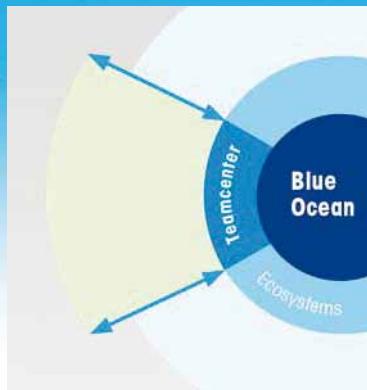


Company Highlights

2015



METTLER TOLEDO

Performance at a Glance

84

Countries Served

13,500
Employees

42,000+
Internal Trainings

67 %
Users on Blue Ocean

9.8
Million Visits to www.mt.com

6,800

Sales & Service Representatives



\$ 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.

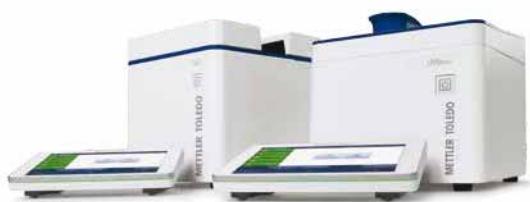
Please take some time to review our combined achievements. Our strengths of executing well, staying focused on our strategies and continuously improving our business help us reach new levels of performance. I am proud of our organization and the contributions each team member has made. Thank you for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

Sincerely,

Olivier Filliol

Innovation Highlights

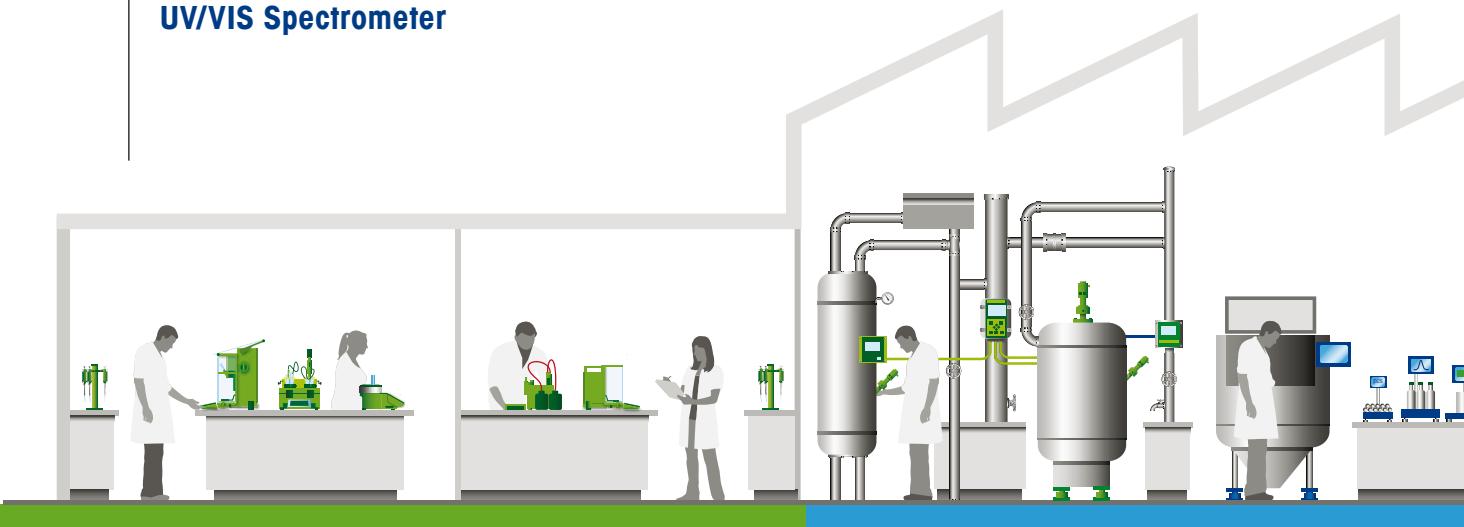
2015 was another strong year for product introductions and innovation. A few examples are shown below.



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**



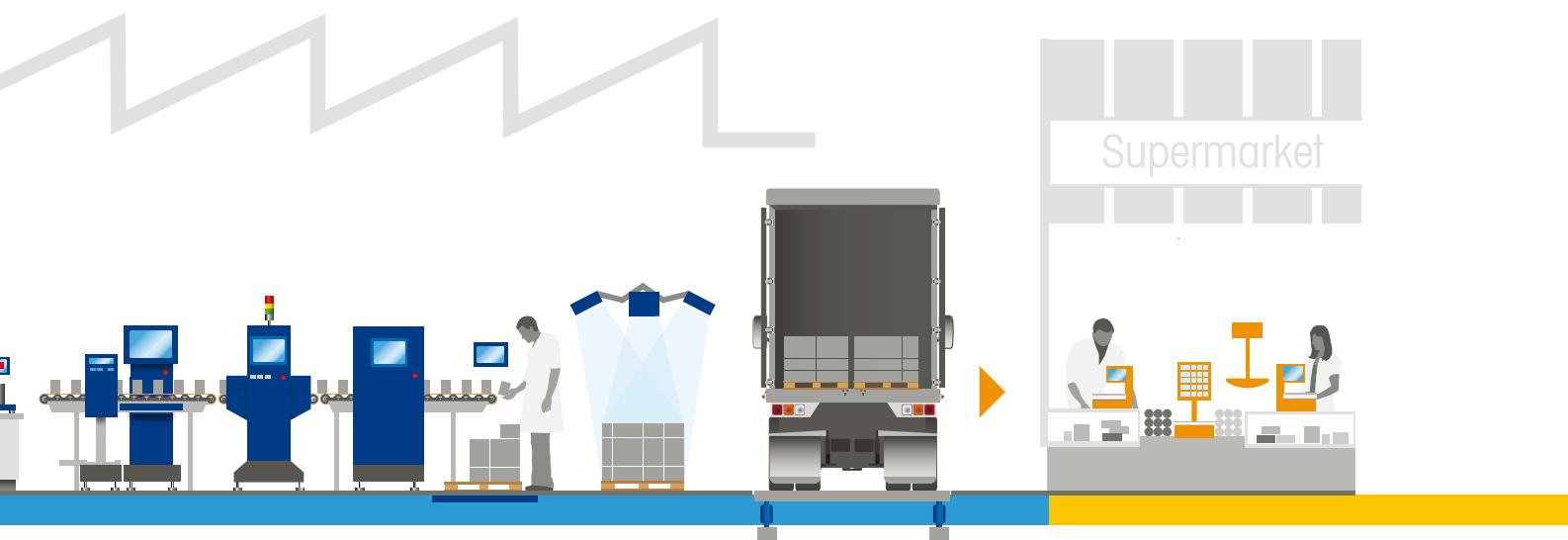
**ISM Sensors That
Learn™**



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



New Retail PC-Scale
FreshWay

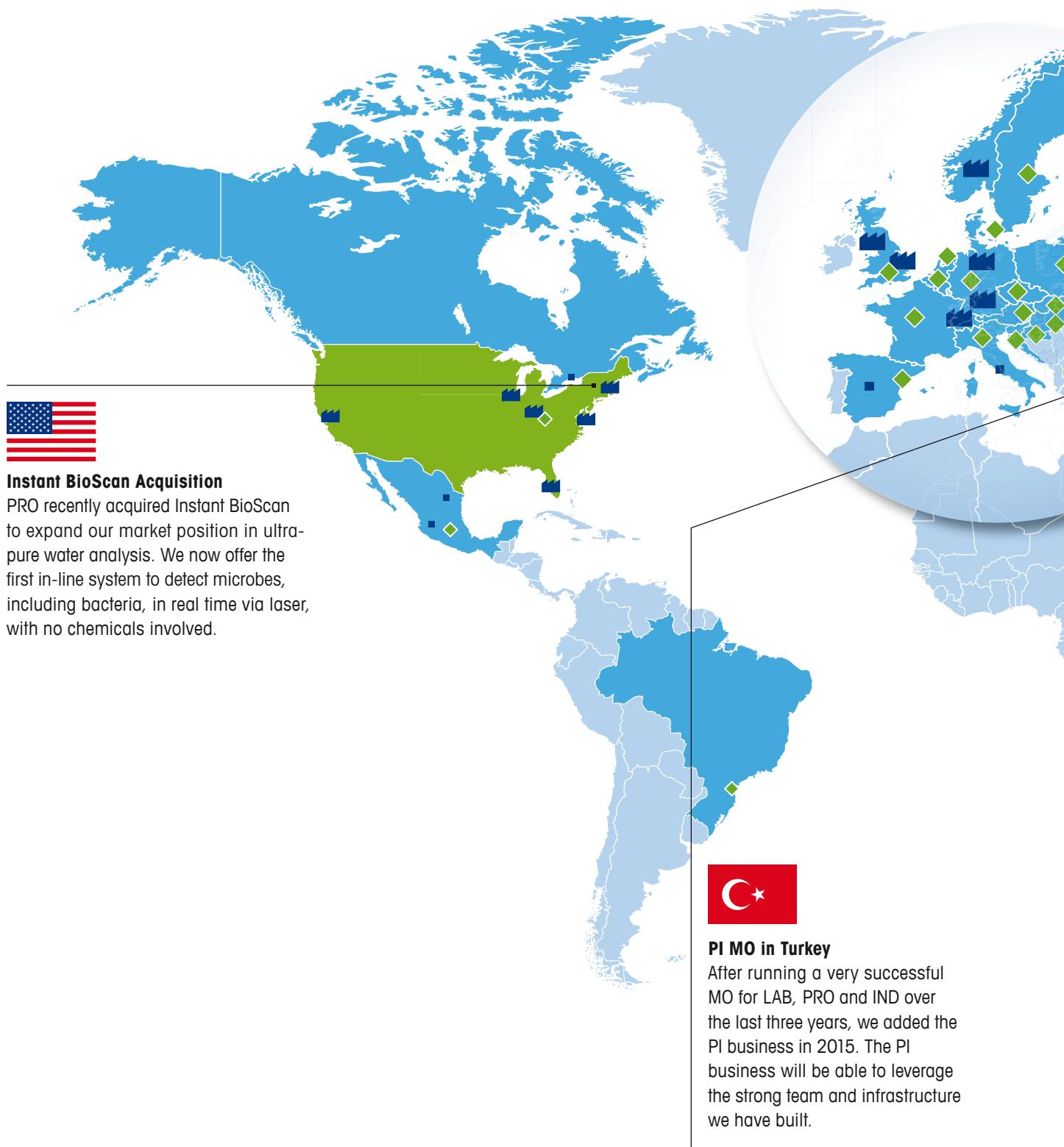


New **X3000 Series** X-Ray
Inspection Systems



New Retail Scale **bPlus**

Geographic Highlights



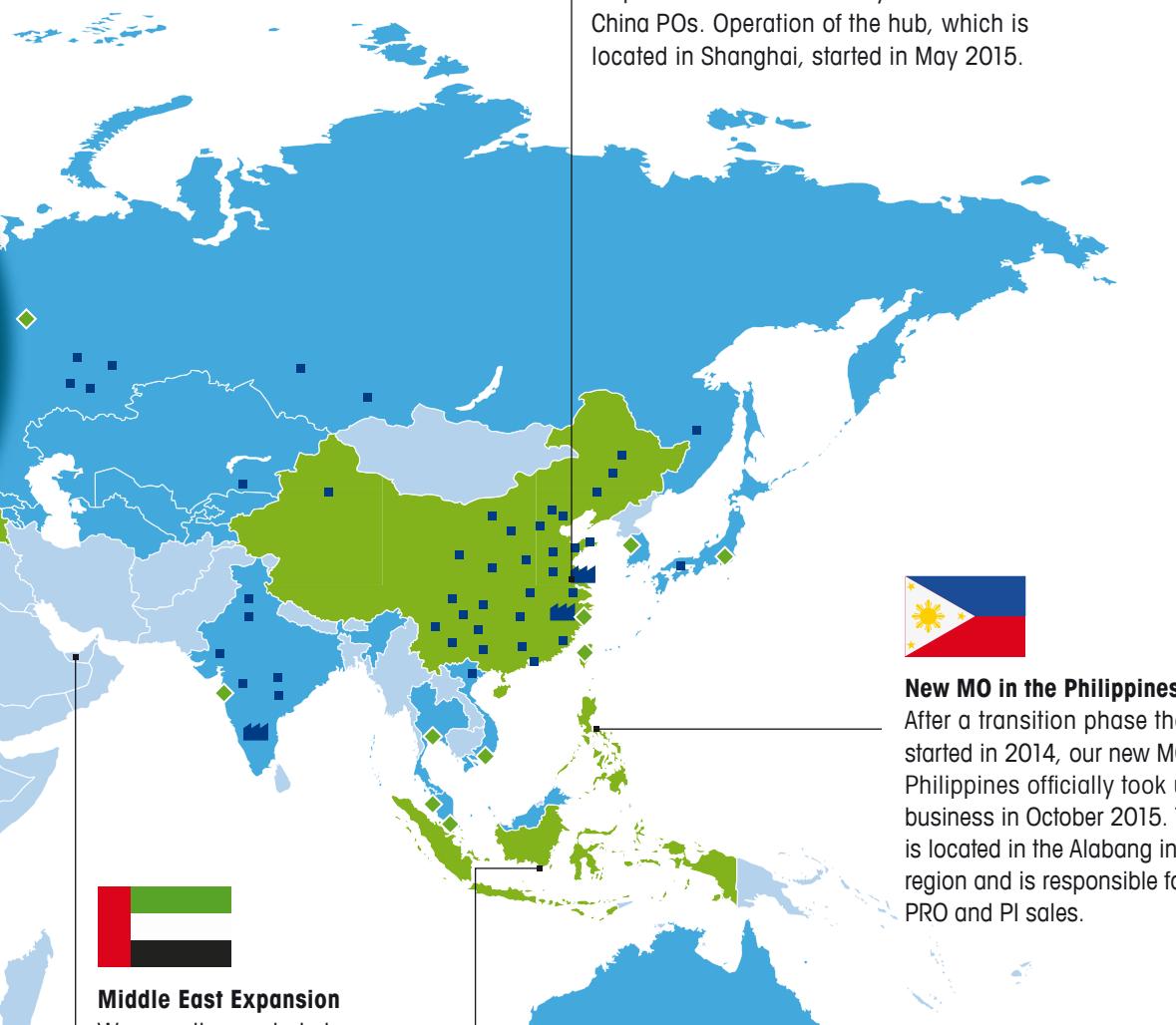
R&D Manufacturing Center

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.



MO Indonesia Expansion

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



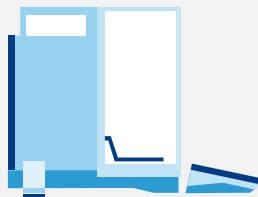
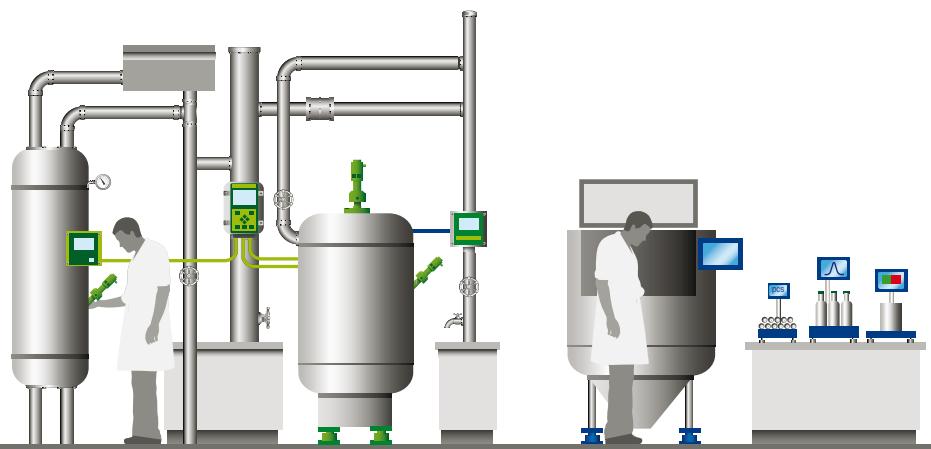
New MO in New Zealand

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

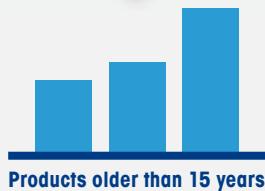
Market Penetration Highlights

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.



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 Territories and Product Lines



on (STO)
fficiency 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.

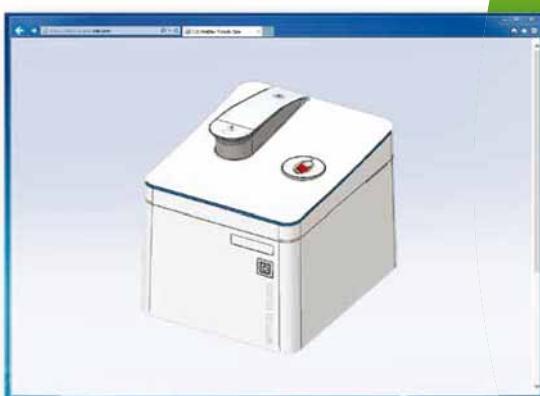
Blue Ocean Highlights

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.

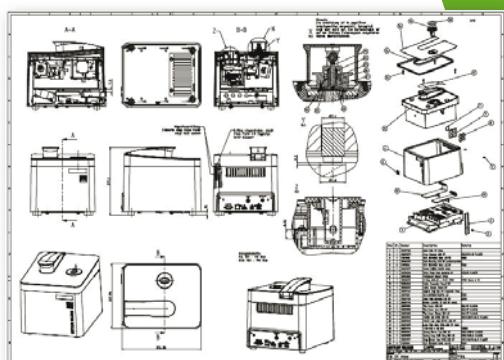
R&D

Display material BOM: General Item Overview									
Level	Component	Component Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 1	Component	Component Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 2	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 3	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 4	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 5	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 6	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 7	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 8	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 9	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.
Level 10	Subcomponent	Subcomponent Description	Quantity	Unit	Mr.	Sp.	Lead Prod.	Lead Del.	Change No.

Bill of materials



3D CAD drawing



Technical drawing

Product Development Process

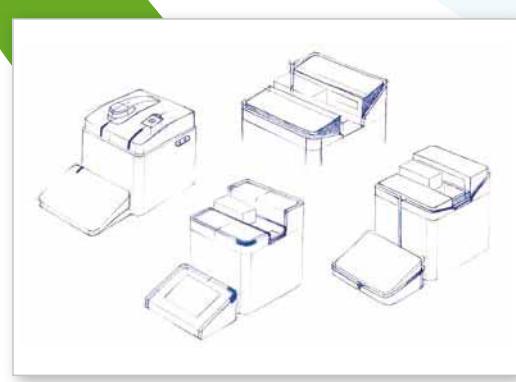
Efficient R&D data handling with Teamcenter

Teamcenter stores and manages all relevant product data.

Teamcenter

Blue

Ecosystems

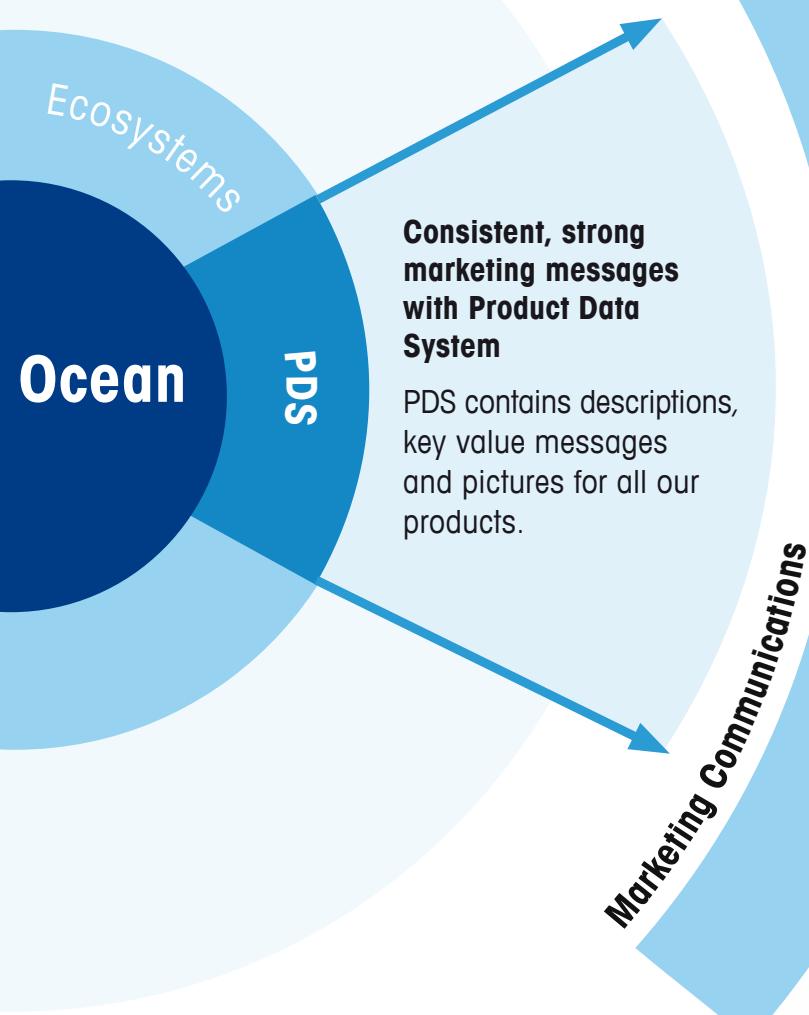


Product concept

Marketing



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.



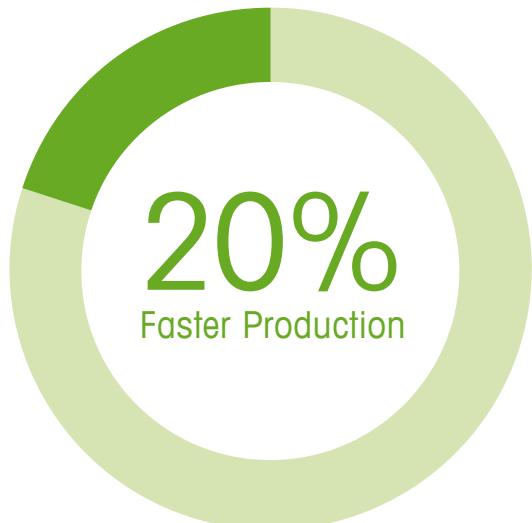
Lean Manufacturing Execution System in China

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 Titritator.

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.





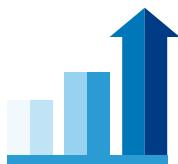
Perfectly Balanced in the Sky

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

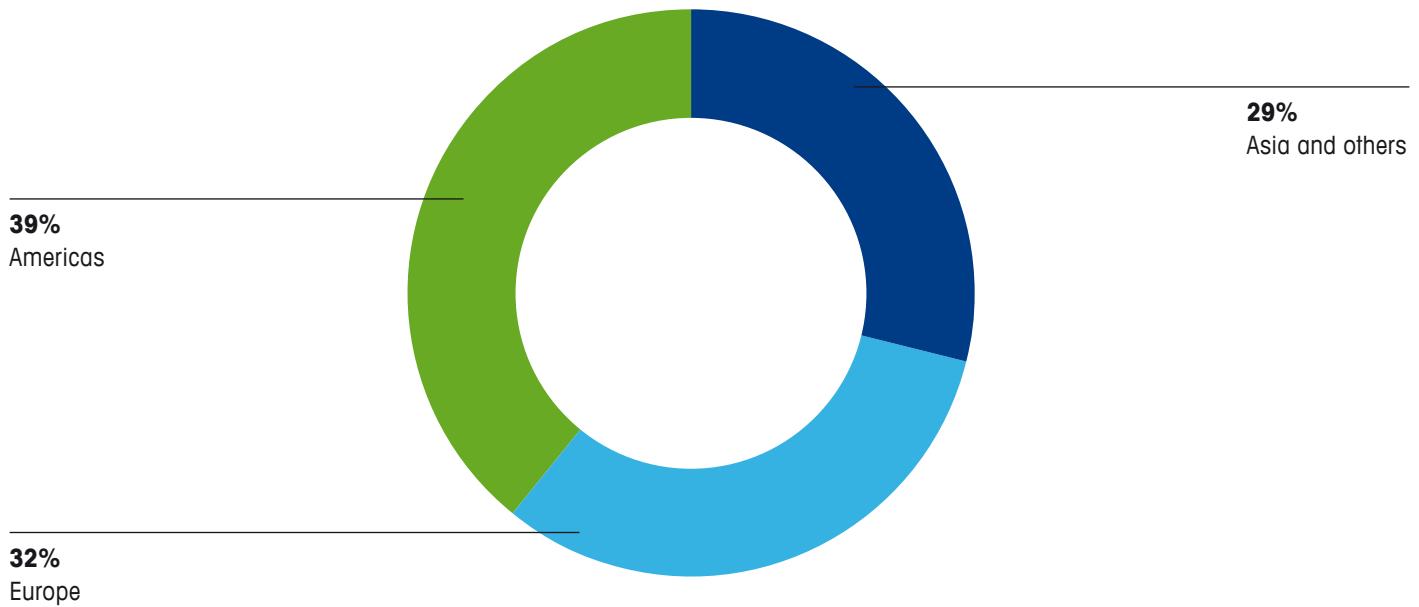
Adjusted Earnings per Share



\$ 365 Million

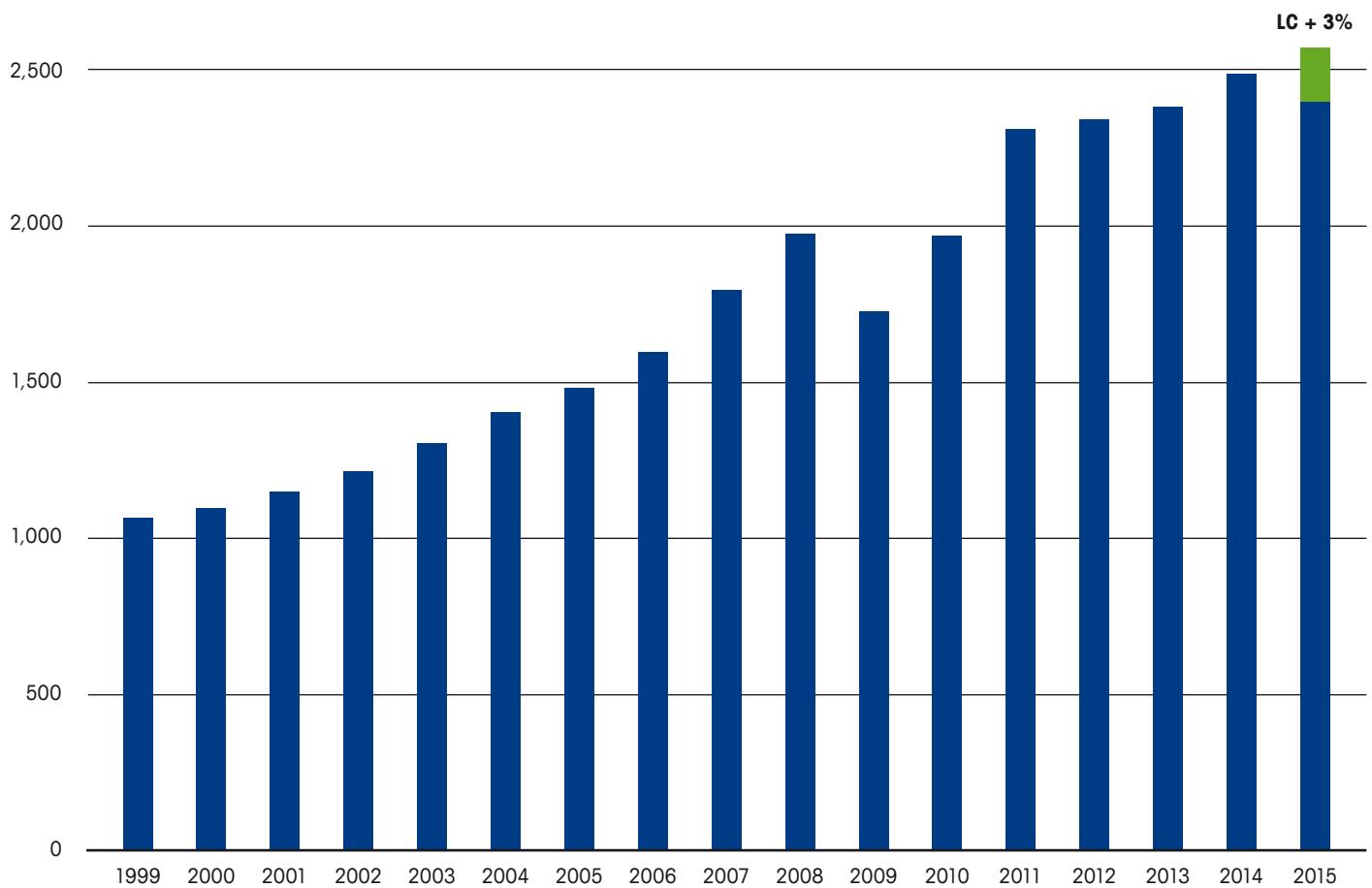
Free Cash Flow

Sales by Regions



Sales Overview 1999–2015

USD in millions



Local Currency (LC) Sales Growth

www.mt.com