



Agilent Technologies Q1'21 Results Presentation

Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information, and future guidance 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 annual report on Form 10-K for the fiscal year ended October 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, and transformational initiatives. 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. With respect to the company's guidance, most of these excluded amounts pertain to events that have not yet occurred and are not currently possible to estimate with a reasonable degree of accuracy. Accordingly, no reconciliation to GAAP amounts has been provided.

Agilent Results Q1'21

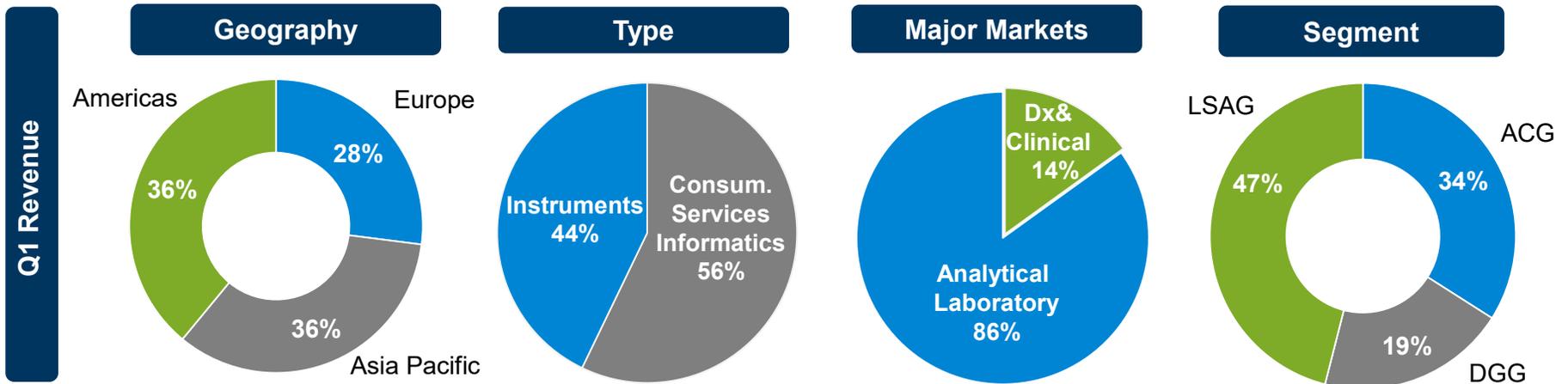
Scale and leading technology across Analytical Laboratories and Clinical & Dx markets

Q1'21 Financial Metrics

- **Revenues:** \$1.55B, +11.3% y/y core⁽¹⁾⁽²⁾, +14.1% reported (+2.8% FX).
- **Operating Margin:** 25.5%⁽²⁾ of revenue, up 260 basis points y/y.
- **EPS:** \$1.06⁽²⁾ in Q1'21, up 31% y/y.

Q1'21 Highlights

- **Growth:** Broad based growth in base-business across segments, regions and most markets was led by Food, Pharma, and China. Covid-related tailwinds contributed approximately 2.5pts.
- **Margins:** strong margin expansion driven by top line growth.
- **Capital Allocation:** Generated Operating Cash of \$238M, invested \$41M in capital expenditures, paid \$59M in dividends, and repurchased 2.89M shares for \$344M.



(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



- **Q1'21 Revenue of \$722M**
- **Y/Y Growth: +13% (+11% core⁽¹⁾⁽²⁾)**

- **Q1 core revenue performance** reflected strong calendar year-end spending and generally improving conditions across geographies led by growth in the Food and Pharma markets. Cell Analysis, Liquid Chromatography and Mass Spectrometry platforms grew double-digits.
- Announced **Enhanced Mass Spectrometry and Automation Software Solutions** to support regulatory compliance, especially for biopharma customers
- Introduced the Agilent **7850 ICP-MS System** which provides new smart tools to further automate aspects of ICP-MS analysis workflows. Announced that both the **NanoDis System** and the innovative **new style polychromator in the 5800 and 5900 ICP-OES** have received Innovation Awards from *The Analytical Scientist*
- **Q1 Operating Margin** was 27.6%⁽²⁾, up 280 bps versus last year.

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

Agilent Cross Lab Group (ACG)

Analytical Laboratory
Consumables and Services



- **Double-digit revenue performance in Q1** reflected continued improving lab operating environments. Growth was broad across all markets and geographies.
- **ACG grew in the mid-twenties in China.** Excellent execution continues to leverage Agilent's large instrument installed base and benefit from the in-country investments made over the past several years.
- **Operating Margin** for the quarter was 26.7%⁽²⁾, up 130 bps versus last year.

- **Q1'21 Revenue of \$532M**
- **Y/Y Growth: +13% (+10% core⁽¹⁾⁽²⁾)**

(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.

Diagnostics and Genomics Group (DGG)

Pathology, Genomics, and Nucleic Acid Manufacturing



- **Q1 core revenue growth** driven by strong Pharma market, including continued strong ramp in NASD.
- Announced FDA approval for the **expanded use of PD-L1 IHC 22C3 pharmDx** as an aid in identifying patients with triple-negative breast cancer (TNBC) for treatment with KEYTRUDA.
- **Operating Margin** for the quarter was 18.6%⁽²⁾, up 510 bps versus last year.

- **Q1'21 Revenue of \$294M**
- **Y/Y Growth: +18% (+15% core⁽¹⁾⁽²⁾)**

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

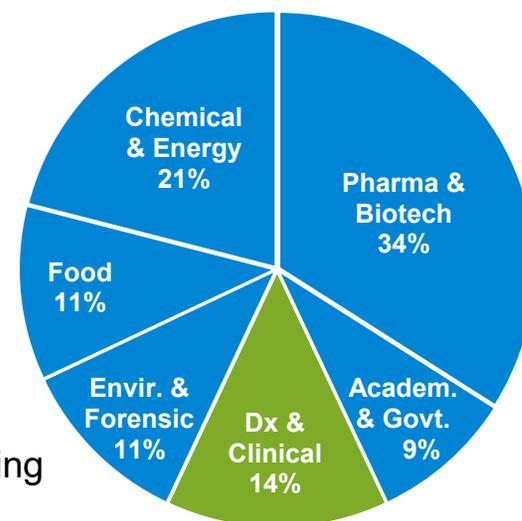
(2) Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

Growth in a \$58B Market – Q1'21 Results by End Market

Growth Across Most Markets Led by Food & Pharma

Analytical Laboratory End Markets

- Q1'21 revenues: +12% y/y on core⁽²⁾ basis
 - Pharma & Biotech: Up 20%. Buoyed by year-end spending with strength across geographies. Healthy growth in both large and small molecule. NASD contributed 3 pts to growth.
 - Academia & Govt: Down 1% as lab operations continue to recover and approach pre-COVID utilization.
 - Environmental & Forensics: Up 10% with broad regional growth and balance between instrumentation and services/consumables.
 - Food: Up 22% y/y with broad strength across regions led by China.
 - Chemical & Energy: Up 2%, driven by demand for fine chemical testing and end-of-year spending. Balance between services/consumables and instrument growth.



Agilent Revenue by End Market ⁽¹⁾

Diagnostics and Clinical End Markets

- Q1'21 revenues: +9% y/y on core⁽²⁾ basis
 - Non-COVID testing improved sequentially through the quarter but market activity still below last year's levels.

(1) % of Q1'21 Agilent revenue, (2) Core growth is reported growth adjusted for the effects of acquisitions and divestitures and FX .

Q2'21 and FY21 Guidance and Forward-looking Considerations

Based on January 31, 2021 Exchange Rates

Q2'21 Guidance ⁽¹⁾		
	Low End	High End
Net Revenue (\$M)	\$1,370	\$1,390
<i>Y/Y Core Revenue Growth ⁽²⁾</i>	7%	9%
<i>Assumes +3.5% FX</i>		
EPS	\$0.78	\$0.80

FY21 Guidance ⁽¹⁾		
	Low End	High End
Net Revenue (\$M)	\$5,825	\$5,900
<i>Y/Y Core Revenue Growth ⁽²⁾</i>	6.5%	8.0%
<i>Assumes +2.5% FX</i>		
EPS	\$3.80	\$3.90

FY21 Financial Considerations

- Net Interest + Other Income/Expense: ~\$60-65M in net expense
- Non-GAAP Tax Rate at 14.75%.
- Fiscal year guidance assumes average diluted share count of 307M.
- CapEx of \$200M and Operating Cash Flow of \$1,075M -\$1,125M.
- Shareholder Returns: \$228M in dividends. Anti-dilutive share repurchases at a minimum. New authorization to purchase up to \$2B of shares beginning February 2021.⁽³⁾

(1) As of February 16, 2021, based on January 31, 2021 exchange rates. Presented on a non-GAAP basis.

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

(3) Per 10b5-1 plan, 2.7M shares to be purchased on daily systematic basis with any remainder subject to formulaic / opportunistic purchases.