

Agilent Operating Results Q1F08 – Q3F09

| | Q1'08 | Q2'08 | Q3'08 | Q4'08 | Q1'09 | Q2'09 | Q3'09 | Q3 |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|
| M\$ | Act | Act | Act | Act | Act | Act | Act | Y/Y |
| Orders | 1,401 | 1,524 | 1,387 | 1,438 | 1,115 | 1,026 | 1,071 | -23% |
| Net Revenues | 1,393 | 1,456 | 1,444 | 1,481 | 1,166 | 1,091 | 1,057 | -27% |
| Gross Profit % | 55.5% | 56.3% | 56.4% | 56.8% | 54.3% | 52.1% | 53.3% | -3.1 ppt |
| R&D | 179 | 180 | 169 | 169 | 164 | 152 | 145 | -14% |
| % Revenues | 12.8% | 12.4% | 11.7% | 11.4% | 14.1% | 13.9% | 13.7% | 2.0 ppt |
| SG&A | 430 | 424 | 407 | 401 | 374 | 349 | 337 | -17% |
| % Revenues | <u>30.9%</u> | <u>29.1%</u> | <u>28.2%</u> | <u>27.1%</u> | <u>32.1%</u> | <u>32.0%</u> | <u>31.9%</u> | <u>3.7 ppt</u> |
| Operating Profit | 164 | 215 | 238 | 271 | 95 | 67 | 81 | -66% |
| Operating Margin | 11.8% | 14.8% | 16.5% | 18.3% | 8.1% | 6.1% | 7.6% | -8.9 ppt |
| Other Income/ (Expense) | <u>11</u> | <u>0</u> | <u>5</u> | <u>7</u> | <u>(4)</u> | <u>(11)</u> | <u>(14)</u> | -380% |
| Pre-Tax Earnings | 175 | 215 | 243 | 278 | 91 | 56 | 67 | -72% |
| Tax Rate | 22% | 20% | 19% | 20% | 21% | 21% | 21% | 2 ppt |
| Income Tax | <u>39</u> | <u>43</u> | <u>45</u> | <u>55</u> | <u>19</u> | <u>12</u> | <u>14</u> | -69% |
| Net Earnings | 136 | 172 | 198 | 223 | 72 | 44 | 53 | -71% |
| Net Margin | 9.8% | 11.8% | 13.7% | 15.1% | 6.2% | 4.0% | 5.0% | -8.7 ppt |
| ROIC | 19% | 24% | 27% | 31% | 11% | 8% | 9% | -18 ppt |
| Inventory Days | 98 | 96 | 97 | 91 | 112 | 107 | 106 | 9 |
| DSO | 47 | 49 | 47 | 47 | 49 | 47 | 46 | -1 |
| Regular Headcount | 19,411 | 19,487 | 19,556 | 19,574 | 19,338 | 19,100 | 17,918 | -1,638 |
| Non-GAAP EPS | \$ 0.36 | \$ 0.46 | \$ 0.53 | \$ 0.62 | \$ 0.20 | \$ 0.13 | \$ 0.15 | \$ (0.38) |



Agilent Technologies