

# Agilent Operating Results Q1F07 – Q3F08

	Q1'07	Q2'07	Q3'07	Q4'07	Q1'08	Q2'08	Q3'08	Q3
M\$	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,250	1,400	1,308	1,483	1,401	1,524	1,387	6%
<b>Net Revenues</b>	<b>1,280</b>	<b>1,320</b>	<b>1,374</b>	<b>1,446</b>	<b>1,393</b>	<b>1,456</b>	<b>1,444</b>	5%
<b>Gross Profit %</b>	<b>54.7%</b>	<b>56.1%</b>	<b>56.0%</b>	<b>55.8%</b>	<b>55.5%</b>	<b>56.3%</b>	<b>56.4%</b>	0.4%
R&D	165	172	166	172	179	180	169	1.4%
% Revenues	12.9%	13.0%	12.1%	11.9%	12.8%	12.4%	11.7%	-0.4%
SG&A	388	409	407	418	430	424	407	0%
% Revenues	30.3%	31.0%	29.6%	28.9%	30.9%	29.1%	28.2%	-1.4%
<b>Operating Profit</b>	<b>147</b>	<b>159</b>	<b>196</b>	<b>217</b>	<b>164</b>	<b>215</b>	<b>238</b>	21%
Operating Margin	11.5%	12.0%	14.3%	15.0%	11.8%	14.8%	16.5%	2.2%
Other Income	<u>28</u>	<u>29</u>	<u>21</u>	<u>11</u>	<u>11</u>	<u>0</u>	<u>5</u>	-76%
<b>Pre-Tax Earnings</b>	<b>175</b>	<b>188</b>	<b>217</b>	<b>228</b>	<b>175</b>	<b>215</b>	<b>243</b>	<b>12%</b>
Tax Rate	23%	23%	20%	22%	22%	20%	19%	-1%
Income Tax	<u>40</u>	<u>43</u>	<u>44</u>	<u>50</u>	<u>39</u>	<u>43</u>	<u>45</u>	2%
<b>Net Earnings</b>	<b>135</b>	<b>145</b>	<b>173</b>	<b>178</b>	<b>136</b>	<b>172</b>	<b>198</b>	<b>14%</b>
Net Margin	10.5%	11.0%	12.6%	12.3%	9.8%	11.8%	13.7%	1.1%
ROIC	19%	20%	24%	25%	19%	24%	27%	3%
Inventory Days	101	101	101	91	98	96	97	(4)
DSO	47	49	48	46	47	49	47	(1)
Regular Headcount	18,795	18,874	19,388	19,378	19,411	19,487	19,556	168
<b>Non-GAAP EPS</b>	<b>\$ 0.32</b>	<b>\$ 0.35</b>	<b>\$ 0.43</b>	<b>\$ 0.46</b>	<b>\$ 0.36</b>	<b>\$ 0.46</b>	<b>\$ 0.53</b>	<b>\$ 0.11</b>