Agilent Technologies

PFAS Investor Event
Wilmington, Delaware

April 15, 2025

Safe harbor

This presentation contains forward forward-looking statements (including, without limitation, statements on Agilent's (the "company") goals, the company's PFAS business, strategy, priorities, revenue, revenue growth, growth opportunities, productivity, customer focus, evolving product mix, customer service and innovation plans, financial condition and considerations, impact of acquisitions, the markets the company sells into, operations and manufacturing site plans; the size and growth of the company's markets; and the company's products, services and solutions) that in involve risks and uncertainties that could cause Agilent's results 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 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 impact of recent and dynamic government rule making and policy changes on our markets and our ability to conduct business 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 Jan. 31, 2025.

The company assumes no obligation to update the information in this presentation. This presentation and the Q&A that follows may include non-GAAP measures. Non-GAAP measures exclude charges primarily related to restructuring and other related costs, asset impairments, amortization of intangibles, transformational initiatives, acquisition and integration costs, and net (gain) loss on equity securities. 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.

Introduction

Agenda for today

PFAS Presentation

PFAS Workflow Demo

Lunch and Q&A

Presenters



Mike Zhang
President, Applied Markets Group (AMG)



Tarun Anumol
Director, Global Applied Markets



Amir Liba
AVP, CMS East and Canada

PFAS testing through the eyes of our customers



Agilent is the leader in Applied Markets

50+ years of market leadership in environmental, food, chemical & advanced materials

Environmental & Forensics	Food	Chemical & Advanced Materials
$7B TAM [1]	$6B TAM [1]	$8B TAM [1]
No. 1	**No. 2**	**No. 1**

35,000+
Environmental and Food labs use Agilent products

Leader in sustainability

TIME Most Sustainable Companies 2024

BARRON'S 100 Most Sustainable Companies 2024

AMERICA'S MOST RESPONSIBLE COMPANIES Newsweek 2025

No. 1
Market position in environmental testing based on vendor share [2]

(1) 2024 Total Available Market. Market size and long-term growth rates per company estimates.
(2) SDi Environmental Testing Labs Report

Agilent leads innovation at every wave of emerging contaminants

1970s



Volatile Organic Compounds (VOCs)

1st HP/Agilent GC & GC/MS used for VOCs enabling Environmental Protection Agency (EPA) testing

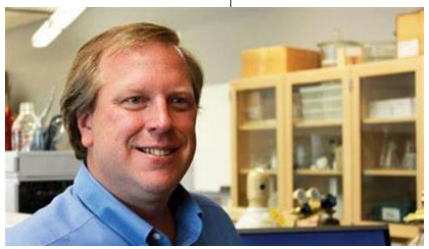
1980s



Semi-Volatile Organic Compounds (SVOCs)

Next-gen HP/Agilent GC & GC/MS used in advanced monitoring of sVOCs

2000s

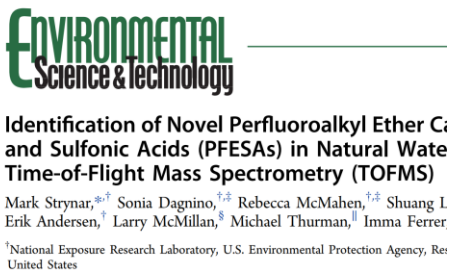


Shane Snyder, Southern Nevada Water Authority

Persistent Environmental Pollutants (POPs)

Agilent GC/TQ & LC/TQ used by thought leaders to identify endocrine disruptors for the first time

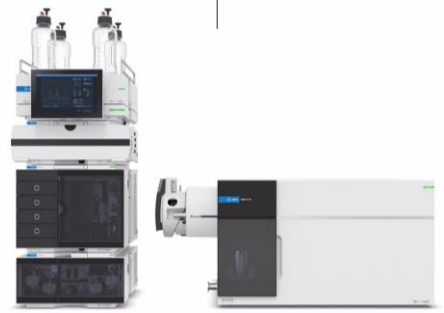
2010s



Perfluoroalkyl and Polyfluoroalkyl Substances (PFAS)

Agilent LC/Q-TOF powered a seminal study with EPA to identify novel PFAS compounds

2020s and beyond



PFAS and Emerging Contaminants

Agilent's innovative workflow solutions poised to capture expanding PFAS monitoring and control opportunities

PFAS is ubiquitous and a high-growth opportunity for Agilent

Current testing and regulations cover < 2% of estimated 15,000(1) PFAS compounds



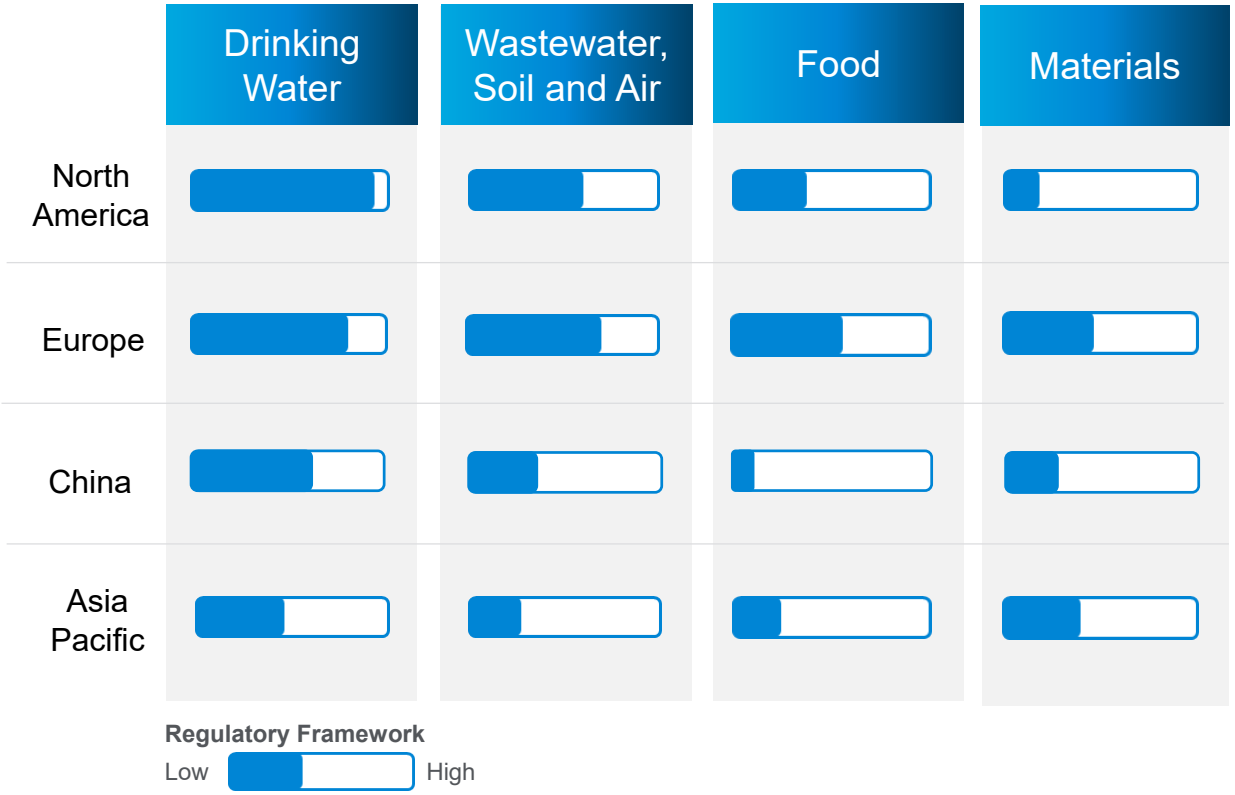
Current opportunity
Measure "known" or regulated PFAS

$400M+ market
Growing 15-20% per year (2)

Future opportunity
Measure "unknown" and "emerging" PFAS

~$1B market
PFAS SAM by 2030 (2)

350+ regulations(3) driving PFAS testing across many sample matrices



(1) Based on the EPA Distributed Structure-Searchable Toxicity (DSSTox) Database.
(2) 2024 Served Available Market. Market size and long-term growth rates per company estimates, and "PFAS Testing Market: Growth, Size, Share, and Trends" report by MarketsandMarkets.
(3) Global regulations since 2022.

Agilent excels in meeting customer needs for PFAS testing

	1	2	3
	Guide customers to navigate PFAS testing landscape	**Support customers to overcome testing challenges**	**Trusted partner to customers to achieve best outcomes**
What customers need	*"Tell me **everything I need to know** about PFAS testing."*	*"We need **full workflow solutions** for PFAS testing."*	*"We need to maximize **uptime & throughput** and **adapt to changes**."*
How Agilent delivers	**In-house expertise and consultation** Expert knowledge on regional regulations and standards with strong application support	**Complete, end-to-end workflow solutions** Best-in class instrument, sample prep, automation and data analysis software driving above-market growth	**Leading services, support and scale of portfolio** Industry-leading services with future-ready portfolio for emerging PFAS testing opportunities

Successful collaborations with global PFAS testing customers

Large testing lab in the U.S.

Agilent enabled a network of 50 labs standardize PFAS testing with our **proprietary consumables** – driving consistent results and data quality



Agilent Bond Elut PFAS WAX SPE Cartridges with first-to-market certificate of assurance

Regulatory agency in Europe

Strategic partnership and **application development support** resulted in new method & continued collaboration for new PFAS testing modalities



Large testing lab in China

Agilent outperformed competitors with **ultrahigh sensitivity, reliability, robustness, and maximum uptime**



5X improved sensitivity with Agilent JetStream
90% maintenance time reduction with Agilent VacShield

We continue to innovate for growing PFAS customer needs

Recent innovations across instruments, consumables, software and services

1 Infinity III LC

Superior performance with maximum flexibility for PFAS applications

2 6495D LC/TQ

Ultimate sensitivity & robustness with onboard intelligence and PFAS workflow automation

3 7010D GC/TQ

Patented ultratrace-level sensitivity & sustained precision with JetClean





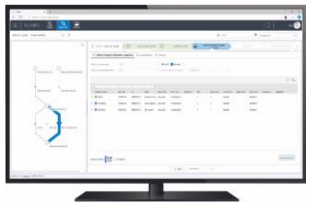




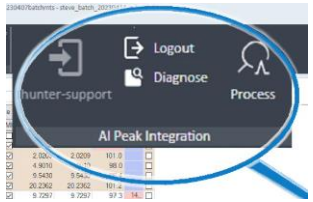
Captiva EMR
PFAS Food Cartridges



PFAS Testing
Start-Up Kits



SLIMS Lab Management
Solution for PFAS



AI Peak Integration
Software



PFAS Method
Implementation Services

We win the PFAS testing market with integrated workflow solutions

Industry-leading
customer services and support

Proprietary
PFAS-free consumables

Best-in-class
mass spectrometry portfolio

AI-powered
software and informatics

Talented global team
with deep expertise



Trusted
Services, Application Support & Training



PFAS-Free or Method-Specific
Sample Prep & Separation Consumables

#1
End-to-End PFAS Workflow Solution



Versatile
Online or Offline Sample Prep & Direct Injection



Market-Leading
LC, GC & MS Instruments



AI-Assisted
Data Analysis

Key takeaways for today

$400M+ market
growing 15-20% per year

~$1B market
PFAS SAM by 2030

PFAS testing represents an attractive and high-growth market for Agilent

+

Innovation leader

Agilent's workflow solutions exceed the most demanding PFAS testing needs

+

Services leader

Agilent's 4,000+ service engineers and 900+ application scientists support our customers

+

2X market growth(1)

Agilent is outgrowing the market and poised to win emerging opportunities (incl. PFAS in air)

=

Outgrowing the market — adding 30-50 bps to Agilent's growth annually

(1) 40%+ growth in the 12 months ending Jan 31, 2025



Agilent

Trusted Answers

Glossary of terms

GC	Gas Chromatography
GCMS	Gas Chromatography Mass Spectrometry
GC/TQ	Gas Chromatography Triple Quadrupole Mass Spectrometry
LC	Liquid Chromatography
LCMS	Liquid Chromatography Mass Spectrometry
LC/Q-TOF	Liquid Chromatography Quadrupole Time of Flight Mass Spectrometry
LC/TQ	Liquid Chromatography Triple Quadrupole Mass Spectrometry