

Earnings Webcast
July 29, 2022



Mettler-Toledo International Inc.

Q2 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.

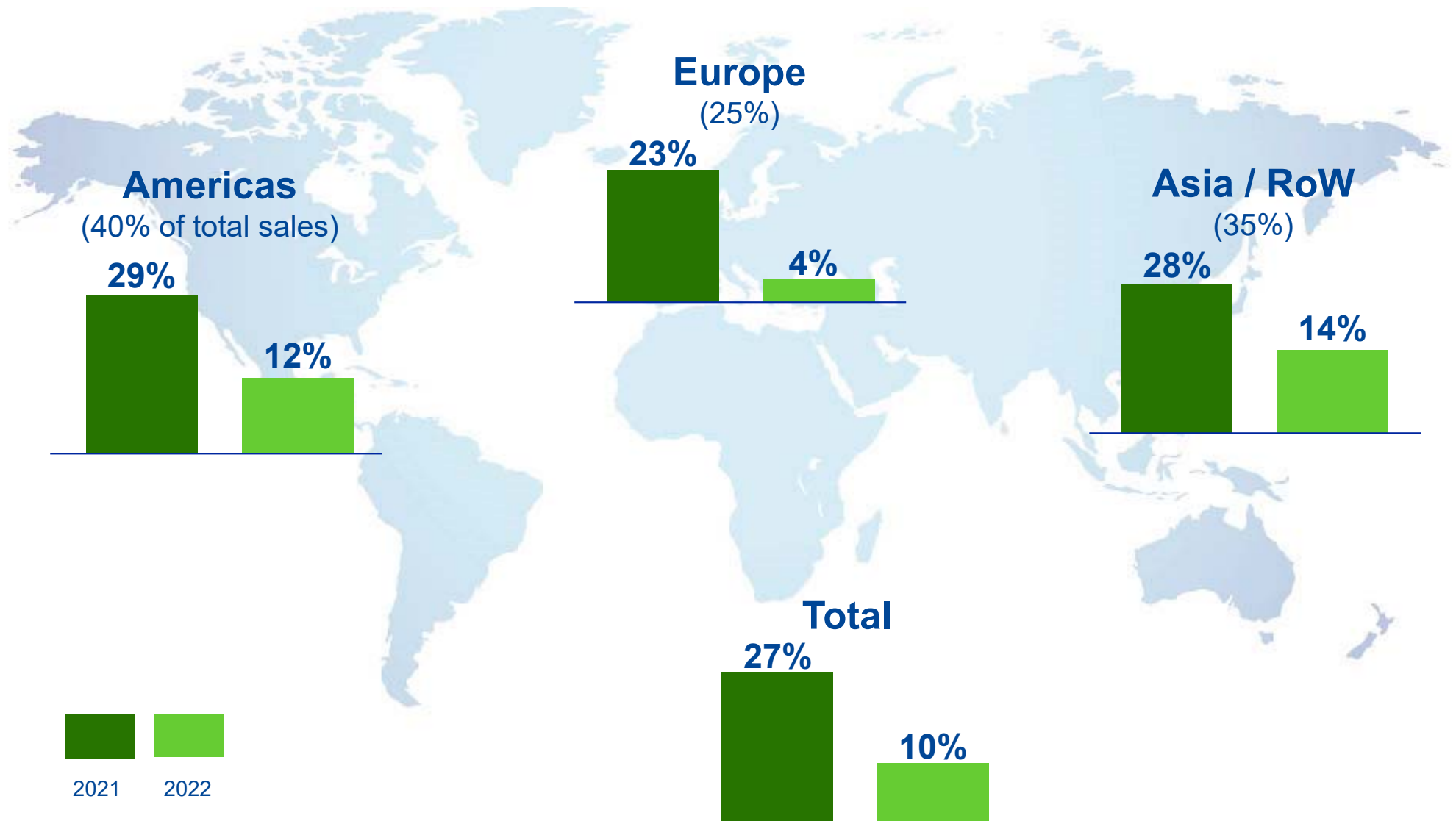
Local currency sales	➔	+ 10%
Adjusted Operating Profit	➔	+ 12%
Adjusted EPS	➔	+ 16%



Q2 Highlights

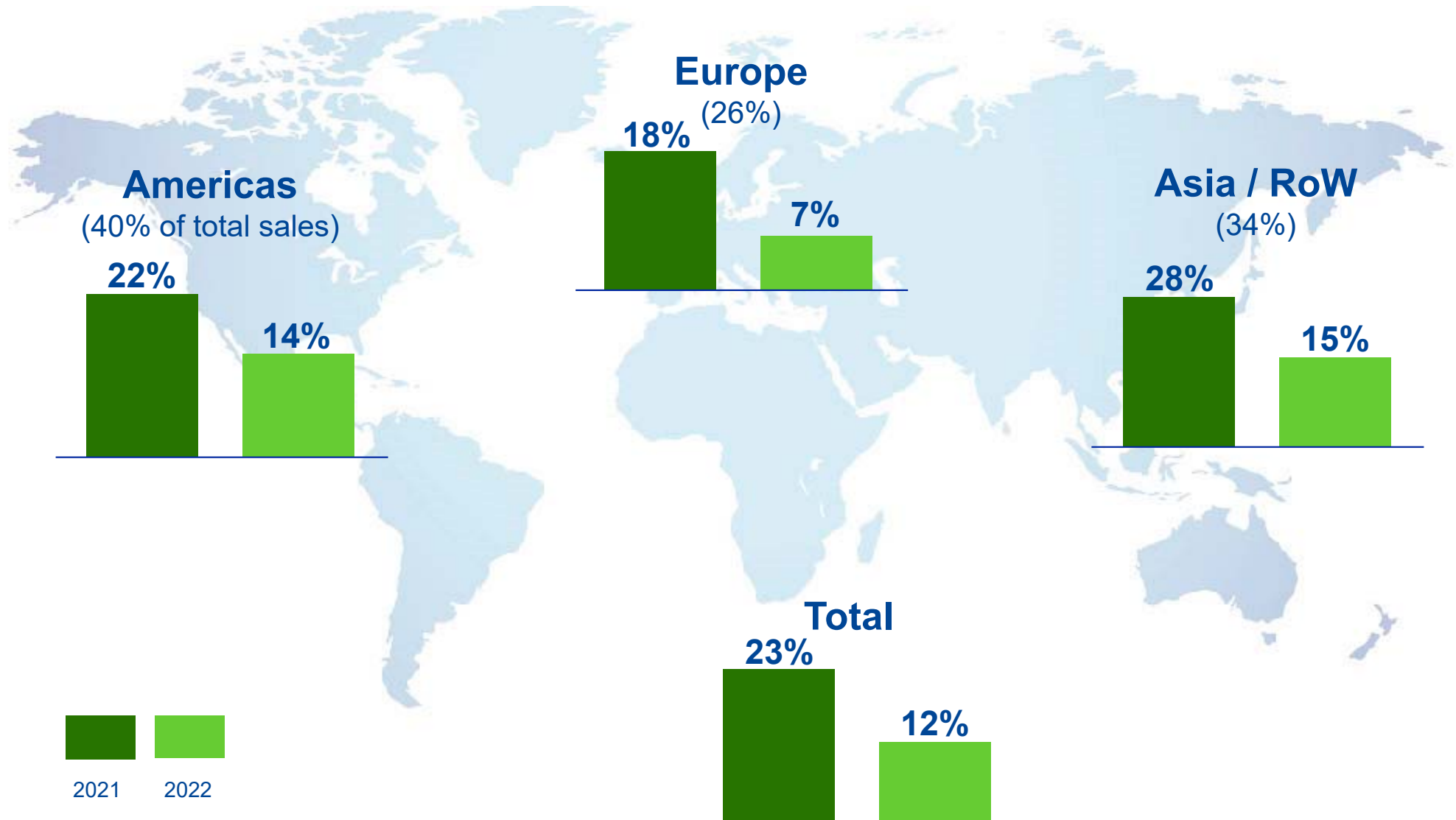
- We reported strong second quarter results as our team executed very well on our growth strategies and successfully navigated global supply chain challenges.
- Sales growth in our Laboratory and Core Industrial businesses was robust.
- We are particularly pleased with very good growth in China.
- Excellent sales growth combined with good margin improvement drove very strong growth in EPS despite adverse foreign currency.

Q2 Local Currency Sales Growth



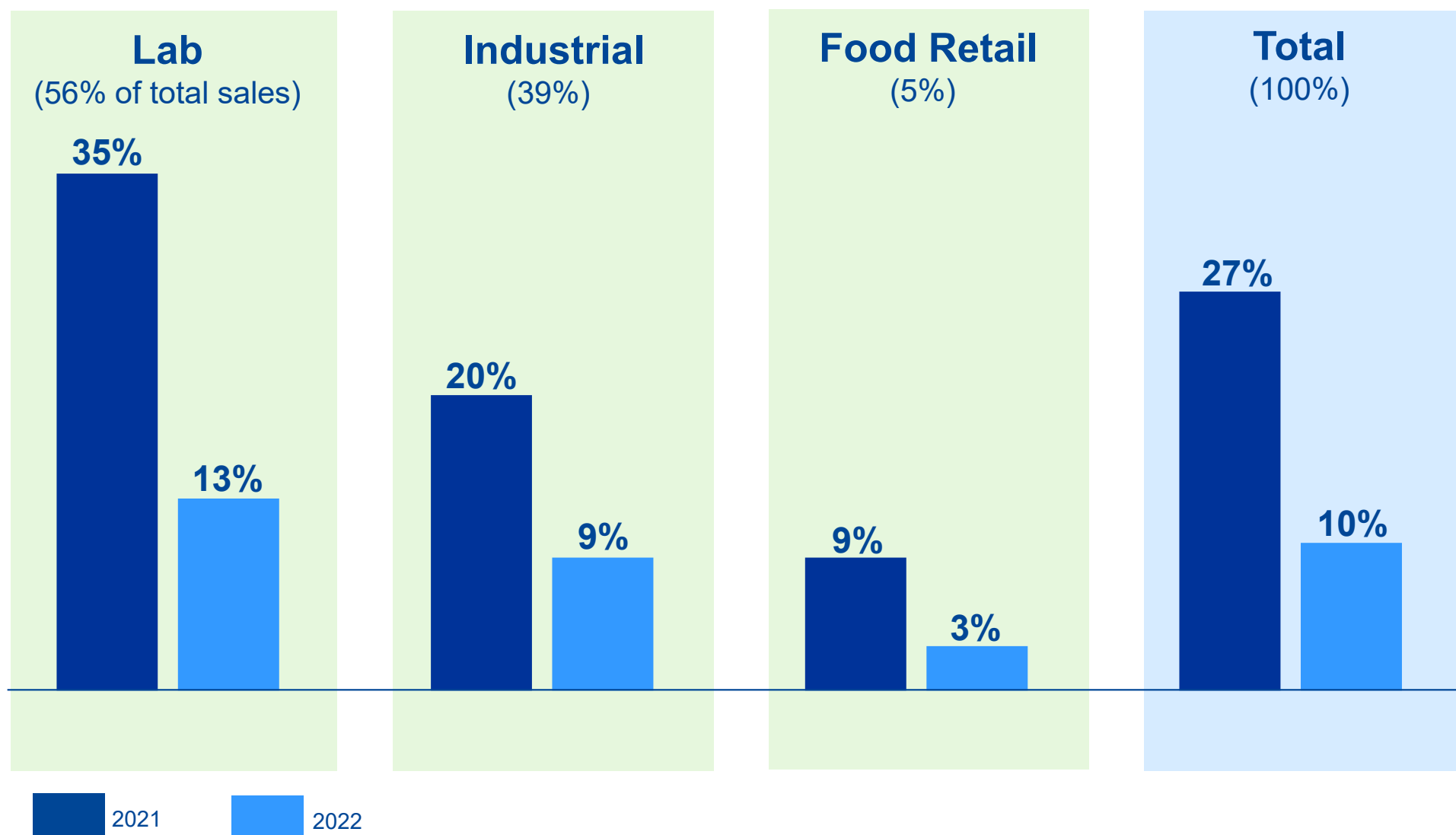
Note: Local currency (LC) sales excludes foreign exchange impact.

YTD Local Currency Sales Growth



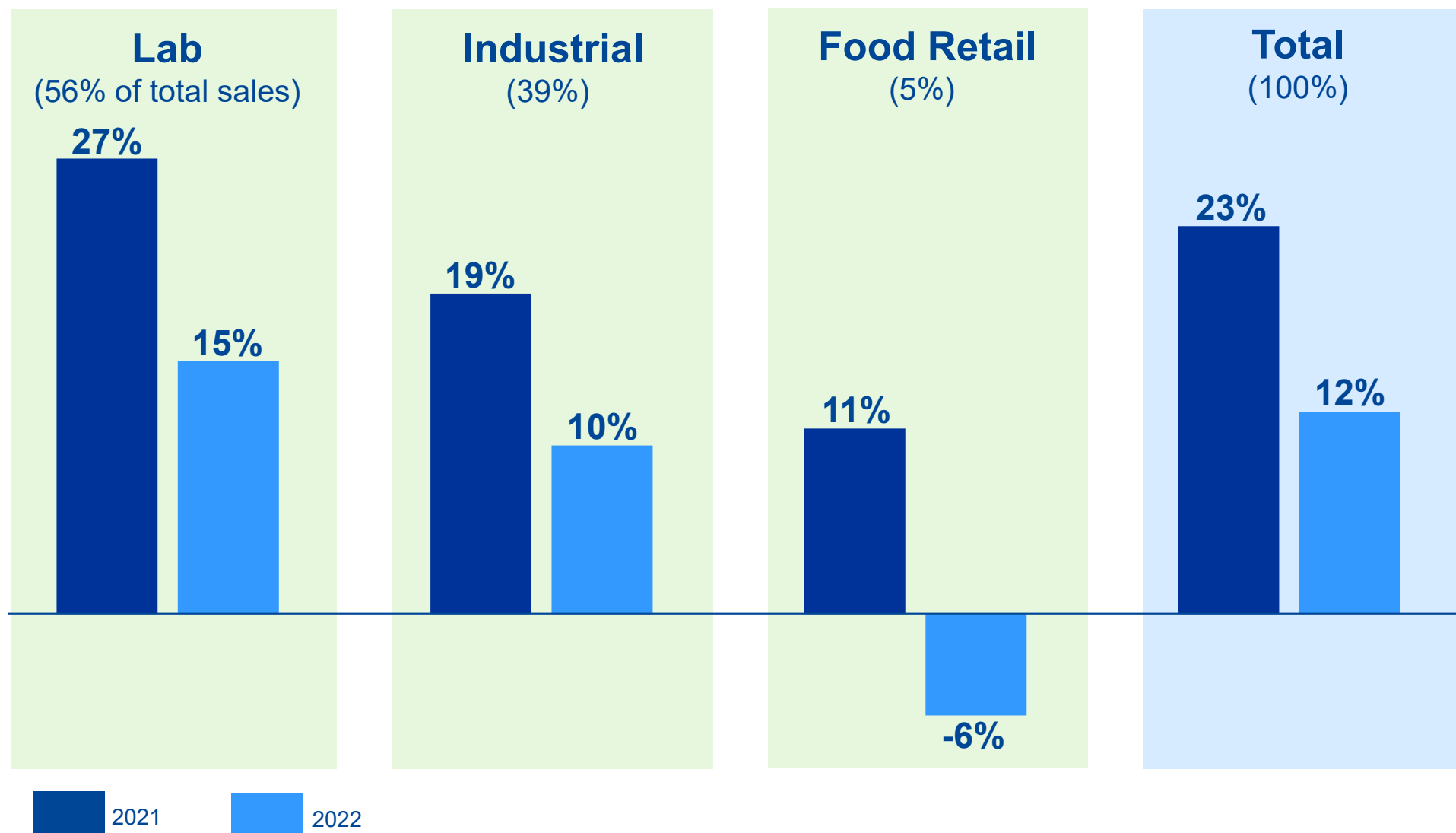
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Q2 Local Currency Sales Growth



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 2022

(USD in 000's)	Q2 2022	Q2 2021
NET SALES	\$978,387	\$924,351
Local Currency Growth %	10%	27%
GROSS PROFIT	571,661	536,904
Margin %	58.4%	58.1%
RESEARCH and DEVELOPMENT	44,023	42,603
% of Sales	4.5%	4.6%
SELLING, GENERAL and ADMINISTRATIVE	242,206	239,045
% of Sales	24.8%	25.9%
ADJUSTED OPERATING PROFIT	285,432	255,256
Margin %	29.2%	27.6%
USD Growth	12%	45%
SHARES OUTSTANDING (000's)	22,822	23,522
Adjusted EPS	<u>\$9.39</u>	<u>\$8.10</u>
% Growth	16%	53%

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

Profit & Loss Statement – YTD 2022

	6 Months 2022	6 Months 2021
(USD in 000's)		
NET SALES	\$1,876,178	\$1,728,741
Local Currency Growth %	12%	23%
GROSS PROFIT	1,091,246	1,008,600
Margin %	58.2%	58.3%
RESEARCH and DEVELOPMENT	87,051	81,875
% of Sales	4.6%	4.7%
SELLING, GENERAL and ADMINISTRATIVE	477,518	460,797
% of Sales	25.5%	26.7%
ADJUSTED OPERATING PROFIT	526,677	465,928
Margin %	28.1%	27.0%
USD Growth	13%	47%
SHARES OUTSTANDING (000's)	22,929	23,604
Adjusted EPS	<u>\$17.25</u>	<u>\$14.66</u>
% Growth	18%	58%

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

Thank You.