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- Diagnostics and Genomics Group (DGG) Segment Results
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- Revenue by Region

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- Q4'17 - Three Months Ended October 31, 2017
AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended October 31,</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017</td>
<td>2016</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$1,189</td>
<td>$1,111</td>
</tr>
<tr>
<td>Costs and expenses:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of products and services</td>
<td>542</td>
<td>523</td>
</tr>
<tr>
<td>Research and development</td>
<td>89</td>
<td>84</td>
</tr>
<tr>
<td>Selling, general and administrative</td>
<td>325</td>
<td>321</td>
</tr>
<tr>
<td>Total costs and expenses</td>
<td>956</td>
<td>928</td>
</tr>
<tr>
<td>Income from operations</td>
<td>233</td>
<td>183</td>
</tr>
<tr>
<td>Interest income</td>
<td>7</td>
<td>3</td>
</tr>
<tr>
<td>Interest expense</td>
<td>(20)</td>
<td>(19)</td>
</tr>
<tr>
<td>Other income (expense), net</td>
<td>6</td>
<td>(16)</td>
</tr>
<tr>
<td>Income before taxes</td>
<td>226</td>
<td>151</td>
</tr>
<tr>
<td>Provision for income taxes</td>
<td>49</td>
<td>25</td>
</tr>
<tr>
<td>Net income</td>
<td>$177</td>
<td>$126</td>
</tr>
<tr>
<td>Net income per share:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Basic</td>
<td>$0.55</td>
<td>$0.39</td>
</tr>
<tr>
<td>Diluted</td>
<td>$0.54</td>
<td>$0.38</td>
</tr>
<tr>
<td>Weighted average shares used in computing net income per share:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Basic</td>
<td>322</td>
<td>324</td>
</tr>
<tr>
<td>Diluted</td>
<td>326</td>
<td>328</td>
</tr>
<tr>
<td>Cash dividends declared per common share</td>
<td>$0.132</td>
<td>$0.115</td>
</tr>
</tbody>
</table>

The preliminary income statement is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th>Years Ended</th>
<th></th>
<th>Percent</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>October 31,</td>
<td>Inc/(Dec)</td>
</tr>
<tr>
<td></td>
<td>2017</td>
<td>2016</td>
</tr>
<tr>
<td>Net revenue</td>
<td>$4,472</td>
<td>$4,202</td>
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<tr>
<td>Costs and expenses:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of products and services</td>
<td>2,063</td>
<td>2,005</td>
</tr>
<tr>
<td>Research and development</td>
<td>339</td>
<td>329</td>
</tr>
<tr>
<td>Selling, general and administrative</td>
<td>1,229</td>
<td>1,253</td>
</tr>
<tr>
<td>Total costs and expenses</td>
<td>3,631</td>
<td>3,587</td>
</tr>
<tr>
<td>Income from operations</td>
<td>841</td>
<td>615</td>
</tr>
<tr>
<td>Interest income</td>
<td>22</td>
<td>11</td>
</tr>
<tr>
<td>Interest expense</td>
<td>(79)</td>
<td>(72)</td>
</tr>
<tr>
<td>Other income (expense), net</td>
<td>19</td>
<td>(10)</td>
</tr>
<tr>
<td>Income before taxes</td>
<td>803</td>
<td>544</td>
</tr>
<tr>
<td>Provision for income taxes</td>
<td>119</td>
<td>82</td>
</tr>
<tr>
<td>Net income</td>
<td>$684</td>
<td>$462</td>
</tr>
</tbody>
</table>

Net income per share:
<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2.12</td>
<td>$1.42</td>
</tr>
<tr>
<td></td>
<td>$2.10</td>
<td>$1.40</td>
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</tbody>
</table>

Weighted average shares used in computing net income per share:
<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Diluted</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>322</td>
<td>326</td>
</tr>
<tr>
<td></td>
<td>326</td>
<td>329</td>
</tr>
</tbody>
</table>

Cash dividends declared per common share
$0.528 $0.460

The preliminary income statement is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
(In millions)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended October 31,</th>
<th>Years Ended October 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$ 177</td>
<td>$ 126</td>
</tr>
<tr>
<td>Other comprehensive income (loss), net of tax:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealized gain (loss) on derivative instruments</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Amounts reclassified into earnings related to derivative instruments</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Foreign currency translation</td>
<td></td>
<td></td>
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<tr>
<td>Net defined benefit pension cost and post retirement plan costs:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in actuarial net loss</td>
<td>89</td>
<td>(115)</td>
</tr>
<tr>
<td>Change in net prior service benefit</td>
<td>(2)</td>
<td>(2)</td>
</tr>
<tr>
<td>Other comprehensive income (loss)</td>
<td>71</td>
<td>(158)</td>
</tr>
<tr>
<td>Total comprehensive income (loss)</td>
<td>$ 248</td>
<td>$ (32)</td>
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</tbody>
</table>

The preliminary statement of comprehensive income is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED BALANCE SHEET
(In millions, except par value and share amounts)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>October 31, 2017</th>
<th>October 31, 2016 (a)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,678</td>
<td>$2,289</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>724</td>
<td>631</td>
</tr>
<tr>
<td>Inventory</td>
<td>575</td>
<td>533</td>
</tr>
<tr>
<td>Other current assets</td>
<td>192</td>
<td>182</td>
</tr>
<tr>
<td>Total current assets</td>
<td>4,169</td>
<td>3,635</td>
</tr>
<tr>
<td>Property, plant and equipment, net</td>
<td>757</td>
<td>639</td>
</tr>
<tr>
<td>Goodwill</td>
<td>2,607</td>
<td>2,517</td>
</tr>
<tr>
<td>Other intangible assets, net</td>
<td>361</td>
<td>416</td>
</tr>
<tr>
<td>Long-term investments</td>
<td>138</td>
<td>135</td>
</tr>
<tr>
<td>Other assets</td>
<td>394</td>
<td>452</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$8,426</strong></td>
<td><strong>$7,794</strong></td>
</tr>
<tr>
<td><strong>LIABILITIES AND EQUITY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$305</td>
<td>$257</td>
</tr>
<tr>
<td>Employee compensation and benefits</td>
<td>276</td>
<td>235</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>291</td>
<td>269</td>
</tr>
<tr>
<td>Short-term debt</td>
<td>210</td>
<td>—</td>
</tr>
<tr>
<td>Other accrued liabilities</td>
<td>181</td>
<td>184</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>1,263</strong></td>
<td><strong>945</strong></td>
</tr>
<tr>
<td>Long-term debt</td>
<td>1,801</td>
<td>1,904</td>
</tr>
<tr>
<td>Retirement and post-retirement benefits</td>
<td>234</td>
<td>360</td>
</tr>
<tr>
<td>Other long-term liabilities</td>
<td>293</td>
<td>339</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>3,591</strong></td>
<td><strong>3,548</strong></td>
</tr>
<tr>
<td><strong>Total Equity:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stockholders’ equity:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Preferred stock; $0.01 par value; 125 million shares authorized; none issued and outstanding</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Common stock; $0.01 par value, 2 billion shares authorized; 322 million shares at October 31, 2017 and 614 million shares at October 31, 2016, issued</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>Treasury stock at cost; zero shares at October 31, 2017 and 290 million shares at October 31, 2016</td>
<td>—</td>
<td>(10,508)</td>
</tr>
<tr>
<td>Additional paid-in-capital</td>
<td>5,300</td>
<td>9,159</td>
</tr>
<tr>
<td>(Accumulated deficit) retained earnings</td>
<td>(126)</td>
<td>6,089</td>
</tr>
<tr>
<td>Accumulated other comprehensive loss</td>
<td>(346)</td>
<td>(503)</td>
</tr>
<tr>
<td><strong>Total stockholders’ equity</strong></td>
<td><strong>4,831</strong></td>
<td><strong>4,243</strong></td>
</tr>
<tr>
<td>Non-controlling interest</td>
<td>4</td>
<td>3</td>
</tr>
<tr>
<td><strong>Total equity</strong></td>
<td><strong>4,835</strong></td>
<td><strong>4,246</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and equity</strong></td>
<td><strong>$8,426</strong></td>
<td><strong>$7,794</strong></td>
</tr>
</tbody>
</table>

(a) Includes the impact of the adoption of ASU 2015-15 and reclassification of technology and licenses from third parties from other assets to other intangible assets, net.

The preliminary balance sheet is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS
(In millions)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended</th>
<th></th>
<th>Years Ended</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>October 31, 2017</td>
<td>October 31,</td>
<td>October 31, 2017</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2016</td>
<td></td>
</tr>
<tr>
<td><strong>Cash flows from operating activities:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>$ 177</td>
<td>$ 126</td>
<td>$ 684</td>
</tr>
<tr>
<td>Adjustments to reconcile net income to net cash provided by (used in) operating activities:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>52</td>
<td>56</td>
<td>212</td>
</tr>
<tr>
<td>Share-based compensation</td>
<td>12</td>
<td>11</td>
<td>60</td>
</tr>
<tr>
<td>Excess and obsolete inventory related charges</td>
<td>5</td>
<td>4</td>
<td>24</td>
</tr>
<tr>
<td>Impairment of equity method investment and loans</td>
<td>—</td>
<td>25</td>
<td>—</td>
</tr>
<tr>
<td>Other non-cash expenses, net</td>
<td>2</td>
<td>3</td>
<td>7</td>
</tr>
<tr>
<td><strong>Changes in assets and liabilities:</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>(52)</td>
<td>(52)</td>
<td>(81)</td>
</tr>
<tr>
<td>Inventory</td>
<td>15</td>
<td>4</td>
<td>61</td>
</tr>
<tr>
<td><strong>Net cash provided by operating activities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$ 288</td>
<td>$ 234</td>
<td>$ 889</td>
</tr>
<tr>
<td><strong>Cash flows from investing activities:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investments in property, plant and equipment</td>
<td>(58)</td>
<td>(52)</td>
<td>(176)</td>
</tr>
<tr>
<td>Proceeds from sale of investment securities</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Payment to acquire cost method investment</td>
<td>(1)</td>
<td>—</td>
<td>(1)</td>
</tr>
<tr>
<td>Loan to equity method investment</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Change in restricted cash and cash equivalents, net</td>
<td>(1)</td>
<td>—</td>
<td>(1)</td>
</tr>
<tr>
<td>Payment in exchange for convertible note</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Proceeds from Divestitures</td>
<td>1</td>
<td>—</td>
<td>2</td>
</tr>
<tr>
<td>Acquisition of businesses and intangible assets, net of cash acquired</td>
<td>(1)</td>
<td>(26)</td>
<td>(128)</td>
</tr>
<tr>
<td><strong>Net cash used in investing activities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(60)</td>
<td>(78)</td>
<td>(305)</td>
</tr>
<tr>
<td><strong>Cash flows from financing activities:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Issuance of common stock under employee stock plans</td>
<td>8</td>
<td>3</td>
<td>66</td>
</tr>
<tr>
<td>Payment of taxes related to net share settlement of equity awards</td>
<td>(1)</td>
<td>—</td>
<td>(14)</td>
</tr>
<tr>
<td>Payment of dividends</td>
<td>(43)</td>
<td>(38)</td>
<td>(170)</td>
</tr>
<tr>
<td>Proceeds from debts and credit facility</td>
<td>57</td>
<td>—</td>
<td>400</td>
</tr>
<tr>
<td>Repayment of debts and credit facility</td>
<td>(127)</td>
<td>(272)</td>
<td>(290)</td>
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<tr>
<td>Proceeds from issuance of senior notes</td>
<td>—</td>
<td>299</td>
<td>—</td>
</tr>
<tr>
<td>Debt issuance cost</td>
<td>—</td>
<td>2</td>
<td>—</td>
</tr>
<tr>
<td>Treasury stock repurchases</td>
<td>(46)</td>
<td>(46)</td>
<td>194</td>
</tr>
<tr>
<td><strong>Net cash used in financing activities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(106)</td>
<td>(56)</td>
<td>(202)</td>
</tr>
<tr>
<td><strong>Effect of exchange rate movements</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(7)</td>
<td>(10)</td>
<td>7</td>
</tr>
<tr>
<td><strong>Net increase in cash and cash equivalents</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>115</td>
<td>90</td>
<td>389</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents at beginning of period</strong></td>
<td>2,563</td>
<td>2,199</td>
<td>2,289</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents at end of period</strong></td>
<td>$ 2,678</td>
<td>$ 2,289</td>
<td>$ 2,678</td>
</tr>
</tbody>
</table>

(a) Cash payments included in operating activities:

|                                |                    |            |                   |                   |
| **Income tax payments, net**  | $ 7                | $ 13       | $ 63              | $ 67              |
| **Interest payments**         | $ 13               | $ 8        | $ 82              | $ 73              |

The preliminary cash flow is estimated based on our current information.
### AGILENT TECHNOLOGIES, INC.
**LIFE SCIENCES AND APPLIED MARKETS SEGMENT**
*(Unaudited)*
**PRELIMINARY**

(In millions, except margins data)

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<thead>
<tr>
<th></th>
<th>2017</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>Net revenue</td>
<td>$ 540</td>
<td>$ 523</td>
<td>$ 531</td>
<td>$ 575</td>
<td>$ 2,169</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>59.6%</td>
<td>59.9%</td>
<td>59.7%</td>
<td>61.0%</td>
<td>60.1%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 126</td>
<td>$ 110</td>
<td>$ 113</td>
<td>$ 138</td>
<td>$ 487</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>23.4%</td>
<td>21.1%</td>
<td>21.3%</td>
<td>23.9%</td>
<td>22.5%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2016</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>Net revenue</td>
<td>$ 526</td>
<td>$ 495</td>
<td>$ 504</td>
<td>$ 548</td>
<td>$ 2,073</td>
</tr>
<tr>
<td>Gross margin %</td>
<td>58.7%</td>
<td>58.5%</td>
<td>57.8%</td>
<td>59.4%</td>
<td>58.6%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$ 114</td>
<td>$ 94</td>
<td>$ 96</td>
<td>$ 125</td>
<td>$ 429</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>21.7%</td>
<td>19.0%</td>
<td>19.1%</td>
<td>22.8%</td>
<td>20.7%</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 asset impairments, amortization of intangibles, pension curtailment gain, pension settlement gain, transformational initiatives, acquisition and integration costs, business exit and divestiture costs, and impairment of investment and loans.

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.
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 asset impairments, amortization of intangibles, pension curtailment gain, pension settlement gain, transformational initiatives, acquisition and integration costs, business exit and divestiture costs, and impairment of investment and loans.

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

(In millions, except margins data)

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
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<tr>
<td>Net revenue</td>
<td>$363</td>
<td>$378</td>
<td>$386</td>
<td>$404</td>
<td>$1,531</td>
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<tr>
<td>Gross margin %</td>
<td>48.5%</td>
<td>49.7%</td>
<td>49.9%</td>
<td>49.6%</td>
<td>49.5%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$74</td>
<td>$82</td>
<td>$90</td>
<td>$92</td>
<td>$338</td>
</tr>
<tr>
<td>Operating margin %</td>
<td>20.3%</td>
<td>21.6%</td>
<td>23.4%</td>
<td>22.9%</td>
<td>22.1%</td>
</tr>
</tbody>
</table>

<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>Net revenue</td>
<td>$344</td>
<td>$346</td>
<td>$360</td>
<td>$370</td>
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<tr>
<td>Gross margin %</td>
<td>50.1%</td>
<td>49.3%</td>
<td>48.7%</td>
<td>49.4%</td>
<td>49.4%</td>
</tr>
<tr>
<td>Income from operations</td>
<td>$76</td>
<td>$74</td>
<td>$82</td>
<td>$84</td>
<td>$316</td>
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<tr>
<td>Operating margin %</td>
<td>22.1%</td>
<td>21.5%</td>
<td>22.7%</td>
<td>22.7%</td>
<td>22.3%</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 asset impairments, amortization of intangibles, pension curtailment gain, pension settlement gain, transformational initiatives, acquisition and integration costs, business exit and divestiture costs, and impairment of investment and loans.

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The preliminary segment information is estimated based on our current information.
<table>
<thead>
<tr>
<th></th>
<th>Q3'16</th>
<th>Q4'16</th>
<th>Q1'17</th>
<th>Q2'17</th>
<th>Q3'17</th>
<th>Q4'17</th>
<th>Y/Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue</td>
<td>1,044</td>
<td>1,111</td>
<td>1,067</td>
<td>1,102</td>
<td>1,114</td>
<td>1,189</td>
<td>7%</td>
</tr>
<tr>
<td>Gross Profit %</td>
<td>54.3%</td>
<td>55.4%</td>
<td>55.1%</td>
<td>56.0%</td>
<td>55.1%</td>
<td>56.1%</td>
<td>0.7 ppt</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>80</td>
<td>84</td>
<td>82</td>
<td>83</td>
<td>86</td>
<td>88</td>
<td>5%</td>
</tr>
<tr>
<td>% Revenue</td>
<td>7.7%</td>
<td>7.6%</td>
<td>7.6%</td>
<td>7.5%</td>
<td>7.7%</td>
<td>7.4%</td>
<td>-0.2 ppt</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>275</td>
<td>284</td>
<td>283</td>
<td>293</td>
<td>292</td>
<td>305</td>
<td>7%</td>
</tr>
<tr>
<td>% Revenue</td>
<td>26.3%</td>
<td>25.6%</td>
<td>25.5%</td>
<td>24.9%</td>
<td>24.2%</td>
<td>24.6%</td>
<td>0.0 ppt</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>212</td>
<td>247</td>
<td>223</td>
<td>241</td>
<td>236</td>
<td>274</td>
<td>11%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>20.3%</td>
<td>22.2%</td>
<td>20.9%</td>
<td>21.8%</td>
<td>21.2%</td>
<td>23.0%</td>
<td>0.8 ppt</td>
</tr>
<tr>
<td>Pre-Tax Earnings</td>
<td>200</td>
<td>232</td>
<td>212</td>
<td>231</td>
<td>223</td>
<td>268</td>
<td>15%</td>
</tr>
<tr>
<td>Tax Rate</td>
<td>20%</td>
<td>17%</td>
<td>19%</td>
<td>16%</td>
<td>16%</td>
<td>18%</td>
<td>1 ppt</td>
</tr>
<tr>
<td>Income Tax</td>
<td>40</td>
<td>39</td>
<td>40</td>
<td>44</td>
<td>37</td>
<td>48</td>
<td>23%</td>
</tr>
<tr>
<td>Net Income</td>
<td>160</td>
<td>193</td>
<td>172</td>
<td>167</td>
<td>191</td>
<td>218</td>
<td>13%</td>
</tr>
<tr>
<td>Net Margin</td>
<td>15.3%</td>
<td>17.4%</td>
<td>16.1%</td>
<td>16.0%</td>
<td>17.1%</td>
<td>18.3%</td>
<td>0.9 ppt</td>
</tr>
<tr>
<td>Non-GAAP EPS</td>
<td>$ 0.49</td>
<td>$ 0.59</td>
<td>$ 0.53</td>
<td>$ 0.58</td>
<td>$ 0.59</td>
<td>$ 0.67</td>
<td>$ 0.08</td>
</tr>
</tbody>
</table>

We provide the non-GAAP income statements in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to asset impairments, amortization of intangibles, transformational initiatives, acquisition and integration costs, business exit and divestiture costs, pension curtailment gain, pension settlement gain, and impairment of investment and loans.

- **Asset impairments** include assets that have been written-down to their fair value.
- **Transformational initiatives** include expenses associated with targeted cost reduction activities such as manufacturing transfers, site consolidations, legal entity and other business reorganizations, insourcing or outsourcing of activities. Such costs may include move and relocation costs, one-time termination benefits and other one-time reorganization costs. Included in this category are also expenses associated with the post-separation resiling of the IT infrastructure and streamlining of IT system as well as company programs to transform our product lifecycle management (PLM) system and financial systems.
- **Acquisition and Integration costs** include all incremental expenses incurred to effect a business combination. Such acquisition costs may include advisory, legal, tax, accounting, valuation, and other professional or consulting fees. Such integration costs may include expenses directly related to integration of business and facility operations, the transfer of assets and intellectual property, information technology systems and infrastructure and other employee-related costs.
- **Business exit and divestiture costs** include costs associated with the exit of the NMR business and other business divestitures.
- **Pension settlement gain** resulted from the transfer of the discretionary portion of our Japanese pension plan to the government.
- **Impairment of investment and loans** include investments and their related convertible loans that have been written down to their fair value.
- **Other** includes certain legal costs and settlements in addition to other miscellaneous adjustments.

Our management uses non-GAAP measures to evaluate the performance of our core businesses, to estimate future core performance and to compensate employees. Since management finds this measure to be useful, we believe that our investors benefit from seeing our results “through the eyes” of management in addition to seeing our GAAP results. This information facilitates our management’s internal comparisons to our historical operating results as well as to the operating results of our competitors.

Our management recognizes that items such as amortization of intangibles can have a material impact on our cash flows and/or our net income. Our GAAP financial statements including our statement of cash flows portray those effects. Although we believe it is useful for investors to see core performance free of special items, investors should understand that the excluded items are actual expenses that may impact the cash available to us for other uses. To gain a complete picture of all effects on the company’s profit and loss from any and all events, management does (and investors should) rely upon the GAAP income statement. The non-GAAP numbers focus instead upon the core business of the company, which is only a subset, albeit a critical one, of the company’s performance.

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.

For reconciliations of the non-GAAP financial information to the most directly comparable GAAP information, please see the non-GAAP reconciliations for all prior periods provided at the Investor's page of our website.
## AGILENT TECHNOLOGIES, INC.
### REVENUE BY REGION
(in millions)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>Q4'16</th>
<th>Q1'17</th>
<th>Q2'17</th>
<th>Q3'17</th>
<th>Q4'17</th>
<th>Inc/(Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>$ 396</td>
<td>$ 366</td>
<td>$ 375</td>
<td>$ 378</td>
<td>$ 418</td>
<td>5%</td>
</tr>
<tr>
<td>Europe</td>
<td>306</td>
<td>316</td>
<td>298</td>
<td>326</td>
<td>347</td>
<td>14%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>409</td>
<td>385</td>
<td>429</td>
<td>410</td>
<td>424</td>
<td>4%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$ 1,111</td>
<td>$ 1,067</td>
<td>$ 1,102</td>
<td>$ 1,114</td>
<td>$ 1,189</td>
<td>7%</td>
</tr>
</tbody>
</table>

Management believes that this measure provides 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.

The preliminary reconciliation of revenue by region is based on our current information.
# Gross Margin

<table>
<thead>
<tr>
<th></th>
<th>Q4'17</th>
<th>Gross Margin %</th>
<th>Q4'16</th>
<th>Gross Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue:</td>
<td>$1,189</td>
<td></td>
<td>$1,111</td>
<td></td>
</tr>
<tr>
<td>Gross margin:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of products and services</td>
<td>$542</td>
<td>54.4%</td>
<td>$523</td>
<td>52.9%</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td>(19)</td>
<td></td>
<td>(23)</td>
<td></td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>(1)</td>
<td></td>
<td>(1)</td>
<td></td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td></td>
<td></td>
<td>(3)</td>
<td></td>
</tr>
<tr>
<td>Non-GAAP cost of products and services</td>
<td>$522</td>
<td>56.1%</td>
<td>$496</td>
<td>55.4%</td>
</tr>
</tbody>
</table>

# Research & Development Expenses

<table>
<thead>
<tr>
<th></th>
<th>Q4'17</th>
<th>R&amp;D as % of Revenue</th>
<th>Q4'16</th>
<th>R&amp;D as % of Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue:</td>
<td>$1,189</td>
<td></td>
<td>$1,111</td>
<td></td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>$89</td>
<td>7.5%</td>
<td>$84</td>
<td>7.6%</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td></td>
<td></td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td></td>
<td></td>
<td>(1)</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>(1)</td>
<td></td>
<td></td>
<td>(1)</td>
</tr>
<tr>
<td>Non-GAAP research and development expenses</td>
<td>$88</td>
<td>7.4%</td>
<td>$84</td>
<td>7.6%</td>
</tr>
</tbody>
</table>

# Selling, General & Administrative Expenses

<table>
<thead>
<tr>
<th></th>
<th>Q4'17</th>
<th>SG&amp;A as % of Revenue</th>
<th>Q4'16</th>
<th>SG&amp;A as % of Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue:</td>
<td>$1,189</td>
<td></td>
<td>$1,111</td>
<td></td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td>$325</td>
<td>27.3%</td>
<td>$321</td>
<td>28.9%</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td></td>
<td></td>
<td>9</td>
<td></td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>(6)</td>
<td></td>
<td>(6)</td>
<td></td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td></td>
<td></td>
<td>(5)</td>
<td></td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td></td>
<td></td>
<td>(1)</td>
<td></td>
</tr>
<tr>
<td>Impairment of loans</td>
<td></td>
<td></td>
<td>(7)</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td>(2)</td>
<td></td>
</tr>
<tr>
<td>Non-GAAP selling, general &amp; administrative expenses</td>
<td>$305</td>
<td>25.6%</td>
<td>$284</td>
<td>25.6%</td>
</tr>
</tbody>
</table>

We provide non-GAAP net income and non-GAAP net income per share amounts in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to asset impairments, amortization of intangibles, transformational initiatives, acquisition and integration costs, business exit and divestiture costs and impairment of loans.

Our management recognizes that items such as amortization of intangibles can have a material impact on our cash flows and/or our net income. Our GAAP financial statements include our statement of cash flows that portray those effects. Although we believe it is useful for investors to see core performance free of special items, investors should understand that the excluded items are actual expenses that may impact the cash available to us for other uses. To gain a complete picture of all effects on the company’s profit and loss from any and all events, management does (and investors should) rely upon the GAAP income statement. The non-GAAP numbers focus instead upon the core business of the company, which is only a subset, albeit a critical one, of the company’s performance.

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The preliminary reconciliation of income from operations and operating margins is estimated based on our current information.

Page 11
<table>
<thead>
<tr>
<th>Gross Margin</th>
<th>FY17</th>
<th>Gross Margin %</th>
<th>FY16</th>
<th>Gross Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4,472</td>
<td>52.3%</td>
<td>$4,202</td>
<td>52.3%</td>
</tr>
<tr>
<td>Gross margin:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of products and services</td>
<td>$2,063</td>
<td>53.9%</td>
<td>$2,005</td>
<td>52.3%</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td>(81)</td>
<td>4.1%</td>
<td>(98)</td>
<td>4.7%</td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>(2)</td>
<td>1.0%</td>
<td>(1)</td>
<td>0.5%</td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td>(5)</td>
<td>0.2%</td>
<td>(1)</td>
<td>0.1%</td>
</tr>
<tr>
<td>Pension settlement gain</td>
<td>11</td>
<td>0.5%</td>
<td>—</td>
<td>0.0%</td>
</tr>
<tr>
<td>Pension curtailment gain</td>
<td>—</td>
<td>—</td>
<td>5</td>
<td>0.2%</td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td>—</td>
<td>—</td>
<td>(10)</td>
<td>—</td>
</tr>
<tr>
<td>Other</td>
<td>—</td>
<td>—</td>
<td>(1)</td>
<td>—</td>
</tr>
<tr>
<td>Non-GAAP cost of products and services</td>
<td>$1,986</td>
<td>55.6%</td>
<td>$1,899</td>
<td>54.8%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>RESEARCH &amp; DEVELOPMENT EXPENSES</th>
<th>FY17</th>
<th>R&amp;D as % of Revenue</th>
<th>FY16</th>
<th>R&amp;D as % of Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4,472</td>
<td>7.8%</td>
<td>$4,202</td>
<td>7.8%</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>$339</td>
<td>7.6%</td>
<td>$329</td>
<td>7.8%</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asset impairments</td>
<td>—</td>
<td>—</td>
<td>(4)</td>
<td>—</td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>(1)</td>
<td>0.3%</td>
<td>(2)</td>
<td>0.1%</td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td>(1)</td>
<td>0.0%</td>
<td>(2)</td>
<td>0.1%</td>
</tr>
<tr>
<td>Pension settlement gain</td>
<td>3</td>
<td>0.1%</td>
<td>—</td>
<td>0.0%</td>
</tr>
<tr>
<td>Pension curtailment gain</td>
<td>—</td>
<td>—</td>
<td>3</td>
<td>0.1%</td>
</tr>
<tr>
<td>Other</td>
<td>(1)</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Non-GAAP research and development expenses</td>
<td>$339</td>
<td>7.6%</td>
<td>$324</td>
<td>7.7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SELLING, GENERAL &amp; ADMINISTRATIVE EXPENSES</th>
<th>FY17</th>
<th>SG&amp;A as % of Revenue</th>
<th>FY16</th>
<th>SG&amp;A as % of Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4,472</td>
<td>29.8%</td>
<td>$4,202</td>
<td>29.8%</td>
</tr>
<tr>
<td>Selling, general and administrative expenses</td>
<td>$1,229</td>
<td>27.5%</td>
<td>$1,253</td>
<td>29.8%</td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td>(36)</td>
<td>(2.6)%</td>
<td>(54)</td>
<td>(2.5)%</td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>(9)</td>
<td>(0.6)%</td>
<td>(35)</td>
<td>(0.8)%</td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td>(24)</td>
<td>(1.1)%</td>
<td>(38)</td>
<td>(1.8)%</td>
</tr>
<tr>
<td>Pension settlement gain</td>
<td>18</td>
<td>0.4%</td>
<td>1</td>
<td>0.0%</td>
</tr>
<tr>
<td>Pension curtailment gain</td>
<td>—</td>
<td>—</td>
<td>7</td>
<td>0.1%</td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td>—</td>
<td>—</td>
<td>(1)</td>
<td>—</td>
</tr>
<tr>
<td>Impairment of loans</td>
<td>—</td>
<td>—</td>
<td>(7)</td>
<td>—</td>
</tr>
<tr>
<td>Other</td>
<td>(5)</td>
<td>—</td>
<td>(6)</td>
<td>—</td>
</tr>
<tr>
<td>Non-GAAP selling, general and administrative expenses</td>
<td>$1,173</td>
<td>26.2%</td>
<td>$1,120</td>
<td>26.7%</td>
</tr>
</tbody>
</table>

We provide non-GAAP net income and non-GAAP net income per share amounts in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to asset impairments, amortization of intangibles, transformational initiatives, acquisition and integration costs, business exit and divestiture costs, pension settlement gain, pension curtailment gain and impairment of loans.

Our management recognizes that items such as amortization of intangibles can have a material impact on our cash flows and/or our net income. Our GAAP financial statements including our statement of cash flows portray these effects. Although we believe it is useful for investors to see core performance free of special items, investors should understand that the excluded items are actual expenses that may impact the cash available to us for other uses. To gain a complete picture of all effects on the company’s profit and loss from any and all events, management does (and investors should) rely upon the GAAP income statement. The non-GAAP numbers focus instead upon the core business of the company, which is only a subset, albeit a critical one, of the company’s performance.

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The preliminary reconciliation of income from operations and operating margins is estimated based on our current information.
## AGILENT TECHNOLOGIES, INC.
### RECONCILIATION OF ADJUSTED NON-GAAP INCOME FROM OPERATIONS AND OPERATING MARGINS
(In millions, except margin data)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>Q4’17</th>
<th>Operating Margin %</th>
<th>Q4’16</th>
<th>Operating Margin %</th>
<th>Year Over Year Percent Pts Inc/(Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue:</td>
<td>$ 1,189</td>
<td></td>
<td>$ 1,111</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income from operations:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP Income from operations</td>
<td>$ 233</td>
<td>19.6%</td>
<td>$ 183</td>
<td>16.5%</td>
<td></td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td>28</td>
<td>23.0%</td>
<td>32</td>
<td>22.2%</td>
<td>0.8%</td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td>—</td>
<td></td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>7</td>
<td>7</td>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td>5</td>
<td>5</td>
<td>13</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Impairment of loans</td>
<td>—</td>
<td></td>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>1</td>
<td>1</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-GAAP income from operations</td>
<td>$ 274</td>
<td>23.0%</td>
<td>$ 247</td>
<td>22.2%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>3</td>
<td></td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted non-GAAP income from operations</td>
<td>$ 277</td>
<td>23.3%</td>
<td>$ 250</td>
<td>22.5%</td>
<td>0.8%</td>
</tr>
</tbody>
</table>

(a) Post separation, Agilent is providing Keysight Technologies, Inc. certain site services. These site services are included in our operating expenses. The amounts billed to Keysight for these services are recorded in other income.

We provide non-GAAP net income and non-GAAP net income per share amounts in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to amortization of intangibles, business exit and divestiture costs, transformational initiatives, acquisition and integration costs and impairment of loans.

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The preliminary reconciliation of income from operations and operating margins is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
RECONCILIATION OF ADJUSTED NON-GAAP INCOME FROM OPERATIONS AND OPERATING MARGINS
(In millions, except margin data)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>Operating Margin %</th>
<th>FY16</th>
<th>Operating Margin %</th>
<th>Year Over Year Percent Pts Inc/(Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue:</td>
<td>$4,472</td>
<td></td>
<td>$4,202</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income from operations:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP Income from operations</td>
<td>$ 841</td>
<td>18.8%</td>
<td>$ 615</td>
<td>14.6%</td>
<td></td>
</tr>
<tr>
<td>Add:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asset impairments</td>
<td>—</td>
<td></td>
<td>$ 4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td>117</td>
<td>152</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td>—</td>
<td>11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>12</td>
<td>38</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td>30</td>
<td>41</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pension settlement gain</td>
<td>(32)</td>
<td>(1)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pension curtailment gain</td>
<td>—</td>
<td>(15)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Impairment of loans</td>
<td>—</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>6</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-GAAP income from operations</td>
<td>$ 974</td>
<td>21.8%</td>
<td>$ 859</td>
<td>20.4%</td>
<td></td>
</tr>
<tr>
<td>Reimbursement from Keysight for services (a)</td>
<td>12</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adjusted non-GAAP income from operations</td>
<td>$ 986</td>
<td>22.0%</td>
<td>$ 871</td>
<td>20.7%</td>
<td>1.3%</td>
</tr>
</tbody>
</table>

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The preliminary reconciliation of income from operations and operating margins is estimated based on our current information.
## AGILENT TECHNOLOGIES, INC.
### RECONCILIATION OF ADJUSTED NON-GAAP INCOME FROM OPERATIONS AND OPERATING MARGINS
(In millions, except margin data)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>FY17 Operating Margin %</th>
<th>FY14 Operating Margin %</th>
<th>Year Over Year Percent Pts Inc/(Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue:</strong></td>
<td>$ 4,472</td>
<td>$ 4,048</td>
<td></td>
</tr>
<tr>
<td><strong>Income from operations:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GAAP Income from operations</td>
<td>$ 841</td>
<td>$ 419</td>
<td>10.4%</td>
</tr>
<tr>
<td><strong>Add:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asset impairments</td>
<td>—</td>
<td>$ 4</td>
<td></td>
</tr>
<tr>
<td>Intangible amortization</td>
<td>117</td>
<td>189</td>
<td></td>
</tr>
<tr>
<td>Business exit and divestiture costs</td>
<td>—</td>
<td>68</td>
<td></td>
</tr>
<tr>
<td>Transformational initiatives</td>
<td>12</td>
<td>29</td>
<td></td>
</tr>
<tr>
<td>Acquisition and integration costs</td>
<td>30</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Pension settlement gain</td>
<td>(32)</td>
<td>—</td>
<td></td>
</tr>
<tr>
<td>Restructuring and other costs</td>
<td>—</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Acceleration of share-based compensation expense related to workforce reduction</td>
<td>—</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Pre-separation costs</td>
<td>—</td>
<td>14</td>
<td></td>
</tr>
<tr>
<td>Unallocated corporate costs</td>
<td>—</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>6</td>
<td>(10)</td>
<td></td>
</tr>
<tr>
<td><strong>Non-GAAP income from operations:</strong></td>
<td>$ 974</td>
<td>$ 767</td>
<td>18.9%</td>
</tr>
<tr>
<td>Reimbursement from Keysight for services</td>
<td>12</td>
<td>—</td>
<td></td>
</tr>
<tr>
<td>Keysight spin-off cost dis-synergies</td>
<td>—</td>
<td>(40)</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted non-GAAP income from operations:</strong></td>
<td>$ 986</td>
<td>$ 727</td>
<td>17.9%</td>
</tr>
</tbody>
</table>

(a) Post separation, Agilent is providing Keysight Technologies, Inc. certain site services. These site services are included in our operating expenses. The amounts billed to Keysight for these services are recorded in other income.

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The preliminary reconciliation of income from operations and operating margins is estimated based on our current information.
The preliminary non-GAAP net income and diluted EPS reconciliation is estimated based on our current information.
<table>
<thead>
<tr>
<th>GAAP Revenue by Segment</th>
<th>Q4’17</th>
<th>Q4’16</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life Sciences and Applied Markets Group</td>
<td>$ 575</td>
<td>$ 548</td>
<td>5%</td>
</tr>
<tr>
<td>Diagnostics and Genomics Group</td>
<td>210</td>
<td>193</td>
<td>9%</td>
</tr>
<tr>
<td>Agilent CrossLab Group</td>
<td>404</td>
<td>370</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Agilent</strong></td>
<td><strong>$1,189</strong></td>
<td><strong>$1,111</strong></td>
<td><strong>7%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Non-GAAP (excluding NMR and Acquisitions)</th>
<th>Q4’17</th>
<th>Q4’16</th>
<th>% Change</th>
<th>Q4’17</th>
<th>Q4’16</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life Sciences and Applied Markets Group</td>
<td>$ 573</td>
<td>$ 547</td>
<td>5%</td>
<td>$ 4</td>
<td>$ 569</td>
<td>$ 547</td>
</tr>
<tr>
<td>Diagnostics and Genomics Group</td>
<td>208</td>
<td>193</td>
<td>7%</td>
<td>2</td>
<td>206</td>
<td>193</td>
</tr>
<tr>
<td>Agilent CrossLab Group</td>
<td>404</td>
<td>370</td>
<td>9%</td>
<td>5</td>
<td>399</td>
<td>370</td>
</tr>
<tr>
<td><strong>Agilent (Core)</strong></td>
<td><strong>$1,185</strong></td>
<td><strong>$1,110</strong></td>
<td><strong>7%</strong></td>
<td><strong>$11</strong></td>
<td><strong>$1,174</strong></td>
<td><strong>$1,110</strong></td>
</tr>
</tbody>
</table>

*We compare the year-over-year change in revenue excluding the effect of the NMR business, recent acquisitions and divestitures and 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.*

The preliminary reconciliation of GAAP revenue adjusted for the NMR business, recent acquisitions and divestitures and impact of currency is estimated based on our current information.
<table>
<thead>
<tr>
<th>GAAP Revenue by Region</th>
<th>Q4'17</th>
<th>Q4'16</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1,189</td>
<td>$1,111</td>
<td>7%</td>
</tr>
<tr>
<td>Americas</td>
<td>418</td>
<td>396</td>
<td>5%</td>
</tr>
<tr>
<td>Europe</td>
<td>347</td>
<td>306</td>
<td>14%</td>
</tr>
<tr>
<td>Japan</td>
<td>61</td>
<td>66</td>
<td>(9%)</td>
</tr>
<tr>
<td>China and Hong Kong</td>
<td>233</td>
<td>218</td>
<td>7%</td>
</tr>
<tr>
<td>Rest of Asia Pacific</td>
<td>130</td>
<td>125</td>
<td>5%</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$1,189</td>
<td>$1,111</td>
<td>7%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>$424</td>
<td>$409</td>
<td>4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Non-GAAP Revenue by Region (excluding NMR and Acquisitions)</th>
<th>Q4'17</th>
<th>Q4'16</th>
<th>% Change</th>
<th>Currency Adjustments</th>
<th>Q4'17</th>
<th>Q4'16</th>
<th>% Change</th>
<th>Currency-Adjusted(^{(a)})</th>
<th>Q4'17</th>
<th>Q4'16</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1,185</td>
<td>$1,110</td>
<td>7%</td>
<td>$11</td>
<td>1,174</td>
<td>1,110</td>
<td>6%</td>
<td>$1,174</td>
<td>1,110</td>
<td>1,110</td>
<td>0%</td>
</tr>
<tr>
<td>Americas</td>
<td>417</td>
<td>396</td>
<td>5%</td>
<td>2</td>
<td>415</td>
<td>396</td>
<td>5%</td>
<td>415</td>
<td>396</td>
<td>396</td>
<td>5%</td>
</tr>
<tr>
<td>Europe</td>
<td>344</td>
<td>305</td>
<td>13%</td>
<td>13</td>
<td>331</td>
<td>305</td>
<td>9%</td>
<td>331</td>
<td>305</td>
<td>305</td>
<td>9%</td>
</tr>
<tr>
<td>Japan</td>
<td>61</td>
<td>66</td>
<td>(9%)</td>
<td>(5)</td>
<td>66</td>
<td>66</td>
<td>—</td>
<td>66</td>
<td>66</td>
<td>66</td>
<td>—</td>
</tr>
<tr>
<td>China and Hong Kong</td>
<td>233</td>
<td>218</td>
<td>7%</td>
<td>—</td>
<td>233</td>
<td>218</td>
<td>7%</td>
<td>233</td>
<td>218</td>
<td>218</td>
<td>7%</td>
</tr>
<tr>
<td>Rest of Asia Pacific</td>
<td>130</td>
<td>125</td>
<td>5%</td>
<td>1</td>
<td>129</td>
<td>125</td>
<td>3%</td>
<td>129</td>
<td>125</td>
<td>125</td>
<td>3%</td>
</tr>
<tr>
<td>Total Revenue (Core)</td>
<td>$1,185</td>
<td>$1,110</td>
<td>7%</td>
<td>$11</td>
<td>1,174</td>
<td>1,110</td>
<td>6%</td>
<td>$1,174</td>
<td>1,110</td>
<td>1,110</td>
<td>0%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>$424</td>
<td>$409</td>
<td>4%</td>
<td>$4</td>
<td>428</td>
<td>409</td>
<td>5%</td>
<td>428</td>
<td>409</td>
<td>409</td>
<td>5%</td>
</tr>
</tbody>
</table>

\(^{(a)}\) We compare the year-over-year change in revenue excluding the effect of the NMR business, recent acquisitions and divestitures and 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.

The preliminary reconciliation of GAAP revenue adjusted for the NMR business, recent acquisitions and divestitures and impact of currency is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
RECONCILIATIONS OF REVENUE EXCLUDING THE NMR BUSINESS, ACQUISITIONS, DIVESTITURES AND THE IMPACT OF CURRENCY ADJUSTMENTS (CORE)

(in millions)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended Jan. 31</th>
<th>Three Months Ended April 30</th>
<th>Three Months Ended July 31</th>
<th>Three Months Ended October 31</th>
<th>Year Ended October 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Revenue</td>
<td>$ 1,067 $ 1,028 4%</td>
<td>$ 1,102 $ 1,019 8%</td>
<td>$ 1,114 $ 1,044 7%</td>
<td>$ 1,189 $ 1,111 7%</td>
<td>$ 4,472 $ 4,202 6%</td>
</tr>
<tr>
<td>Less: Revenue related to NMR, Acquisitions and Divestitures</td>
<td>(3) (2)</td>
<td>(5) (1)</td>
<td>(5) (4)</td>
<td>(8) (1)</td>
<td>(17) (8)</td>
</tr>
<tr>
<td>Non-GAAP Revenue</td>
<td>$ 1,064 $ 1,026 4%</td>
<td>$ 1,097 $ 1,018 8%</td>
<td>$ 1,109 $ 1,040 7%</td>
<td>$ 1,195 $ 1,110 7%</td>
<td>$ 4,455 $ 4,194 6%</td>
</tr>
<tr>
<td>Less: Currency adjustment</td>
<td>(11)</td>
<td>(9)</td>
<td>(8)</td>
<td>11</td>
<td>(17)</td>
</tr>
<tr>
<td>Agilent Core Revenue</td>
<td>$ 1,053 $ 1,017 4%</td>
<td>$ 1,088 $ 1,018 8%</td>
<td>$ 1,117 $ 1,040 7%</td>
<td>$ 1,174 $ 1,110 7%</td>
<td>$ 4,472 $ 4,194 7%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended Jan. 31</th>
<th>Three Months Ended April 30</th>
<th>Three Months Ended July 31</th>
<th>Three Months Ended October 31</th>
<th>Year Ended October 31</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP Revenue</td>
<td>$ 1,028 $ 1,019 0%</td>
<td>$ 1,019 $ 963 6%</td>
<td>$ 1,044 $ 1,014 3%</td>
<td>$ 1,111 $ 1,035 7%</td>
<td>$ 4,262 $ 4,038 4%</td>
</tr>
<tr>
<td>Less: Revenue related to NMR, Acquisitions and Divestitures</td>
<td>(14) (12)</td>
<td>(12) (20)</td>
<td>(15) (9)</td>
<td>(15) (8)</td>
<td>(16) (9)</td>
</tr>
<tr>
<td>Non-GAAP Revenue</td>
<td>$ 1,014 $ 1,007 0%</td>
<td>$ 1,007 $ 943 6%</td>
<td>$ 1,029 $ 1,005 3%</td>
<td>$ 1,096 $ 1,027 7%</td>
<td>$ 4,146 $ 3,977 4%</td>
</tr>
<tr>
<td>Less: Currency adjustment</td>
<td>(53)</td>
<td>-</td>
<td>(13)</td>
<td>-</td>
<td>(70)</td>
</tr>
<tr>
<td>Agilent Core Revenue</td>
<td>$ 1,061 $ 1,020 6%</td>
<td>$ 1,020 $ 943 8%</td>
<td>$ 1,037 $ 1,026 3%</td>
<td>$ 1,037 $ 1,027 6%</td>
<td>$ 4,216 $ 3,977 6%</td>
</tr>
</tbody>
</table>

(a) We compare the year-over-year change in revenue excluding the effect of the NMR business, recent acquisitions and divestitures and 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.

The preliminary reconciliation of GAAP revenue adjusted for the NMR business, recent acquisitions and divestitures and impact of currency is estimated based on our current information.
<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4'17</th>
<th>Q4'16</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agilent GAAP</td>
<td>$1,189</td>
<td>$1,111</td>
<td>$78</td>
<td>64%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$233</td>
<td>$183</td>
<td>$50</td>
<td>64%</td>
</tr>
<tr>
<td>Agilent Non-GAAP</td>
<td>$1,189</td>
<td>$1,111</td>
<td>$78</td>
<td>64%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$274</td>
<td>$247</td>
<td>$27</td>
<td>35%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3'17</th>
<th>Q3'16</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agilent GAAP</td>
<td>$1,114</td>
<td>$1,044</td>
<td>$70</td>
<td>69%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$201</td>
<td>$146</td>
<td>$55</td>
<td>79%</td>
</tr>
<tr>
<td>Agilent Non-GAAP</td>
<td>$1,114</td>
<td>$1,044</td>
<td>$70</td>
<td>69%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$236</td>
<td>$212</td>
<td>$24</td>
<td>34%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q2'17</th>
<th>Q2'16</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agilent GAAP</td>
<td>$1,102</td>
<td>$1,019</td>
<td>$83</td>
<td>84%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$201</td>
<td>$131</td>
<td>$70</td>
<td>79%</td>
</tr>
<tr>
<td>Agilent Non-GAAP</td>
<td>$1,102</td>
<td>$1,019</td>
<td>$83</td>
<td>84%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$241</td>
<td>$195</td>
<td>$46</td>
<td>56%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1'17</th>
<th>Q1'16</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agilent GAAP</td>
<td>$1,067</td>
<td>$1,028</td>
<td>$39</td>
<td>139%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$206</td>
<td>$155</td>
<td>$51</td>
<td>131%</td>
</tr>
<tr>
<td>Agilent Non-GAAP</td>
<td>$1,067</td>
<td>$1,028</td>
<td>$39</td>
<td>139%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$223</td>
<td>$205</td>
<td>$18</td>
<td>47%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY16</th>
<th>$ Change</th>
<th>Incremental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agilent GAAP</td>
<td>$4,472</td>
<td>$4,202</td>
<td>$270</td>
<td>84%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$841</td>
<td>$615</td>
<td>$226</td>
<td>84%</td>
</tr>
<tr>
<td>Agilent Non-GAAP</td>
<td>$4,472</td>
<td>$4,202</td>
<td>$270</td>
<td>84%</td>
</tr>
<tr>
<td>Income from Operations</td>
<td>$874</td>
<td>$659</td>
<td>$115</td>
<td>43%</td>
</tr>
</tbody>
</table>

The preliminary reconciliation of incremental change is estimated based on our current information.
AGILENT TECHNOLOGIES, INC.
DIAGNOSTICS & GENOMICS GROUP (DGG)
RECONCILIATION OF INCOME FROM OPERATIONS AND OPERATING MARGINS ADJUSTED FOR ACQUISITIONS
(In millions, except margin data)
(Unaudited)
PRELIMINARY

<table>
<thead>
<tr>
<th>FY17</th>
<th>Operating Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>DGG revenue</td>
<td>$ 772</td>
</tr>
<tr>
<td>Less: Revenue from acquisitions</td>
<td>9</td>
</tr>
<tr>
<td>DGG revenue adjusted for acquisitions</td>
<td>$ 763</td>
</tr>
<tr>
<td>DGG income from operations</td>
<td>$ 149 19.3%</td>
</tr>
<tr>
<td>Less: Loss from operations from acquisitions</td>
<td>(4)</td>
</tr>
<tr>
<td>DGG income from operations adjusted for acquisitions</td>
<td>$ 153 20.0%</td>
</tr>
</tbody>
</table>

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 income from operations and operating margins is estimated based on our current information.