AGILENT TECHNOLOGIES

Q4 FISCAL YEAR 2011 RESULTS

NOVEMBER 15, 2011
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 July 31, 2011.

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”.

Q4’11 Financial Highlights

- **Orders**: $1.75B, +4% y/y (+2% currency-adjusted)
- **Revenues**: $1.73B, +9% y/y (+7% currency-adjusted)
- **Operating Margin**: Record 21.6% of revenue, +250 basis points y/y
- **Operating Cash Flow**: $510M, +$137M y/y

*Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided*
Q4’11 Revenue Distribution

Q4’11 Revenue = $1.73B

Q4’11 Revenue by Segment

- EMG 49%
- LSG 27%
- CAG 24%

Q4’11 Revenue by Region

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

Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.
**Q4’11 Revenue Distribution by Geography**

- **Q4’11 Y/Y currency-adjusted revenue growth:**
  - Americas +6%
  - Europe -1%
  - Japan +9%
  - Asia Pacific ex-Japan +13%

**Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.**
Q4’11 Revenue Distribution by End Market

- Aerospace & Defense: 10%
- Pharma & Biotech: 14%
- Academia & Government: 8%
- Chemical & Energy: 13%
- Forensics/Environmental: 10%
- Food: 6%
- Industrial, Comps & Semi: 21%
- Communications Markets: 18%

Provided on a best estimate basis
Q4’11 EMG HIGHLIGHTS

- **Orders:** $822M, flat y/y (-1% currency-adjusted)
- **Revenues:** $855M, +12% y/y (+10% currency-adjusted)
- **Operating Margin:** Record 24% of revenue

Presented on a non-GAAP basis
Q4’11 LSG HIGHLIGHTS

- **Orders**: $509M, +9% y/y (+7% currency-adjusted)
- **Revenues**: $471M, +9% y/y (+6% currency-adjusted)
- **Operating Margin**: 14% of revenue

**Q4’11 LSG Revenue by Region**

- Americas 37%
- Europe 32%
- Asia Pacific 31%

**LSG Net Revenue**

- Q4’10: 431 millions
- Q1’11: 404 millions
- Q2’11: 464 millions
- Q3’11: 453 millions
- Q4’11: 471 millions

**LSG Income from Operations**

- Q4’10: 62 millions
- Q1’11: 48 millions
- Q2’11: 61 millions
- Q3’11: 60 millions
- Q4’11: 68 millions

Presented on a non-GAAP basis
Q4’11 CAG HIGHLIGHTS

- **Orders**: $421M, +5% y/y (+2% currency-adjusted)
- **Revenues**: $405M, +4% y/y (+1% currency-adjusted)
- **Operating Margin**: 24% of revenue

**CAG Net Revenue**

**Q4'11 CAG Revenue by Region**

- Asia Pacific: 39%
- Americas: 31%
- Europe: 30%

**CAG Income from Operations**

- Q4’10: 86
- Q1’11: 65
- Q2’11: 72
- Q3’11: 79
- Q4’11: 97

Presented on a non-GAAP basis
## Q1’12 and FY 2012 Guidance

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<thead>
<tr>
<th></th>
<th>Q1’12</th>
<th>FY12</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>$1.65B - $1.67B</td>
<td>$6.85B - $7.15B</td>
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<tr>
<td>Organic Revenue</td>
<td>9%</td>
<td>6%</td>
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<tr>
<td>Growth (mid-point)</td>
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<tr>
<td>EPS</td>
<td>$0.67 - $0.69</td>
<td>$3.00 - $3.35</td>
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<tr>
<td>EPS Growth (mid-point)</td>
<td>13%</td>
<td>8%</td>
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