

Earnings Call Webcast
February 9, 2024



Mettler-Toledo International Inc.

Q4 2023 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.

Fourth Quarter 2023 Highlights

Local Currency Sales

(13%)

Adj Operating Margin

30.1%
down (380bp)

Adjusted EPS

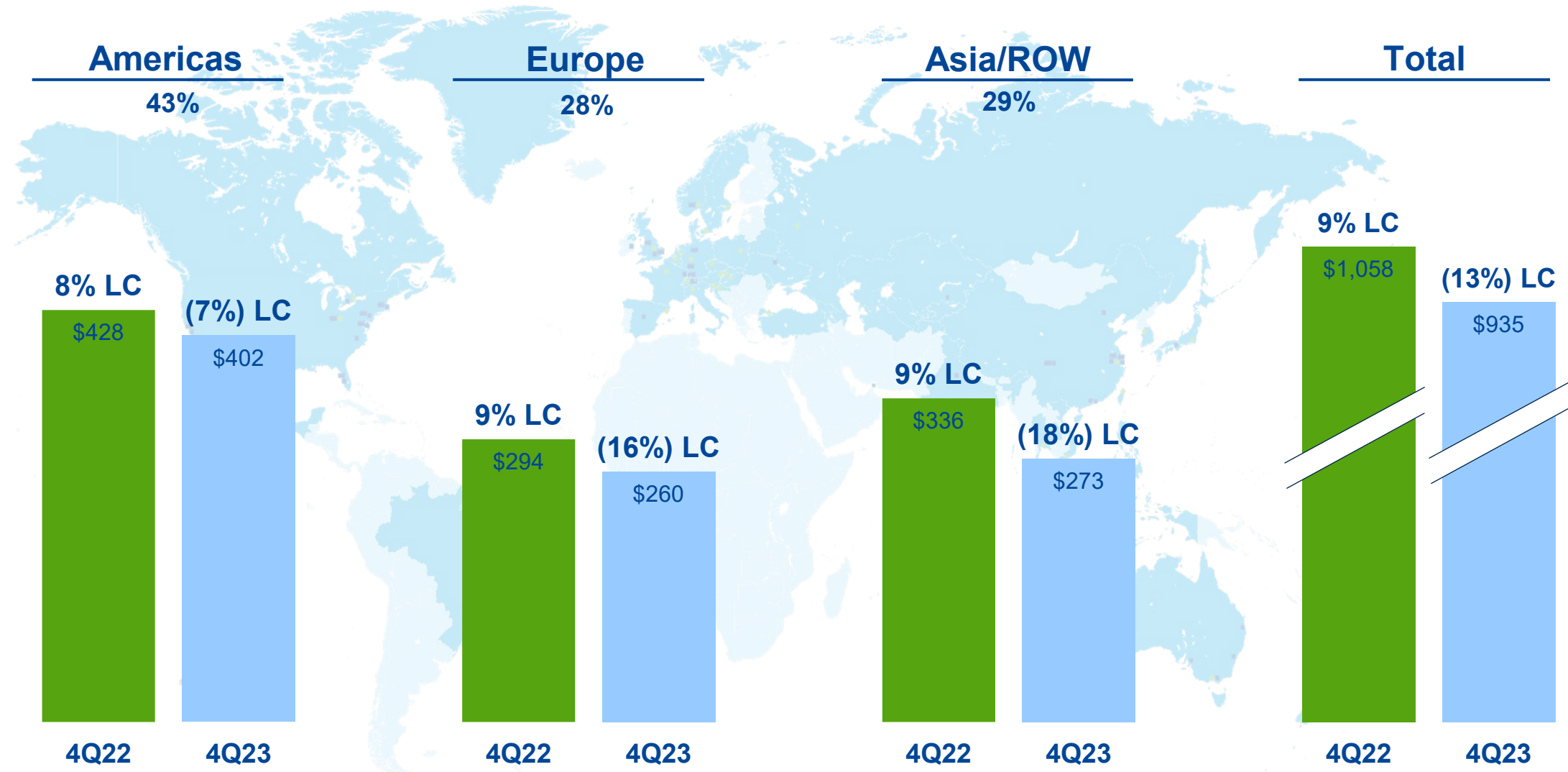
\$9.40
down (22%)

- Our sales and Adjusted EPS were negatively impacted by the previously disclosed shipping delays of approximately \$58m from a new external European logistics provider, which we expect to largely recover in Q1 2024. Excluding these delays, our results came in as we had expected as we continued to face challenging market conditions in the fourth quarter.
- Our team executed very well on our cost control initiatives, and cash flow generation for the quarter and the year was strong.
- We have continued to invest strongly in next-generation products and solutions and have also enhanced our best-in-class corporate programs by launching the next waves of Spinnaker and SternDrive. This will help us further increase our competitiveness and put us in an even more favorable position, especially once our markets pick up again.



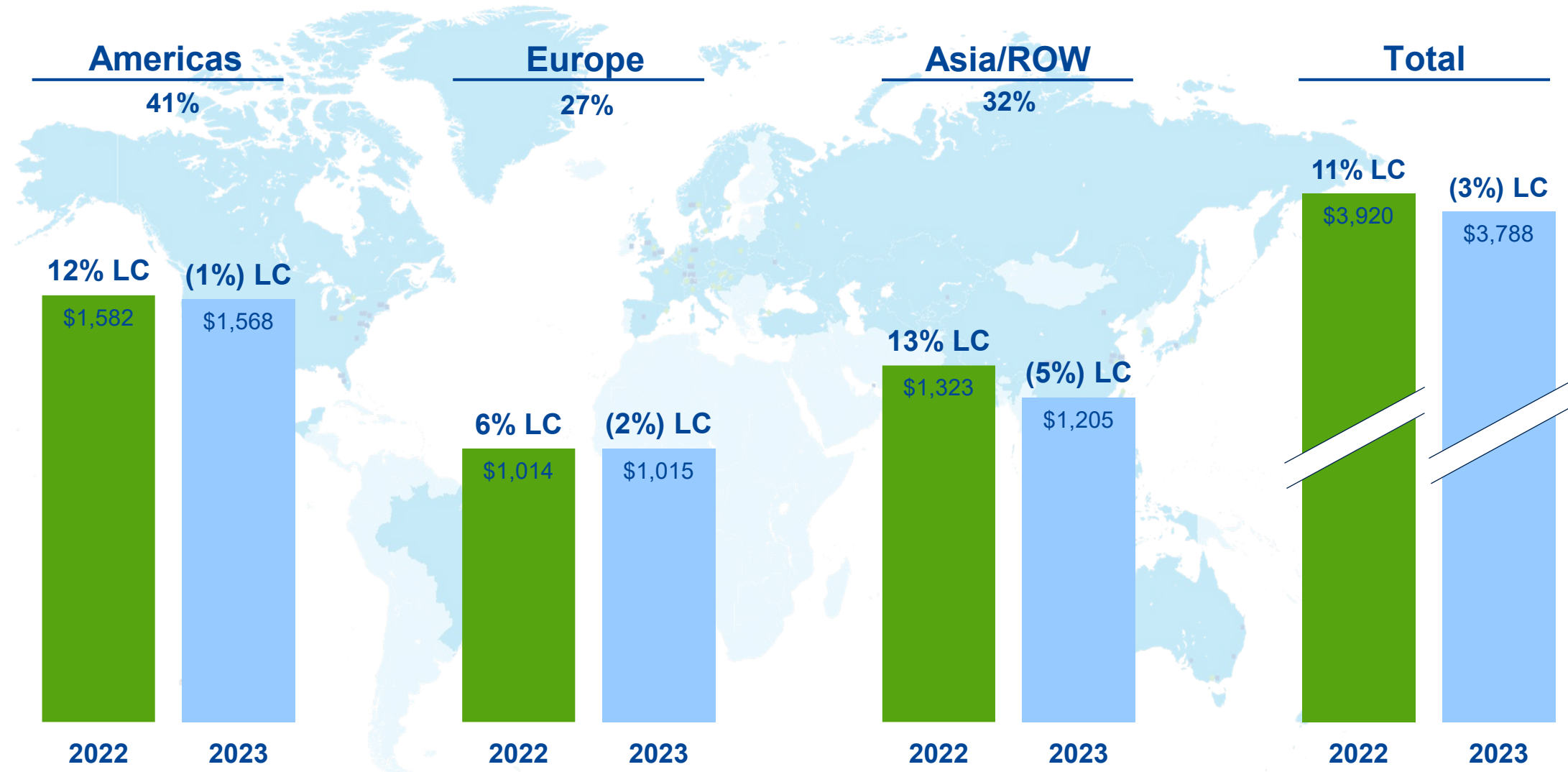
Above: XPR microbalances deliver highest precision (0.1 µg) at lowest minimum weights (30 µg), for fully traceable results, even under challenging conditions. Space-saving design and second terminal are ideal for use in a safety cabinet. Touch-free operation and easy cleaning enable safer weighing. User guidance, built-in results notepad, customized method library and direct data transfer via LabX save time and provide process security.

Q4 local currency sales growth



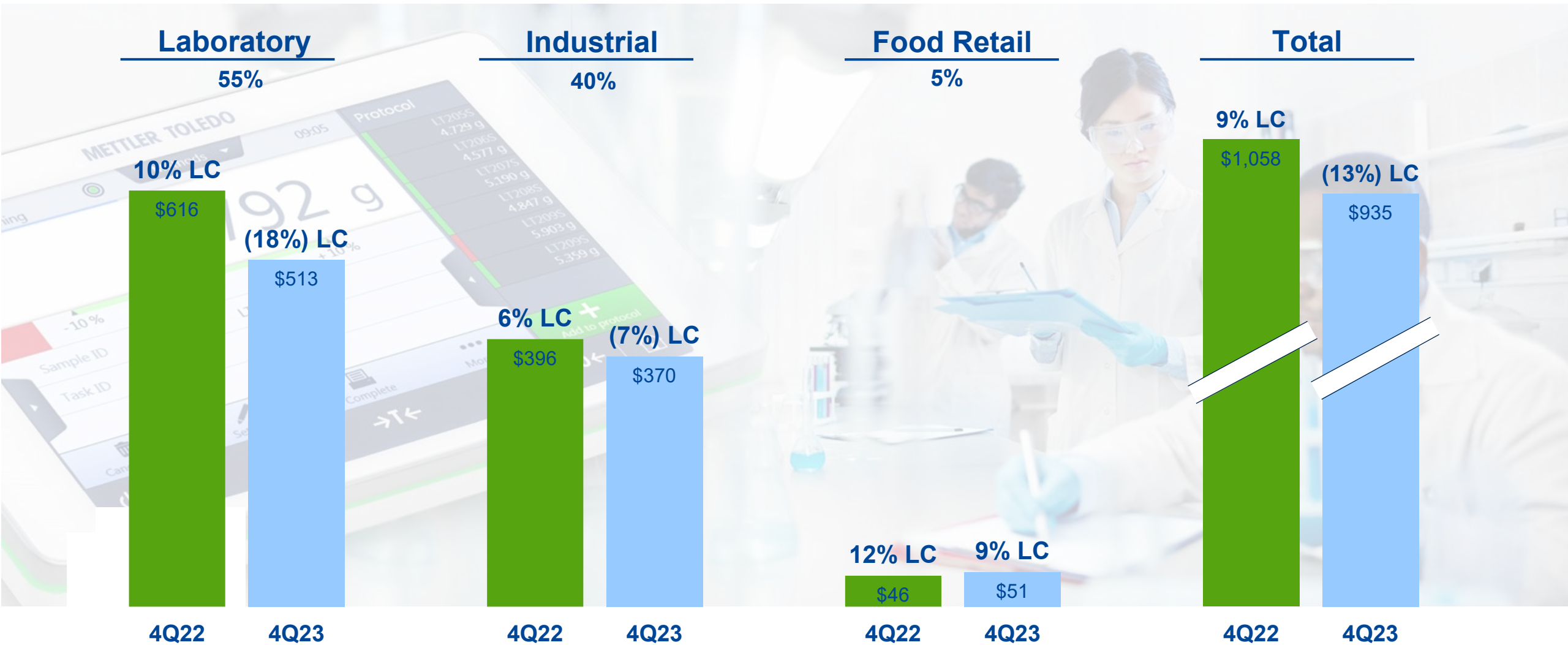
USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates

Full year local currency sales growth



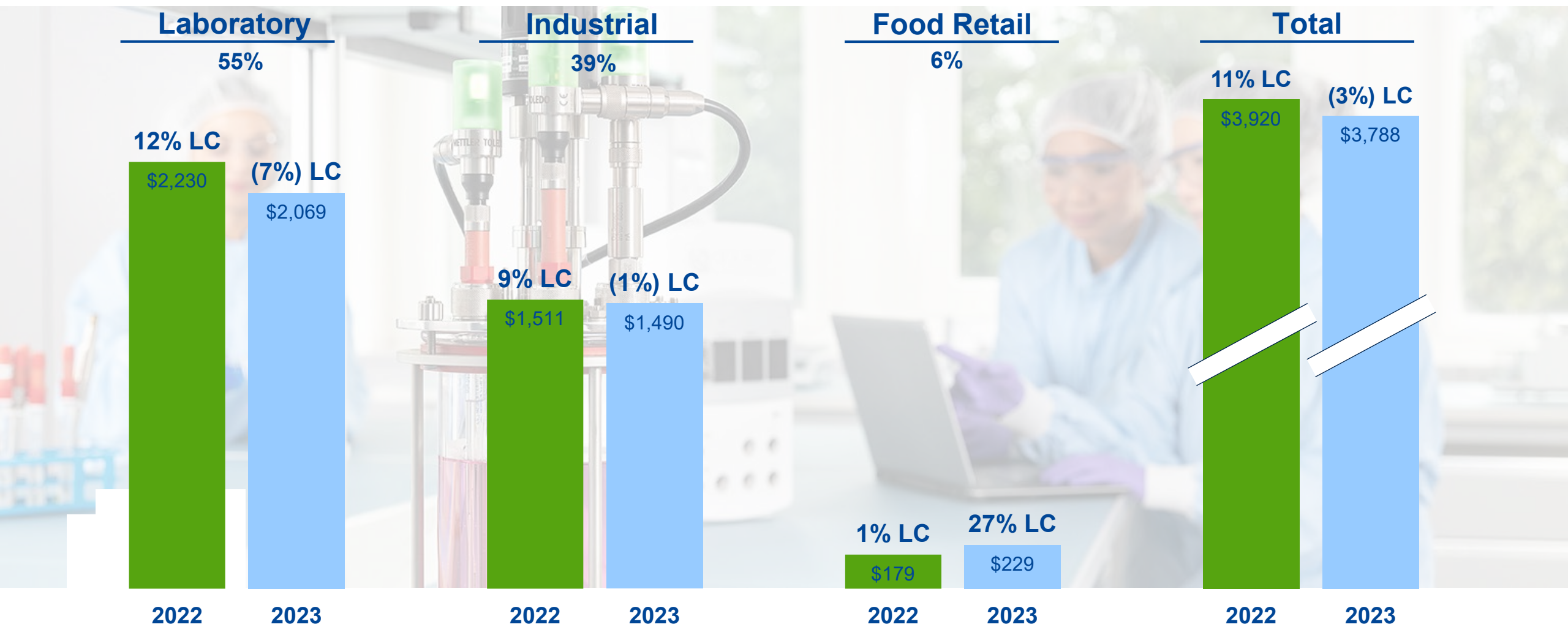
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Q4 local currency sales growth



USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates

Full year local currency sales growth



USD in 000's, figures may not foot due to rounding. Local currency (LC) sales growth excludes the impact from changes in foreign exchange rates

(USD in 000's)	Q4 2023	Q4 2022	Change
Net Sales	\$934,992	\$1,057,685	(12%)
Local Currency Growth %	(13%)	9%	
Gross Profit	551,638	632,140	(13%)
Gross Profit Margin %	59.0%	59.8%	(80bp)
Research and Development	46,435	45,942	1%
% of Sales	5.0%	4.3%	70bp
Selling, General and Administrative	223,427	227,586	(2%)
% of Sales	23.9%	21.5%	240bp
Adjusted Operating Profit	281,776	358,612	(21%)
Adj Margin %	30.1%	33.9%	(380bp)
Adjusted EPS	\$9.40	\$12.10	(22%)

(USD in 000's)	YTD 2023	YTD 2022	Change
Net Sales	\$3,788,309	\$3,919,709	(3%)
Local Currency Growth %	(3%)	11%	
Gross Profit	2,241,286	2,308,042	(3%)
Gross Profit Margin %	59.2%	58.9%	30bp
Research and Development	185,284	177,122	5%
% of Sales	4.9%	4.5%	40bp
Selling, General and Administrative	904,106	938,461	(4%)
% of Sales	23.9%	23.9%	0bp
Adjusted Operating Profit	1,151,896	1,192,459	(3%)
Adj Margin %	30.4%	30.4%	0bp
Adjusted EPS	\$38.03	\$39.65	(4%)

Thank You.