

Earnings Webcast  
May 5, 2022



# Mettler-Toledo International Inc.

## Q1 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      ➡      + 14%

Adjusted Operating Profit   ➡      + 15%

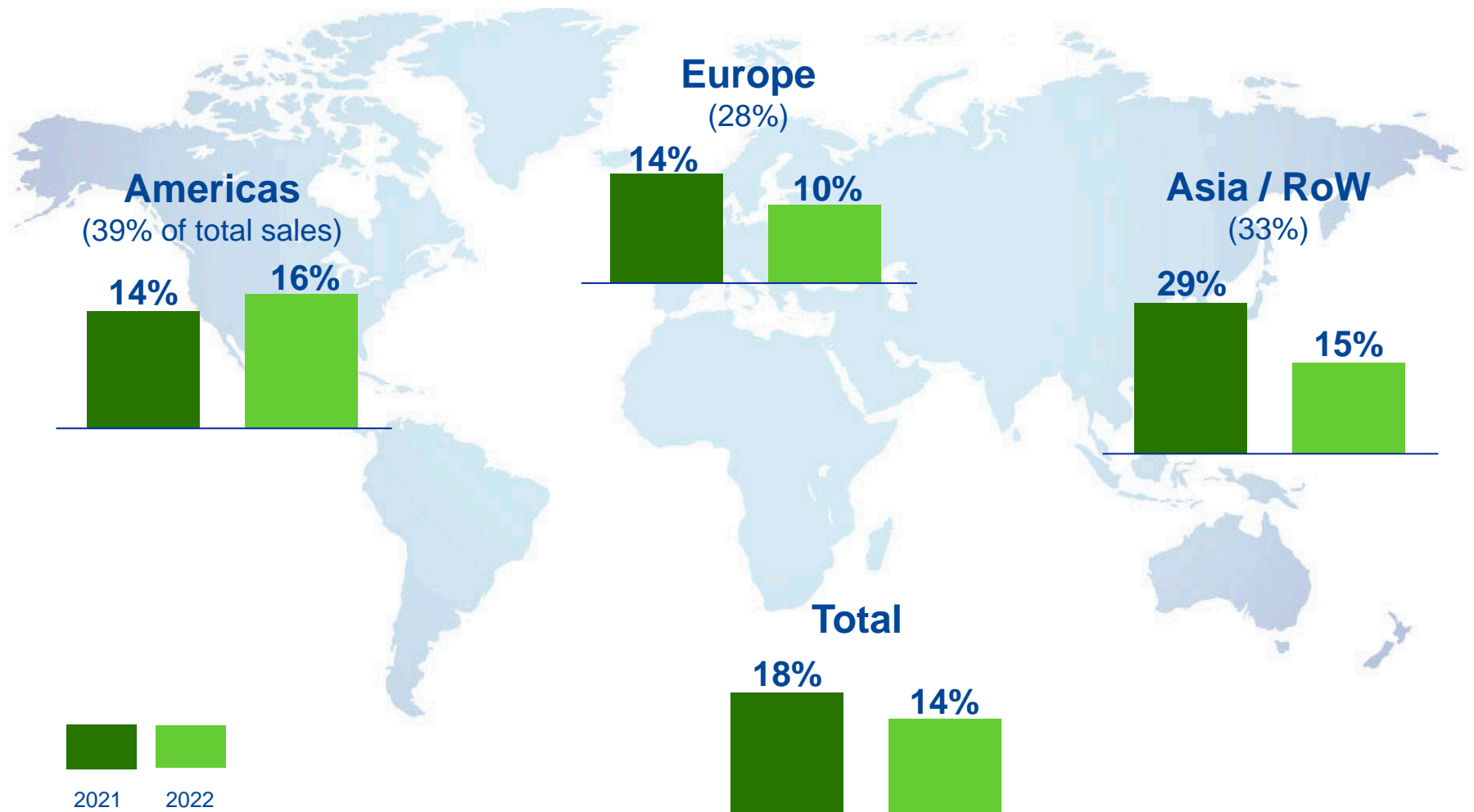
Adjusted EPS                      ➡      + 20%



## Q1 Highlights

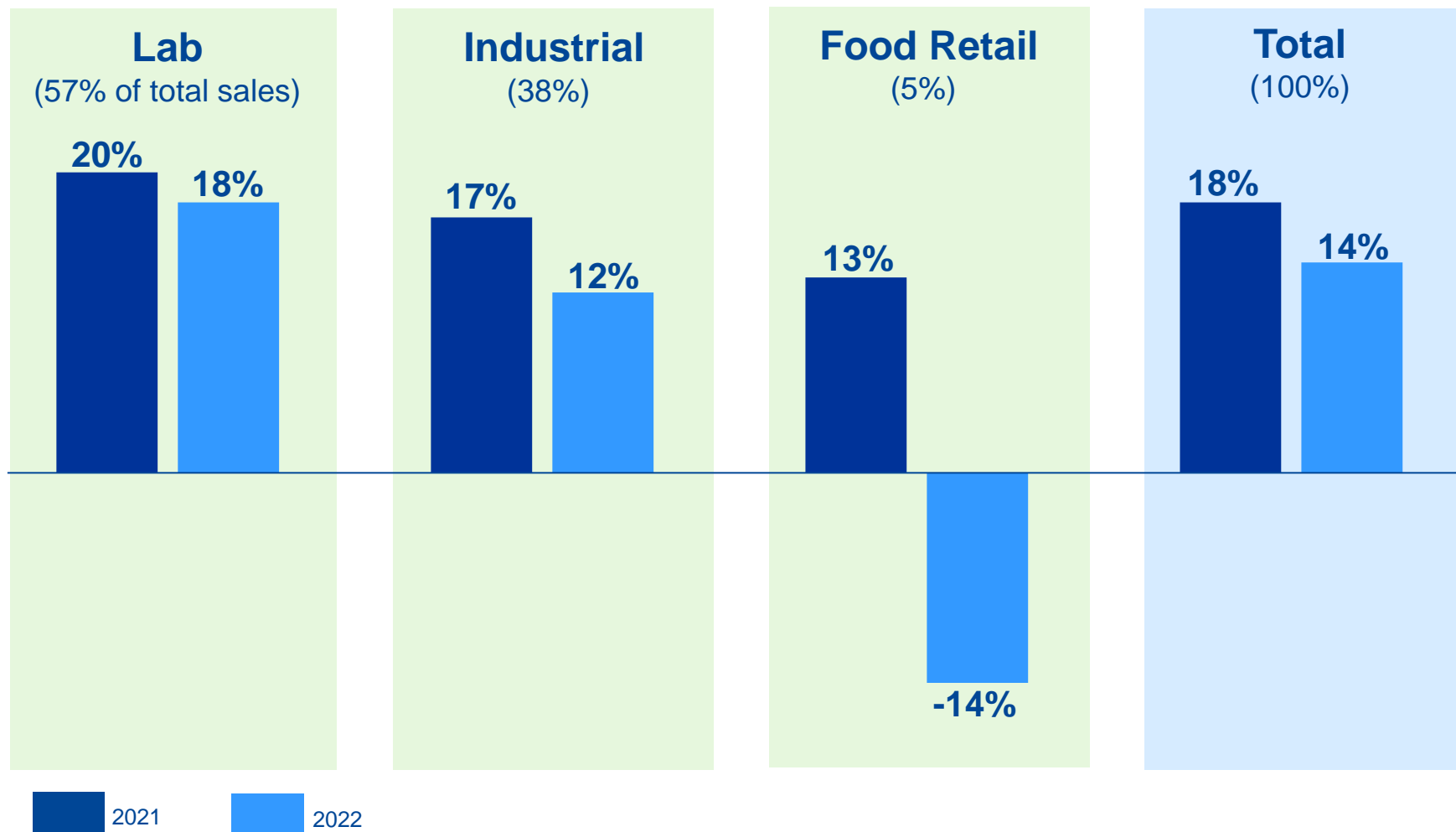
- We had a strong start to the year with robust customer demand and diligent execution by our teams throughout the world.
- We had excellent growth in our Laboratory and Industrial businesses and saw broad-based growth in most regions.
- Despite continued higher costs associated with challenges in the global supply chain, we had a very good increase in operating profit and earnings growth, which is particularly impressive given the excellent growth in the prior year.

## Q1 Local Currency Sales Growth



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

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# Profit & Loss Statement – Q1 2022

(USD in 000's)	Q1 2022	Q1 2021
<b>NET SALES</b>	<b>\$897,791</b>	<b>\$804,390</b>
Local Currency Growth %	14%	18%
<b>GROSS PROFIT</b>	<b>519,585</b>	<b>471,696</b>
Margin %	57.9%	58.6%
<b>RESEARCH and DEVELOPMENT</b>	<b>43,028</b>	<b>39,272</b>
% of Sales	4.8%	4.9%
<b>SELLING, GENERAL and ADMINISTRATIVE</b>	<b>235,312</b>	<b>221,752</b>
% of Sales	26.2%	27.6%
<b>ADJUSTED OPERATING PROFIT</b>	<b>241,245</b>	<b>210,672</b>
Margin %	26.9%	26.2%
<b>USD Growth</b>	<b>15%</b>	<b>49%</b>
<b>SHARES OUTSTANDING</b> (000's)	<b>23,040</b>	<b>23,686</b>
<b>Adjusted EPS</b>	<b><u>\$7.87</u></b>	<b><u>\$6.56</u></b>
<b>% Growth</b>	<b>20%</b>	<b>64%</b>

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

**Thank You.**