

Solutions & Competencies



Sub-title
Place, Month Year

METTLER TOLEDO

Agenda

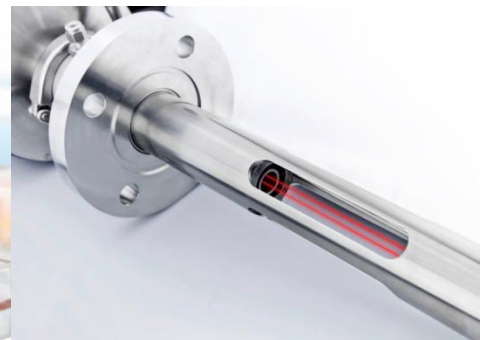
Company Overview

- Division Overview
- Solutions Overview

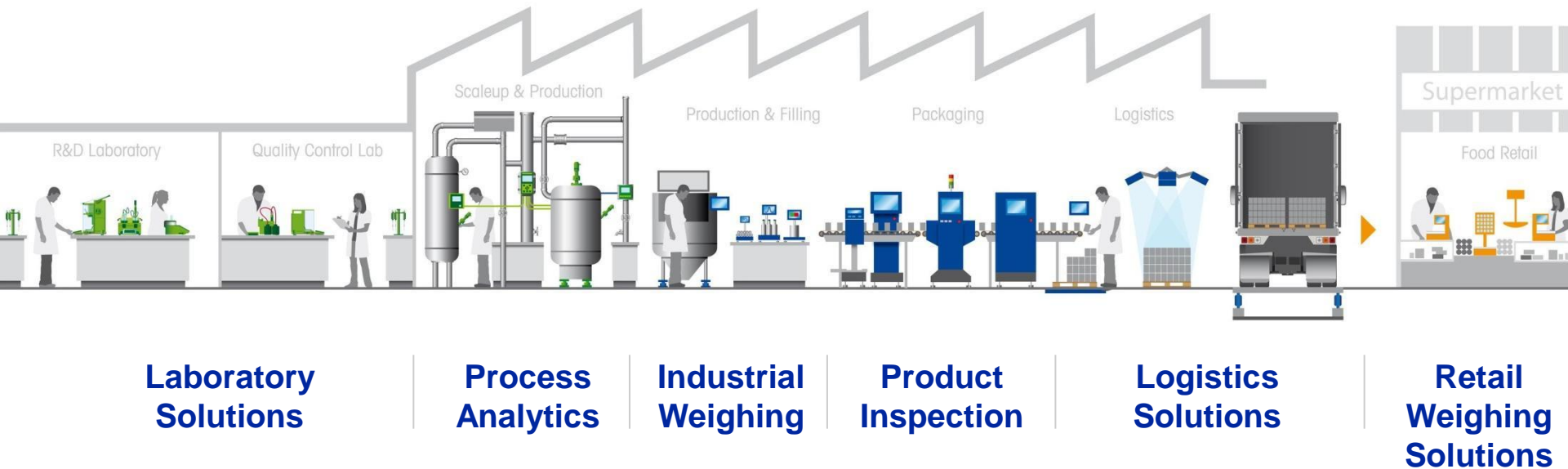
METTLER TOLEDO at a Glance

METTLER TOLEDO is a leading global manufacturer and marketer of precision instruments and services for use in laboratories and manufacturing.

- 12,500 employees
- \$2.4 billion turnover
- Worldwide presence with sales organizations in 36 countries



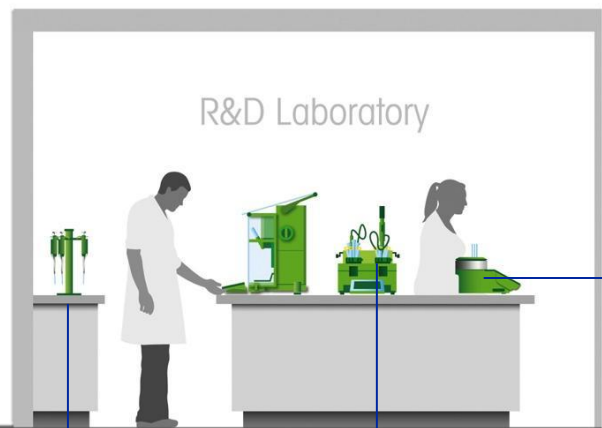
Our Solutions across the Value Chain



We offer solutions along our customers' value chain to help them:

- Streamline processes
- Enhance productivity
- Reach compliance with regulatory requirements
- Optimize cost and waste

Innovative Analysis for R&D Labs



Highest precision and flexibility in analysis and measurement to accelerate our customers' R&D.



Pipettes

Liquid Handling,
Sample Prep.



AutoChem

Reaction
Engineering
and Analysis



Analytical Instruments

Analytical Measurement,
Titration, Thermal Analysis
Density and Refractometry



Result Effectiveness for Quality Control



Efficient processes in sample analysis and full support of the customers regulatory and documentation requirements.



Analytical Instruments

Titration, pH
Density and
Refractometry



Balances

Analytical
Weighing



Pipettes

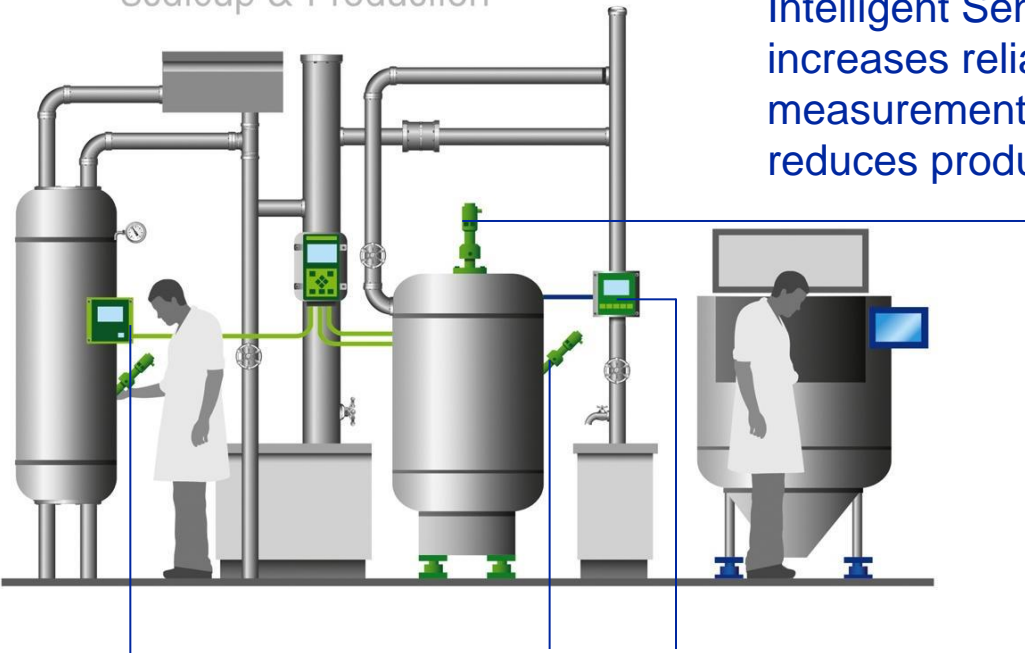
Liquid Handling,
Sample Prep.



Continuous Monitoring in Process Control

Scaleup & Production

Intelligent Sensor Management
increases reliability of the
measurement results and
reduces production downtime.



Transmitters
Data acquisition
& analysis



**pH &
Turbidity
Sensors**



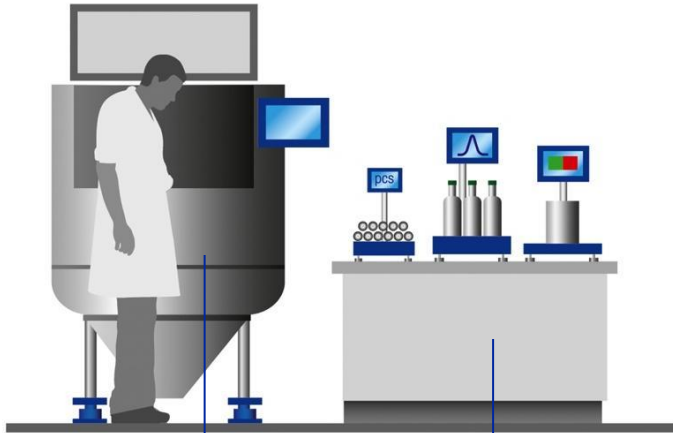
**TOC &
Conductivity
Sensors**



**Oxygen &
CO₂ Sensors**



Comprehensive Solutions for Production



Tailored weighing solutions
for production – from
formulation to data
management.



**Weighing Terminals &
Modules**



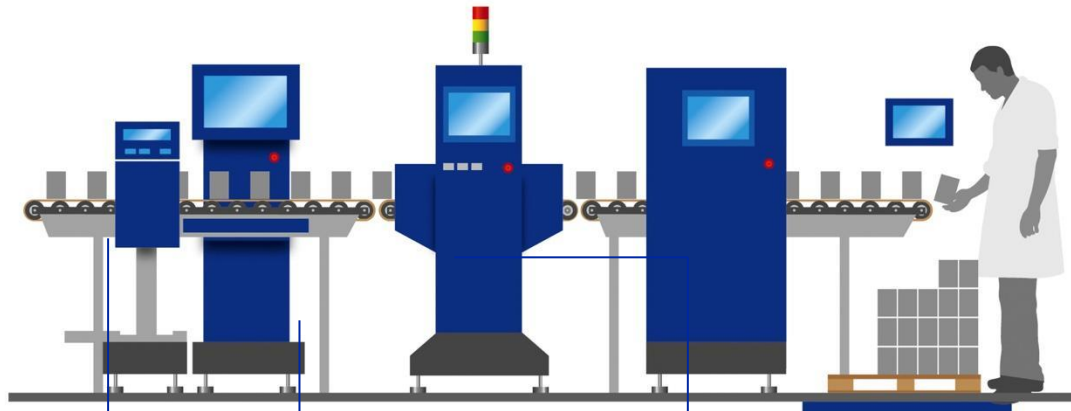
**Bench
Scales**



**Floor
Scales**



Guaranteed Product Safety for Packaging



Reliable detection of contamination and defects in packaged products.



**Metal
Detector**



Checkweigher



X-Ray



**Visual Inspection
Track & Trace
Serialization**



Fast Measurement for Transport & Logistics



Tailored weighing and dimensioning solutions for trucks, trains and in logistics systems.



Dimensioners

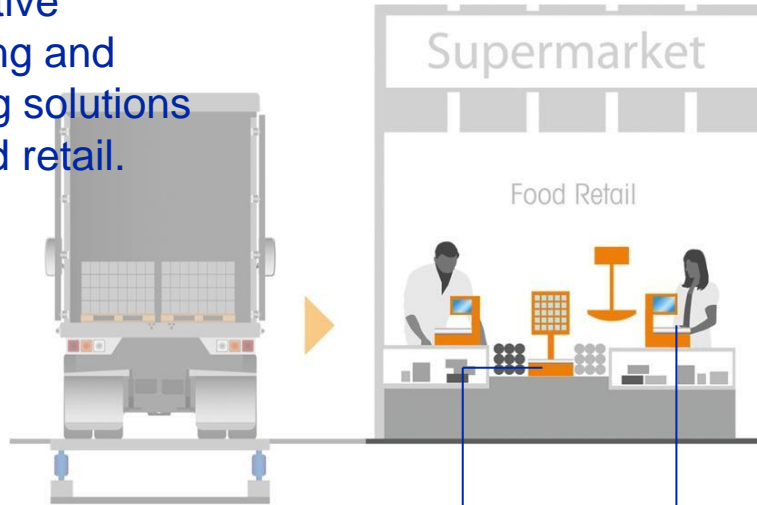


TruckScales



Integrated Solutions for Food Retail

Innovative weighing and labeling solutions for food retail.



Prepacking & Labeling



Checkout Weighing



Fresh Weighing



Counter Service

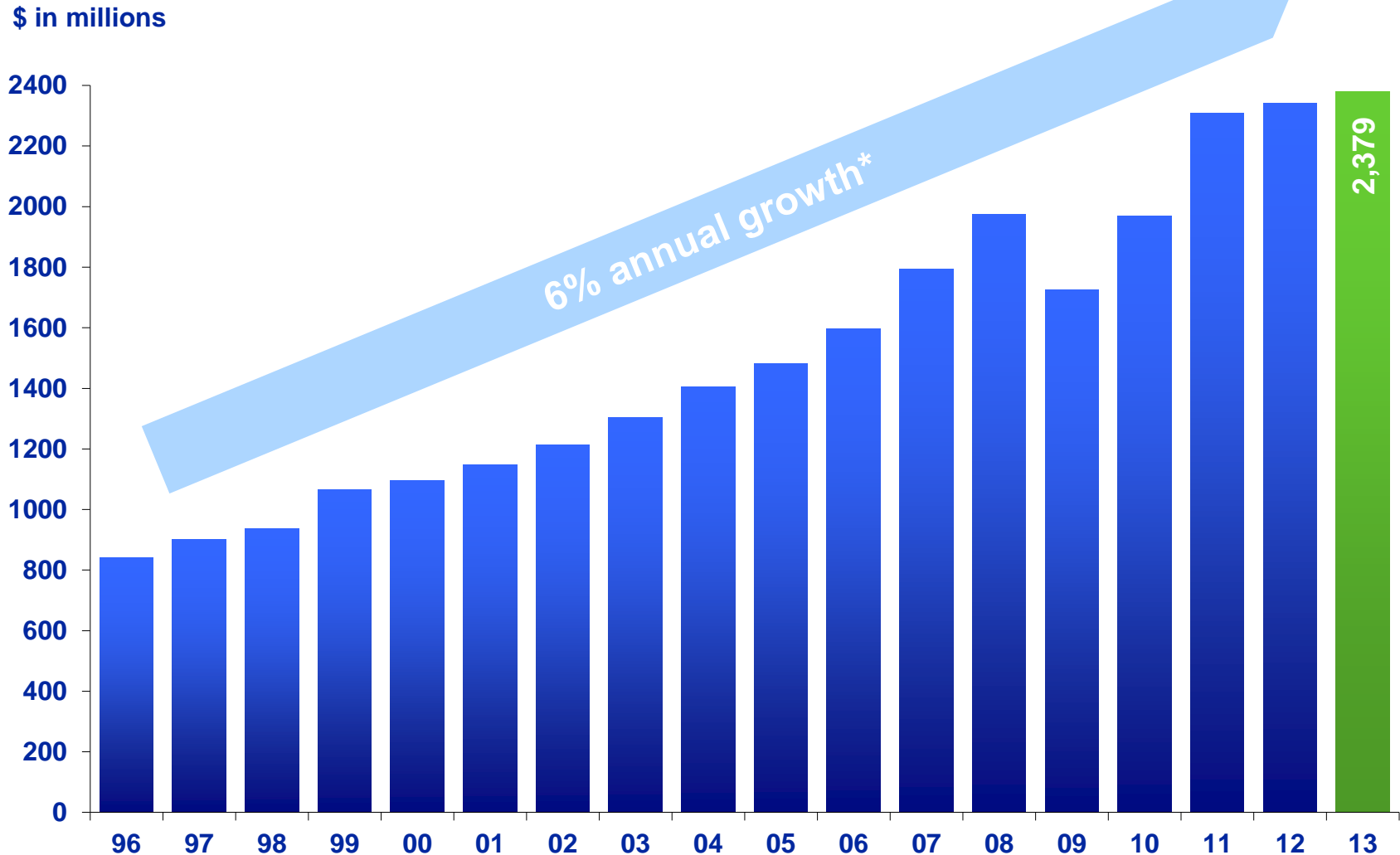


Serving Customers in All Industries



We have a Track Record of Performance

Group Sales 1996-2013



* Local currency CAGR 1996-2013

Driven by Innovation ...



... to improve customer workflows

- New ideas and tools to shorten workflows
- New automation possibilities
- Increased speed of measurement



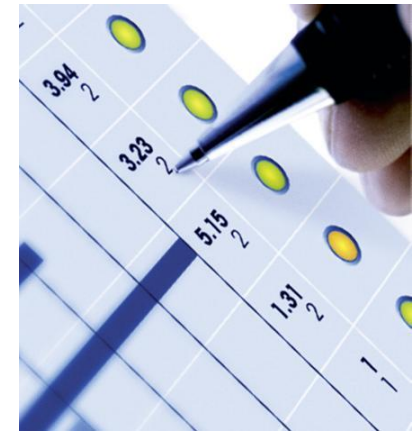
... to make results more precise and reliable

- Advanced weighing cell design
- New measurement principles
- Built-in mechanisms for self-check and calibration



... to simplify user interaction

- Strong focus on ease of use of instruments
- High investment in functional design and ergonomics
- Attention to small details that simplify usage



... to support customers' regulatory needs

- New ideas and tools to support the product lifecycle
- New functionality to make compliance more efficient
- Innovative service concepts

Recent Innovation Examples



Multichannel Pipettes



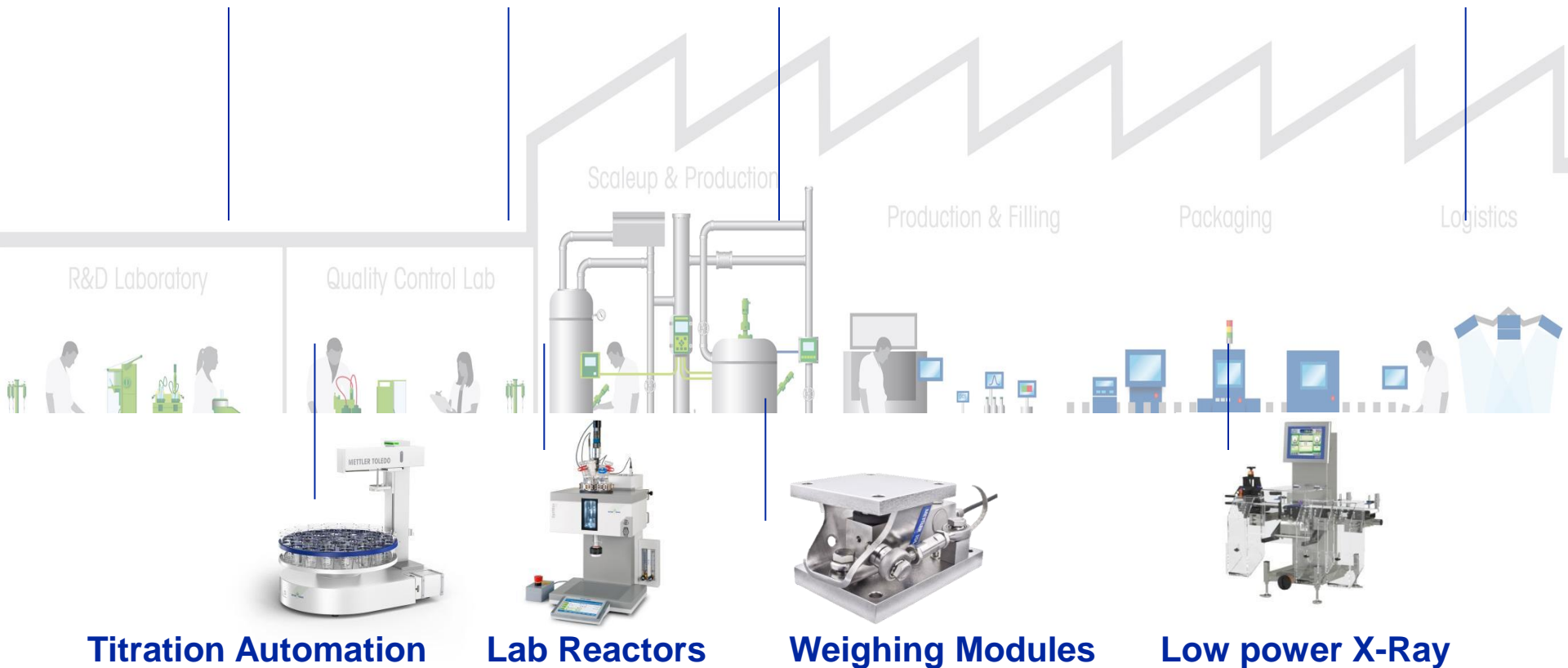
Weighing



Portable TOC Measurement



Dimensioning



5'000 Field Specialists around the World

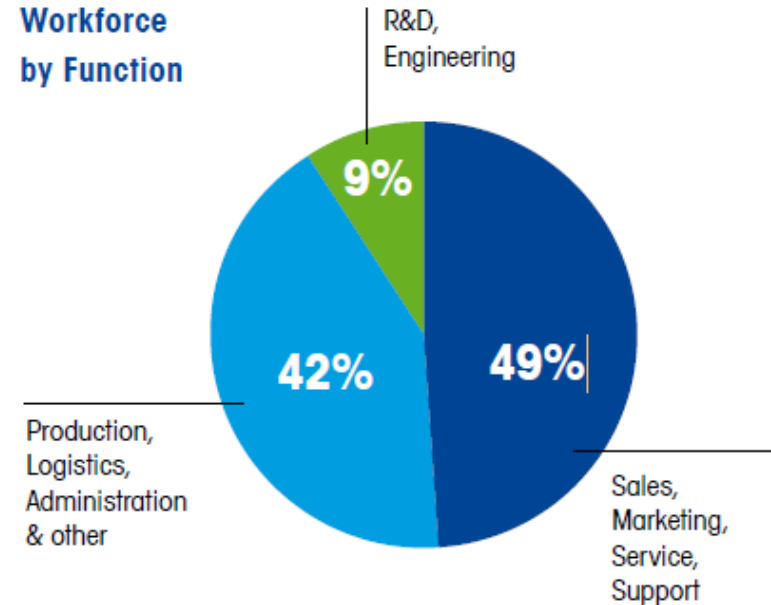


- Production facilities in Europe, Americas and Asia
- Market Organizations in 36 countries offering full support and service for our customers` applications with more than 5,000 local sales & service specialists
- Well qualified and factory trained distributors in all other regions

A Competent Team

- 12,500 employees worldwide
- Approx. 1,000 engineers and scientists in research and development
- More than 5,000 highly trained sales, support and service specialists in the field
- A truly global company culture

Workforce
by Function



A Comprehensive Service Offering

We offer unique services around 4 key customer values

Uptime Support & Repair



Optimize the uptime of your equipment and get support when and where you need it

Performance Maintenance & Optimization



Get the best possible accuracy and productivity out of your equipment for a long lifetime

Compliance Quality Assurance & Certification



Stay compliant and have peace of mind regarding your measurement results

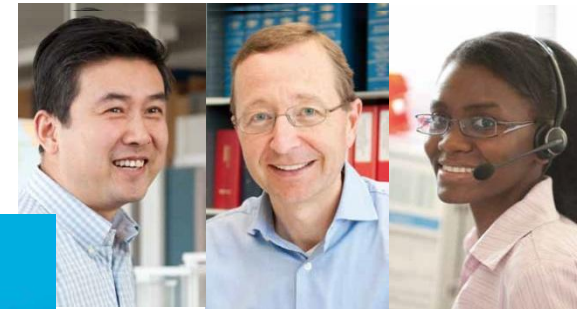
Expertise Training & Documentation



Enable your team to maintain the highest efficiency and effectiveness

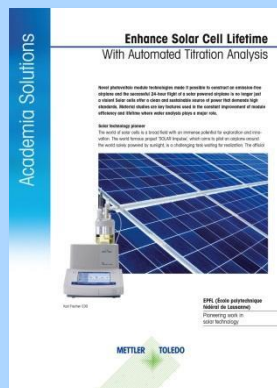
We Care about the Environment

- Our GreenMT program is designed to improve our impact on the environment in three ways:
 - by designing products that have less impact on the environment and consume less energy
 - by making our production processes more environmentally friendly
 - by reducing our carbon footprint with optimized car fleets and heating systems
- Our Sustainability Report provides detailed information and can be downloaded at mt.com



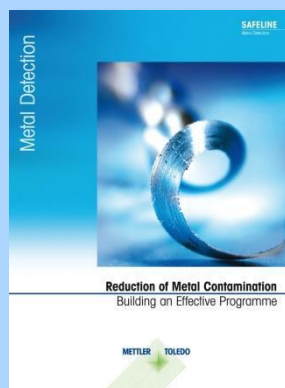
Further Information & Knowledge

Application Literature



- Hundreds of application descriptions
- For all relevant industries

Technology Guides



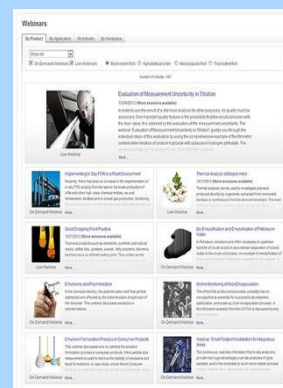
- In-depth technical information
- Get started with a new technology

White Papers



- Technology overview
- Industry best practices

Webinars



- On demand webinars
- Live webinars

User Newsletters



- Industry specific information
- Case studies
- New applications

Visit www.mt.com and gain access to our wide knowledge & tools