

Agilent Operating Results Q1F08 – Q2F09

	Q1'08	Q2'08	Q3'08	Q4'08	Q1'09	Q2'09	Q2
M\$	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,401	1,524	1,387	1,438	1,115	1,026	-33%
Net Revenues	1,393	1,456	1,444	1,481	1,166	1,091	-25%
Gross Profit %	55.5%	56.3%	56.4%	56.8%	54.3%	52.1%	-4.2 ppt
R&D	179	180	169	169	164	152	-16%
% Revenues	12.8%	12.4%	11.7%	11.4%	14.1%	13.9%	1.5 ppt
SG&A	430	424	407	401	374	349	-18%
% Revenues	30.9%	29.1%	28.2%	27.1%	32.1%	32.0%	2.9 ppt
Operating Profit	164	215	238	271	95	67	-69%
Operating Margin	11.8%	14.8%	16.5%	18.3%	8.1%	6.1%	-8.7 ppt
Other Income/ (Expense)	11	0	5	7	(4)	(11)	-100%
Pre-Tax Earnings	175	215	243	278	91	56	-74%
Tax Rate	22%	20%	19%	20%	21%	21%	1 ppt
Income Tax	39	43	45	55	19	12	-72%
Net Earnings	136	172	198	223	72	44	-74%
Net Margin	9.8%	11.8%	13.7%	15.1%	6.2%	4.0%	-7.8 ppt
ROIC	19%	24%	27%	31%	11%	8%	-16 ppt
Inventory Days	98	96	97	91	112	107	11
DSO	47	49	47	47	49	47	-2
Regular Headcount	19,411	19,487	19,556	19,574	19,338	19,100	-387
Non-GAAP EPS	\$ 0.36	\$ 0.46	\$ 0.53	\$ 0.62	\$ 0.20	\$ 0.13	\$ (0.33)



Agilent Technologies