



Agilent Technologies Q2'20 Results Presentation

Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information on the company's goals, priorities, revenue, revenue growth, earnings per share, operating margin, operating cash flow, capital expenditures, capital allocation, growth opportunities, new products and solutions, customer service and innovation plans, financial condition and considerations, share repurchases, dividends, the markets the company sells into, operations, manufacturing site plans and tax rates) that involve risks and uncertainties that could cause results of Agilent to differ materially from management's current expectations. The words "anticipate," "plan," "estimate," "expect," "intend," "will," "should," "forecast," "project" and similar expressions, as they relate to the company, are intended to identify forward-looking statements.

In addition, other risks that the company faces in running its operations include the ability to execute successfully through business cycles; the ability to successfully adapt its cost structures to continuing changes in business conditions; ongoing competitive, pricing and gross margin pressures; the risk that our strategic and cost-cutting initiatives will impair our ability to develop products and remain competitive and to operate effectively; the impact of geopolitical uncertainties on our markets and our ability to conduct business; the impact of currency exchange rates on our financial results; the ability to improve asset performance to adapt to changes in demand; the ability to successfully introduce new products at the right time, price and mix, the adverse impacts of and risks posed by the COVID-19 pandemic, and other risks detailed in the company's filings with the Securities and Exchange Commission, including our quarterly report on Form 10-Q for the quarter ended January 31, 2020.

The company assumes no obligation to update the information in these presentations. These presentations and the Q&A that follows include non-GAAP measures. Non-GAAP measures exclude primarily the impacts of amortization of intangibles, acquisition and integration costs, transformational initiatives, and business exits and divestitures. We also exclude any tax benefits that are not directly related to ongoing operations and which are either isolated or are not expected to occur again with any regularity or predictability, including the impact of the 2017 Tax Act.

Agilent Results Q2'20

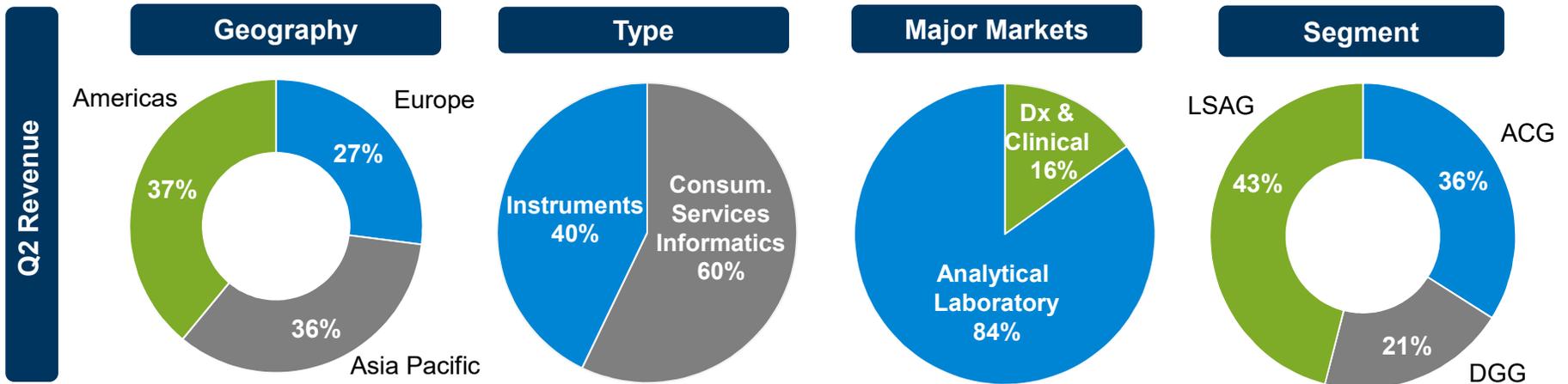
Scale and leading technology across Analytical Laboratories and Clinical & Dx markets

Q2'20 Financial Metrics

- **Revenues:** \$1.24B, -1.7% y/y core⁽¹⁾⁽²⁾, flat y/y reported (+3.3% M&A, -1.6% FX).
- **Operating Margin:** 22.4%⁽²⁾ of revenue, up 50 basis points y/y.
- **EPS:** \$0.71⁽²⁾, flat y/y.

Q2'20 Highlights

- **Revenue:** +MSD growth in Pharma and Dx&C markets more than offset by DD declines in A&G and C&E markets. +MSD growth in China was more than offset by LSD to MSD declines elsewhere.
- **Margins:** preserved with agile management of discretionary expenses.
- **Capital Allocation:** Operating cash flow of \$313M, paid \$55M in dividends, and repurchased 1.66M shares for \$126M.



(1) Core growth is reported growth adjusted for the effects of acquisitions and divestitures, and FX.

(2) Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

Life Sciences & Applied Markets Group (LSAG)

Instrumentation and Informatics for Analytical Laboratories



- **Q2'20 Revenue of \$526M**
- **Y/Y Decline: -1% (-7% core⁽¹⁾⁽²⁾)**

- **Revenue performance** reflected the expanding impact of global pandemic, most notably on A&G and C&E markets. China and Food both grew.
- **BioTek** fared well in the face of lab closures and core **Cell Analysis** business grew +MSD despite A&G headwinds.
- **Launched Agilent Vaya Raman** raw material identity verification system, a handheld spectroscopy instrument that accelerates quality control testing in the pharma and biopharma markets.
- **Received two *Scientists' Choice Awards***. The 8890 GC system won for Best New Separations Product, and the InfinityLab LC/MSD iQ system won for Best New Spectroscopy Product.
- **Operating Margin** was 18.7%⁽²⁾, down 160 bps versus last year. Decline reflects impact of lower volumes.

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Agilent Cross Lab Group (ACG)

Analytical Laboratory
Consumables and Services



- **Core growth led by Pharma** and Environmental & Forensics. All other markets saw declines, largely due to COVID-19 headwinds.
- **ACG grew in the high-single-digits in China**, finishing the quarter strongly as customers began to return to more normal operations as COVID-19 controls had been relaxed.
- **Operating Margin** in the quarter was 27.2%⁽²⁾, up 200 bps versus last year due to favorable mix and expense control measures.

- **Q2'20 Revenue of \$449M**
- **Y/Y Decline: -1% (+1% core⁽¹⁾⁽²⁾)**

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(2) Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

Diagnostics and Genomics Group (DGG)

Pathology, Genomics, and Nucleic Acid Manufacturing



- **Core revenue growth** driven by continued strong Pharma partially offset by declines in A&G Research.
- New Frederick, Colorado **NASD manufacturing site** continues to ramp in-line with expectations.
- The U.S. FDA **approved use of Agilent's Dako Omnis platform** to deliver PD-L1 IHC 22C3 pharmDx as a companion diagnostic to identify patients with non-small cell lung cancer who are appropriate for first-line monotherapy with Merck's KEYTRUDA.
- **Operating Margin** was 21.6%⁽²⁾, up 230 bps versus last year.

- **Q2'20 Revenue of \$263M**
- **Y/Y Growth: +3% (+5% core⁽¹⁾⁽²⁾)**

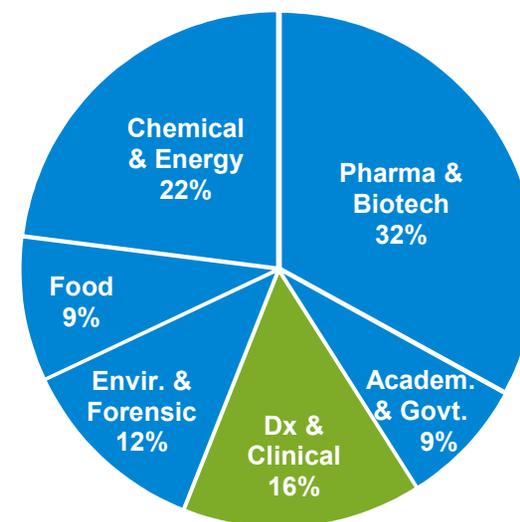
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Q2'20 Results by End Market

Analytical Laboratory End Markets

- Q2'20 revenues: -3% y/y on core⁽²⁾ basis
 - Pharma & Biotech: Up 5% with strength in Bio-Pharma, Services, Chemistries and Consumables, and NASD.
 - Academia & Govt: Down 16% as universities were hard-hit by COVID-19 closures across regions.
 - Environmental & Forensics: Down 1% against a strong compare. Services / Consumables gains partially offset declines in Instrumentation.
 - Food: Up 1% with growth in Americas and China.
 - Chemical & Energy: Down 10%. Growth in China was more than offset by broad declines elsewhere. Instrumentation declined in low-teens.



Agilent Revenue by End Market ⁽¹⁾

Diagnostics and Clinical End Markets

- Q2'20 revenues: +4% y/y on core⁽²⁾ basis
 - Strength in Companion Dx and Genomics helped to offset flat Pathology, which was impacted by COVID-19 related headwinds late in the quarter.

(1) % of Q2'20 Agilent revenue,

(2) Core growth is reported growth adjusted for the effects of acquisitions and divestitures and FX . Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

Agilent's Response to COVID-19

“During this challenging time, Agilent's focus is on four key areas. The first is ensuring the health and safety of the Agilent team and their loved ones. Second, is our unwavering commitment to our customers. From the early stages of the pandemic, we took decisive action to secure our global business operations in order to remain open for business and support customers. Our third area of focus is on taking quick and decisive action to preserve a strong P&L and balance sheet. And, finally, our continued focus on investing for growth means we will be even stronger and more resilient when the pandemic subsides.”

– **Mike McMullen, President and CEO**

Our Employees



More than 13,000 employees working from home successfully



Support programs and processes in place; PPE available on-site



Regular **communication** and information sharing



Only business-critical activities are conducted on-site



All **travel is strictly** managed

Our Sites



All **20 manufacturing** sites are operating



Increased cleaning and disinfection



Regular **communication** with strategic suppliers



Backup plans with second and third tier suppliers

Our Customers



Providing tools for **virus research** and **vaccine development**



Extensive use of **virtual tools** for managing labs



Agilent employees using **PPE at customer sites**



Minimized transmission risk from products and packaging

