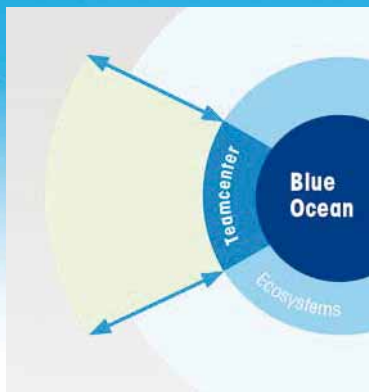


Company Highlights



2015



METTLER TOLEDO



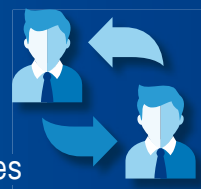
Performance at a Glance

84

Countries Served

6,800

Sales & Service Representatives



13,500

Employees

42,000+

Internal Trainings



67%

Users on Blue Ocean

9.8

Million Visits to www.mt.com



\$ 2.395 Billion

Sales

39

Market Organizations

Olivier A. Filliol,
CEO



Dear All

We performed well overall in 2015. We continued to advance our key strategic initiatives and stay the course despite the variations in markets and turbulent world events. Our innovative new products strengthened our market leadership positions. Our additional field resources accelerated our market share gains and strengthened our customer relationships. And our operational excellence efforts helped drive margin enhancements.

This 2015 Company Highlights brochure presents our key achievements in a broad range of areas. We showcase a selection of product innovations and marketing developments that help us provide amazing solutions to our customers. We discuss the progress made in our Blue Ocean program and how we are further driving operational excellence through our lean manufacturing efforts. And we highlight examples of the many employee engagement activities held around the globe.

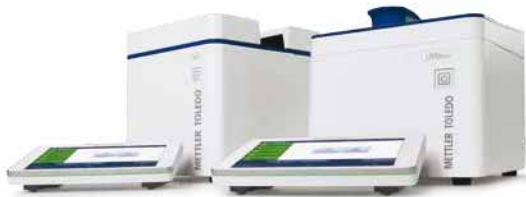
Please take some time to review our combined achievements. Our strengths of executing well, staying focused on our strategies and continuously improving our business help us reach new levels of performance. I am proud of our organization and the contributions each team member has made. Thank you for your continued efforts.

Sincerely,

Olivier Filliol

Innovation Highlights

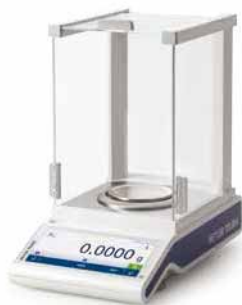
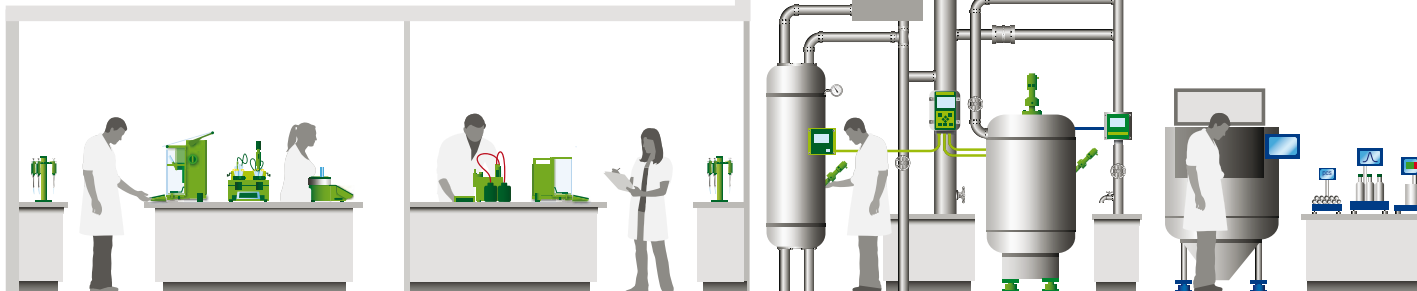
2015 was another strong year for product introductions and innovation. A few examples are shown below.



New product line
UV/VIS Spectrometer



7000RMS
Bioburden Analyzer



Next generation
Basic Balances MS/ML/ME



New mid-range
Moisture Analyzer



New multi-functional
Weighing Terminal IND570



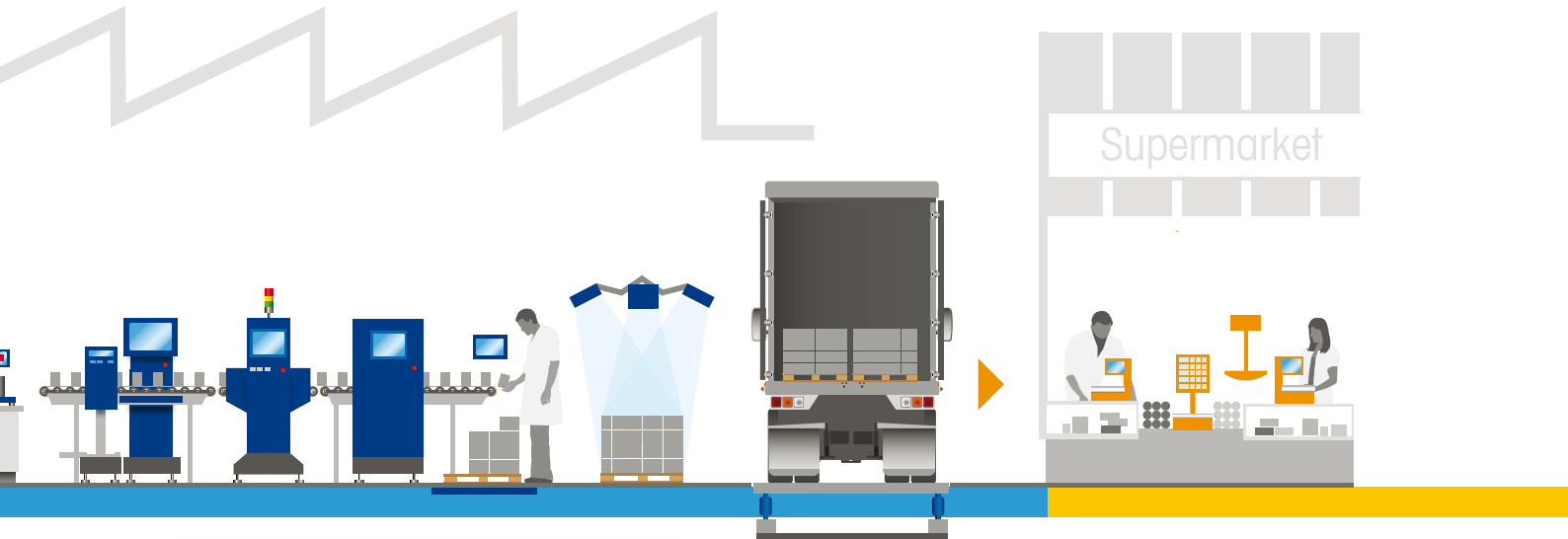
ISM Sensors That Learn™



New Data Collection Software **Collect+** for process visualization



New Retail PC-Scale **FreshWay**



New **X3000 Series** X-Ray Inspection Systems



New Retail Scale **bPlus**

Geographic Highlights



Instant BioScan Acquisition

PRO recently acquired Instant BioScan to expand our market position in ultra-pure water analysis. We now offer the first in-line system to detect microbes, including bacteria, in real time via laser, with no chemicals involved.



PI MO in Turkey

After running a very successful MO for LAB, PRO and IND over the last three years, we added the PI business in 2015. The PI business will be able to leverage the strong team and infrastructure we have built.



R&D Manufacturing Center



Market Head Office



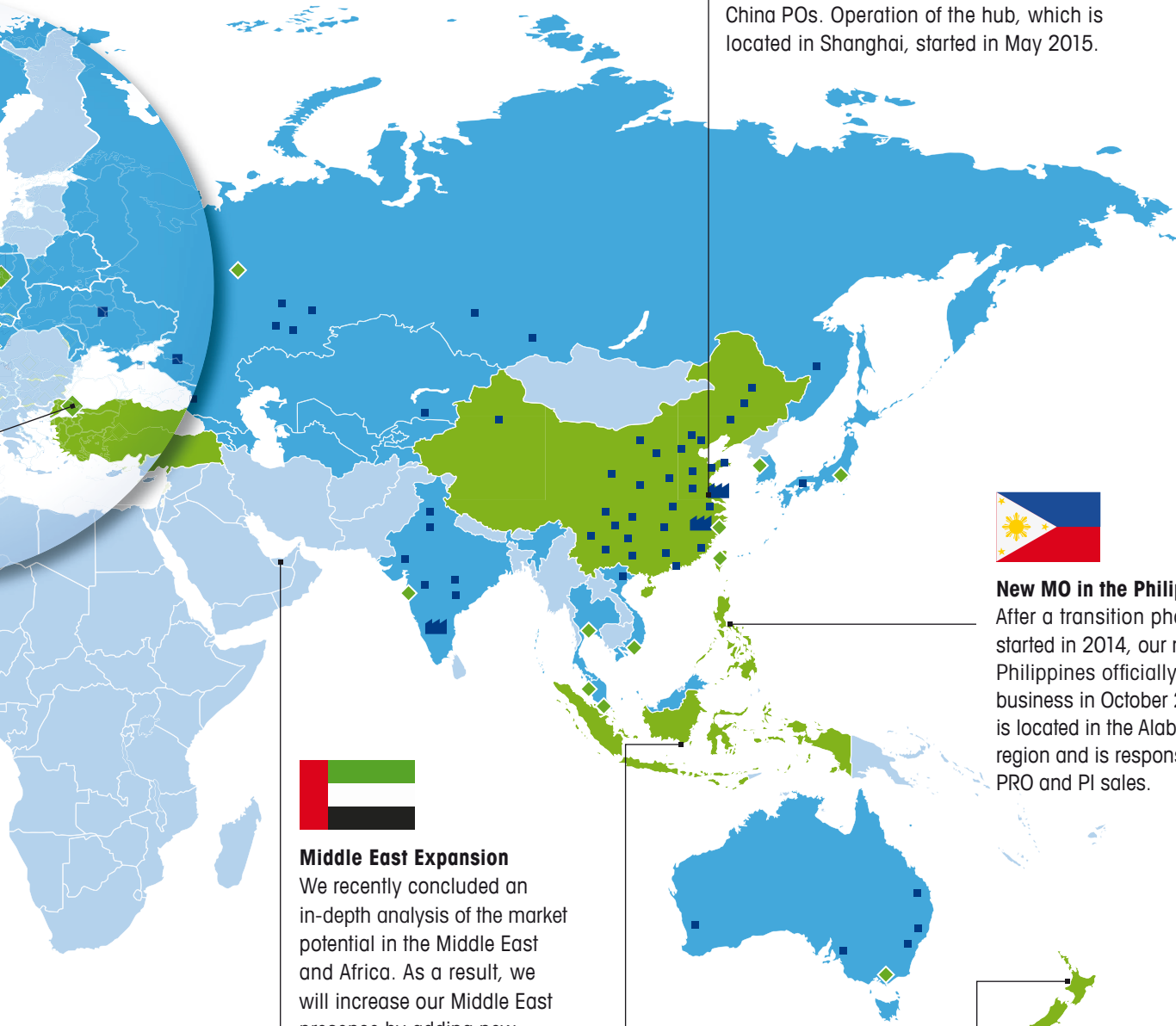
Sales & Service Office



METTLER TOLEDO



Dealer & Partner



Asia Hub in China

The new Asia hub acts as a distribution center for many products sold in Asia as well as products manufactured by the various China POs. Operation of the hub, which is located in Shanghai, started in May 2015.



New MO in the Philippines

After a transition phase that started in 2014, our new MO in the Philippines officially took up business in October 2015. The MO is located in the Alabang industrial region and is responsible for LAB, PRO and PI sales.



Middle East Expansion

We recently concluded an in-depth analysis of the market potential in the Middle East and Africa. As a result, we will increase our Middle East presence by adding new market management resources in Dubai.



MO Indonesia Expansion

After having established an MO in 2014, we added eight employees in 2015 and are rapidly growing to meet customer demand.



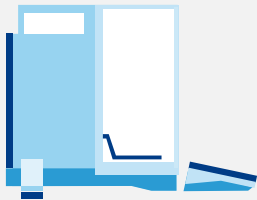
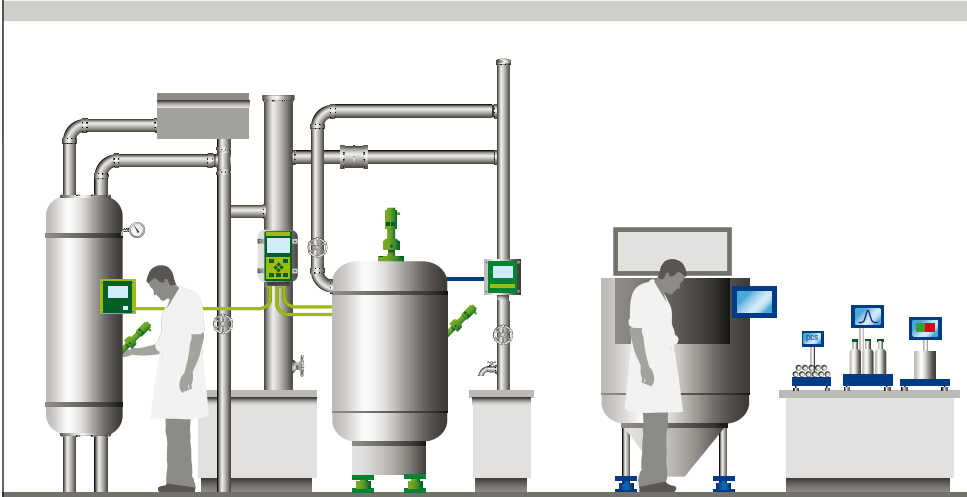
New MO in New Zealand

In 2015, we established direct distribution of our PI and IND products by establishing an MO in New Zealand.

Market Penetration Highlights

Old Product Replacement Initiative (OPRI)

Goal: Drive Upgrade and Replacement of Older Products



There are many older MT products still used by customers, not having the benefits of our innovations.



Products older than 15 years

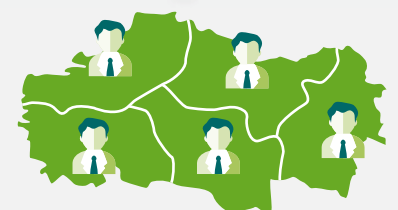
We analyzed the complete customer base to identify products older than 15 years.



We run focused telesales programs to replace products and/or sell service.

Sales Territory Optimization

Goal: Increase Penetration and Efficiency in Sales Territories and Product Lines



on (STO)

Efficiency in All



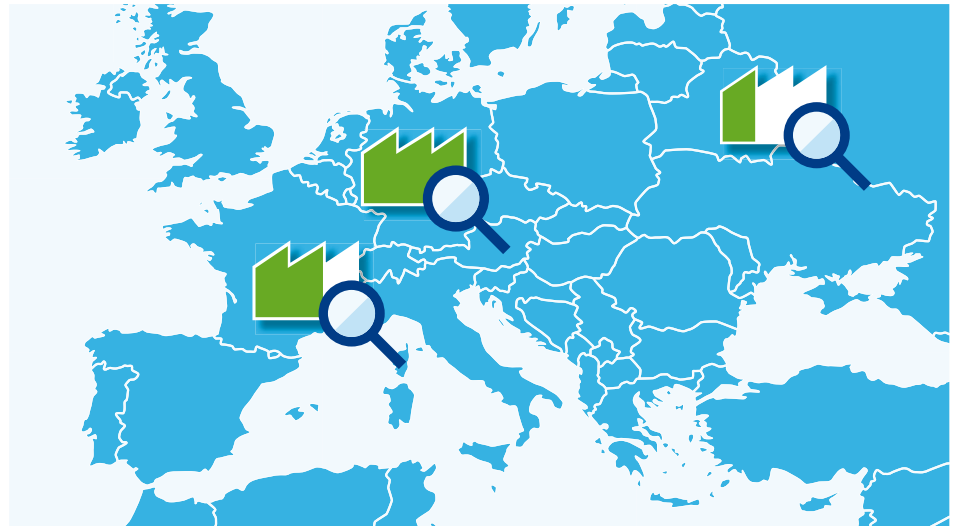
We thoroughly analyzed potentials of each region in all MOs.

We analyzed the distance our sales representatives have to travel.

Based on this analysis, we optimized sales territories in 30 marketing organizations.

Global Key Account Management

Goal: Increase Penetration in Global Key Accounts (GKAM)



Top 100

1. Company A
2. Company B
3. **Company C** 
- ...

We analyzed the top 100 companies for our key segments.



We developed action plans to better penetrate each company.



Our new team of key account managers executes the action plans together with the MOs.

Empowering Employees

METTLER TOLEDO depends on the skills, commitment and strategic alignment of our diverse and global workforce for success. It is through our engagement that we are able to meet our customers' needs.



The MTMS Alumni Program Reconnects and Refreshes Relationships

Maintaining a strong network of colleagues across the organization is key to operating successfully in our matrix organization. Bonds created during the initial METTLER TOLEDO Management Seminar training (MTMS) are reinforced and refreshed through the alumni platform.



Knowledge Exchange and Collaboration at Wire-Up Meeting

Our R&D teams meet up for a global exchange of ideas and present their innovations. Looking ahead at future trends, our researchers discuss and consider opportunities to enhance our technologies. The meeting concludes with the "Impact Awards" to honor the innovations that have made the greatest impact.





Keeping Fit Around the MT World

Participating in sports with colleagues is a fun way to meet new people and stay healthy. Four METTLER TOLEDO units in our Columbus, Ohio location participate in the YMCA Corporate Challenge to raise funds for under-served youth in their community.

Employees in Switzerland take to the ice in a fast-paced hockey match to promote fitness and further develop sportsmanship.



Discovering Changzhou on Family Day

A special Family Day at the MTCT Plant and Changzhou City was held for Senior PI Engineers from Shanghai and their families. They were joined by MTCT team colleagues with their families. For many, this was their first visit to the workplace of their spouses. The event helped strengthen bonds between colleagues and fascinated the children who toured the plant full of “interesting” tools and equipment.

Blue Ocean Highlights

Blue Ocean is much more than the introduction of a new ERP system. It also includes a range of "Ecosystems." These systems feed into our core SAP system and help to optimize specific processes. Below are two examples of such ecosystems.

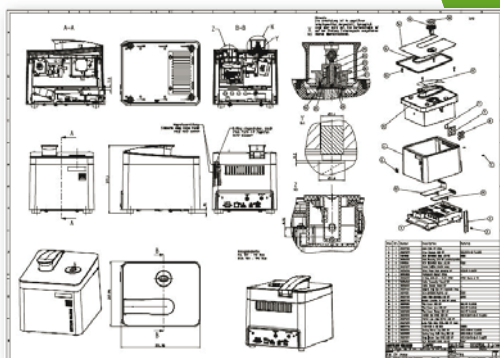
Display material BOM: General Item Overview

Item No.	Component	Description	Quantity	Unit	Plant	Storage Location	Material Group	Item Category	Item Type	Item Class	Item Status	Item Date	Item Time	Item User	Item Group	Item Description
00000001	00000001	Display material BOM	1	EA	0000											
00000002	00000002	Component 1	1	EA	0000											
00000003	00000003	Component 2	1	EA	0000											
00000004	00000004	Component 3	1	EA	0000											
00000005	00000005	Component 4	1	EA	0000											
00000006	00000006	Component 5	1	EA	0000											
00000007	00000007	Component 6	1	EA	0000											
00000008	00000008	Component 7	1	EA	0000											
00000009	00000009	Component 8	1	EA	0000											
00000010	00000010	Component 9	1	EA	0000											
00000011	00000011	Component 10	1	EA	0000											
00000012	00000012	Component 11	1	EA	0000											
00000013	00000013	Component 12	1	EA	0000											
00000014	00000014	Component 13	1	EA	0000											
00000015	00000015	Component 14	1	EA	0000											
00000016	00000016	Component 15	1	EA	0000											
00000017	00000017	Component 16	1	EA	0000											
00000018	00000018	Component 17	1	EA	0000											
00000019	00000019	Component 18	1	EA	0000											
00000020	00000020	Component 19	1	EA	0000											
00000021	00000021	Component 20	1	EA	0000											

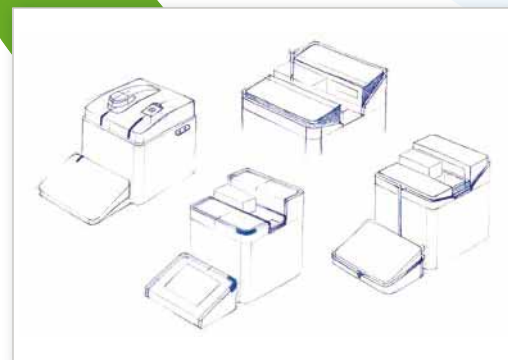
Bill of materials



3D CAD drawing



Technical drawing



Product concept

R&D

Product Development Process

Efficient R&D data handling with Teamcenter

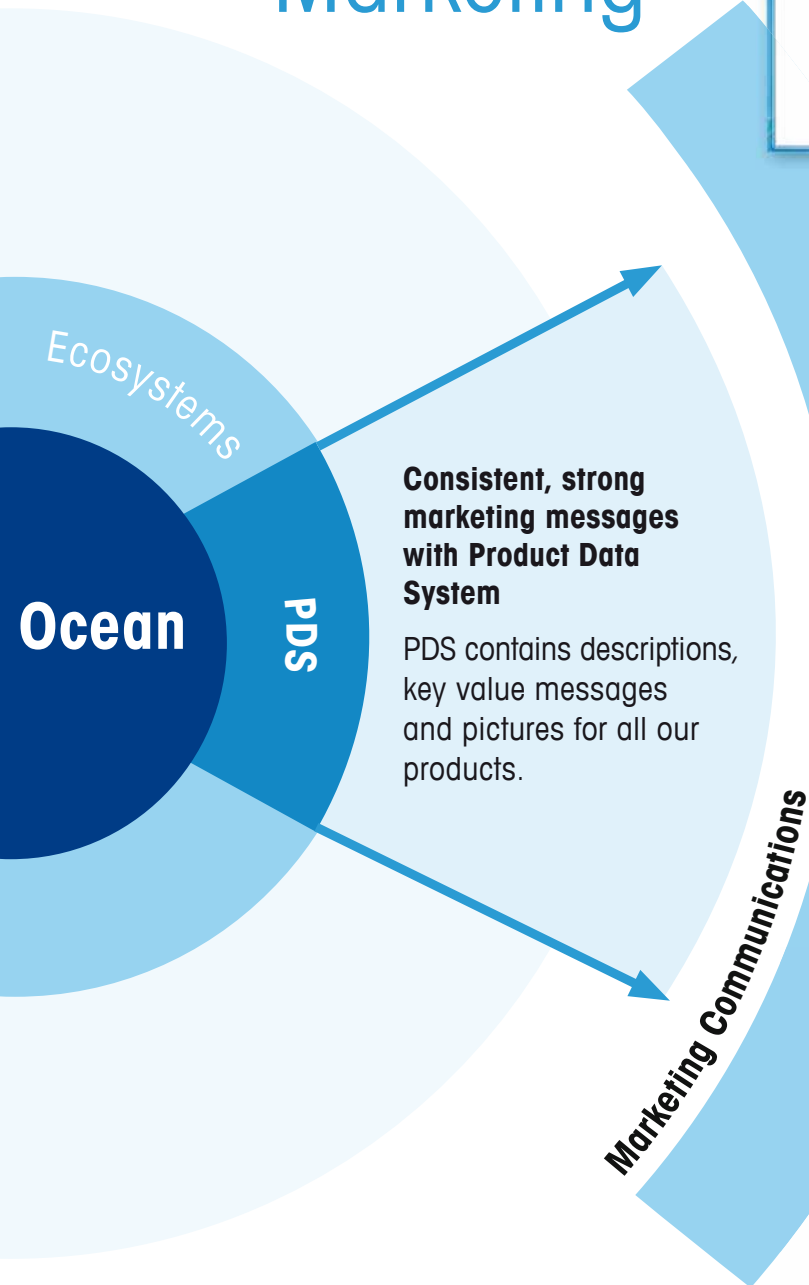
Teamcenter stores and manages all relevant product data.

Teamcenter

Blue

Ecosystems

Marketing



Consistent, strong marketing messages with Product Data System

PDS contains descriptions, key value messages and pictures for all our products.



mt.com web content



eShop content



Quotation text

Lean Operation Highlights

Our production units around the world are working hard to make their operations leaner. They look for continuous improvement and ways to shorten processes to make them more efficient, thus avoiding high stock levels and idle times. Below are some examples from the Americas, Europe and Asia.



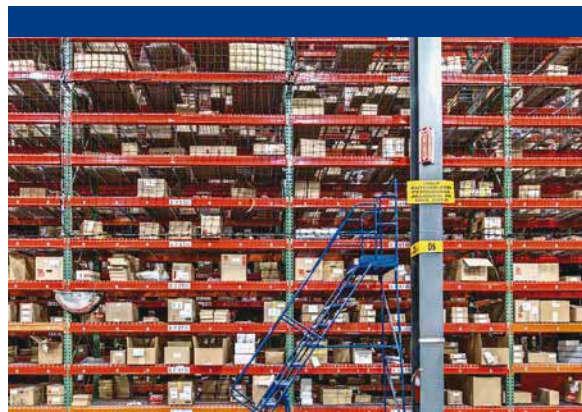
"Milk Run" in Switzerland

Labtec has introduced an internal "milk run" for its production site in Uznach. The employees manufacturing high-end laboratory balances can now fully concentrate on manufacturing while other employees do the milk run: Four times daily they do two fixed tours of the factory and replenish all parts needed at the production line.



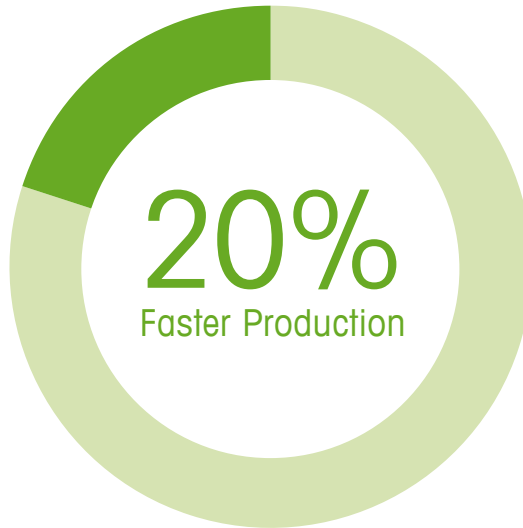
Lean Manufacturing Execution System in China

MTCT has recently introduced a system that links all information in the manufacturing processes, thereby making production leaner. For example, the system aids in selecting the right parts for each product produced and automating the testing of final products.



Excellent Customer Service at the Americas MTWT Hub

The Americas Hub has the capability to ship orders received as late as 6:30 pm the same day, which means customers will receive their products and spare parts within 24 hours of ordering, or even faster if required.



Lean Logistics

By strict separation of production and logistics, we are able to speed up production and improve quality. In addition, this helps to keep stock levels to a minimum.



Lean Production

The Manufacturing Execution System provides a much better overview and control of all processes in production, and therefore saves costs and supports continuous improvement.



Lean Distribution

Orders can be delivered to our U.S. customers within 24 hours.

Amazing Solutions

Our Company's success is strongly dependent on our customers' satisfaction. With our innovative products and services, we can satisfy our customers' daily business needs and offer solutions for the most remarkable applications.



Great Chewing Gum Taste

To create perfect chewing gum, a confectionery maker uses flavorings, sweeteners, a gum base and the necessary expertise. Each new gum flavor must pass strict laboratory analyses including the determination of water content using a Karl Fischer Titrator.

Perfect Running Shoes

Most running shoe soles are made of polymers, and the exact composition is every manufacturer's trade secret. The polymers' quality is important for comfortable soles and abrasion resistance. To ensure this quality, METTLER TOLEDO's Melting Point Analyzers are used for examining the optimum melting temperature in the sole molding process.





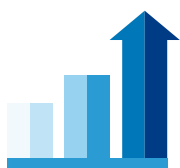
Perfectly Balanced in the Sky

Within just four years, the first helicopter rolled off Marenco Swisshelicopter's production line. METTLER TOLEDO's weighing technology helps to deliver outstanding flight quality with ease.

During its collaboration with METTLER TOLEDO, Marenco Swisshelicopter was particularly focused on using cutting-edge weighing technology to develop a portable system for determining the helicopter's center of gravity. The center of gravity is a crucial factor, because it affects the stress exerted on wearing parts, such as the rotor head. By introducing a customized solution, METTLER TOLEDO helped simplify taring through convenient and fast operation, ensuring low operating costs and outstanding flight comfort.

Financial Highlights

In 2015, we performed well and further positioned ourselves for long-term growth. Despite regional variations in market demand, we delivered good financial results through strong execution of our strategic initiatives.



\$ 532 Million

Operating Profit



\$ 2.395 Billion

Sales



\$ 12.92

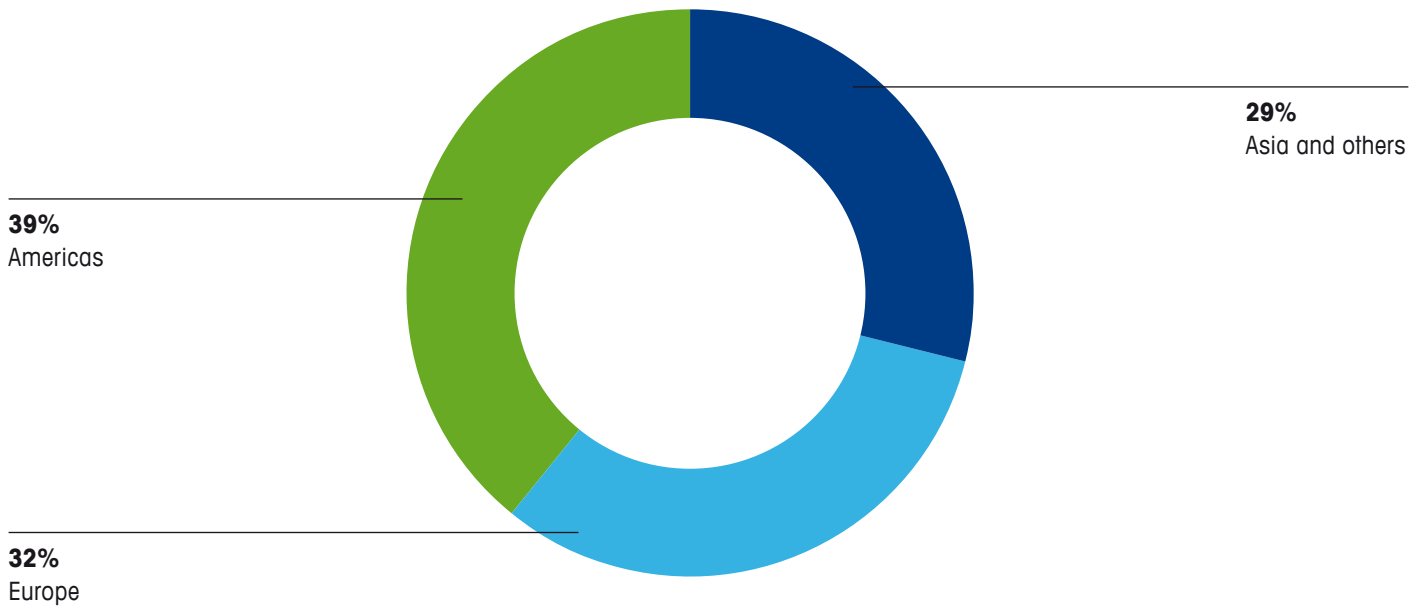
Adjusted Earnings per Share



\$ 365 Million

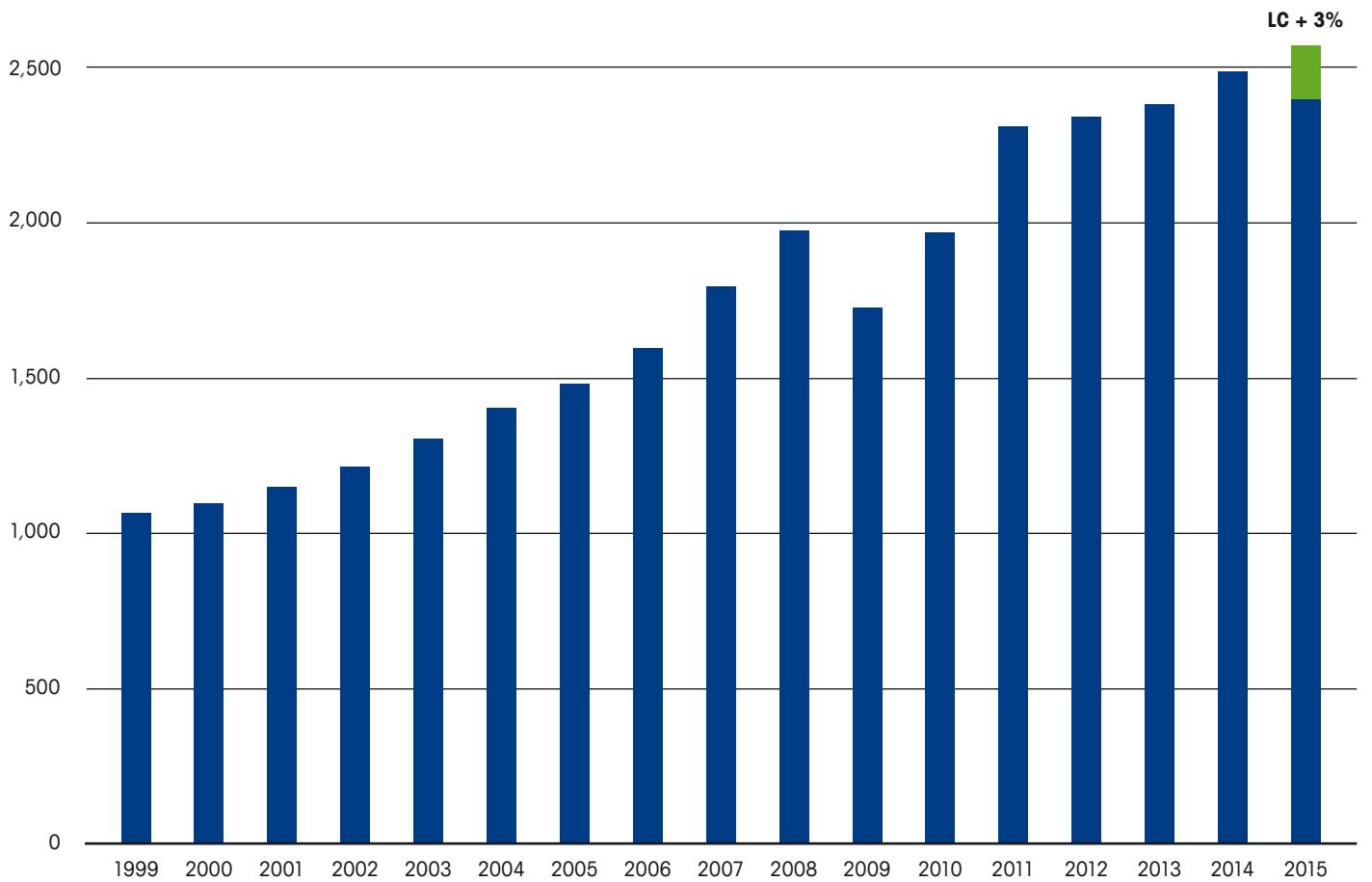
Free Cash Flow

Sales by Regions



Sales Overview 1999–2015

USD in millions



Local Currency (LC) Sales Growth

www.mt.com