

Earnings Call Webcast  
August 1, 2025



# Mettler-Toledo International Inc.

## Q2 2025 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.

## Second Quarter 2025 Highlights

### Local Currency Sales

+2%

### Adj Operating Margin

28.8%  
Down 120bp

### Adjusted EPS

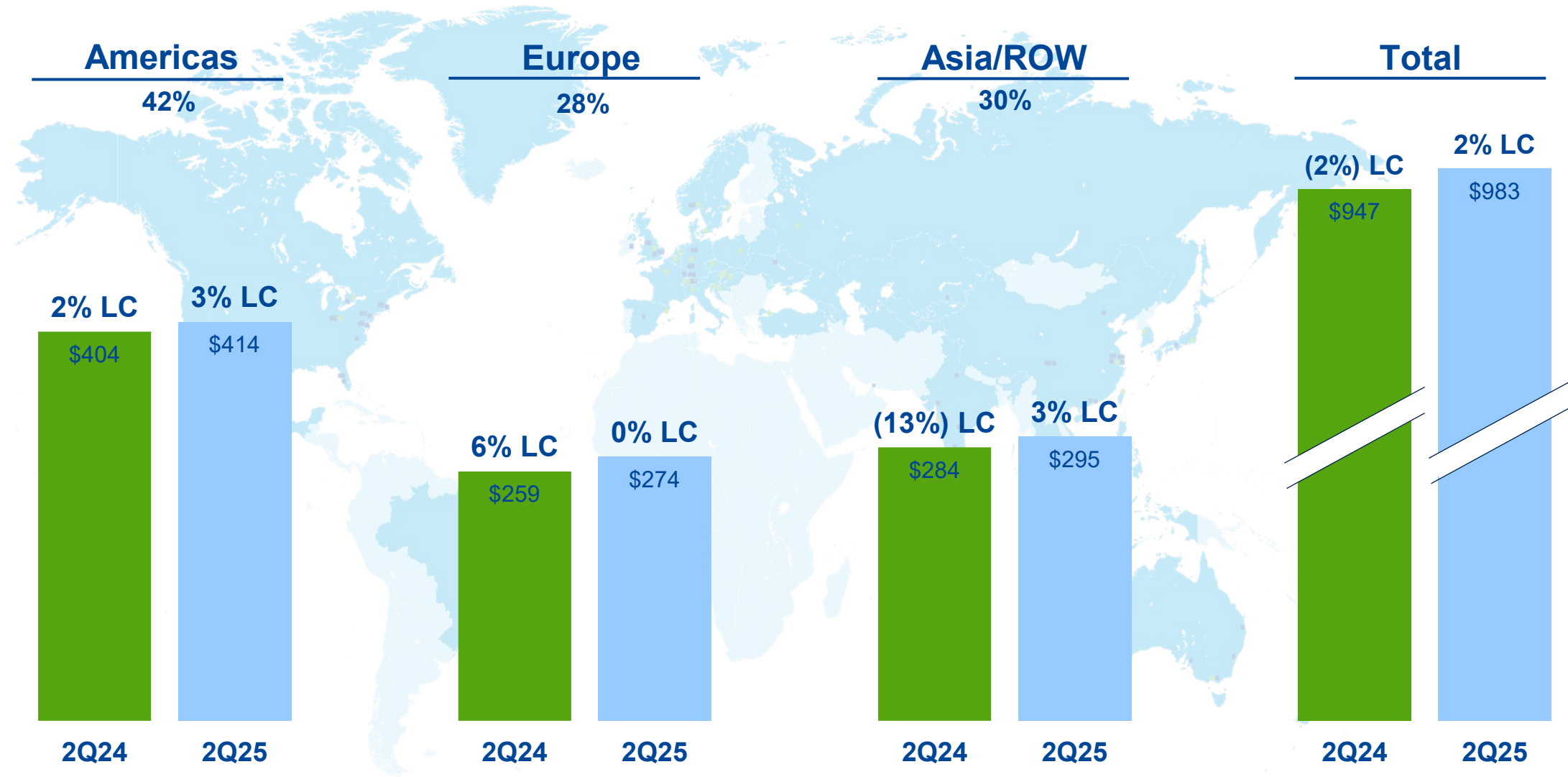
\$10.09  
Up 5%

- We are pleased with our second quarter results and experienced growth throughout most of our business despite challenging market conditions. Our team performed extremely well, and we continue to benefit from our innovative product portfolio and strategic programs, which resulted in solid EPS growth in the quarter.
- While we anticipate that many customers will remain cautious with their investments in the near-term due to global trade disputes and various governmental policy uncertainties, we are well positioned for increased investment opportunities in the future.
- We are confident that our unique global go-to-market approach and innovative portfolio will enable us to seize these promising growth opportunities.



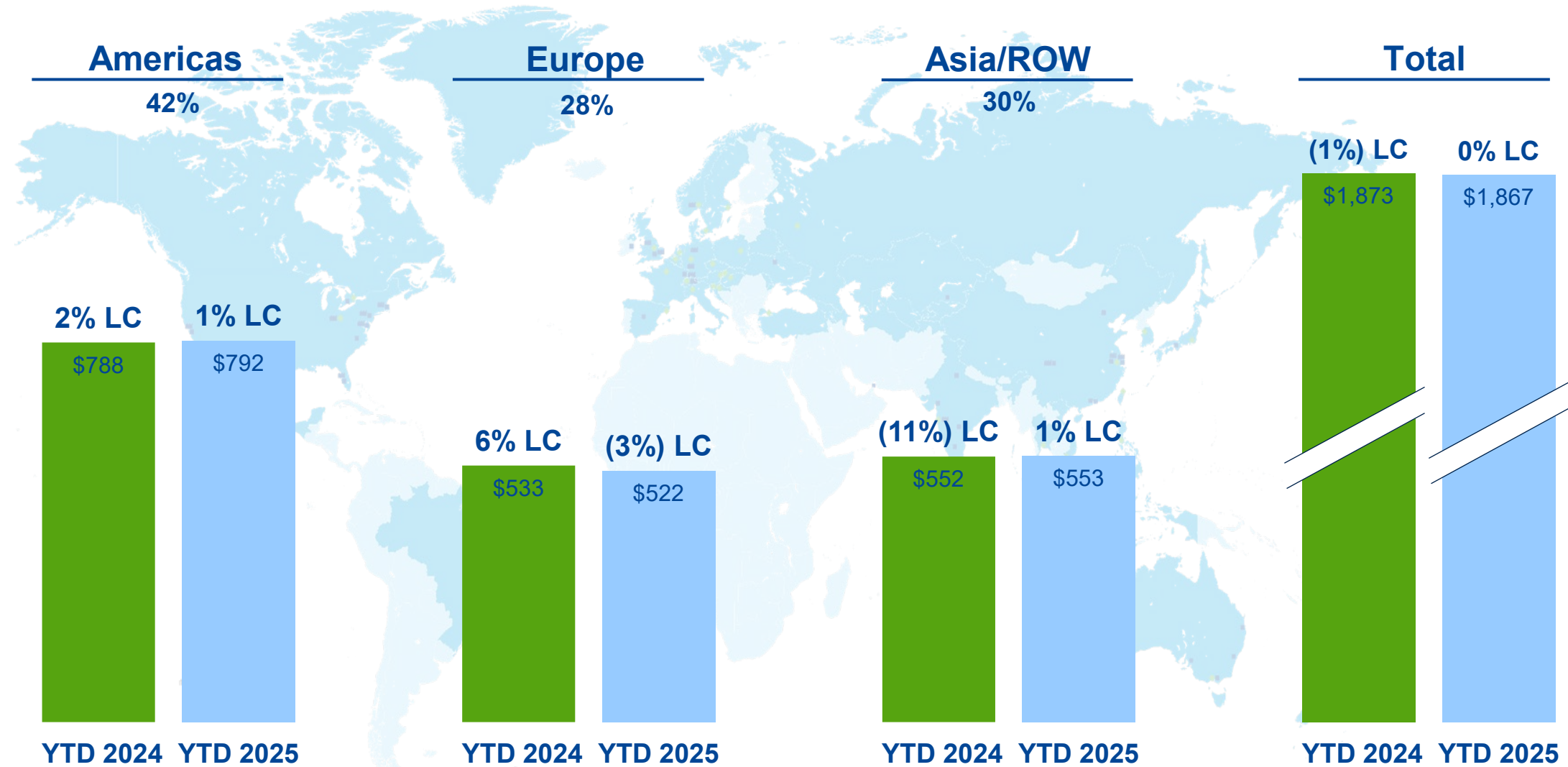
Above: METTLER TOLEDO's SPE Automated Precision Weighing (APW) modules are tailored for accurate and fast weighing results in industrial automation applications. They combine a fortified design and high-speed and high-precision weighing performance with direct PLC integrations. Key applications include automated drug compounding, IV bag filling, pharma vial filling, Li-ion battery filling, and various quality control applications.

Q2 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.

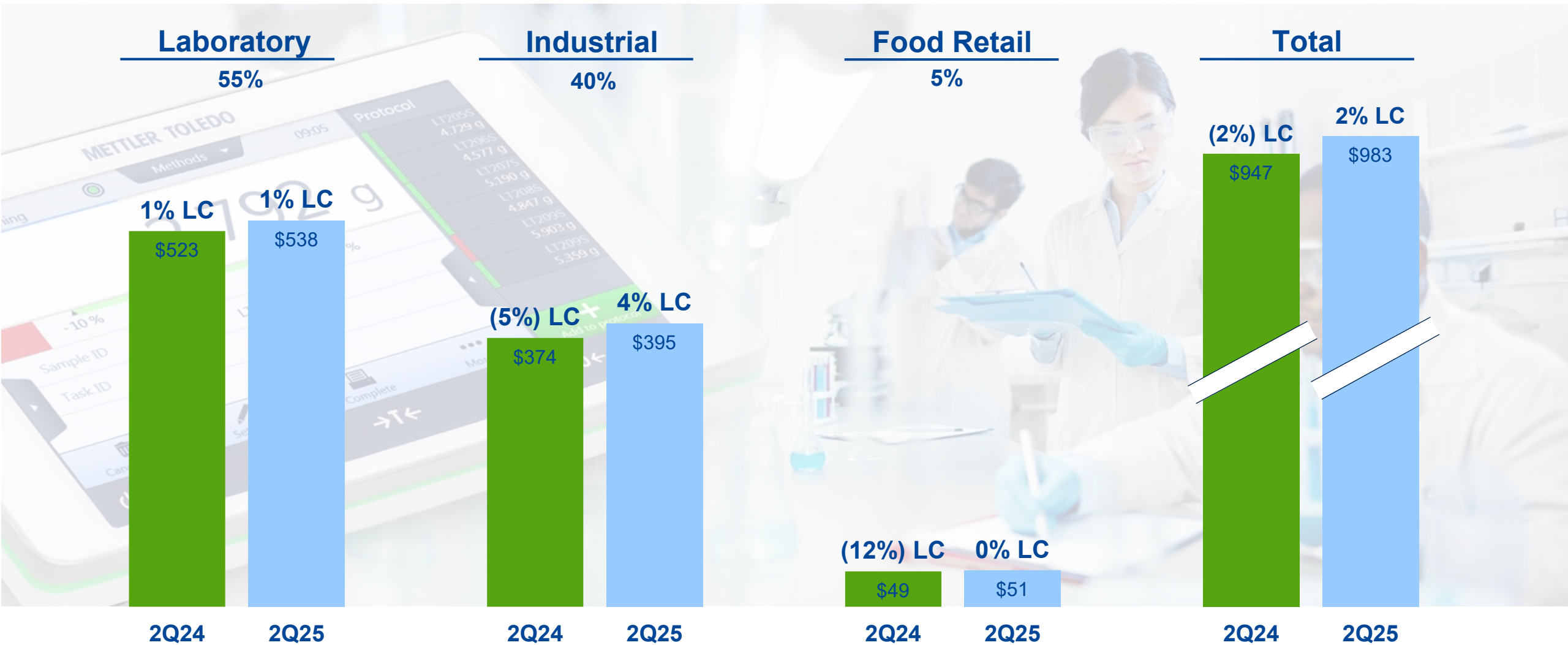
YTD local currency sales growth



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. Excluding the impact of the recovery of delayed shipments in the prior year, YTD 2025 LC sales increased 3%, including 3% in the Americas, 2% in Europe, and 3% in Asia/Rest of World.

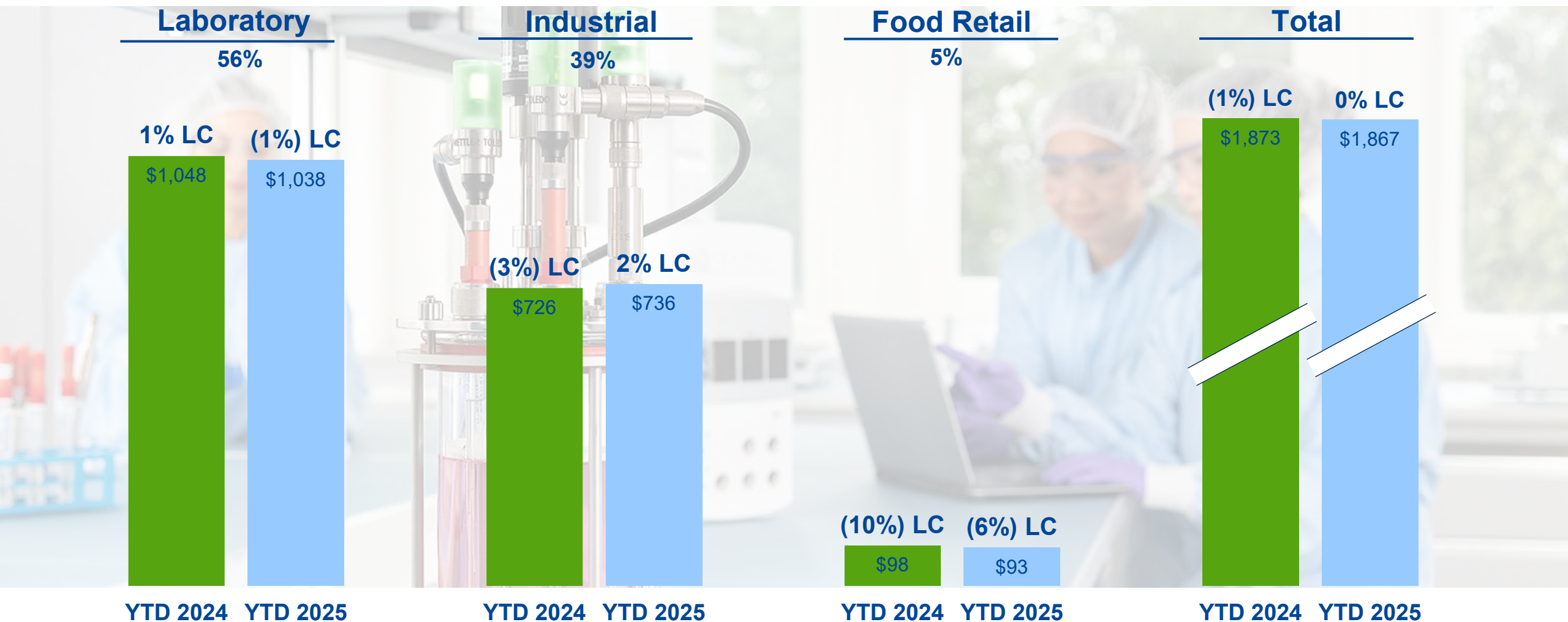


Q2 local currency sales growth



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YTD 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. Excluding the impact from delayed shipments from 4Q23 that benefited 1Q24 results, YTD 2025 LC sales increased 3%, including 3% in Laboratory, 3% in Industrial, and a 2% decline in Food Retail.

(USD in 000's)	Q2 2025	Q2 2024	Change
<b>Net Sales</b>	<b>\$983,221</b>	<b>\$946,750</b>	<b>4%</b>
Local Currency Growth %	2%	(2%)	
Gross Profit	579,876	565,668	3%
Gross Profit Margin %	59.0%	59.7%	(70bp)
Research and Development	49,285	45,771	8%
% of Sales	5.0%	4.8%	20bp
Selling, General and Administrative	247,298	235,796	5%
% of Sales	25.2%	24.9%	30bp
<b>Adjusted Operating Profit</b>	<b>283,293</b>	<b>284,101</b>	<b>(0%)</b>
Adj Margin %	28.8%	30.0%	(120bp)
<b>Adjusted EPS</b>	<b>\$10.09</b>	<b>\$9.65</b>	<b>5%</b>



(USD in 000's)	YTD 2025	YTD 2024	Change
<b>Net Sales</b>	<b>\$1,866,965</b>	<b>\$1,872,699</b>	<b>(0%)</b>
Local Currency Growth %	0%	(1%)	
Gross Profit	1,105,755	1,113,801	(1%)
Gross Profit Margin %	59.2%	59.5%	(30bp)
Research and Development	95,631	92,186	4%
% of Sales	5.1%	4.9%	20bp
Selling, General and Administrative	490,097	470,186	4%
% of Sales	26.3%	25.1%	120bp
<b>Adjusted Operating Profit</b>	<b>520,027</b>	<b>551,429</b>	<b>(6%)</b>
Adj Margin %	27.9%	29.4%	(150bp)
<b>Adjusted EPS</b>	<b>\$18.27</b>	<b>\$18.53</b>	<b>(1%)</b>

**Thank You.**