



# AGILENT TECHNOLOGIES

## Q1 FISCAL YEAR 2013 RESULTS

FEBRUARY 14, 2013

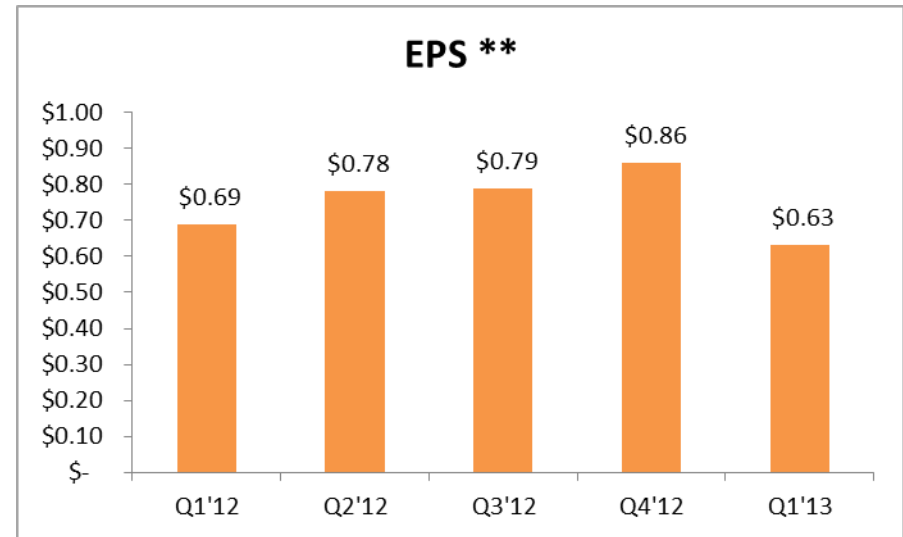
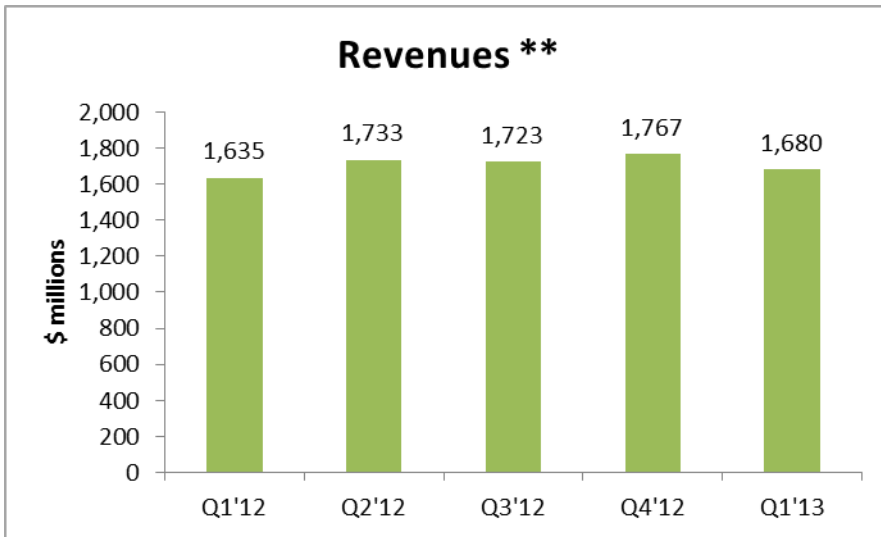
This presentation contains forward-looking statements (including, without limitation, information and future guidance on our goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, the continued strengths 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 annual report on Form 10-K for the year ended October 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".

# Q1'13 FINANCIAL HIGHLIGHTS

- **Orders:** \$1.71B, +5% y/y (flat core\*)
- **Revenues\*:** \$1.68B, +3% y/y (-2% core)
- **Operating Margin\*\*:** 17.2% of revenue, -200 basis points y/y
- **Operating Cash Flow:** \$245M, +\$95M y/y

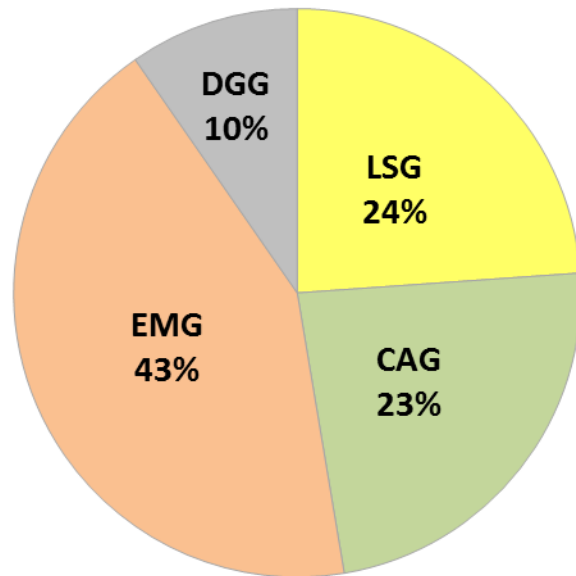


\*Core revenue growth excludes the impact from M&A and FX. \*\* Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

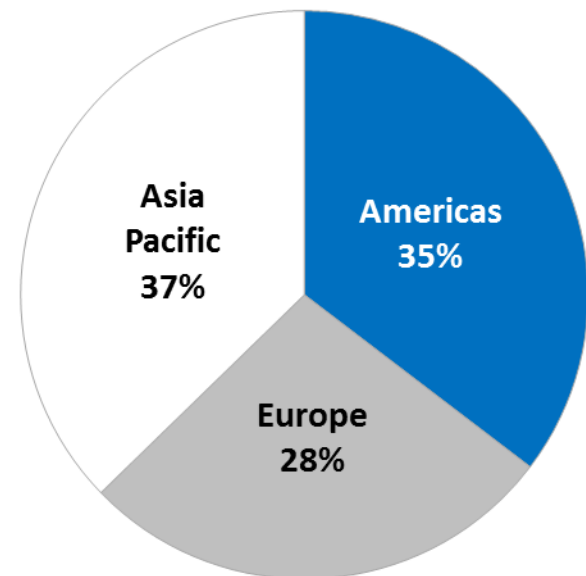
# Q1'13 REVENUE DISTRIBUTION

Q1'13 Revenue: \$1.68B

## Q1'13 Revenue by Segment

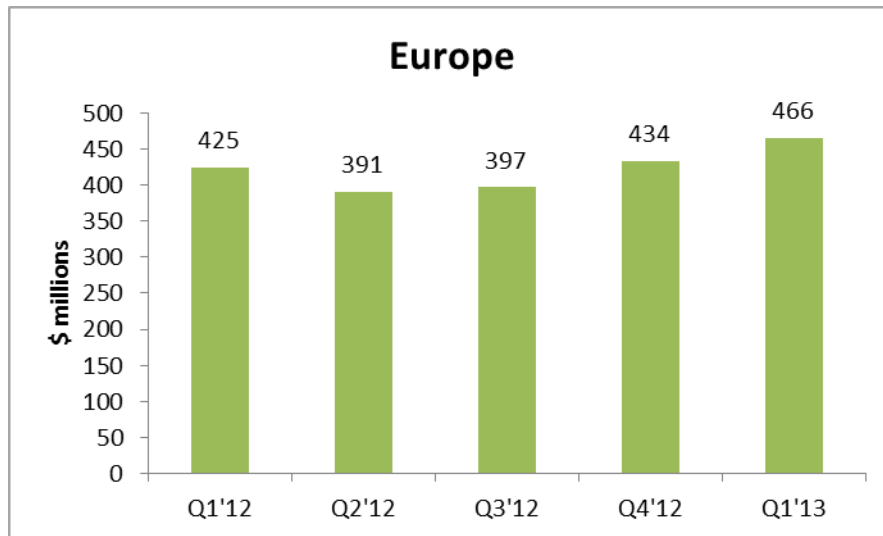
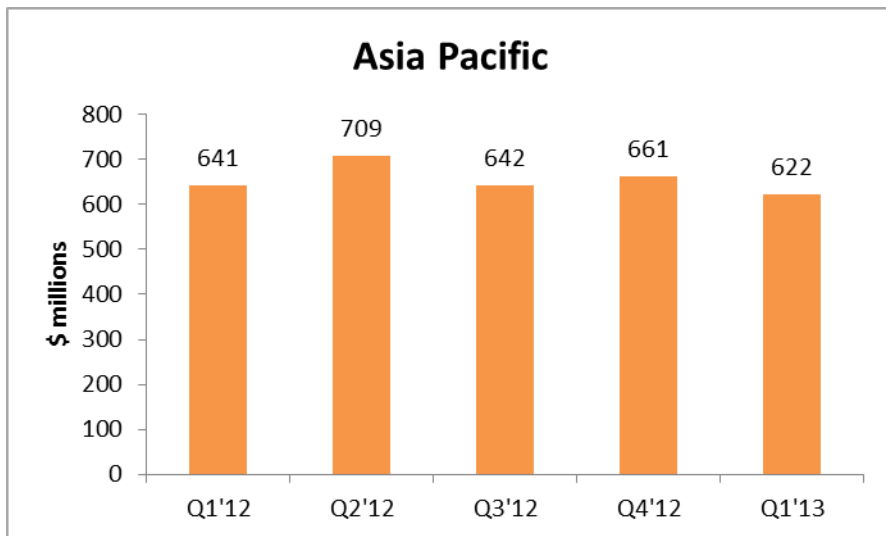
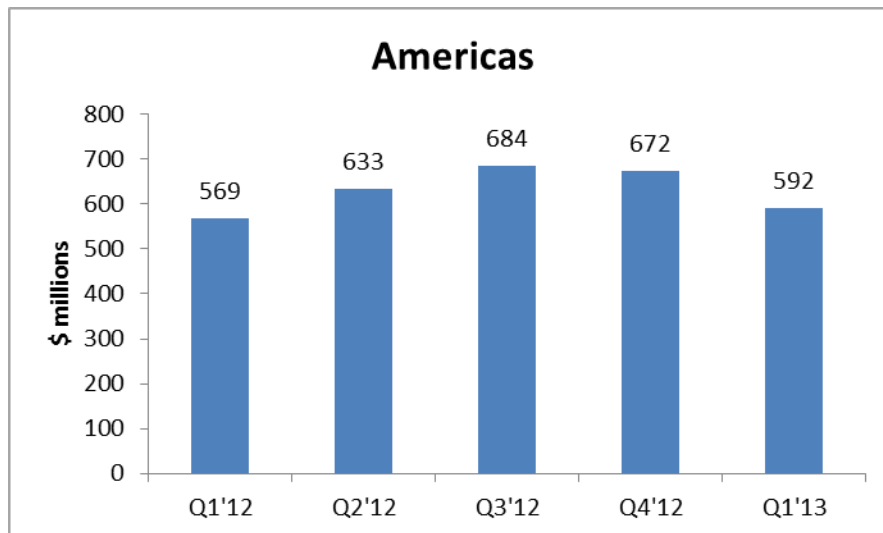


## Q1'13 Revenue by Region



# Q1'13 REVENUE DISTRIBUTION BY GEOGRAPHY

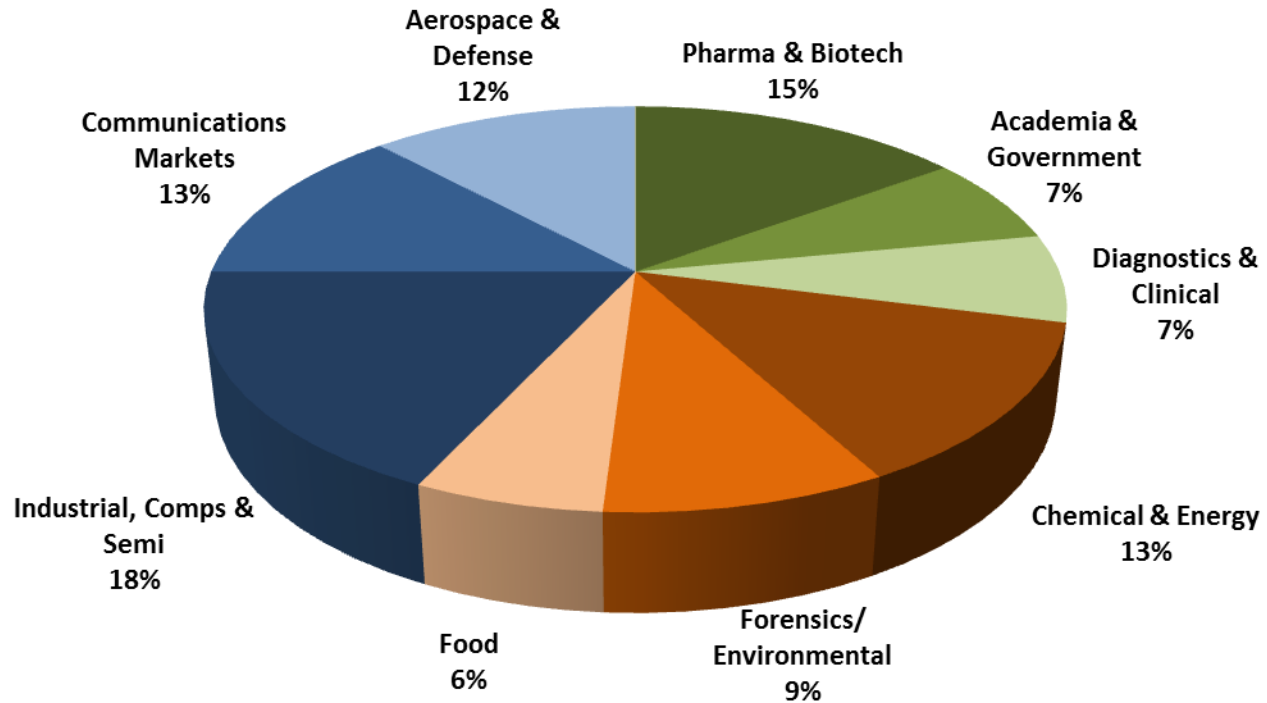
- **Q1'13 Y/Y revenue growth:**
  - Americas +4% (-1% core\*)
  - Europe +10% (-2% core\*)
  - Japan -6% (-6% core\*)
  - Asia Pacific ex-Japan -2% (-2% core\*)



\*Core revenue growth excludes the impact from M&A and FX.

# Q1'13 REVENUE DISTRIBUTION BY END MARKET

Q1'13 Revenue: \$1.68B

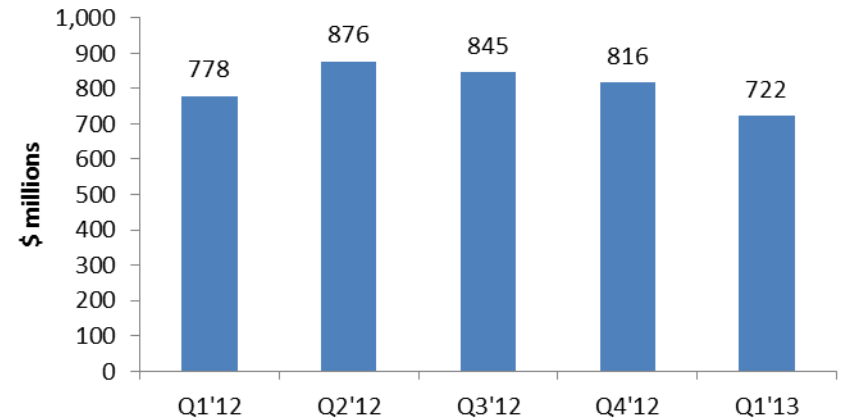


Provided on a best estimate basis

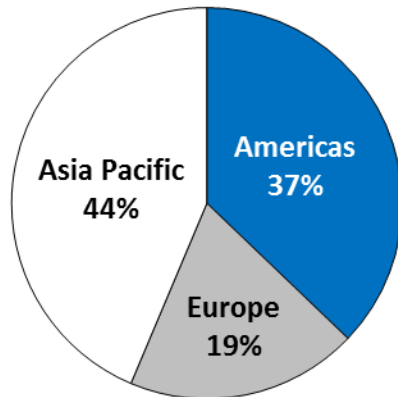
# Q1'13 EMG HIGHLIGHTS

- **Orders:** \$749M, -1% y/y (-1% core\*)
- **Revenues:** \$722M, -7% y/y (-7% core\*)
- **Operating Margin:** 17.3% of revenue, -330 basis points y/y

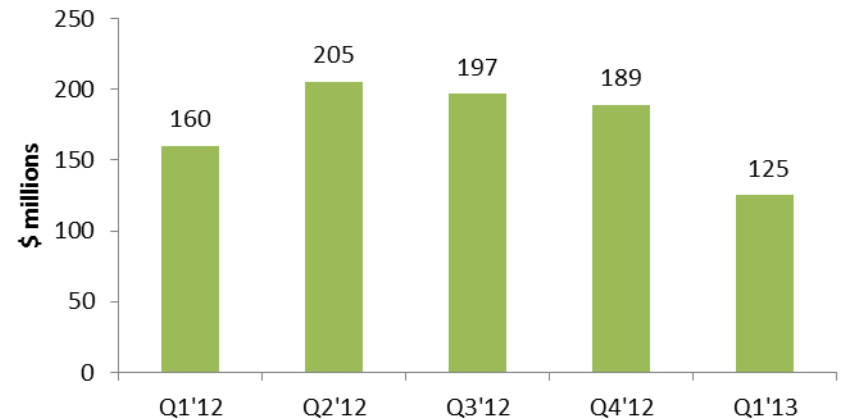
## EMG Net Revenue



## Q1'13 EMG Revenue by Region



## EMG Income from Operations

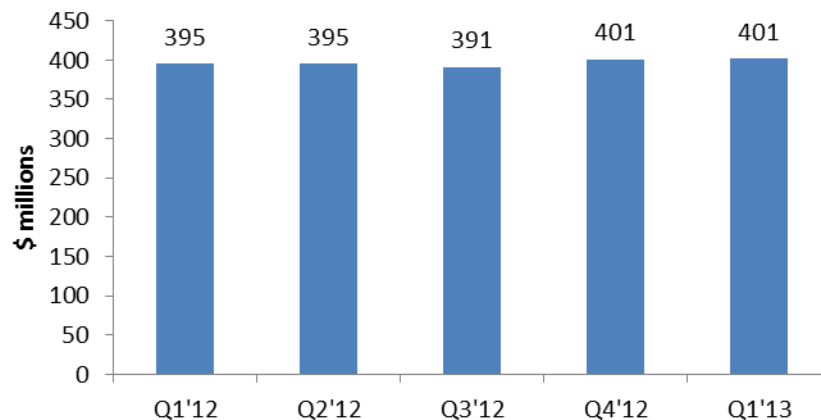


\*Core revenue growth excludes the impact from M&A and FX.

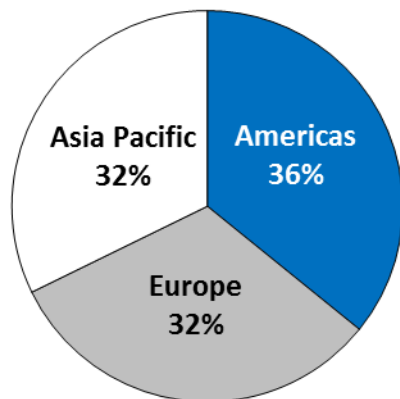
# Q1'13 LSG HIGHLIGHTS

- **Orders:** \$397M, +1% y/y (+2% core\*)
- **Revenues:** \$401M, +2% y/y (+3% core\*)
- **Operating Margin:** 15.2% of revenue, +60 basis points y/y

## LSG Net Revenue

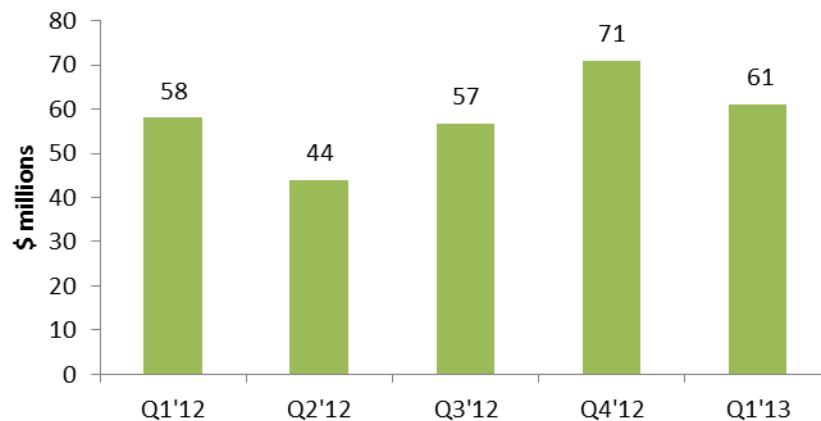


## Q1'13 LSG Revenue by Region



\*Core revenue growth excludes the impact from M&A and FX.

## LSG Income from Operations

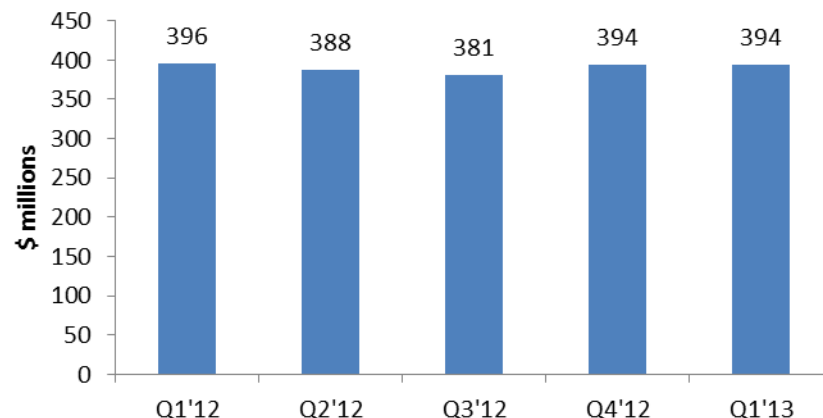




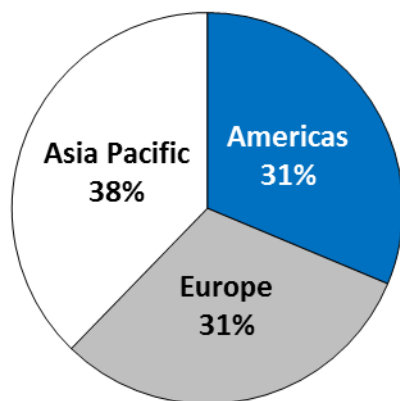
# Q1'13 CAG HIGHLIGHTS

- **Orders:** \$399M, -1% y/y (flat core\*)
- **Revenues:** \$394M, -1% y/y (+1% core\*)
- **Operating Margin:** 20.6% of revenue, -160 basis points y/y

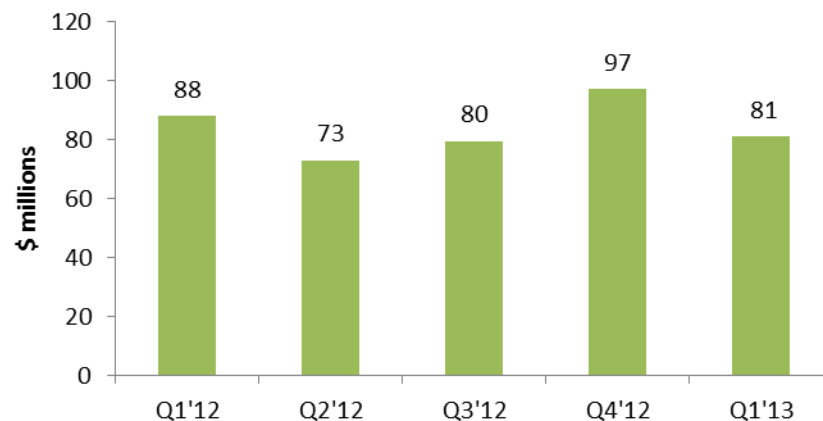
## CAG Net Revenue



## Q1'13 CAG Revenue by Region



## CAG Income from Operations

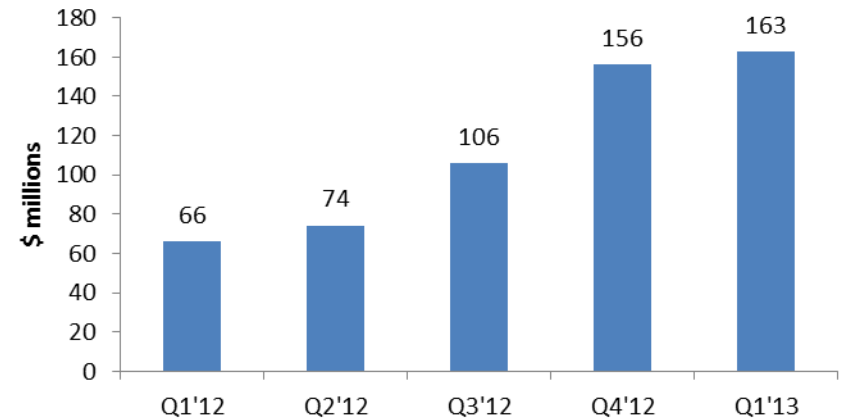


\*Core revenue growth excludes the impact from M&A and FX.

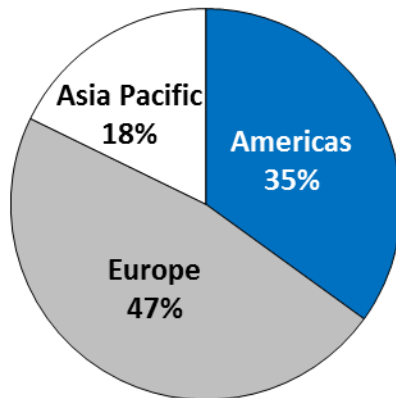
# Q1'13 DGG HIGHLIGHTS

- **Orders:** \$165M, +139% y/y (+6% core\*)
- **Revenues:** \$163M, +145% y/y (+6% core\*)
- **Operating Margin:** 13.1% of revenue, +120 basis points y/y

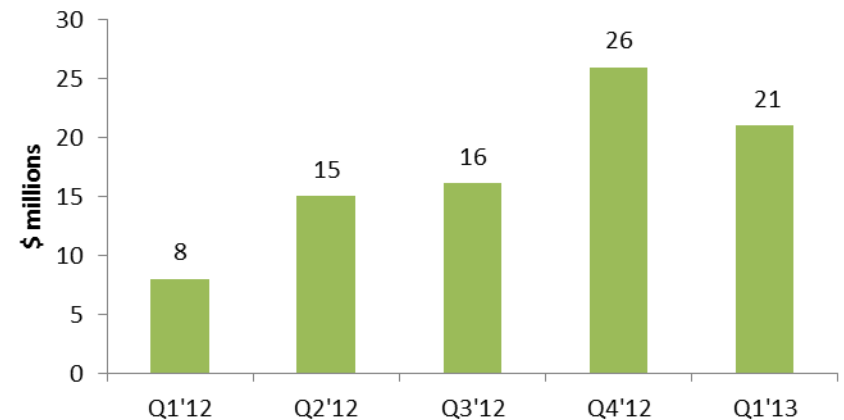
## DGG Net Revenue



## Q1'13 DGG Revenue by Region



## DGG Income from Operations



\*Core revenue growth excludes the impact from M&A and FX.

# Q2'13 AND FY 2013 GUIDANCE

	Q2'13	FY13
Revenue	\$1.74B - \$1.77B	\$6.90B - \$7.10B
Revenue Growth (mid-point)	2%	2%
Core Revenue Growth* (mid-point)	-3.5%	-1%
EPS	\$0.64 - \$0.70	\$2.70 - \$3.00
EPS Growth (mid-point)	-14%	-9%

Presented on a non-GAAP basis; guidance as of February 14<sup>th</sup>, 2013

\*Core revenue growth excludes the impact from M&A and FX.