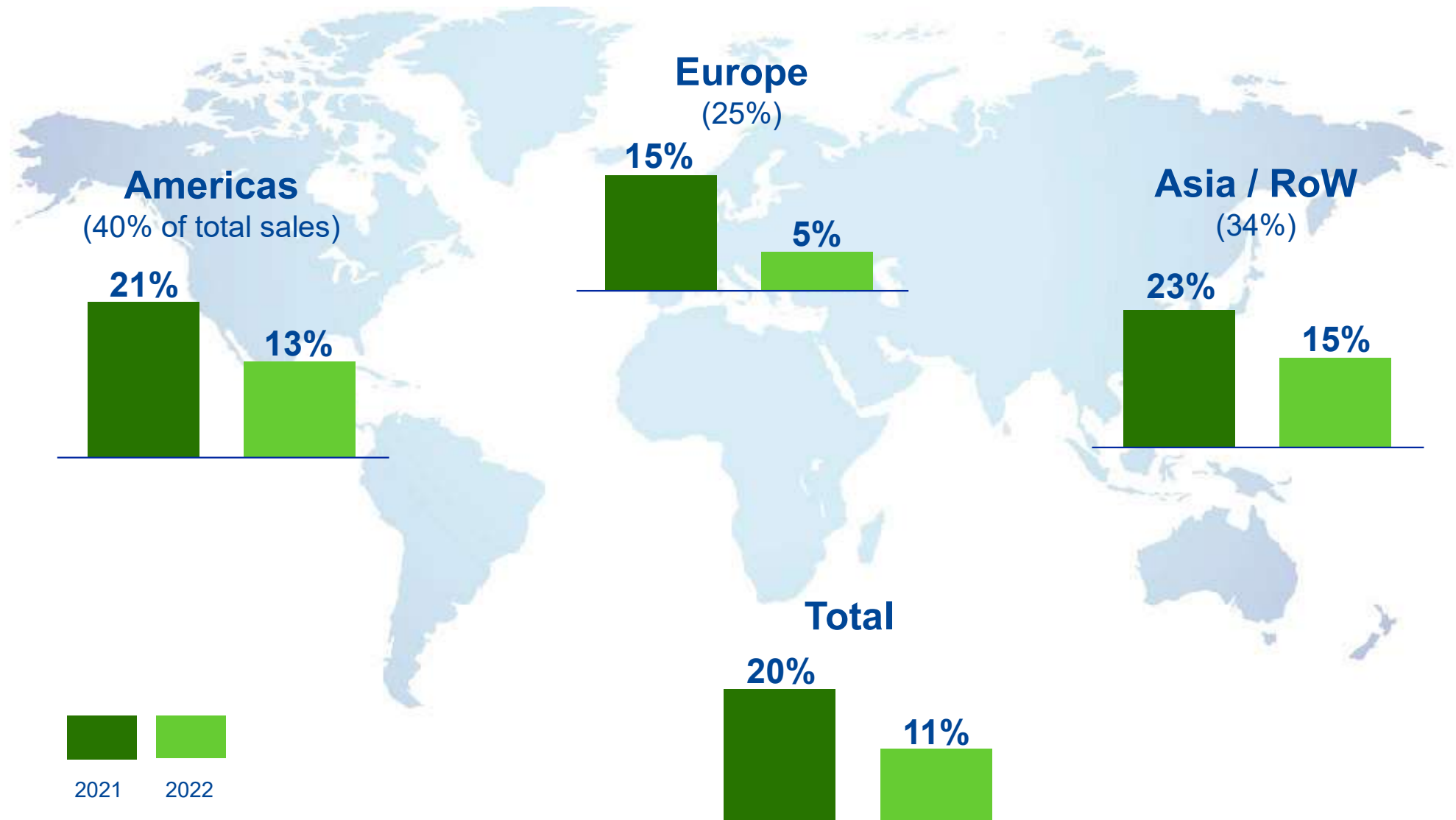
- Our team delivered another quarter of strong results, with particularly good results in the Americas and China.
- We had very good growth in our Laboratory and Core Industrial businesses as our sophisticated sales and marketing programs, our innovative product portfolio, and our supply chain agility continue to be strong competitive advantages.
- Robust sales growth and effective execution of our margin initiatives resulted in excellent growth in Adjusted Operating Profit and Adjusted EPS, despite significant foreign currency headwinds.

## Q3 Local Currency Sales Growth



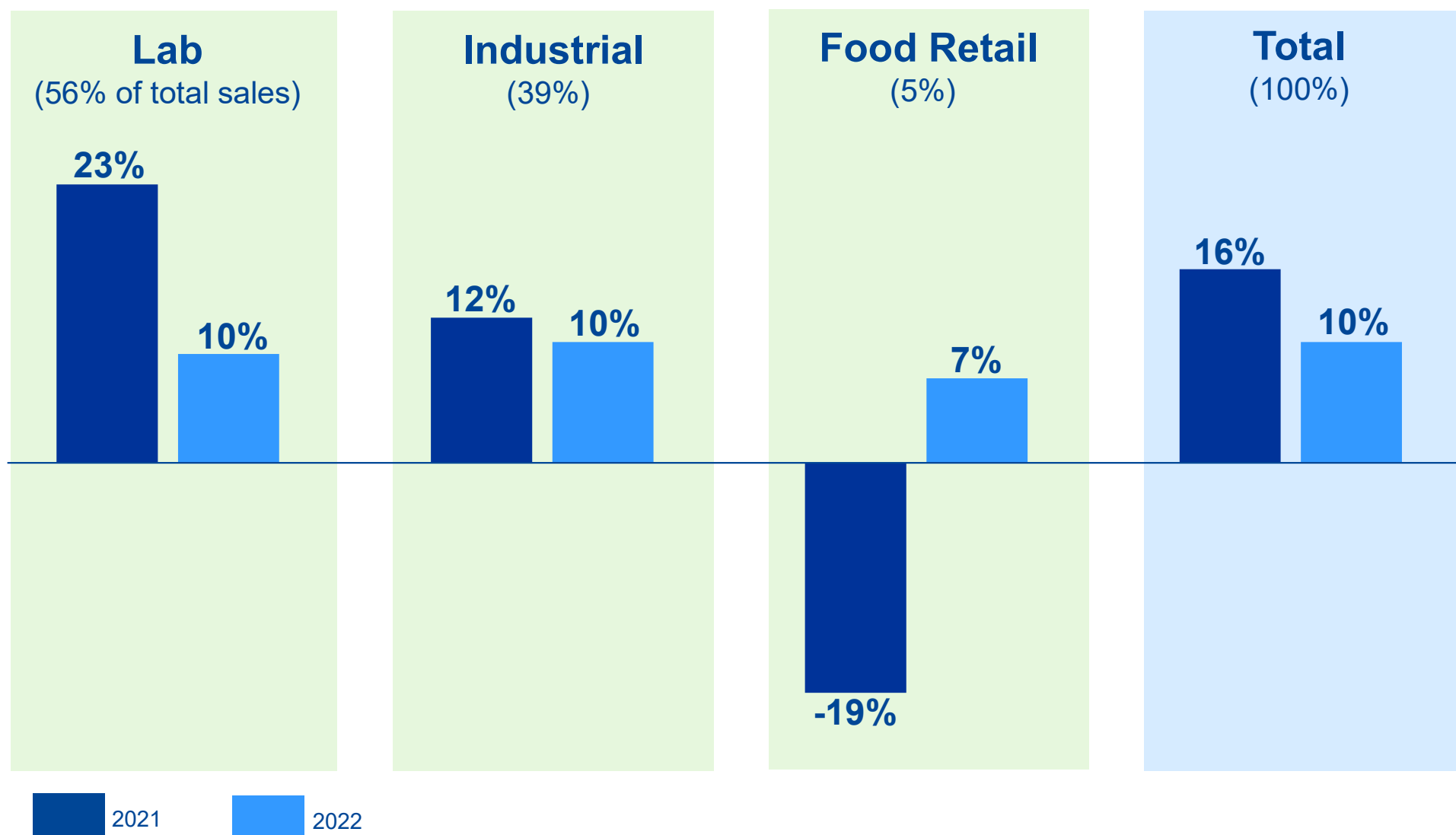
Note: Local currency (LC) sales excludes foreign exchange impact.

## YTD Local Currency Sales Growth



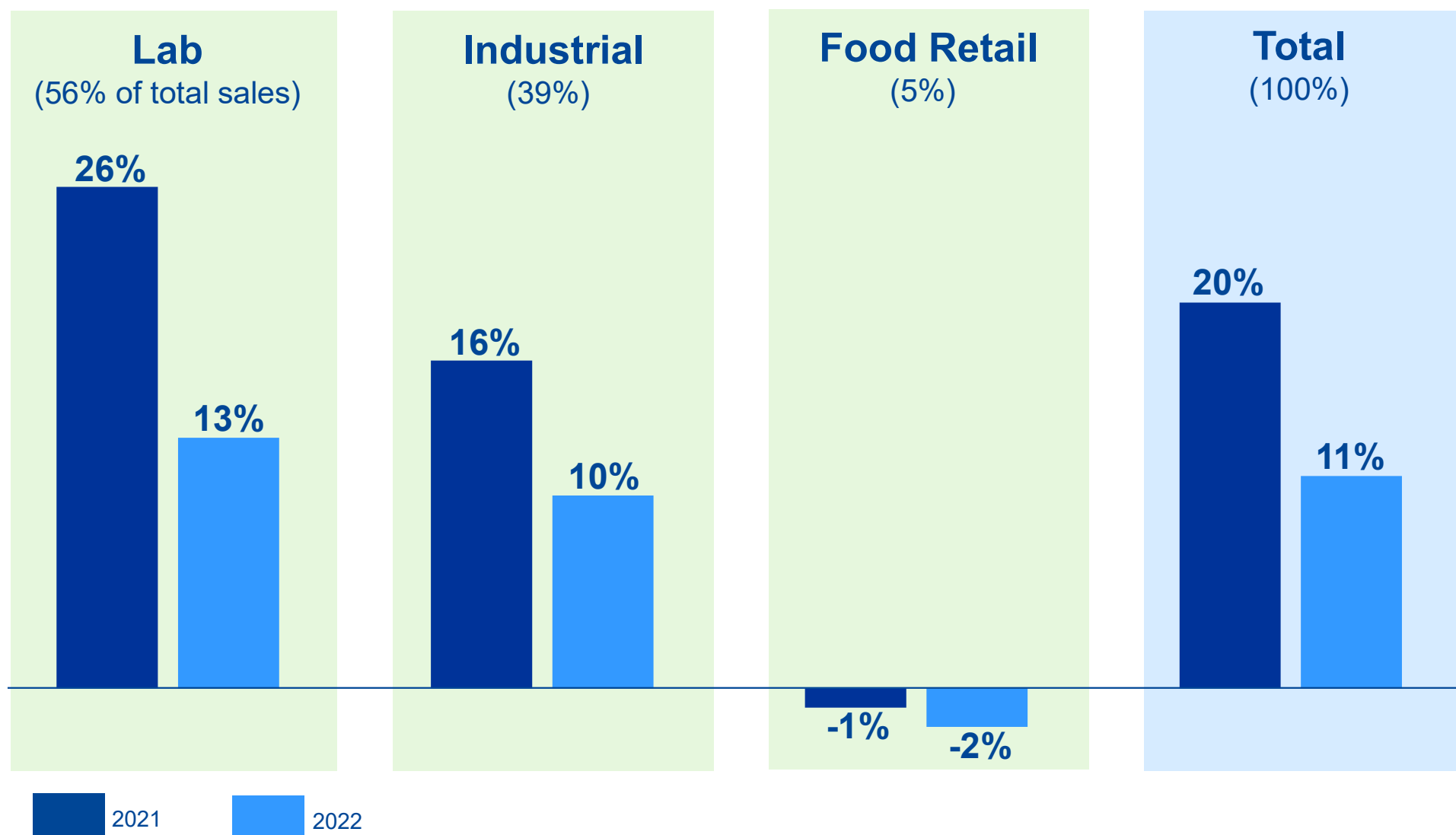
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## Q3 Local Currency Sales Growth



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 – Q3 2022

(USD in 000's)	Q3 2022	Q3 2021
<b>NET SALES</b>	<b>\$985,846</b>	<b>\$951,950</b>
Local Currency Growth %	10%	16%
<b>GROSS PROFIT</b>	<b>584,656</b>	<b>555,820</b>
Margin %	59.3%	58.4%
<b>RESEARCH and DEVELOPMENT</b>	<b>44,129</b>	<b>42,276</b>
% of Sales	4.5%	4.4%
<b>SELLING, GENERAL and ADMINISTRATIVE</b>	<b>233,357</b>	<b>240,734</b>
% of Sales	23.7%	25.3%
<b>ADJUSTED OPERATING PROFIT</b>	<b>307,170</b>	<b>272,810</b>
Margin %	31.2%	28.7%
<b>USD Growth</b>	<b>13%</b>	<b>19%</b>
<b>SHARES OUTSTANDING</b> (000's)	<b>22,610</b>	<b>23,394</b>
<b>Adjusted EPS</b>	<b><u>\$10.18</u></b>	<b><u>\$8.72</u></b>
<b>% Growth</b>	<b>17%</b>	<b>24%</b>

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



# Profit & Loss Statement – YTD 2022

	9 Months 2022	9 Months 2021
(USD in 000's)		
<b>NET SALES</b>	<b>\$2,862,024</b>	<b>\$2,680,691</b>
Local Currency Growth %	11%	20%
<b>GROSS PROFIT</b>	<b>1,675,902</b>	<b>1,564,420</b>
Margin %	58.6%	58.4%
<b>RESEARCH and DEVELOPMENT</b>	<b>131,180</b>	<b>124,151</b>
% of Sales	4.6%	4.6%
<b>SELLING, GENERAL and ADMINISTRATIVE</b>	<b>710,875</b>	<b>701,531</b>
% of Sales	24.8%	26.2%
<b>ADJUSTED OPERATING PROFIT</b>	<b>833,847</b>	<b>738,738</b>
Margin %	29.1%	27.6%
<b>USD Growth</b>	<b>13%</b>	<b>35%</b>
<b>SHARES OUTSTANDING</b> (000's)	<b>22,821</b>	<b>23,537</b>
<b>Adjusted EPS</b>	<b><u>\$27.42</u></b>	<b><u>\$23.37</u></b>
<b>% Growth</b>	<b>17%</b>	<b>43%</b>

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

**Thank You.**