Agilent Technologies

Q4 Fiscal Year 2012 Results

November 19, 2012
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, 2012.

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”.
**Q4’12 Financial Highlights**

- **Orders**: $1.75B, flat y/y (-3% core*)
- **Revenues**: $1.77B, +2% y/y (-1% core)
- **Operating Margin**: 21.7% of revenue, +10 basis points y/y
- **Operating Cash Flow**: $485M, -$25M y/y

*Core revenue growth excludes the impact from M&A and FX. **Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.
Q4’12 Revenue Distribution

Q4’12 Revenue = $1.77B

Q4'12 Revenue by Segment
- EMG: 46%
- LSG: 23%
- CAG: 22%
- DGG: 9%

Q4'12 Revenue by Region
- Americas: 38%
- Asia Pacific: 37%
- Europe: 25%
Q4’12 Revenue Distribution by Geography

- Q4’12 Y/Y revenue growth:
  - Americas +6% (+2% core*)
  - Europe +4% (-2% core*)
  - Japan -2% (-6% core*)
  - Asia Pacific ex-Japan -3% (-3% core*)

*Core revenue growth excludes the impact from M&A and FX.
Q4’12 Revenue Distribution by End Market

Q4’12 Revenue: $1.77B

- Aerospace & Defense: 10%
- Pharma & Biotech: 14%
- Academia & Government: 7%
- Diagnostics & Clinical: 6%
- Chemical & Energy: 13%
- Forensics/Environmental: 9%
- Food: 5%
- Industrial, Comps & Semi: 20%
- Communications Markets: 16%

Provided on a best estimate basis
Q4’12 EMG HIGHLIGHTS

- **Orders**: $755M, -8% y/y (-7% core*)
- **Revenues**: $816M, -5% y/y (-4% core*)
- **Operating Margin**: 23.2% of revenue, -120 basis points y/y

*Core revenue growth excludes the impact from M&A and FX.*
**Q4’12 LSG Highlights**

- **Orders:** $417M, -4% y/y (-1% core*)
- **Revenues:** $401M, flat y/y (+3% core*)
- **Operating Margin:** 17.7% of revenue, +350 basis points y/y

*Core revenue growth excludes the impact from M&A and FX.
Q4’12 CAG HIGHLIGHTS

- **Orders**: $421M, flat y/y (+2% core*)
- **Revenues**: $394M, -3% y/y (flat core*)
- **Operating Margin**: 24.6% of revenue, +60 basis points y/y

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**Q4’12 CAG Revenue by Region**

- Asia Pacific: 40%
- Americas: 31%
- Europe: 29%

**CAG Net Revenue**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Millions</th>
</tr>
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<tbody>
<tr>
<td>Q4’11</td>
<td>405</td>
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<tr>
<td>Q1’12</td>
<td>396</td>
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<tr>
<td>Q2’12</td>
<td>388</td>
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<tr>
<td>Q3’12</td>
<td>381</td>
</tr>
<tr>
<td>Q4’12</td>
<td>394</td>
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</tbody>
</table>

**CAG Income from Operations**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Millions</th>
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<tbody>
<tr>
<td>Q4’11</td>
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</tr>
<tr>
<td>Q1’12</td>
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<tr>
<td>Q3’12</td>
<td>80</td>
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<tr>
<td>Q4’12</td>
<td>97</td>
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</tbody>
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*Core revenue growth excludes the impact from M&A and FX.
Q4’12 DGG Highlights

- **Orders**: $158M, +108% y/y (-3% core*)
- **Revenues**: $156M, +125% y/y (+4% core*)
- **Operating Margin**: 16.7% of revenue, +120 basis points y/y

*DCore revenue growth excludes the impact from M&A and FX.*
## Q1’13 and FY 2013 Guidance

<table>
<thead>
<tr>
<th></th>
<th>Q1’13</th>
<th>FY13</th>
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</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1.68B - $1.70B</td>
<td>$7.00B - $7.20B</td>
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<tr>
<td>Core Revenue Growth (mid-point)</td>
<td>-2%</td>
<td>flat</td>
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<tr>
<td>EPS</td>
<td>$0.65 - $0.67</td>
<td>$2.80 - $3.10</td>
</tr>
<tr>
<td>EPS Growth (mid-point)</td>
<td>-4%</td>
<td>-5%</td>
</tr>
</tbody>
</table>

Presented on a non-GAAP basis; guidance as of November 19th, 2012