Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information and future guidance on our goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, the continued strengths and expected growth of the markets we sell into, operations, operating earnings, and tax rates) that involve risks and uncertainties that could cause results of Agilent to differ materially from management’s current expectations.

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 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 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, 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, 2013.

The company assumes no obligation to update the information in these presentations. These presentations and the Q&A that follows include non-GAAP numbers. A presentation of the most directly comparable GAAP numbers and the reconciliations between the non-GAAP and GAAP numbers can be found at http://www.investor.agilent.com under “Financial Results” and accompany this slide set.
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 a.m. – 8:30 a.m.</td>
<td>Registration</td>
</tr>
<tr>
<td>8:30 a.m. – 8:40 a.m.</td>
<td>Bill Sullivan: Introduction and Overview</td>
</tr>
<tr>
<td>8:40 a.m. – 9:15 a.m.</td>
<td>Ron Nersesian: Operational Review and Strategic Update</td>
</tr>
<tr>
<td>9:15 a.m. – 9:25 a.m.</td>
<td>Didier Hirsch: Financial Review</td>
</tr>
<tr>
<td>9:25 a.m. – 9:45 a.m.</td>
<td>Q&amp;A (Bill, Ron &amp; Didier)</td>
</tr>
<tr>
<td>9:45 a.m. – 10:00 a.m.</td>
<td>Break</td>
</tr>
<tr>
<td>10:00 a.m. – 10:20 a.m.</td>
<td>Lars Holmkvist: Diagnostics and Genomics Group (DGG)</td>
</tr>
<tr>
<td>10:20 a.m. – 10:40 a.m.</td>
<td>Mike McMullen: Chemical Analysis Group (CAG)</td>
</tr>
<tr>
<td>10:40 a.m. – 11:00 a.m.</td>
<td>Nick Roelofs: Life Sciences Group (LSG)</td>
</tr>
<tr>
<td>11:00 a.m. – 11:20 a.m.</td>
<td>Guy Séné: Electronic Measurement Group (EMG)</td>
</tr>
<tr>
<td>11:20 a.m. – 11:35 a.m.</td>
<td>Gooi Soon Chai: Agilent Order Fulfillment (AOF)</td>
</tr>
<tr>
<td>11:35 a.m. – 12:20 p.m.</td>
<td>Q&amp;A Panel (Lars, Mike, Nick, Guy &amp; Soon Chai)</td>
</tr>
<tr>
<td>12:20 p.m. – 12:30 p.m.</td>
<td>Bill Sullivan: Closing Comments</td>
</tr>
</tbody>
</table>
Agilent Technologies

William (Bill) P. Sullivan
Chief Executive Officer
The World’s Premier Measurement Company

Bill Sullivan  
CEO

Ron Nersesian  
COO

Didier Hirsch  
CFO

Lars Holmkvist  
DGG

Mike McMullen  
CAG

Nick Roelofs  
LSG

Guy Séné  
EMG

Gooli Soon Chai  
AOF

FY12 Revenue $6.9B, Growth +4%, Operating Margin* 20%, Operating Cash Flow $1.2B

Diagnostics & Genomics  
FY12 Revenue $0.4B  
Operating Margin 16%

Chemical Analysis  
FY12 Revenue $1.6B  
Operating Margin 22%

Life Sciences  
FY12 Revenue $1.6B  
Operating Margin 15%

Electronic Measurement  
FY12 Revenue $3.3B  
Operating Margin 23%

* Presented on a non-GAAP basis; reconciliation to closest GAAP equivalent provided for actual results
FY 2012: Excellent Financial Performance in a Slowing Global Economy

- Improved operating margin and EPS
- Changed company mix considerably to be focused primarily on life sciences and applied markets
- Expanded total addressable market*** to $54B, adding diagnostics and clinical capabilities with the Dako acquisition
- Named Ron Nersesian Agilent President and COO

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4.5 B</td>
<td>$5.5 B</td>
<td>$6.6 B</td>
<td>$6.9 B</td>
</tr>
<tr>
<td>YoY growth</td>
<td>-22%</td>
<td>22%</td>
<td>21%</td>
<td>4%</td>
</tr>
<tr>
<td>Core* growth</td>
<td>-20%</td>
<td>17%</td>
<td>14%</td>
<td>2%</td>
</tr>
<tr>
<td>Operating Margin**</td>
<td>8.8%</td>
<td>17.1%</td>
<td>19.8%</td>
<td>20.2%</td>
</tr>
<tr>
<td>EPS</td>
<td>$ 0.80</td>
<td>$ 2.00</td>
<td>$ 2.95</td>
<td>$ 3.12</td>
</tr>
</tbody>
</table>

* Core growth is reported growth adjusted for the effects of M&A and FX
** Presented on a non-GAAP basis; reconciliation to closest GAAP equivalent provided for actual results
*** Market size and growth data per company estimates
FY 2013 Priorities

• Increase organic growth rate
  Invest in market expansion and R&D

• Improve gross margins
  Multi-year effort to reduce manufacturing and logistics costs by $180M – one-third complete

• Ensure Dako success
  Launch autostainer, leverage our genomics and pathology businesses
# Agilent Overview

## Market Size*

- **$54B**

## Long Term Market Growth*

- **4-6%**

## 2012 Revenue

- **$6.9B**

## 2012 Operating Margin**

- **20%**

## Revenue Mix by Geography

- **Americas**: 24%
- **Europe**: 37%
- **Asia Pacific**: 39%

## FY12 Revenue Mix by Business

<table>
<thead>
<tr>
<th>Business</th>
<th>FY12 Revenue</th>
<th>FY12 Op Margin</th>
<th>FY09-12 Revenue CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diagnostics and Genomics</td>
<td>$0.4B</td>
<td>16%</td>
<td>20%</td>
</tr>
<tr>
<td>Chemical Analysis</td>
<td>$1.6B</td>
<td>22%</td>
<td>23%</td>
</tr>
<tr>
<td>Life Sciences</td>
<td>$1.6B</td>
<td>15%</td>
<td>17%</td>
</tr>
<tr>
<td>Electronic Measurement</td>
<td>$3.3B</td>
<td>23%</td>
<td>11%</td>
</tr>
</tbody>
</table>

* Market size and growth data per company estimates

** Presented on a non-GAAP basis; reconciliation to closest GAAP equivalent provided for actual results
## Growth through Strategic Investments

$668M or 10% of Agilent’s FY12 revenue invested in R&D

<table>
<thead>
<tr>
<th>Group</th>
<th>FY12 R&amp;D ($ and % of Group Revenue)</th>
<th>R&amp;D Investment Examples Addressing Market Trends</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>DGG</strong></td>
<td>$54M 13%</td>
<td><strong>Diagnostics</strong>: Investing to capture growth in clinic. Gaining channel and regulatory capability, and solutions to touch every point in clinic continuum from research to the routine lab.</td>
</tr>
<tr>
<td><strong>CAG</strong></td>
<td>$93M 6%</td>
<td><strong>Energy</strong>: Leveraging historic strength in gas phase to our new spectroscopy business to meet growing demands for energy.</td>
</tr>
<tr>
<td><strong>LSG</strong></td>
<td>$141M 9%</td>
<td><strong>Pharma and Academic &amp; Government</strong>: Expanding position from liquid chromatography to LC/mass spectrometry to accelerate drug and diagnostic discovery.</td>
</tr>
<tr>
<td><strong>EMG</strong></td>
<td>$375M 11%</td>
<td><strong>Mobility and Computation</strong>: Leveraging box solution leadership and expertise, and tremendous progress in oscilloscopes, to invest and win in mobile and modular solutions.</td>
</tr>
</tbody>
</table>

- **R&D**
  - ~3,000 Employees
- **Manufacturing**
  - ~8,000 Employees
- **Sales & Mktg.**
  - ~6,000 Employees

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Growth through Strategic Investments

$668M or 10% of Agilent’s FY12 revenue invested in R&D
Increasing Recurring Revenues

Q1’13 Recurring Revenue of 30%

- Dako acquisition and faster growing Life Science and Diagnostics markets accelerate increase
- Multi-vendor support program grows services and consumables business for CAG and LSG
- In addition to revenue labeled recurring, we sell over $300M annually in non-recurring software
Geographic Expansion in Emerging Markets

Grew emerging markets* from 22% of Agilent revenue in FY09 to 29% in FY12

Including Korea, Taiwan, Hong Kong, and Singapore, 38% of Agilent’s FY12 revenues were from emerging markets

* Based on IMF country groupings definition
Leveraging Agilent Leadership

Balance of centralized and decentralized drives best-in-class solutions and operations

**Technology**
Agilent Labs and technology centers develop breakthrough and core technologies.

**Order Fulfillment**
Best-in-class supply chain leverages scale, technology and value engineering.

**IT and Real Estate**
Leverage common functions and operations to enable businesses to focus on customer.

**Chemical Analysis**
Combine CAG gas chromatography technology with EMG microelectronics to create LSG’s best-in-class liquid chromatography System.

**Electronic Measurement**
Agilent Labs leverages LSG’s DNA microarrays to design SureFISH probes now leveraged to diagnostics (DGG).

**Life Sciences**
Dako channel and regulatory expertise brings microarrays & targeted sequencing into clinical lab.

**Diagnostics & Genomics**
Agilent Order Fulfillment delivered $56M cost savings in 2012 with another $50M incremental savings expected in 2013.

**Expanding quickly: DGG targeting India, China, Korea.**
Opening customer center of excellence in Shanghai and leveraging sales office in Viet Nam.
How We Will Win

• Allocate R&D resources to strategic opportunities
• Continue to invest in emerging markets
• Continue to provide broader workflow solutions beyond the box
• Drive efficiencies to capture gross margin improvements in LSG and CAG
• World-class team in place to continue to execute on priorities
Agilent Technologies

Didier Hirsch
Senior Vice President
Chief Financial Officer
## FY 2012 / FY 2013 Financial Highlights

Note: Q2 and FY 2013 guidance represents the high end of Feb. 14 guidance, and does not imply any modification to guidance

<table>
<thead>
<tr>
<th></th>
<th>FY12 Actual</th>
<th>Q1 FY13 Actual</th>
<th>Q2 FY13* High End of Guidance</th>
<th>FY13* High End of Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$6.9B</td>
<td>$1.68B</td>
<td>$1.77B</td>
<td>$7.1B</td>
</tr>
<tr>
<td>Core Revenue Growth**</td>
<td>2%</td>
<td>-2%</td>
<td>-3%</td>
<td>flat</td>
</tr>
<tr>
<td>Operating Margin***</td>
<td>20.2%</td>
<td>17.2%</td>
<td>17.9%</td>
<td>18.8%</td>
</tr>
<tr>
<td>EPS***</td>
<td>$3.12</td>
<td>$0.63</td>
<td>$0.70</td>
<td>$3.00</td>
</tr>
<tr>
<td>ROIC***</td>
<td>20%</td>
<td>14%</td>
<td>16%</td>
<td>16%</td>
</tr>
<tr>
<td>Operating Cash Flow</td>
<td>$1.2B</td>
<td>$245M</td>
<td>Not guided</td>
<td>$1.25B</td>
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</table>

**FY13 Assumptions:**
- High end of guidance reflects Agilent’s internal forecast
- World economy gradually recovers
- We have taken actions to hedge our exposure to economic headwinds
- Projecting a diluted share count of 347M in Q4 FY13, vs 352M diluted shares in Q1 FY13

* High end of guidance as of February 14, 2013
** Core growth is reported growth adjusted for the effects of M&A and FX
*** Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided for actual results
Financial Results and Goals

Note: 2013 guidance represents the high end of Feb. 14 guidance, and **does not** imply any modification to guidance

**Key Actions to Support Margin Expansion (including in “Low” Scenario)**

- Fix NMR/MRI Business
- Deliver $40M of Gross Margin Improvement Per Year on Average

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
<th>2013* High End of Guidance</th>
<th>Base Scenario</th>
<th>Low Growth Scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue Growth – Core</strong></td>
<td>14%</td>
<td>2%</td>
<td>Flat</td>
<td>7%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>OM %</strong>*</td>
<td>19.8%</td>
<td>20.2%</td>
<td>18.8%</td>
<td>20.2%</td>
<td>19.1%</td>
</tr>
<tr>
<td><strong>YOY Incremental - Organic</strong>****</td>
<td>45%</td>
<td>73%</td>
<td>NS</td>
<td>41%</td>
<td>28%</td>
</tr>
<tr>
<td><strong>EPS $</strong>*</td>
<td>2.95</td>
<td>3.12</td>
<td>3.00</td>
<td>3.47</td>
<td>3.18</td>
</tr>
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* 2013 guidance represents the high end of Feb. 14 guidance.
** Core growth is reported growth adjusted for the effects of M&A and FX.
*** Presented on a non-GAAP basis; reconciliation to closest GAAP equivalent provided for actual results.
**** Presented on an organic basis. Organic growth is reported growth, adjusted for the effects of M&A only.
Financial Results and Goals – By Segment

* Note: 2013 guidance represents the high end of Feb. 14 guidance, and does not imply any modification to guidance

<table>
<thead>
<tr>
<th>Revenue Growth – Core**</th>
<th>2011</th>
<th>2012</th>
<th>2013* High End of Guidance</th>
<th>Base Scenario</th>
<th></th>
<th></th>
<th>Low Growth Scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMG</td>
<td>20%</td>
<td>0%</td>
<td>-5%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>3%</td>
</tr>
<tr>
<td>CAG</td>
<td>4%</td>
<td>4%</td>
<td>3%</td>
<td>7%</td>
<td>7%</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>LSG</td>
<td>10%</td>
<td>6%</td>
<td>4%</td>
<td>8%</td>
<td>8%</td>
<td>8%</td>
<td>5%</td>
</tr>
<tr>
<td>DGG</td>
<td>6%</td>
<td>0%</td>
<td>10%</td>
<td>9%</td>
<td>9%</td>
<td>10%</td>
<td>5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>OM %</th>
<th>2011</th>
<th>2012</th>
<th>2013* High End of Guidance</th>
<th>Base Scenario</th>
<th></th>
<th></th>
<th>Low Growth Scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMG</td>
<td>22.9%</td>
<td>22.7%</td>
<td>20.1%</td>
<td>21.2%</td>
<td>22.1%</td>
<td>22.9%</td>
<td>20.2%</td>
</tr>
<tr>
<td>CAG</td>
<td>20.6%</td>
<td>21.7%</td>
<td>21.1%</td>
<td>22.8%</td>
<td>24.3%</td>
<td>25.3%</td>
<td>22.3%</td>
</tr>
<tr>
<td>LSG</td>
<td>13.3%</td>
<td>14.5%</td>
<td>15.2%</td>
<td>18.2%</td>
<td>20.3%</td>
<td>21.7%</td>
<td>16.8%</td>
</tr>
<tr>
<td>DGG</td>
<td>12.5%</td>
<td>16.1%</td>
<td>13.6%</td>
<td>14.8%</td>
<td>18.4%</td>
<td>21.1%</td>
<td>12.4%</td>
</tr>
</tbody>
</table>

* High end of guidance as of February 14, 2013
** Core growth is reported growth adjusted for the effects of M&A and FX
Capital Deployment

FY12 / FY13 to date:
• Implemented $0.10 quarterly dividend in January 2012. Raised to $0.12 in January 2013
• Repurchased $172M of stock in FY12. Approved up to $500M in FY13
• Used $2.1B of off-shore cash to acquire Dako
• Refinanced $250M Senior notes, and borrowed another $150M
• Generated $1.2B cash from operations in FY12

Strategy:
• Maintain our investment grade rating
• Apply U.S. cash to dividend and share repurchases
• Continue to seek out value-creating diagnostic and bio-analytical acquisitions
Agilent Technologies

Q&A

Bill Sullivan
CEO

Ron Nersesian
COO

Didier Hirsch
CFO
Agilent Technologies

15 Minute Break
Agilent Technologies

Lars Holmkvist
President, Diagnostics and Genomics Group
Diagnostics and Genomics Group Overview

Market Size*: $7B
Long Term Market Growth*: 8-10%

Markets & Market Position

Anatomic Pathology
Molecular Diagnostics

DGG also sells into the pharmaceutical and research markets

2012 DGG Revenue $402M
2012 Operating Margin 16%

Revenue Mix by Geography

- Americas: 40%
- Europe: 41%
- Asia Pacific: 19%

* Market size and growth data per company estimates
Macro Trends

Anatomic Pathology

- Growing market due to increasing patient population (aging, lifestyle impacts); increasing understanding of cancer markers and pathways; and greater access to healthcare in emerging markets
- Companion diagnostics bring diagnostic and treatment solutions together to enable personalized medicine

Molecular Diagnostics

- Molecular diagnostic approaches offer improvements along multiple vectors of speed, accuracy, ease of use, and total cost
- These advantages restate traditional diagnostic tests onto molecular platforms, as well as grow the overall diagnostic market by bringing new capabilities to market

Research

- Slowing growth due to macro conditions, cost pressures in sequencing target enrichment
- Developing synthetic biology market

Growing Markets Driven by the Opportunity to Advance Human Health
The Anatomic Pathology Workflow

Dako Omnis™ NEW
- Ease of use
- True-continuous loading
- Overnight capacity
- Temperature control of reagent
- Turn around time for ISH

Additional antibody waves NEW

New FISH probes NEW

New Special Stains NEW

Service Pack1 for Coverstainer NEW

Algorithms for DP NEW

Dako LINK Path NEW

Dako LINK ID NEW

Focus area for Dako

Pathology Lab Workflow
Innovative ISH Technologies

SureFISH launched March 2012
• Based on Agilent’s capabilities to produce DNA probes
• Flexibility to produce any sequence

IQAISH launched February 2012
• Ultra fast hybridization buffer
• Non-toxic
• Superior quality on formalin fixed paraffin embedded (FFPE)
Target Enrichment and Microarrays

Target Enrichment is attractive market in clinical research

• >$100M market, strong margins, solid growth
• Moving towards clinical sequencing and routine testing

Investment Strategy

• Expand target enrichment applications
• Match workflow of desktop sequencers
• Improve workflow ease-of-use for target enrichment, including data analysis and QC
• Target service providers for growth in emerging markets

Microarrays offers attractive opportunity in routine clinical market

• Overall market offers growth opportunities
• Utilization is still low in certain market segments

Investment Strategy

• Collaborate with local regulatory authorities
• Improve ease of use
• Exploit synergies with Dako on regulatory submissions and access to routine market

Focused Offering to Research and Clinical Market Segments

HaloPlex

SureSelect

SIMPLe & STREAMline YOUR CGH ANALYSIS

New CytoGeonomics Software v2.5
Expand PharmDx Program

Companion Diagnostics as Competitive Advantage

- There is a growing need for new pharmaceutical treatments to be developed in tandem with diagnostic tests which will give indication of their potential efficacy.
- Current cancer treatment regimens have an efficacy rate of only ~25%; there is a significant opportunity to better tailor treatment to the specifics of the disease.

Investment Strategy

- Continue to push our position as the preferred partner for pharmaceutical firms.
- Maximize risk/return in pharmDx through different business models.
- Leverage Agilent’s strong relationships with Pharma customers.

Leading Advances in Personalized Healthcare
How We Will Win

- Accelerate our growth in Anatomic Pathology
- Investment in Asia, emerging markets
- Substantial investment in R&D i.e. SureFISH
- Leverage operational capabilities within the group i.e. cold chain
- Regulatory channel capabilities to drive Genomics solutions into clinical labs
Agilent Technologies

Mike McMullen
President, Chemical Analysis Group
Chemical Analysis Group Overview

**Market Size**: $13B
**Long Term Market Growth**: 4-5%

*Market size and growth data per company estimates

**New Global Trends**
- Global food supply
- New environmental contaminants
- Designer drugs
- Rising energy demands

**Markets and Market Position**
- **Food #1**
- **Environmental and Forensics #1 and #2**
- **Chemical and Energy #1**

**2012 CAG Revenue**: $1.6B
**2012 Operating Margin**: 22%

**Revenue Mix by Geography**
- Americas: 31%
- Europe: 29%
- Asia Pacific: 40%

* Market size and growth data per company estimates

March 7, 2013
Analyst Meeting

Page 31
What We Gained from Varian
Customer, shareholder and Agilent benefits

Growth: Expanded Addressable Market

• Portfolio: Broader technology offering in core markets
• Expanded Installed Base: Instrument cross-selling, increased Services and Consumables opportunities
• Market Reach: Expanded geographic presence, access to new market segments

Customers: Improved Experience

• Broader set of applications solutions
• Increased team size and expertise
• Leading customer service

Shareholders: Increasing Returns

• Contributed to Agilent’s record level of operating profit:
  • Will contribute $100M in annual cost synergies by 2014
• CAG committed to a return to 25% historical operating profit margin

March 7, 2013
Analyst Meeting
Gains in Spectroscopy
Expanding core business, capturing share

• Acquisition broadened Agilent’s presence in Spectroscopy market – with “room to grow”

• Accelerated R&D funding; commercialization resources fueling aggressive launch of industry-first technologies and refresh of all platforms
  • Creating new product categories: MP-AES: “runs on air,” world’s first ICP-QQQ; modular FT/IR: “world’s smallest and easiest to use”
  • Leveraging Agilent’s cross-company technology breadth
  • Driving share gains and margin improvements

• Acquired product lines are quickly approaching Agilent’s standards for customer satisfaction and loyalty

4200 FLEXSCAN
Handheld FTIR

240 FS AA The leading supplier of Atomic Absorption for decades

720 ICP-OES World’s most productive high-performance and only truly simultaneous ICP-OES

CARY 630 Industrial Business Outlook 2012 Gold Award

4100 MP-AES
2012 R&D 100 Award Winner

8800 ICP-MS QQQ
Product of the Show at ASMS
Strengthening Gas Phase Leadership
Leading innovation, superior customer value

• Recognized leader in product technology and quality; investing more than competitors to strengthen position
• Strong foundation for future growth: Largest and growing installed base, clear #1 customer loyalty
• Broadest portfolio, covering all our customer application needs
• Expanding our market with breakthrough innovations, e.g., the world’s first GC-QTOF – and more to come.
Indispensable in the Lab
Agilent’s Services & Consumables – a growing $1B business

• Opportunities for continued growth and expansion
  • Installed base and competitor installed base

• Expanded portfolio – novel chemistries, lab productivity services
  • Increasing our strategic importance to our customers

• Daily contact with our customers reinforces superior customer experience

CAG & LSG Services and Consumables
Continued growth

Services
17% CAGR

Consumables
21% CAGR
How We Will Win

- Leverage large and growing installed base, emerging market presence
- Expand portfolio with leading innovation, superior quality
- Business model: Portfolio and Supply Chain transformation funding growth investments, improving profitability
- Expand presence and strategic value at customer labs via Services and Consumables
- Provide industry-best customer experience

CAG markets continue to grow; CAG aims to grow faster than the market
Agilent Technologies

Nick Roelofs, Ph.D.
President, Life Sciences Group
Life Sciences Group Overview

Market Size*: $21B
Long Term Market Growth*: 4-5%

Markets & Market Position

Pharma & Biotech #3

Academia & Government Research #4

#1 in Liquid Chromatography (LC)
#3 in Mass Spectrometry (MS)
#2 in Nuclear Magnetic Resonance (NMR)

LSG also sells into the applied markets

2012 LSG Revenue $1.6B
2012 Operating Margin 19% Excl. RPD**

Revenue Mix by Geography

Americas 37%
Europe 29%
Asia Pacific 34%

* Market size and growth data per company estimates
** RPD includes NMR and MRI products
Macro Trends

• Technology upgrade cycles across multiple platforms

• Pharma/biopharma’s shift from new chemical entities (NCEs) to new biological entities (NBEs) and biosimilars

• Significant potential for our platforms in emerging markets
  • Relocation and decentralization of pharma’s infrastructure
  • Investments in world-class academic base

• Greenfield opportunities in developed markets
  • Clinical instrumentation
  • Integrated biology
  • Life sciences sample preparation

• General market uncertainty
  • Differentiate via world-class customer experience
  • Leverage existing channel investment in emerging markets and Academic
  • Drive leadership gap in technology
Growth and Scale through Strategic Investment

**Investments**

- Invested heavily in R&D for growth in core platforms – LC, LC/MS
- R&D investment as % of revenue was in mid-double digits; declined to high single digits as steady investment drove higher topline growth
- Created separate life science specialized sales channel focused on customer applications
- Made small technology acquisitions driving growth and adding market expertise

**Growth and Scale**

- Outpaced the market with 13% revenue CAGR FY06-FY12
- During this period operating profit % grew from 11% to 19% without RPD (22% CAGR on operating profit dollars)
- Achieved manufacturing efficiencies through relocation of LC/MS and Automation to Singapore; accessed supply chain Agilent wide
- Investing in and restoring RPD
Growth and Developments in Software

Growing the business FY09-FY12

- Double-digit revenue CAGR (15%)
- Growth in license and service business
- Success in OpenLAB, BioInformatics

Opportunities for continued growth

- Move from workstations to networked solutions
- Low-cost solutions needed for small-medium sized labs
- Data management in certified testing labs increasing in importance
Technology-Leading Life Science Portfolio

Powerful Separation

1200 Infinity LC Series
Lab 901 Electrophoresis
Capillary Electrophoresis & BioAnalyzer
HPLC-Chips
Bio-Inert LC
HPLC Columns

Sophisticated Sample Prep Solutions

708-DS Dissolution Apparatus
Multiple Affinity Removal Kits
Automation
SureSelect XT Target Enrichment System
Bond Elut Sample Prep

Accurate & Reliable Detection

6000 Series LC/MS
NMR and MRI
XRD
RapidFire Drug Screening Technology

Converting Data into Information

OpenLab Informatics Portfolio
GeneSpring Multi-omics Analysis Software
Technology-Leading Life Science Market Portfolio

Powerful Separation
- 1200 Infinity LC Series
- Lab 901 Electrophoresis
- Capillary Electrophoresis & BioAnalyzer
- HPLC-Chips
- Bio-Inert LC
- HPLC Columns
- GC

Sophisticated Sample Prep Solutions
- DNA, RNA and Protein Bioreagents
- 708-DS Dissolution Apparatus
- Multiple Affinity Removal Kits
- Automation
- SureSelect XT Target Enrichment System
- Bond Elut Sample Prep

Accurate & Reliable Detection
- 6000 Series LC/MS
- NMR and MRI
- XRD
- ICP-MS with MassHunter Workstation
- SurePrint CGH + SNP Microarrays
- RapidFire Drug Screening Technology
- qPCR
- GC-MS Triple Quad

Converting Data into Information
- OpenLab Informatics Portfolio
- GeneSpring Multi-omics Analysis Software

Agilent Technologies
Life Sciences - 6000 Series LCMS

- LCMS FY09 – FY12 CAGR 14%
- Strong gross margin improvement
- Broadest product family
- Strong position in key triple quad market
- Highest sensitivity
- Leveraging EMG expertise:
  - RF modulation
  - Analog-to-Digital converters
  - Most accurate TOF (Time of Flight) pulser
- Strong R&D/leading technology drives market share and high gross margin

![LCMS Business Revenue and R&D Over Time](image-url)
Repairing Research Products – NMR, MRI

Research Products—a work in progress

Actions to date
- Transferred manufacturing out of U.S
- Invested in support and services to address customer issues
- Introduced new consoles
- Developed & introduced new probes in Q1’13

Actions in FY13
- Exit OEM magnet business
- Focus on industrial and routine Academic customers
- Restructure organization
- Cut operating loss in half and break even in FY14
How We Will Win

- Take share in core markets—pure product play
- Deliver a complete workflow solution for our customers—connecting the pieces of our portfolio
- Outgrow the market—creating and taking advantage of greenfield opportunities
- Expand coverage in emerging markets—staying ahead of the competition
Agilent Technologies

Guy Séné
President, Electronic Measurement Group
Electronic Measurement Group Overview

Market Size*: $13B
Long Term Market Growth*: 3-4%

Markets & Market Position

- Communications #1
- Industrial, Computers, Semiconductors #1
- Aerospace/Defense #1

2012 EMG Revenue $3.3B
2012 Operating Margin 23%

Revenue Mix by Geography

- Americas 43%
- Asia Pacific 40%
- Europe 17%

* Market size and growth data per company estimates
Macro Trends

- Mobile data traffic grows at high double-digit rates each year
- Components and chipsets increase in complexity
- Growth of aerospace & defense comes from outside US, driven by satellites and radar modernization
- Electronic content in industrial segment continues to proliferate
- Growth and investment in emerging markets across all segments is ongoing

*Percentage of Agilent revenue based on last 4 quarters, Q2’12-Q1’13*
Optimizing Customer Solutions
Expansion into new form factors driving growth

**Performance**
Agilent is the high performance leader with benchtop instruments

**Agilent’s Competitive Advantage**
- IC technology
- Measurement science
- Global channels
- Worldwide support

**Mobility**
Portable packages for lab-quality measurements anywhere

**Modularity**
Modular and hybrid systems for best cost-of-test
## Market Leadership in RF/Microwave
Agilent is committed to its strong and unique position

<table>
<thead>
<tr>
<th>CORE PLATFORMS</th>
<th>MARKET POSITION</th>
<th>LEADERSHIP POSITION</th>
<th>INCREMENTAL GROWTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electronic Design Automation</td>
<td>#1</td>
<td>Most comprehensive EDA portfolio, including &gt;15 releases of software in 2012</td>
<td>Expansion into high-speed digital applications for signal integrity</td>
</tr>
<tr>
<td>Network Analyzers</td>
<td>#1</td>
<td>Highest performance family, including industry-leading PNA-X microwave network analyzers</td>
<td>Handheld analyzers (network and signal) with benchtop accuracy</td>
</tr>
<tr>
<td>Signal Analyzers</td>
<td>#1</td>
<td>Highest performance signal analyzer family, including the flagship PXA X-Series</td>
<td>Real-time signal analyzer defines high-performance in new product category</td>
</tr>
<tr>
<td>Signal Sources</td>
<td>#1</td>
<td>High-performance family of signal generators led by the industry-standard PSG performance signal generator</td>
<td>Modular vector signal generator with high-performance switching</td>
</tr>
</tbody>
</table>
Becoming #1 in Oscilloscopes
Focused execution delivers sustained growth in $1.2B market

**Captured lead in high performance**

Undeniable **product leadership** via proprietary Agilent technology and **deepest application expertise**

Example: 90000 Q-Series (2012): **World’s fastest** real-time oscilloscopes

**Rapidly gaining share in mainstream**

Developing **differentiated** position in mainstream with **ease-of-use** innovation and value integration

Example: InfiniiVision 4000 X-Series (2012): **World’s only capacitive touchscreen** oscilloscope, with mixed-signal, protocol, and function generator capabilities

**Broad channel to expand reach**

Driving unit volume with value leadership and **broad distribution channel**, especially in emerging economies


---

**2002 – 2011 Oscilloscope Market Growth Rates**

![Growth Rates Chart](chart.png)

- **Agilent**: 13.5% CAGR
- **Market**: 5.5% CAGR

**Oscilloscope Market Share**

![Market Share Chart](chart2.png)

- 2002: Agilent (<15%)
- 2012: Agilent (>30%)

“**The features of this product place it higher by an order of magnitude when compared with Agilent’s competition in the same price range**”

---

*Major distributor*
Modular Delivering New Growth
Innovation from the measurement experts

Modular is a fast-growing segment of the EMG portfolio
Launched over 75 PXI and AXIe products in multiple categories since 2010
Partnering with industry leaders to accelerate offerings
$500M opportunity

Lab-quality measurements in RF and microwave modular products
Transferred high performance bench-top measurement IP to modular platforms

Leveraging extensive software applications
Correlation with upstream simulation and bench-top results

Combination of bench-top and modular to deliver best solution

“[Agilent's] total solution significantly improves our time-to-market capabilities, while giving us the incredible platform flexibility and expandability required in today's competitive market.”

-- ST Ericsson
Delivering Growth in RF/Microwave Handhelds
Rapidly-growing market opportunity

“Carry Precision With You”
Industry’s highest performing handhelds
14 new models in FY12
Leveraging captive IC fab technology, Agilent’s #1 position in RF sources and analyzers

Capturing share in high-growth mobility market
Growing installation & maintenance market: harsh environments
Versatile tool for:
• RF engineers
• Education
• Materials measurement

“Every one of my engineers needs a FieldFox in their tool kit “
– Major A/D prime contractor

“FieldFox’s test results are almost identical to my bench top analyzer”
- Major wireless customer
How We Will Win

• Become #1 in oscilloscopes

• Deliver new growth with modular and handhelds

• Leverage measurement science across choice of platforms

• Deliver to Agilent operating model through the cycle

• Industry-leading sales and support with complementary direct and indirect channels

EMG is a powerful franchise with growth opportunities
Agilent Technologies

Gooi Soon Chai
President, Agilent Order Fulfillment
Agilent Order Fulfillment Excellence

Gross Margin Improvement
- Procurement Leveraging
- Value Engineering
- Supply Chain Streamlining

Operational Excellence

Best Customer Experience
- Uncompromising Product Quality
- Emerging Markets Order Fulfillment

Technology & Engineering Excellence

Supply Chain Technology
- Technology Building Blocks
- Quick Ramp to Volume for New Products

Customer Satisfaction
Operational Excellence

Value Engineering
- Reengineer products to improve cost
- Redesign and reduce components usage
- Materials engineering

Procurement Leveraging
- Capitalize on economies of scale
- Sourcing in Asia

Supply Chain Streamlining
- Consolidate manufacturing sites
- Optimize logistic network

$56 million cost savings in FY12
Operational Excellence
Supply Chain Streamlining

Manufacturing Sites
- Completed consolidation: 5 sites
- Consolidation In Progress: 7 sites
- Established key manufacturing hubs

Logistics Network
- Increase operational efficiency
- Optimize distribution and network
- Fast turnaround time

Key Manufacturing Hubs
- Colorado Springs
- Little Falls
- Santa Rosa
- Penang
- Shanghai
- Singapore
- Waldbronn
Technology & Engineering Excellence

Supply Chain Technology

- **Leverage across a broad range of products**
- **Materials Engineering**
- **Value Engineering for Cost Reduction**
- **Design for Supply Chain**
  - 52 new products in FY12

**Specialized Technology Materials**
- ASICS/MMICs
- Precision Optics
- Precision Mechanicals

**Technology Building Blocks Development**

**Common Materials Platform Standardization**
- Power Supplies
- Displays
- Sheet Metals
Agilent Order Fulfillment Excellence Roadmap

Value Engineering (40%)
Supply Chain Streamlining (25%)
Procurement Leveraging (35%)

2012
$56 million cost savings

2013
$50 million incremental cost savings

2014
$75 million incremental cost savings

2015

CAG & LSG Gross Margin
51% in FY12

1 point Gross Margin Improvement annually
Agilent Technologies

Bill Sullivan
Closing Comments
## Focus Resources on Megatrends and Profitable Segments

<table>
<thead>
<tr>
<th>Agilent Focus</th>
<th>% of Agilent Revenue*</th>
<th>Market Size** $5B</th>
<th>Long Term Market Growth**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diagnostics &amp; Clinical</td>
<td>4%</td>
<td>$7B</td>
<td>8-10%</td>
</tr>
<tr>
<td>Pharma &amp; Biotech</td>
<td>14%</td>
<td>$11B</td>
<td>4-6%</td>
</tr>
<tr>
<td>Academic &amp; Government Research</td>
<td>7%</td>
<td>$10B</td>
<td>3-5%</td>
</tr>
<tr>
<td>Chemical &amp; Energy</td>
<td>13%</td>
<td>$4B</td>
<td>4-6%</td>
</tr>
<tr>
<td>Environmental &amp; Forensics</td>
<td>9%</td>
<td>$5B</td>
<td>2-4%</td>
</tr>
<tr>
<td>Food</td>
<td>6%</td>
<td>$4B</td>
<td>5-7%</td>
</tr>
<tr>
<td>Communications</td>
<td>17%</td>
<td>$4B</td>
<td>4-6%</td>
</tr>
<tr>
<td>Aerospace &amp; Defense</td>
<td>10%</td>
<td>$3B</td>
<td>Flat</td>
</tr>
<tr>
<td>Industrial, Computers, Semiconductor</td>
<td>20%</td>
<td>$6B</td>
<td>3-5%</td>
</tr>
</tbody>
</table>

* Percentage of Agilent revenue based on last 4 quarters, Q2'12-Q1'13

** Market size and growth per Company estimates
Reconciliations
## Year-over-Year Revenue by Segment

<table>
<thead>
<tr>
<th>Revenue by Segment</th>
<th>GAAP</th>
<th>Currency Adjustments (a)</th>
<th>Currency-Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIFE SCIENCES</td>
<td>Q1'13</td>
<td>Q1'12</td>
<td>Year-over-Year % Change</td>
</tr>
<tr>
<td></td>
<td>$ 401</td>
<td>$ 395</td>
<td>2%</td>
</tr>
<tr>
<td>CHEMICAL ANALYSIS</td>
<td>$ 394</td>
<td>$ 396</td>
<td>-1%</td>
</tr>
<tr>
<td>ELECTRONIC MEASUREMENT</td>
<td>$ 722</td>
<td>$ 778</td>
<td>-7%</td>
</tr>
<tr>
<td>DIAGNOSTICS AND GENOMICS</td>
<td>$ 163</td>
<td>$ 66</td>
<td>145%</td>
</tr>
<tr>
<td>AGILENT</td>
<td>$ 1,680</td>
<td>$ 1,635</td>
<td>3%</td>
</tr>
</tbody>
</table>

## Organic Revenue

<table>
<thead>
<tr>
<th>Organic Revenue by Segment</th>
<th>ORGANIC REVENUE</th>
<th>Currency Adjustments (a)</th>
<th>Currency-Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1'13</td>
<td>Q1'12</td>
<td>Year-over-Year % Change</td>
</tr>
<tr>
<td>LIFE SCIENCES</td>
<td>$ 401</td>
<td>$ 395</td>
<td>2%</td>
</tr>
<tr>
<td>CHEMICAL ANALYSIS</td>
<td>$ 394</td>
<td>$ 396</td>
<td>-1%</td>
</tr>
<tr>
<td>ELECTRONIC MEASUREMENT</td>
<td>$ 717</td>
<td>$ 778</td>
<td>-8%</td>
</tr>
<tr>
<td>DIAGNOSTICS AND GENOMICS</td>
<td>$ 69</td>
<td>$ 66</td>
<td>4%</td>
</tr>
<tr>
<td>AGILENT</td>
<td>$ 1,581</td>
<td>$ 1,635</td>
<td>-3%</td>
</tr>
</tbody>
</table>

(a) We compare the year-over-year change in revenue excluding the effect of foreign currency rate fluctuations to assess the performance of our underlying business. To determine the impact of currency fluctuations, current period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the actual exchange rate in effect during the respective prior periods.

Organic revenue is defined as revenue excluding the impact of acquisitions and divestitures that have closed within the past year.

The preliminary reconciliation of GAAP revenue adjusted for the impact of currency is estimated based on our current information.
### AGILENT TECHNOLOGIES, INC.

**RECONCILIATIONS OF NON-GAAP REVENUE AND ORGANIC REVENUE**

**BY SEGMENT EXCLUDING THE IMPACT OF CURRENCY ADJUSTMENTS**

(In Millions)

(Unaudited)

Preliminary

<table>
<thead>
<tr>
<th>Non-GAAP Revenue by Segment</th>
<th>Non-GAAP</th>
<th>Currency Adjustments (a)</th>
<th>Currency-Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY 2012</td>
<td>FY 2011</td>
<td>% Change</td>
</tr>
<tr>
<td>LIFE SCIENCES</td>
<td>$1,582</td>
<td>$1,515</td>
<td>4%</td>
</tr>
<tr>
<td>CHEMICAL ANALYSIS</td>
<td>$1,559</td>
<td>$1,518</td>
<td>3%</td>
</tr>
<tr>
<td>ELECTRONIC MEASUREMENT</td>
<td>$3,315</td>
<td>$3,316</td>
<td>0%</td>
</tr>
<tr>
<td>DIAGNOSTICS AND GENOMICS</td>
<td>$402</td>
<td>$277</td>
<td>45%</td>
</tr>
<tr>
<td>AGILENT</td>
<td>$6,858</td>
<td>$6,626</td>
<td>4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organic Revenue by Segment</th>
<th>Organic</th>
<th>Currency Adjustments (a)</th>
<th>Currency-Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY 2012</td>
<td>FY 2011</td>
<td>% Change</td>
</tr>
<tr>
<td>LIFE SCIENCES</td>
<td>$1,578</td>
<td>$1,515</td>
<td>4%</td>
</tr>
<tr>
<td>CHEMICAL ANALYSIS</td>
<td>$1,551</td>
<td>$1,518</td>
<td>2%</td>
</tr>
<tr>
<td>ELECTRONIC MEASUREMENT</td>
<td>$3,309</td>
<td>$3,316</td>
<td>0%</td>
</tr>
<tr>
<td>DIAGNOSTICS AND GENOMICS</td>
<td>$272</td>
<td>$277</td>
<td>-2%</td>
</tr>
<tr>
<td>AGILENT</td>
<td>$6,710</td>
<td>$6,626</td>
<td>1%</td>
</tr>
</tbody>
</table>

(a)We compare the year-over-year change in revenue excluding the effect of foreign currency rate fluctuations to assess the performance of our underlying business. To determine the impact of currency fluctuations, current period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the actual exchange rate in effect during the respective prior periods.

Non-GAAP revenue is defined as revenue excluding the fair value adjustment of the deferred revenue balances related to the Varian acquisition. Organic Non-GAAP revenue is defined as Non-GAAP revenue excluding the impact of acquisitions and divestitures that have closed within the past year.

The preliminary reconciliation of Non-GAAP and Organic revenue adjusted for the impact of currency is estimated based on our current information.
### Year-over-Year

<table>
<thead>
<tr>
<th>Non-GAAP Revenue by Segment</th>
<th>NON-GAAP</th>
<th>Currency-Adjusted (a)</th>
<th>Currency-Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY 2011</td>
<td>FY 2010</td>
<td>% Change</td>
</tr>
<tr>
<td>LIFE SCIENCES</td>
<td>$1,515</td>
<td>$1,226</td>
<td>24%</td>
</tr>
<tr>
<td>CHEMICAL ANALYSIS</td>
<td>$1,518</td>
<td>$1,200</td>
<td>27%</td>
</tr>
<tr>
<td>ELECTRONIC MEASUREMENT</td>
<td>$3,316</td>
<td>$2,784</td>
<td>19%</td>
</tr>
<tr>
<td>DIAGNOSTICS AND GENOMICS</td>
<td>$277</td>
<td>$253</td>
<td>9%</td>
</tr>
<tr>
<td>AGILENT</td>
<td>$6,626</td>
<td>$5,463</td>
<td>21%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Organic Revenue by Segment</th>
<th>ORGANIC</th>
<th>Currency-Adjusted (a)</th>
<th>Currency-Adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>FY 2011</td>
<td>FY 2010</td>
<td>% Change</td>
</tr>
<tr>
<td>LIFE SCIENCES</td>
<td>$1,378</td>
<td>$1,220</td>
<td>13%</td>
</tr>
<tr>
<td>CHEMICAL ANALYSIS</td>
<td>$1,294</td>
<td>$1,200</td>
<td>8%</td>
</tr>
<tr>
<td>ELECTRONIC MEASUREMENT</td>
<td>$3,316</td>
<td>$2,706</td>
<td>23%</td>
</tr>
<tr>
<td>DIAGNOSTICS AND GENOMICS</td>
<td>$277</td>
<td>$253</td>
<td>9%</td>
</tr>
<tr>
<td>AGILENT</td>
<td>$6,265</td>
<td>$5,379</td>
<td>16%</td>
</tr>
</tbody>
</table>

(We compare the year-over-year change in revenue excluding the effect of foreign currency rate fluctuations to assess the performance of our underlying business. To determine the impact of currency fluctuations, current period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the actual exchange rate in effect during the respective prior periods.

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The preliminary reconciliation of Non-GAAP and Organic revenue adjusted for the impact of currency is estimated based on our current information.)
AGILENT TECHNOLOGIES, INC.
LIFE SCIENCES SEGMENT
(Unaudited)
PRELIMINARY

(In millions, except margins and ROIC data)

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Total</td>
</tr>
<tr>
<td>Orders</td>
<td>$ 394</td>
<td>$ 410</td>
<td>$ 373</td>
<td>$ 417</td>
<td>$ 1,594</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 395</td>
<td>$ 395</td>
<td>$ 391</td>
<td>$ 401</td>
<td>$ 1,582</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>50.9%</td>
<td>48.9%</td>
<td>50.5%</td>
<td>52.8%</td>
<td>50.8%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 58</td>
<td>$ 44</td>
<td>$ 57</td>
<td>$ 71</td>
<td>$ 230</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>14.6%</td>
<td>11.2%</td>
<td>14.5%</td>
<td>17.7%</td>
<td>14.5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2011</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Total</td>
</tr>
<tr>
<td>Orders</td>
<td>$ 376</td>
<td>$ 406</td>
<td>$ 382</td>
<td>$ 433</td>
<td>$ 1,597</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 338</td>
<td>$ 392</td>
<td>$ 383</td>
<td>$ 402</td>
<td>$ 1,515</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>52.1%</td>
<td>50.4%</td>
<td>49.8%</td>
<td>49.5%</td>
<td>50.4%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 42</td>
<td>$ 52</td>
<td>$ 51</td>
<td>$ 57</td>
<td>$ 202</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>12.3%</td>
<td>13.4%</td>
<td>13.3%</td>
<td>14.2%</td>
<td>13.3%</td>
</tr>
</tbody>
</table>

Income from operations reflect the results of our reportable segments under Agilent’s management reporting system which are not necessarily in conformity with GAAP financial measures. Income from operations of our reporting segments exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges, acquisition and integration costs.

In general, recorded orders represent firm purchase commitments from our customers with established terms and conditions for products and services that will be delivered within six months.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary segment information is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
CHEMICAL ANALYSIS SEGMENT
(Unaudited)
PRELIMINARY

(In millions, except margins and ROIC data)  

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Total</td>
</tr>
<tr>
<td>Orders</td>
<td>$ 403</td>
<td>$ 408</td>
<td>$ 372</td>
<td>$ 421</td>
<td>$ 1,604</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 396</td>
<td>$ 388</td>
<td>$ 381</td>
<td>$ 394</td>
<td>$ 1,559</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>51.7%</td>
<td>50.8%</td>
<td>50.1%</td>
<td>52.9%</td>
<td>51.4%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 88</td>
<td>$ 73</td>
<td>$ 80</td>
<td>$ 97</td>
<td>$ 338</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>22.2%</td>
<td>18.9%</td>
<td>20.9%</td>
<td>24.6%</td>
<td>21.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2011</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
<td>Q3</td>
<td>Q4</td>
<td>Total</td>
</tr>
<tr>
<td>Orders</td>
<td>$ 388</td>
<td>$ 380</td>
<td>$ 400</td>
<td>$ 421</td>
<td>$ 1,589</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 349</td>
<td>$ 381</td>
<td>$ 383</td>
<td>$ 405</td>
<td>$ 1,518</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>51.1%</td>
<td>50.3%</td>
<td>50.7%</td>
<td>52.4%</td>
<td>51.1%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 65</td>
<td>$ 72</td>
<td>$ 79</td>
<td>$ 97</td>
<td>$ 313</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>18.7%</td>
<td>18.9%</td>
<td>20.6%</td>
<td>24.0%</td>
<td>20.6%</td>
</tr>
</tbody>
</table>

Income from operations reflect the results of our reportable segments under Agilent’s management reporting system which are not necessarily in conformity with GAAP financial measures. Income from operations of our reporting segments exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges, acquisition and integration costs.

In general, recorded orders represent firm purchase commitments from our customers with established terms and conditions for products and services that will be delivered within six months.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary segment information is estimated based on our current information.
## AGILENT TECHNOLOGIES, INC.
**ELECTRONIC MEASUREMENT SEGMENT**
(Unaudited)
**PRELIMINARY**

(In millions, except margins and ROIC data)

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>$ 757</td>
<td>$ 957</td>
<td>$ 811</td>
<td>$ 755</td>
<td>$ 3,280</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 778</td>
<td>$ 876</td>
<td>$ 845</td>
<td>$ 816</td>
<td>$ 3,315</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>57.8%</td>
<td>57.0%</td>
<td>55.9%</td>
<td>57.1%</td>
<td>56.9%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 160</td>
<td>$ 205</td>
<td>$ 197</td>
<td>$ 189</td>
<td>$ 751</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>20.6%</td>
<td>23.4%</td>
<td>23.3%</td>
<td>23.2%</td>
<td>22.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2011</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>$ 797</td>
<td>$ 844</td>
<td>$ 842</td>
<td>$ 822</td>
<td>$ 3,305</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 771</td>
<td>$ 834</td>
<td>$ 856</td>
<td>$ 855</td>
<td>$ 3,316</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>58.1%</td>
<td>59.5%</td>
<td>57.7%</td>
<td>58.4%</td>
<td>58.4%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 156</td>
<td>$ 191</td>
<td>$ 204</td>
<td>$ 209</td>
<td>$ 760</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>20.3%</td>
<td>22.9%</td>
<td>23.8%</td>
<td>24.4%</td>
<td>22.9%</td>
</tr>
</tbody>
</table>

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The preliminary segment information is estimated based on our current information.
## AGILENT TECHNOLOGIES, INC.
### DIAGNOSTICS AND GENOMICS SEGMENT
#### (Unaudited)
#### PRELIMINARY

(In millions, except margins and ROIC data)

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th>FY 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Q1</td>
<td>Q2</td>
</tr>
<tr>
<td>Orders</td>
<td>$ 69</td>
<td>$ 66</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$ 66</td>
<td>$ 74</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>62.6%</td>
<td>65.3%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 8</td>
<td>$ 15</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>11.9%</td>
<td>20.1%</td>
</tr>
</tbody>
</table>

Income from operations reflect the results of our reportable segments under Agilent's management reporting system which are not necessarily in conformity with GAAP financial measures. Income from operations of our reporting segments exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges, acquisition and integration costs.

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The preliminary segment information is estimated based on our current information.
## Reconciliation of ROIC

### (In millions)

<table>
<thead>
<tr>
<th>Description</th>
<th>FY 12</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Numerator:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-GAAP income from operations</td>
<td>$1,384</td>
<td></td>
</tr>
<tr>
<td>Less:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Taxes and Other (income)/expense</td>
<td>$208</td>
<td>(a)</td>
</tr>
<tr>
<td>Agilent return</td>
<td>$1,176</td>
<td>(a)</td>
</tr>
<tr>
<td><strong>Denominator:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment assets (b)</td>
<td>$7,056</td>
<td></td>
</tr>
<tr>
<td>Less:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net current liabilities (c)</td>
<td>$1,208</td>
<td></td>
</tr>
<tr>
<td>Invested capital</td>
<td>$5,848</td>
<td></td>
</tr>
<tr>
<td>Average invested capital</td>
<td>$5,848</td>
<td></td>
</tr>
<tr>
<td>ROIC</td>
<td>20%</td>
<td></td>
</tr>
</tbody>
</table>

Annual ROIC calculation: (annualized current quarter segment return)/(average of the five most recent quarter-end balances of Segment Invested Capital)

(a) Agilent return is equal to non-GAAP net income of $1,100 million plus net interest expense after tax of $76 million for FY12. Please see "Non-GAAP Net Income and Diluted EPS Reconciliations" for a reconciliation of non-GAAP net income to GAAP net income.

(b) Segment assets consist of inventory, accounts receivable, property plant and equipment, gross goodwill and other intangibles, deferred taxes and allocated corporate assets.

(c) Includes accounts payable, employee compensation and benefits, deferred revenue, certain other accrued liabilities and allocated corporate liabilities.

Return on Invested Capital (ROIC) is a non-GAAP measure that management believes provides useful supplemental information for management and the investor. ROIC is a tool by which we track how much value we are creating for our shareholders. Management uses ROIC as a performance measure for our businesses, and our senior managers' compensation is linked to ROIC improvements as well as other performance criteria. We believe that ROIC provides our management with a means to analyze and improve their business, measuring segment profitability in relation to net asset investments. We acknowledge that ROIC may not be calculated the same way by every company. We compensate for this limitation by monitoring and providing to the reader a full GAAP income statement and balance sheet.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary reconciliation of ROIC is estimated based on our current information.
### AGILENT TECHNOLOGIES, INC. RECONCILIATION OF ROIC (In millions) (Unaudited)

#### PRELIMINARY

<table>
<thead>
<tr>
<th>Numerator:</th>
<th>LSG Q1'13</th>
<th>CAG Q1'13</th>
<th>EMG Q1'13</th>
<th>DGG Q1'13</th>
<th>AGILENT Q1'13</th>
<th>LSG Q1'12</th>
<th>CAG Q1'12</th>
<th>EMG Q1'12</th>
<th>DGG Q1'12</th>
<th>Agilent Q1'12</th>
<th>LSG Q4'12</th>
<th>CAG Q4'12</th>
<th>EMG Q4'12</th>
<th>DGG Q4'12</th>
<th>AGILENT Q4'12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP income from operations</td>
<td>$61</td>
<td>$81</td>
<td>$125</td>
<td>$21</td>
<td>$288</td>
<td>$58</td>
<td>$88</td>
<td>$160</td>
<td>$8</td>
<td>$314</td>
<td>$71</td>
<td>$97</td>
<td>$189</td>
<td>$26</td>
<td>$383</td>
</tr>
<tr>
<td>Taxes and Other (income)/expense</td>
<td>9</td>
<td>13</td>
<td>20</td>
<td>4</td>
<td>46</td>
<td>10</td>
<td>15</td>
<td>27</td>
<td>1</td>
<td>52</td>
<td>11</td>
<td>15</td>
<td>28</td>
<td>5</td>
<td>59</td>
</tr>
<tr>
<td>Segment return</td>
<td>52</td>
<td>68</td>
<td>105</td>
<td>17</td>
<td>242</td>
<td>(a) 48</td>
<td>73</td>
<td>133</td>
<td>7</td>
<td>262</td>
<td>(a) 60</td>
<td>82</td>
<td>161</td>
<td>21</td>
<td>324</td>
</tr>
<tr>
<td>Segment return annualized</td>
<td>$208</td>
<td>$272</td>
<td>$420</td>
<td>$68</td>
<td>$968</td>
<td>$192</td>
<td>$293</td>
<td>$532</td>
<td>$28</td>
<td>$1,048</td>
<td>$240</td>
<td>$328</td>
<td>$644</td>
<td>$84</td>
<td>$1,296</td>
</tr>
<tr>
<td>Denominator:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Segment assets (b)</td>
<td>$1,392</td>
<td>$1,721</td>
<td>$1,962</td>
<td>$2,841</td>
<td>$7,915</td>
<td>$1,439</td>
<td>$1,726</td>
<td>$2,029</td>
<td>$381</td>
<td>$5,576</td>
<td>$1,477</td>
<td>$1,768</td>
<td>$2,157</td>
<td>$2,595</td>
<td>$7,999</td>
</tr>
<tr>
<td>Net current liabilities (c)</td>
<td>303</td>
<td>238</td>
<td>550</td>
<td>83</td>
<td>1,175</td>
<td>284</td>
<td>236</td>
<td>546</td>
<td>40</td>
<td>1,108</td>
<td>312</td>
<td>246</td>
<td>584</td>
<td>91</td>
<td>1,234</td>
</tr>
<tr>
<td>Invested capital</td>
<td>$1,089</td>
<td>$1,483</td>
<td>$1,412</td>
<td>$2,748</td>
<td>$6,740</td>
<td>$1,155</td>
<td>$1,490</td>
<td>$1,461</td>
<td>$341</td>
<td>$4,468</td>
<td>$1,165</td>
<td>$1,522</td>
<td>$1,573</td>
<td>$2,504</td>
<td>$6,765</td>
</tr>
<tr>
<td>Average invested capital</td>
<td>$1,127</td>
<td>$1,502</td>
<td>$1,493</td>
<td>$2,626</td>
<td>$6,752</td>
<td>$1,157</td>
<td>$1,500</td>
<td>$1,511</td>
<td>$327</td>
<td>$4,496</td>
<td>$1,164</td>
<td>$1,513</td>
<td>$1,579</td>
<td>$2,536</td>
<td>$6,790</td>
</tr>
<tr>
<td>ROIC</td>
<td>16%</td>
<td>16%</td>
<td>28%</td>
<td>3%</td>
<td>14%</td>
<td>17%</td>
<td>20%</td>
<td>35%</td>
<td>9%</td>
<td>23%</td>
<td>21%</td>
<td>22%</td>
<td>41%</td>
<td>3%</td>
<td>19%</td>
</tr>
</tbody>
</table>

ROIC calculation (annualized current quarter segment return)/average of the two most recent quarter-end balances of Segment Invested Capital.

(a) Agilent return is equal to non-GAAP net income of $222 million plus net interest expense after tax of $20 million for Q1'13, and $244 million plus net interest expense after tax of $18 million for Q1'12 and $303 million plus net interest expense after tax of $21 million for Q4'12. Please see "Non-GAAP Net Income and Diluted EPS Reconciliations" for a reconciliation of non-GAAP net income to GAAP net income.

(b) Segment assets consist of inventory, accounts receivable, property plant and equipment, gross goodwill and other intangibles, deferred taxes and allocated corporate assets.

(c) Includes accounts payable, employee compensation and benefits, deferred revenue, certain other accrued liabilities and allocated corporate liabilities.

Return on Invested Capital (ROIC) is a non-GAAP measure that management believes provides useful supplemental information for management and the investor. ROIC is a tool by which we track how much value we are creating for our shareholders. Management uses ROIC as a performance measure for our businesses, and our senior managers' compensation is linked to ROIC improvements as well as other performance criteria. We believe that ROIC provides our management with a means to analyze and improve their business, measuring segment profitability in relation to net asset investments. We acknowledge that ROIC may not be calculated the same way by every company. When we complete a major acquisition, we may adjust invested capital for the relevant segment in the quarter when the acquisition occurred. We compensate for this limitation by monitoring and providing to the reader a full GAAP income statement and balance sheet.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary reconciliation of ROIC is estimated based on our current information.
### AGILENT TECHNOLOGIES, INC

**RECONCILIATION FROM GAAP TO NON-GAAP**

**THREE MONTHS ENDED JANUARY 31, 2013**

(Unaudited)

**PRELIMINARY**

(In millions, except per share amounts)

<table>
<thead>
<tr>
<th>GAAP</th>
<th>Asset Impairments and write-downs</th>
<th>Intangible Amortization</th>
<th>Transformational Initiatives</th>
<th>Acquisition &amp; Integration Costs</th>
<th>Other</th>
<th>Adjustment for Taxes</th>
<th>Non-GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>Change Year Over Year</td>
<td>5%</td>
<td>$1,710</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>Net revenue</td>
<td>Change Year Over Year</td>
<td>3%</td>
<td>$1,680</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
</tbody>
</table>

**Costs and expenses:**

<table>
<thead>
<tr>
<th>GAAP</th>
<th>Cost of products and services</th>
<th>Gross Margin</th>
<th>52.4%</th>
<th>800</th>
<th>-</th>
<th>(33)</th>
<th>(1)</th>
<th>(6)</th>
<th>(3)</th>
<th>-</th>
<th>757</th>
<th>54.9% Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Research and development</td>
<td>As a % of Revenue</td>
<td>10.7%</td>
<td>179</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(1)</td>
<td>(1)</td>
<td>-</td>
<td>177</td>
<td>10.6% As a % of Revenue</td>
</tr>
<tr>
<td></td>
<td>Selling, general and administrative</td>
<td>As a % of Revenue</td>
<td>28.8%</td>
<td>484</td>
<td>(1)</td>
<td>(19)</td>
<td>(2)</td>
<td>(3)</td>
<td>(1)</td>
<td>-</td>
<td>458</td>
<td>27.2% As a % of Revenue</td>
</tr>
<tr>
<td></td>
<td>Total costs and expenses</td>
<td></td>
<td></td>
<td>1,463</td>
<td>(1)</td>
<td>(52)</td>
<td>(3)</td>
<td>(10)</td>
<td>(5)</td>
<td>-</td>
<td>1,392</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>GAAP</th>
<th>Income from operations</th>
<th>Operating Margin</th>
<th>12.9%</th>
<th>217</th>
<th>1</th>
<th>52</th>
<th>3</th>
<th>10</th>
<th>5</th>
<th>-</th>
<th>288</th>
<th>17.2% Operating Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Other income (expense), net</td>
<td></td>
<td>(22)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(1)</td>
<td>-</td>
<td>(23)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| GAAP | Income before taxes | | 195 | 1 | 52 | 3 | 10 | 4 | - | 265 | |

| GAAP | Provision (benefit) for income taxes | Tax rate | 8% | 16 | - | - | - | - | 27 | 43 | 16% Tax rate |

| GAAP | Net income | Net Margin | 10.7% | 179 | $1 | 52 | $3 | 10 | 4 | (27) | $222 | 13.2% Net Margin |

**Net income (loss) per share - Basic and Diluted:**

- **Basic**:
  - $0.52 $ - $0.15 $0.01 $0.03 $0.01 $(0.08) $0.64
- **Diluted**:
  - $0.51 $ - $0.15 $0.01 $0.03 $0.01 $(0.08) $0.63

**Weighted average shares used in computing net income (loss) per share:**

- **Basic**: 347 347 347 347 347 347 347 347 347
- **Diluted**: 352 352 352 352 352 352 352 352 352

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.
AGILENT TECHNOLOGIES, INC
RECONCILIATION FROM GAAP TO NON-GAAP
YEAR ENDED October 31, 2012
(Uнаudited)
PRELIMINARY

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.
## Reconciliation from GAAP to Non-GAAP

**Revenue Change Year Over Year**

<table>
<thead>
<tr>
<th>Orders</th>
<th>18%</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>$6,769</td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>$6,769</td>
</tr>
</tbody>
</table>

**Net Revenue Change Year Over Year**

<table>
<thead>
<tr>
<th>Net revenue</th>
<th>22%</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>$6,615</td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>$6,615</td>
</tr>
</tbody>
</table>

**Cost and Expenses**

<table>
<thead>
<tr>
<th>Cost of products and services</th>
<th>Gross Margin 53.3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>As a % of Revenue</td>
<td>GAAP</td>
</tr>
<tr>
<td>GAAP</td>
<td>Research and development 9.8%</td>
</tr>
<tr>
<td>As a % of Revenue</td>
<td>Agilent Related Costs-Asset Intangible Transformation Integration Fair Value Adjustments Agilent Foundation Donation Other Adjustments for Taxes Non-GAAP</td>
</tr>
<tr>
<td>GAAP</td>
<td>3,086</td>
</tr>
<tr>
<td>GAAP</td>
<td>649</td>
</tr>
<tr>
<td>GAAP</td>
<td>1,809</td>
</tr>
<tr>
<td>GAAP</td>
<td>5,544</td>
</tr>
<tr>
<td>GAAP</td>
<td>1,071</td>
</tr>
<tr>
<td>GAAP</td>
<td>1,032</td>
</tr>
<tr>
<td>GAAP</td>
<td>20</td>
</tr>
<tr>
<td>GAAP</td>
<td>1,012</td>
</tr>
</tbody>
</table>

**Income from Operations**

<table>
<thead>
<tr>
<th>Income from operations</th>
<th>Operating Margin 16.2%</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>1,071</td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>1,071</td>
</tr>
</tbody>
</table>

**Net Income**

<table>
<thead>
<tr>
<th>Net income</th>
<th>Net Margin 15.3%</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>$1,012</td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>$1,012</td>
</tr>
</tbody>
</table>

**Net Income per Share - Basic and Diluted**

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2.92</td>
<td>$2.85</td>
</tr>
<tr>
<td></td>
<td>$0.01</td>
<td>$0.01</td>
</tr>
<tr>
<td></td>
<td>$0.02</td>
<td>$0.02</td>
</tr>
<tr>
<td></td>
<td>$0.32</td>
<td>$0.32</td>
</tr>
<tr>
<td></td>
<td>$0.15</td>
<td>$0.14</td>
</tr>
<tr>
<td></td>
<td>$0.16</td>
<td>$0.16</td>
</tr>
<tr>
<td></td>
<td>$0.03</td>
<td>$0.03</td>
</tr>
<tr>
<td></td>
<td>$0.01</td>
<td>$0.01</td>
</tr>
<tr>
<td></td>
<td>$(0.05)</td>
<td>$(0.04)</td>
</tr>
<tr>
<td></td>
<td>$(0.56)</td>
<td>$(0.55)</td>
</tr>
<tr>
<td></td>
<td>$3.01</td>
<td>$2.95</td>
</tr>
</tbody>
</table>

**Weighted average shares used in computing net income (loss) per share**

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>347</td>
<td>355</td>
</tr>
</tbody>
</table>

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.
## AGILENT TECHNOLOGIES, INC
### RECONCILIATION FROM GAAP TO NON-GAAP
### TWELVE MONTHS ENDED October 31, 2010
### (Unaudited)

### (In millions, except per share amounts)

<table>
<thead>
<tr>
<th>GAAP</th>
<th>Non-GAAP Adjustments</th>
<th>Non-GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders Change Year Over Year 28%</td>
<td>$ 7.74</td>
<td>$ -</td>
</tr>
<tr>
<td>Net revenue Change Year Over Year 21%</td>
<td>$ 5.49</td>
<td>$ -</td>
</tr>
<tr>
<td>Costs and expenses:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales and marketing</td>
<td>Gross Margin 53.6%</td>
<td>$ 2.51</td>
</tr>
<tr>
<td>Research and development</td>
<td>As a % of Revenue 11.2%</td>
<td>$ 0.3</td>
</tr>
<tr>
<td>Selling, general and administrative</td>
<td>As a % of Revenue 32.2%</td>
<td>$ 1.7</td>
</tr>
<tr>
<td>Total costs and expenses</td>
<td>Tax rate (incl. Valuation Allowance) 0.18</td>
<td>$ 4.7</td>
</tr>
<tr>
<td>Income from operations Operating Margin 10.4%</td>
<td>$ 0.8</td>
<td>$ -</td>
</tr>
<tr>
<td>Other income (expense), net</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income before taxes</td>
<td>Tax rate (incl. Valuation Allowance) 0.18</td>
<td>$ 0.5</td>
</tr>
<tr>
<td>Provision for taxes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>Net Margin 11.0%</td>
<td>$ 0.5</td>
</tr>
<tr>
<td>Net income per share - Basic and Diluted:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Basic</td>
<td>$ 1.06</td>
<td>$ 0.19</td>
</tr>
<tr>
<td>Diluted</td>
<td>$ 1.17</td>
<td>$ 0.19</td>
</tr>
</tbody>
</table>

| Weighted average shares used in computing net income per share: | | | | | | | | | | | |
| Basic | 347 | 347 | 347 | 347 | 347 | 347 | 347 | 347 | 347 | 347 | 347 | 347 | 347 |
| Diluted | 353 | 353 | 353 | 353 | 353 | 353 | 353 | 353 | 353 | 353 | 353 | 353 | 353 |

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.
## AGILENT TECHNOLOGIES, INC

**RECONCILIATION FROM GAAP TO NON-GAAP**

**TWELVE MONTHS ENDED OCTOBER 31, 2009**

(Unaudited)

### Non-GAAP Adjustments

<table>
<thead>
<tr>
<th>GAAP</th>
<th>Restructuring and Other Related Costs</th>
<th>Asset Impairments</th>
<th>Business Diagnoses</th>
<th>Compensation Expense Related to Workforce Reduction</th>
<th>Intangible Amortization</th>
<th>Pension Curtailment</th>
<th>Patent Litigation</th>
<th>Litigation Settlement</th>
<th>Other</th>
<th>Adjustment for Taxes</th>
<th>Non-GAAP</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orders</td>
<td>Change Year Over Year: -22%</td>
<td>$ 4,481</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 4,481</td>
</tr>
<tr>
<td>Net revenue</td>
<td>Change Year Over Year: -22%</td>
<td>$ 4,481</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$ 4,481</td>
</tr>
</tbody>
</table>

**Costs and expenses:**

- **Gross Margin**: 51.1%
- **Research and development**: As a % of Revenue 14.3%
- **Selling, general and administrative**: As a % of Revenue 35.6%

**Total costs and expenses**

- **Income from operations**: Operating Margin 1.0%
- **Other income (expense), net**: 0.8%

**Income before taxes**

- **Provision for taxes**: Tax rate (incl. Valuation Allowance) 54.32%

**Net income (loss)**

- **Net Margin**: 6.2%

### Orders

<table>
<thead>
<tr>
<th>Orders</th>
<th>-22%</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP</td>
<td>4,481</td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>4,481</td>
</tr>
</tbody>
</table>

### Net income (loss) per share – Basic and Diluted:

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Basic</td>
<td>$(0.06)</td>
<td>$(0.06)</td>
</tr>
<tr>
<td>GAAP Diluted</td>
<td>$(0.05)</td>
<td>$(0.05)</td>
</tr>
</tbody>
</table>

**Weighted average shares used in computing net income (loss) per share**

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Basic</td>
<td>346</td>
<td>346</td>
</tr>
<tr>
<td>GAAP Diluted</td>
<td>346</td>
<td>346</td>
</tr>
</tbody>
</table>

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
RECONCILIATION OF ORGANIC REVENUE EXCLUDING THE IMPACT OF CURRENCY ADJUSTMENTS
(In Millions)
(UNAUDITED)
PRELIMINARY

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Percent Inc/(Dec)</th>
<th>Fiscal Year</th>
<th>Percent Inc/(Dec)</th>
<th>Fiscal Year</th>
<th>Percent Inc/(Dec)</th>
<th>Fiscal Year</th>
<th>Percent Inc/(Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Revenue</td>
<td>$ 6,858</td>
<td>$ 6,615</td>
<td>$ 6,615</td>
<td>$ 5,444</td>
<td>$ 4,481</td>
<td>$ 4,481</td>
<td>$ 5,774</td>
</tr>
<tr>
<td>Varian acquisition fair value adjustments</td>
<td>-</td>
<td>11</td>
<td>11</td>
<td>19</td>
<td>19</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Non-GAAP Revenue</td>
<td>$ 6,858</td>
<td>$ 6,626</td>
<td>4%</td>
<td>$ 6,626</td>
<td>$ 5,463</td>
<td>21%</td>
<td>$ 5,463</td>
</tr>
<tr>
<td>Less revenue from acquisition and divestitures included in segment results</td>
<td>(148)</td>
<td>-</td>
<td>(361)</td>
<td>(84)</td>
<td>(427)</td>
<td>(240)</td>
<td>-</td>
</tr>
<tr>
<td>Organic Non-GAAP Revenue</td>
<td>$ 6,710</td>
<td>$ 6,626</td>
<td>1%</td>
<td>$ 6,265</td>
<td>$ 5,379</td>
<td>16%</td>
<td>$ 5,036</td>
</tr>
<tr>
<td>Currency adjustment</td>
<td>(67)</td>
<td>-</td>
<td>(141)</td>
<td>-</td>
<td>(72)</td>
<td>-</td>
<td>123</td>
</tr>
<tr>
<td>Currency adjusted (Core)</td>
<td>$ 6,777</td>
<td>$ 6,626</td>
<td>2%</td>
<td>$ 6,124</td>
<td>$ 5,379</td>
<td>14%</td>
<td>$ 4,964</td>
</tr>
</tbody>
</table>

(a) We compare the year-over-year change in revenue excluding the effect of foreign currency rate fluctuations to assess the performance of our underlying business. To determine the impact of currency fluctuations, current period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the actual exchange rate in effect during the respective prior periods.

Non-GAAP revenue is defined as revenue excluding the fair value adjustment of the deferred revenue balances related to the Varian acquisition. Organic Non-GAAP revenue is defined as Non-GAAP revenue excluding the impact of acquisitions and divestitures that have closed within the past year.

Management believes that these measures provide useful information to investors by reflecting an additional way of viewing aspects of Agilent's operations that, when reconciled to the corresponding GAAP measures, help our investors to better identify underlying growth trends in our business and facilitate easier comparisons of our revenue performance with prior and future periods and to our peers. We excluded the effects of acquisitions and divestitures because the nature, size and number of these can vary dramatically from period to period and between us and our peers, which we believe may obscure underlying business trends and make comparisons of long-term performance difficult.

The preliminary reconciliation of GAAP to Organic Non-GAAP revenue is based on our current information.
AGILENT TECHNOLOGIES, INC.
RECONCILIATION OF INCREMENTAL REVENUE DOLLAR TO BOTTOM LINE
(IN MILLIONS)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th>FY 2011</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AGILENT GAAP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 6,858</td>
<td>$ 6,615</td>
<td>$ 243</td>
<td></td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$ 1,384</td>
<td>$ 1,310</td>
<td>$ 74</td>
<td>30%</td>
</tr>
<tr>
<td><strong>AGILENT Non-GAAP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 6,858</td>
<td>$ 6,626</td>
<td>$ 232</td>
<td></td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$ 1,384</td>
<td>$ 1,310</td>
<td>$ 74</td>
<td>32%</td>
</tr>
<tr>
<td><strong>AGILENT ORGANIC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 6,710</td>
<td>$ 6,626</td>
<td>$ 84</td>
<td></td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$ 1,371</td>
<td>$ 1,310</td>
<td>$ 61</td>
<td>73%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2011</th>
<th>FY 2010</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AGILENT GAAP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 6,615</td>
<td>$ 5,444</td>
<td>$ 1,171</td>
<td></td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$ 1,310</td>
<td>$ 938</td>
<td>$ 372</td>
<td>32%</td>
</tr>
<tr>
<td><strong>AGILENT Non-GAAP</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 6,626</td>
<td>$ 5,463</td>
<td>$ 1,163</td>
<td></td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$ 1,310</td>
<td>$ 938</td>
<td>$ 372</td>
<td>32%</td>
</tr>
<tr>
<td><strong>AGILENT ORGANIC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 6,265</td>
<td>$ 5,379</td>
<td>$ 886</td>
<td></td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$ 1,334</td>
<td>$ 934</td>
<td>$ 400</td>
<td>45%</td>
</tr>
</tbody>
</table>

Non-GAAP revenue is defined as revenue excluding the fair value adjustment of the deferred revenue balances related to the Varian acquisition. Organic Non-GAAP revenue is defined as Non-GAAP revenue excluding the impact of acquisitions and divestitures that have closed within the past year.

The preliminary reconciliation of incremental change is estimated based on our current information.