

Agilent Operating Results Q1F10 – Q1F11

	Q1'10	Q2'10	Q3'10	Q4'10	Q1'11	Q1
M\$	Act	Act	Act	Act	Act	Y/Y
Orders	1,220	1,346	1,491	1,687	1,627	33%
Net Revenues	1,213	1,271	1,395	1,584	1,524	26%
Gross Profit %	56.1%	56.9%	56.0%	55.3%	55.2%	-0.9 ppt
R&D	146	149	149	157	158	9%
% Revenues	12.0%	11.7%	10.7%	9.9%	10.4%	-1.6 ppt
SG&A	353	373	382	415	413	17%
% Revenues	<u>29.1%</u>	<u>29.3%</u>	<u>27.4%</u>	<u>26.2%</u>	<u>27.1%</u>	<u>-2.0 ppt</u>
Operating Profit	181	201	251	303	270	49%
Operating Margin	14.9%	15.8%	18.0%	19.1%	17.7%	2.8 ppt
Other Income/ (Expense)	<u>(12)</u>	<u>(11)</u>	<u>(19)</u>	<u>(22)</u>	<u>(12)</u>	0%
Pre-Tax Earnings	169	190	232	281	258	53%
Tax Rate	20%	20%	18%	19%	18%	-2 ppt
Income Tax	<u>34</u>	<u>38</u>	<u>41</u>	<u>53</u>	<u>46</u>	35%
Net Earnings	135	152	191	228	212	57%
Net Margin	11.1%	12.0%	13.7%	14.4%	13.9%	2.8 ppt
ROIC	21%	23%	20%	24%	21%	0 ppt
Inventory Days	93	91	97	92	106	13
DSO	47	47	50	49	50	3
Regular Headcount	16,352	16,100	18,535	18,534	18,385	2,033
Non-GAAP EPS	\$ 0.38	\$ 0.43	\$ 0.54	\$ 0.65	\$ 0.60	\$ 0.22