

Agilent Technologies, Inc.
Financial Information Index of Schedules

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AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

	Three Months Ended July 31,		Percent Inc/(Dec)
	2013	2012	
Orders	\$ 1,600	\$ 1,662	(4%)
Net revenue	\$ 1,652	\$ 1,723	(4%)
Costs and expenses:			
Cost of products and services	796	833	(4%)
Research and development	171	162	6%
Selling, general and administrative	449	458	(2%)
Total costs and expenses	<u>1,416</u>	<u>1,453</u>	(3%)
Income from operations	236	270	(13%)
Interest income	2	2	—
Interest expense	(27)	(24)	13%
Other income (expense), net	<u>1</u>	<u>(10)</u>	(110%)
Income before taxes	212	238	(11%)
Provision (benefit) for income taxes	<u>44</u>	<u>(5)</u>	(980%)
Net income	<u>\$ 168</u>	<u>\$ 243</u>	(31%)
Net income per share:			
Basic	\$ 0.50	\$ 0.70	
Diluted	\$ 0.49	\$ 0.69	
Weighted average shares used in computing net income per share:			
Basic	339	348	
Diluted	343	353	
Cash dividends declared per common share	\$ 0.12	\$ 0.10	

The preliminary income statement is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

	Nine Months Ended July 31,		Percent Inc/(Dec)
	2013	2012	
Orders	\$ 4,998	\$ 5,126	(2%)
Net revenue	\$ 5,064	\$ 5,091	(1%)
Costs and expenses:			
Cost of products and services	2,437	2,409	1%
Research and development	531	490	8%
Selling, general and administrative	1,430	1,351	6%
Total costs and expenses	<u>4,398</u>	<u>4,250</u>	3%
Income from operations	666	841	(21%)
Interest income	5	7	(29%)
Interest expense	(77)	(75)	3%
Other income (expense), net	<u>11</u>	<u>14</u>	(21%)
Income before taxes	605	787	(23%)
Provision for income taxes	<u>92</u>	<u>59</u>	56%
Net income	<u>\$ 513</u>	<u>\$ 728</u>	(30%)
Net income per share:			
Basic	\$ 1.49	\$ 2.09	
Diluted	\$ 1.47	\$ 2.06	
Weighted average shares used in computing net income per share:			
Basic	344	348	
Diluted	348	353	
Cash dividends declared per common share	\$ 0.34	\$ 0.20	

The preliminary income statement is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
(In millions)
(Unaudited)
PRELIMINARY

	Three Months Ended July 31,		Nine Months Ended July 31,	
	2013	2012	2013	2012
Net Income	\$ 168	\$ 243	\$ 513	\$ 728
Other comprehensive income (loss), net of tax:				
Change in unrealized gain on investments	4	—	5	6
Change in unrealized gain on derivative instruments	(4)	(2)	7	2
Amounts reclassified into earnings related to derivative instruments	(3)	—	(8)	(4)
Foreign currency translation	(32)	(102)	(87)	(160)
Net defined benefit pension cost and post retirement plan costs:				
Change in actuarial net loss	15	13	45	41
Change in net prior service benefit	(8)	(12)	(24)	(36)
Other comprehensive loss	<u>(28)</u>	<u>(103)</u>	<u>(62)</u>	<u>(151)</u>
Total comprehensive income	<u>\$ 140</u>	<u>\$ 140</u>	<u>\$ 451</u>	<u>\$ 577</u>

The preliminary statement of comprehensive income is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED BALANCE SHEET
(In millions, except par value and share amounts)
(Unaudited)
PRELIMINARY

	July 31, 2013	October 31, 2012
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 2,330	\$ 2,351
Accounts receivable, net	875	923
Inventory	1,054	1,014
Other current assets	325	341
Total current assets	4,584	4,629
Property, plant and equipment, net	1,139	1,164
Goodwill	2,995	3,025
Other intangible assets, net	945	1,086
Long-term investments	124	109
Other assets	491	523
Total assets	\$ 10,278	\$ 10,536
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	\$ 407	\$ 461
Employee compensation and benefits	345	387
Deferred revenue	463	420
Short-term debt	—	250
Other accrued liabilities	335	375
Total current liabilities	1,550	1,893
Long-term debt	2,701	2,112
Retirement and post-retirement benefits	463	554
Other long-term liabilities	774	792
Total liabilities	5,488	5,351
Total Equity:		
Stockholders' equity:		
Preferred stock; \$0.01 par value; 125 million shares authorized; none issued and outstanding	—	—
Common stock; \$0.01 par value; 2 billion shares authorized; 600 million shares at July 31, 2013 and 595 million shares at October 31, 2012, issued	6	6
Treasury stock at cost; 269 million shares at July 31, 2013 and 249 million shares at October 31, 2012	(9,607)	(8,707)
Additional paid-in-capital	8,660	8,489
Retained earnings	5,901	5,505
Accumulated other comprehensive loss	(173)	(111)
Total stockholders' equity	4,787	5,182
Non-controlling interest	3	3
Total equity	4,790	5,185
Total liabilities and equity	\$ 10,278	\$ 10,536

The preliminary balance sheet is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS
(In millions)
(Unaudited)
PRELIMINARY

	Three Months Ended July 31, 2013	Nine Months Ended July 31, 2013
Cash flows from operating activities:		
Net income	\$ 168	\$ 513
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	91	277
Share-based compensation	17	66
Excess tax benefit from share-based plans	—	(2)
Excess and obsolete inventory and inventory related charges	14	36
Other non-cash expenses, net	3	8
Changes in assets and liabilities:		
Accounts receivable	34	31
Inventory	(28)	(81)
Accounts payable	(40)	(47)
Employee compensation and benefits	(36)	(37)
Other assets and liabilities	(8)	11
Net cash provided by operating activities ^(a)	<u>215</u>	<u>775</u>
Cash flows from investing activities:		
Investments in property, plant and equipment	(53)	(163)
Proceeds from sale of property, plant and equipment	—	2
Purchase of other investments	—	(15)
Payment to acquire equity method investment	—	(21)
Proceeds from sale of investment securities	—	11
Acquisition of businesses and intangible assets, net of cash acquired	(1)	(11)
Net cash used in investing activities	<u>(54)</u>	<u>(197)</u>
Cash flows from financing activities:		
Issuance of common stock under employee stock plans	48	116
Treasury stock repurchases	(681)	(900)
Payment of dividends	(41)	(117)
Issuance of senior notes	597	597
Debt issuance cost	(5)	(5)
Repayment of senior notes	(250)	(250)
Payments to prior non-controlling interest	—	(3)
Excess tax benefit from share-based plans	—	2
Net cash used in financing activities	<u>(332)</u>	<u>(560)</u>
Effect of exchange rate movements	(18)	(39)
Net decrease in cash and cash equivalents	(189)	(21)
Cash and cash equivalents at beginning of period	<u>2,519</u>	<u>2,351</u>
Cash and cash equivalents at end of period	<u>\$ 2,330</u>	<u>\$ 2,330</u>
^(a) Cash payments included in operating activities:		
Restructuring payments	15	26
Income tax payments, net	39	93

The preliminary cash flow is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
LIFE SCIENCES SEGMENT
(Unaudited)
PRELIMINARY

(In millions, except margins and ROIC data)	FY 2013				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 397	\$ 416	\$ 376		\$ 1,189
Net revenue	\$ 401	\$ 405	\$ 401		\$ 1,207
Gross margin %	51.9%	50.8%	51.2%		51.3%
Income from operations	\$ 61	\$ 61	\$ 67		\$ 189
Operating margin %	15.2%	15.0%	16.6%		15.6%
Segment Assets	\$ 1,392	\$ 1,402	\$ 1,381		
Return On Invested Capital ^(a) , %	18%	20%	21%		
	FY 2012				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 394	\$ 410	\$ 373	\$ 417	\$ 1,594
Net revenue	\$ 395	\$ 395	\$ 391	\$ 401	\$ 1,582
Gross margin %	50.9%	48.9%	50.5%	52.8%	50.8%
Income from operations	\$ 58	\$ 44	\$ 57	\$ 71	\$ 230
Operating margin %	14.6%	11.2%	14.5%	17.7%	14.5%
Segment Assets	\$ 1,439	\$ 1,449	\$ 1,462	\$ 1,477	
Return On Invested Capital ^(a) , %	17%	14%	17%	21%	

Income from operations reflect the results of our reportable segments under Agilent's management reporting system which are not necessarily in conformity with GAAP financial measures. Income from operations of our reporting segments exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges, acquisition and integration costs.

In general, recorded orders represent firm purchase commitments from our customers with established terms and conditions for products and services that will be delivered within six months.

(a) Return On Invested Capital (ROIC) is a non-GAAP measure and is defined as income from operations less other (income) expense and taxes, annualized, divided by the average of the two most recent quarter-end balances of assets less net current liabilities. The reconciliation of ROIC can be found on page 19 of these tables, along with additional information regarding the use of this non-GAAP measure.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary segment information is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CHEMICAL ANALYSIS SEGMENT
(Unaudited)
PRELIMINARY

(In millions, except margins and ROIC data)	FY 2013				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 399	\$ 408	\$ 390		\$ 1,197
Net revenue	\$ 394	\$ 401	\$ 387		\$ 1,182
Gross margin %	51.2%	51.4%	51.0%		51.2%
Income from operations	\$ 81	\$ 89	\$ 83		\$ 253
Operating margin %	20.6%	22.1%	21.5%		21.4%
Segment Assets	\$ 1,721	\$ 1,739	\$ 1,732		
Return On Invested Capital ^(a) , %	18%	20%	19%		
	FY 2012				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 403	\$ 408	\$ 372	\$ 421	\$ 1,604
Net revenue	\$ 396	\$ 388	\$ 381	\$ 394	\$ 1,559
Gross margin %	51.7%	50.8%	50.1%	52.9%	51.4%
Income from operations	\$ 88	\$ 73	\$ 80	\$ 97	\$ 338
Operating margin %	22.2%	18.9%	20.9%	24.6%	21.7%
Segment Assets	\$ 1,726	\$ 1,727	\$ 1,739	\$ 1,768	
Return On Invested Capital ^(a) , %	20%	17%	18%	22%	

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The preliminary segment information is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
DIAGNOSTICS AND GENOMICS SEGMENT
(Unaudited)
PRELIMINARY

(In millions, except margins and ROIC data)	FY 2013				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 165	\$ 163	\$ 160		\$ 488
Net revenue	\$ 163	\$ 166	\$ 163		\$ 492
Gross margin %	60.5%	62.6%	59.4%		60.8%
Income from operations	\$ 21	\$ 28	\$ 24		\$ 73
Operating margin %	13.1%	16.7%	14.6%		14.8%
Segment Assets	\$ 2,841	\$ 2,854	\$ 2,871		
Return On Invested Capital ^(a) , %	3%	3%	3%		
	FY 2012				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 69	\$ 66	\$ 106	\$ 158	\$ 399
Net revenue	\$ 66	\$ 74	\$ 106	\$ 156	\$ 402
Gross margin %	62.6%	65.3%	60.8%	63.4%	62.9%
Income from operations	\$ 8	\$ 15	\$ 16	\$ 26	\$ 65
Operating margin %	11.9%	20.1%	15.2%	16.7%	16.1%
Segment Assets	\$ 381	\$ 377	\$ 2,645	\$ 2,595	
Return On Invested Capital ^(a) , %	9%	15%	2%	3%	

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The preliminary segment information is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
ELECTRONIC MEASUREMENT SEGMENT
(Unaudited)
PRELIMINARY

<u>(In millions, except margins and ROIC data)</u>	<u>FY 2013</u>				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
Orders	\$ 749	\$ 701	\$ 674		\$ 2,124
Net revenue	\$ 722	\$ 760	\$ 701		\$ 2,183
Gross margin %	57.4%	57.1%	56.6%		57.0%
Income from operations	\$ 125	\$ 156	\$ 129		\$ 410
Operating margin %	17.3%	20.5%	18.5%		18.8%
Segment Assets	\$ 1,962	\$ 2,019	\$ 2,008		
Return On Invested Capital ^(a) , %	28%	38%	30%		
	<u>FY 2012</u>				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
Orders	\$ 757	\$ 957	\$ 811	\$ 755	\$ 3,280
Net revenue	\$ 778	\$ 876	\$ 845	\$ 816	\$ 3,315
Gross margin %	57.8%	57.0%	55.9%	57.1%	56.9%
Income from operations	\$ 160	\$ 205	\$ 197	\$ 189	\$ 751
Operating margin %	20.6%	23.4%	23.3%	23.2%	22.7%
Segment Assets	\$ 2,029	\$ 2,149	\$ 2,184	\$ 2,157	
Return On Invested Capital ^(a) , %	35%	48%	43%	41%	

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In general, recorded orders represent firm purchase commitments from our customers with established terms and conditions for products and services that will be delivered within six months.

(a) Return On Invested Capital (ROIC) is a non-GAAP measure and is defined as income from operations less other (income) expense and taxes, annualized, divided by the average of the two most recent quarter-end balances of assets less net current liabilities. The reconciliation of ROIC can be found on page 19 of these tables, along with additional information regarding the use of this non-GAAP measure.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary segment information is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
LIFE SCIENCES, DIAGNOSTICS AND APPLIED MARKETS (LDA)
(Unaudited)
PRELIMINARY

(In millions, except margins data)	FY 2013				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 961	\$ 987	\$ 926		\$ 2,874
Net revenue	\$ 958	\$ 972	\$ 951		\$ 2,881
Gross margin %	53.1%	53.1%	52.5%		52.9%
Income from operations	\$ 163	\$ 178	\$ 174		\$ 515
Operating margin %	17.1%	18.2%	18.3%		17.9%
	FY 2012				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 866	\$ 884	\$ 851	\$ 996	\$ 3,597
Net revenue	\$ 857	\$ 857	\$ 878	\$ 951	\$ 3,543
Gross margin %	52.2%	51.2%	51.6%	54.6%	52.4%
Income from operations	\$ 154	\$ 132	\$ 153	\$ 194	\$ 633
Operating margin %	17.9%	15.4%	17.4%	20.4%	17.8%

Life Sciences, Diagnostics and Applied Markets (LDA) is not a reportable segment. LDA reflects the combined results of 3 of our reportable segments; Life Sciences (LSG), Chemical Analysis (CAG) and Diagnostics and Genomics (DGG).

Income from operations reflect the combined results of our 3 reportable segments under Agilent's management reporting system which are not necessarily in conformity with GAAP financial measures. Income from operations of our reporting segments exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges, acquisition and integration costs.

In general, recorded orders represent firm purchase commitments from our customers with established terms and conditions for products and services that will be delivered within six months.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary segment information is estimated based on our current information.

Agilent Technologies, Inc.
Non-GAAP Operating Results Q1F12 - Q3F13
(Unaudited)

					Preliminary				Q3 Y/Y
	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13		
M\$									
Orders	1,623	1,841	1,662	1,751	1,710	1,688	1,600		-4%
Net Revenues	1,635	1,733	1,723	1,767	1,680	1,732	1,652		-4%
Gross Profit %	54.9%	54.1%	53.7%	55.8%	54.9%	54.8%	54.3%		0.6 ppt
R&D	161	166	161	175	177	170	168		4%
% Revenues	9.8%	9.6%	9.3%	9.9%	10.6%	9.8%	10.2%		0.8 ppt
SG&A	422	435	414	427	458	445	426		3%
% Revenues	25.8%	25.1%	24.0%	24.2%	27.2%	25.7%	25.8%		1.8 ppt
Operating Profit	314	337	350	383	288	334	303		-13%
Operating Margin	19.2%	19.5%	20.3%	21.7%	17.2%	19.3%	18.3%		-2.0 ppt
Other Income/ (Expense)	(20)	(13)	(19)	(22)	(23)	(15)	(25)		32%
Pre-Tax Earnings	294	324	331	361	265	319	278		-16%
Tax Rate	17%	15%	16%	16%	16%	16%	16%		0 ppt
Income Tax	50	49	53	58	43	50	45		-15%
Net Earnings	244	275	278	303	222	269	233		-16%
Net Margin	14.9%	15.9%	16.1%	17.1%	13.2%	15.5%	14.1%		-2 ppt
ROIC	23%	26%	18%	19%	14%	17%	15%		-3 ppt
Regular Headcount	18,683	18,840	20,193	20,477	20,466	20,543	20,563		370
Non-GAAP EPS	\$ 0.69	\$ 0.78	\$ 0.79	\$ 0.86	\$ 0.63	\$ 0.77	\$ 0.68		\$ (0.11)

We provide the non-GAAP income statements in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges and acquisition and integration costs. Some of the exclusions, such as impairments, may be beyond the control of management. Further, some may be less predictable than revenue derived from our core businesses (the day to day business of selling our products and services). These reasons provide the basis for management's belief that the measures are useful.

Our management uses non-GAAP measures to evaluate the performance of our core businesses, to estimate future core performance and to compensate employees. Since management finds this measure to be useful, we believe that our investors benefit from seeing our results "through the eyes" of management in addition to seeing our GAAP results. This information facilitates our management's internal comparisons to our historical operating results as well as to the operating results of our competitors.

Our management recognizes that items such as amortization of intangibles and restructuring charges can have a material impact on our cash flows and/or our net income. Our GAAP financial statements including our statement of cash flows portray those effects. Although we believe it is useful for investors to see core performance free of special items, investors should understand that the excluded items are actual expenses that may impact the cash available to us for other uses. To gain a complete picture of all effects on the company's profit and loss from any and all events, management does (and investors should) rely upon the GAAP income statement. The non-GAAP numbers focus instead upon the core business of the company, which is only a subset, albeit a critical one, of the company's performance.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

For reconciliations of the non-GAAP financial information to the most directly comparable GAAP information, please see the non-GAAP reconciliations for all prior periods provided at the Investor's page of our website.

AGILENT TECHNOLOGIES, INC.
RECONCILIATION OF REVENUE BY REGION
(In Millions)
(Unaudited)
PRELIMINARY

	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q3'13 Year over Year Percent Inc/(Dec)
GAAP						
Americas	\$ 684	\$ 672	\$ 592	\$ 621	\$ 586	(14%)
Europe	397	434	466	433	421	6%
Asia Pacific	642	661	622	678	645	—
Revenue	\$ 1,723	\$ 1,767	\$ 1,680	\$ 1,732	\$ 1,652	(4%)

Management believes that this measure provides useful information to investors by reflecting an additional way of viewing aspects of Agilent's operations that, when reconciled to the corresponding GAAP measures, help our investors to better identify underlying growth trends in our business and facilitate easier comparisons of our revenue performance with prior and future periods and to our peers.

The preliminary reconciliation of revenue by region is based on our current information.

AGILENT TECHNOLOGIES, INC
RECONCILIATION FROM GAAP TO NON-GAAP

THREE MONTHS ENDED JULY 31, 2013

(Unaudited)
PRELIMINARY

NON-GAAP ADJUSTMENTS

(In millions, except per share amounts)

			GAAP	Restructuring and Other Related Costs	Asset Impairments	Intangible Amortization	Transformational Initiatives	Acquisition & Integration Costs	Other	Adjustment for Taxes	Non-GAAP	
Orders	Change Year Over Year	-4%	\$ 1,600	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,600	-4% Change Year Over Year
Net revenue	Change Year Over Year	-4%	\$ 1,652	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,652	-4% Change Year Over Year
Costs and expenses:												
Cost of products and services	Gross Margin	51.8%	796	(1)	-	(31)	(7)	(1)	(1)	-	755	54.3% Gross Margin
Research and development	As a % of Revenue	10.4%	171	(1)	(1)	-	(1)	-	-	-	168	10.2% As a % of Revenue
Selling, general and administrative	As a % of Revenue	27.2%	449	1	-	(17)	-	(5)	(2)	-	426	25.8% As a % of Revenue
Total costs and expenses			1,416	(1)	(1)	(48)	(8)	(6)	(3)	-	1,349	
Income from operations	Operating Margin	14.3%	236	1	1	48	8	6	3	-	303	18.3% Operating Margin
Other income (expense), net			(24)	-	-	-	-	-	(1)	-	(25)	
Income before taxes			212	1	1	48	8	6	2	-	278	
Provision for taxes	Tax rate	21%	44	-	-	-	-	-	-	1	45	16% Tax rate
Net income	Net Margin	10.2%	\$ 168	\$ 1	\$ 1	\$ 48	\$ 8	\$ 6	\$ 2	\$ (1)	\$ 233	14.1% Net Margin

Net income (loss) per share - Basic and Diluted:

Basic	\$ 0.50	\$ -	\$ -	\$ 0.14	\$ 0.02	\$ 0.02	\$ 0.01	\$ -	\$ 0.69
Diluted	\$ 0.49	\$ -	\$ -	\$ 0.14	\$ 0.02	\$ 0.02	\$ 0.01	\$ -	\$ 0.68

Weighted average shares used in computing net income (loss) per share:

Basic	339	339	339	339	339	339	339	339	339
Diluted	343	343	343	343	343	343	343	343	343

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.

AGILENT TECHNOLOGIES, INC
RECONCILIATION FROM GAAP TO NON-GAAP

NINE MONTHS ENDED JULY 31, 2013

(Unaudited)
PRELIMINARY

NON-GAAP ADJUSTMENTS

(In millions, except per share amounts)

			GAAP	Restructuring and Other Related Costs	Asset Impairments	Intangible Amortization	Transformational Initiatives	Acquisition & Integration Costs	Other	Adjustment for Taxes	Non-GAAP	
Orders	Change Year Over Year	-2%	\$ 4,998	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,998	-2% Change Year Over Year
Net revenue	Change Year Over Year	-1%	\$ 5,064	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,064	-1% Change Year Over Year
Costs and expenses:												
Cost of products and services	Gross Margin	51.9%	2,437	(21)	-	(97)	(8)	(9)	(7)	-	2,295	54.7% Gross Margin
Research and development	As a % of Revenue	10.5%	531	(10)	(2)	-	(1)	(2)	(1)	-	515	10.2% As a % of Revenue
Selling, general and administrative	As a % of Revenue	28.2%	1,430	(25)	(1)	(54)	(5)	(11)	(5)	-	1,329	26.2% As a % of Revenue
Total costs and expenses			4,398	(56)	(3)	(151)	(14)	(22)	(13)	-	4,139	
Income from operations	Operating Margin	13.2%	666	56	3	151	14	22	13	-	925	18.3% Operating Margin
Other income (expense), net			(61)	-	-	-	-	-	(2)	-	(63)	
Income before taxes			605	56	3	151	14	22	11	-	862	
Provision for taxes	Tax rate	15%	92	-	-	-	-	-	-	46	138	16% Tax rate
Net income	Net Margin	10.1%	\$ 513	\$ 56	\$ 3	\$ 151	\$ 14	\$ 22	\$ 11	\$ (46)	\$ 724	14.3% Net Margin

Net income (loss) per share - Basic and Diluted:

Basic	\$ 1.49	\$ 0.16	\$ 0.01	\$ 0.44	\$ 0.04	\$ 0.06	\$ 0.03	\$ (0.13)	\$ 2.10
Diluted	\$ 1.47	\$ 0.16	\$ 0.01	\$ 0.43	\$ 0.04	\$ 0.06	\$ 0.03	\$ (0.12)	\$ 2.08

Weighted average shares used in computing net income (loss) per share:

Basic	344	344	344	344	344	344	344	344	344
Diluted	348	348	348	348	348	348	348	348	348

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
RECONCILIATION OF ORGANIC REVENUE
(In Millions)
(Unaudited)
PRELIMINARY

	<u>Q3'13</u>	<u>Q3'12</u>	<u>Percent Inc/(Dec)</u>
GAAP Revenue	\$ 1,652	\$ 1,723	
Less revenue from acquisition and divestitures included in segment results	55	-	
Organic Revenue	<u>\$ 1,597</u>	<u>\$ 1,723</u>	(7%)

Organic Revenue by Region	<u>Q3'13</u>	<u>Q3'12</u>	<u>Percent Inc/(Dec)</u>
Americas	\$ 567	\$ 684	(17%)
Europe	391	397	(2%)
Asia Pacific	639	642	—
Organic Revenue	<u>\$ 1,597</u>	<u>\$ 1,723</u>	(7%)

Organic revenue is defined as revenue excluding the impact of acquisitions and divestitures that have closed within the past year.

Management believes that these measures provide useful information to investors by reflecting an additional way of viewing aspects of Agilent's operations that, when reconciled to the corresponding GAAP measures, help our investors to better identify underlying growth trends in our business and facilitate easier comparisons of our revenue performance with prior and future periods and to our peers. We excluded the effects of acquisitions and divestitures because the nature, size and number of these can vary dramatically from period to period and between us and our peers, which we believe may obscure underlying business trends and make comparisons of long-term performance difficult.

The preliminary reconciliation of GAAP to organic revenue is based on our current information.

AGILENT TECHNOLOGIES, INC.
RECONCILIATIONS OF REVENUE BY SEGMENT AND
REVENUE BY REGION EXCLUDING THE IMPACT OF CURRENCY ADJUSTMENTS
(In Millions)
(Unaudited)
PRELIMINARY

	Year-over-Year						
	GAAP			Currency	Currency-Adjusted		
	Q3'13	Q3'12	Year-over-Year % Change	Adjustments ^(a) Q3'13	Q3'13	Q3'12	Year-over-Year % Change
Revenue by Segment							
Life Sciences	\$ 401	\$ 391	3%	\$ (4)	\$ 405	\$ 391	4%
Chemical Analysis	387	381	1%	(5)	392	381	3%
Diagnostics and Genomics	163	106	54%	(2)	165	106	55%
Life Sciences, Diagnostics and Applied Markets (LDA)	951	878	8%	(11)	962	878	10%
Electronic Measurement	701	845	(17%)	(15)	716	845	(15%)
Agilent	\$ 1,652	\$ 1,723	(4%)	\$ (26)	\$ 1,678	\$ 1,723	(3%)
Revenue by Region							
Revenue	\$ 1,652	\$ 1,723	(4%)	\$ (26)	\$ 1,678	\$ 1,723	(3%)
Americas	586	684	(14%)	(1)	587	684	(14%)
Europe	421	397	6%	4	417	397	5%
Japan	139	151	(8%)	(29)	168	151	11%
Other Asia Pacific	506	491	3%	-	506	491	3%
Total Revenue	\$ 1,652	\$ 1,723	(4%)	\$ (26)	\$ 1,678	\$ 1,723	(3%)
Asia Pacific	\$ 645	\$ 642	—	\$ (29)	\$ 674	\$ 642	5%

^(a)We compare the year-over-year change in revenue excluding the effect of foreign currency rate fluctuations to assess the performance of our underlying business. To determine the impact of currency fluctuations, current period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the actual exchange rate in effect during the respective prior periods.

The preliminary reconciliation of GAAP revenue adjusted for the impact of currency is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
RECONCILIATIONS OF ORGANIC REVENUE BY SEGMENT AND
ORGANIC REVENUE BY REGION EXCLUDING THE IMPACT OF CURRENCY ADJUSTMENTS
(In Millions)
(Unaudited)
PRELIMINARY

		Year-over-Year						
		ORGANIC REVENUE			Currency Adjustments ^(a)	Currency-Adjusted		
<u>Organic Revenue by Segment</u>		Q3'13	Q3'12	Year-over-Year % Change	Q3'13	Q3'13	Q3'12	Year-over-Year % Change
Life Sciences		\$ 401	\$ 391	3%	\$ (4)	\$ 405	\$ 391	4%
Chemical Analysis		387	381	1%	(5)	392	381	3%
Diagnostics and Genomics		112	106	6%	(2)	114	106	7%
Life Sciences, Diagnostics and Applied Markets (LDA)		900	\$ 878	3%	(11)	911	\$ 878	4%
Electronic Measurement		697	845	(18%)	(15)	712	845	(16%)
Agilent		<u>\$ 1,597</u>	<u>\$ 1,723</u>	(7%)	<u>\$ (26)</u>	<u>\$ 1,623</u>	<u>\$ 1,723</u>	(6%)
<u>Organic Revenue by Region</u>		Q3'13	Q3'12	Year-over-Year % Change	Currency Adjustments ^(a)	Q3'13	Q3'12	Year-over-Year % Change
Organic Revenue		\$ 1,597	\$ 1,723	(7%)	\$ (26)	\$ 1,623	\$ 1,723	(6%)
Americas		567	684	(17%)	(1)	568	684	(17%)
Europe		391	397	(2%)	4	387	397	(3%)
Japan		135	151	(11%)	(29)	164	151	9%
Other Asia Pacific		504	491	3%	-	504	491	3%
Total Organic Revenue		<u>\$ 1,597</u>	<u>\$ 1,723</u>	(7%)	<u>\$ (26)</u>	<u>\$ 1,623</u>	<u>\$ 1,723</u>	(6%)
Asia Pacific		\$ 639	\$ 642	—	\$ (29)	\$ 668	\$ 642	4%

^(a)We compare the year-over-year change in revenue excluding the effect of foreign currency rate fluctuations to assess the performance of our underlying business. To determine the impact of currency fluctuations, current period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the actual exchange rate in effect during the respective prior periods.

Organic revenue is defined as GAAP revenue excluding the impact of acquisitions and divestitures that have closed within the past year.

The preliminary reconciliation of organic revenue adjusted for the impact of currency is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
NON-GAAP NET INCOME AND DILUTED EPS RECONCILIATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

	Q3 2012		Q4 2012		Q1 2013		Q2 2013		Q3 2013		FY2012	
	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS
GAAP Net income	\$ 243	\$ 0.69	\$ 425	\$ 1.20	\$ 179	\$ 0.51	\$ 166	\$ 0.48	\$ 168	\$ 0.49	\$ 1,153	\$ 3.27
Non-GAAP adjustments:												
Restructuring and other related costs	—	—	—	—	—	—	\$ 55	\$ 0.16	\$ 1	—	—	—
Asset impairments and write-downs	15	0.04	1	—	1	—	1	—	1	—	16	0.05
Intangible amortization	32	0.09	52	0.15	52	0.15	51	0.15	48	0.14	137	0.39
Transformational initiatives	3	0.01	6	0.02	3	0.01	3	0.01	8	0.02	25	0.07
Acquisition and integration costs	41	0.12	34	0.10	10	0.03	6	0.02	6	0.02	88	0.25
Agilent Foundation donation	—	—	10	0.03	—	—	—	—	—	—	10	0.03
Other	2	0.01	2	0.01	4	0.01	5	0.01	2	0.01	(9)	(0.03)
Adjustment for taxes ^(a)	(58)	(0.17)	(227)	(0.65)	(27)	(0.08)	(18)	(0.06)	(1)	—	(320)	(0.91)
Non-GAAP Net Income	\$ 278	\$ 0.79	\$ 303	\$ 0.86	\$ 222	\$ 0.63	\$ 269	\$ 0.77	\$ 233	\$ 0.68	\$ 1,100	\$ 3.12

(a) The adjustment for taxes excludes tax benefits that management believes are not directly related to ongoing operations and which are either isolated or cannot be expected to occur again with any regularity or predictability. For Q3 FY 2013, management uses a non-GAAP effective tax rate of 16% that we believe to be indicative of on-going operations.

Historical amounts are reclassified to conform with current period presentation.

We provide non-GAAP net income and non-GAAP net income per share amounts in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to the amortization of intangibles, the impact of restructuring charges and acquisition and integration costs. Some of the exclusions, such as impairments, may be beyond the control of management. Further, some may be less predictable than revenue derived from our core businesses (the day to day business of selling our products and services). These reasons provide the basis for management's belief that the measures are useful.

Our management uses non-GAAP measures to evaluate the performance of our core businesses, to estimate future core performance and to compensate employees. Since management finds this measure to be useful, we believe that our investors benefit from seeing our results "through the eyes" of management in addition to seeing our GAAP results. This information facilitates our management's internal comparisons to our historical operating results as well as to the operating results of our competitors.

Our management recognizes that items such as amortization of intangibles and restructuring charges can have a material impact on our cash flows and/or our net income. Our GAAP financial statements including our statement of cash flows portray those effects. Although we believe it is useful for investors to see core performance free of special items, investors should understand that the excluded items are actual expenses that may impact the cash available to us for other uses. To gain a complete picture of all effects on the company's profit and loss from any and all events, management does (and investors should) rely upon the GAAP income statement. The non-GAAP numbers focus instead upon the core business of the company, which is only a subset, albeit a critical one, of the company's performance.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary non-GAAP net income and diluted EPS reconciliation is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
RECONCILIATION OF ROIC
(In millions)
(Unaudited)
PRELIMINARY

	LSG Q3'13	CAG Q3'13	EMG Q3'13	DGG Q3'13	AGILENT Q3'13	LSG Q3'12	CAG Q3'12	EMG Q3'12	DGG Q3'12	Agilent Q3'12	LSG Q2'13	CAG Q2'13	EMG Q2'13	DGG Q2'13	AGILENT Q2'13
Numerator:															
Non-GAAP income from operations	\$ 67	\$ 83	\$ 129	\$ 24	\$ 303	\$ 57	\$ 80	\$ 197	\$ 16	\$ 350	\$ 61	\$ 89	\$ 156	\$ 28	\$ 334
Less:															
Taxes and Other (income)/expense	11	13	20	6	49	8	12	30	3	53	8	13	22	4	47
Segment return	56	70	109	18	254 ^(a)	49	68	167	13	297 ^(a)	53	76	134	24	287 ^(a)
Segment return annualized	\$ 224	\$ 280	\$ 436	\$ 72	\$ 1,016	\$ 196	\$ 272	\$ 668	\$ 52	\$ 1,188	\$ 212	\$ 304	\$ 536	\$ 96	\$ 1,148
Denominator:															
Segment assets ^(b)	\$ 1,381	\$ 1,732	\$ 2,008	\$ 2,871	\$ 7,994	\$ 1,462	\$ 1,739	\$ 2,184	\$ 2,645	\$ 8,032	\$ 1,402	\$ 1,739	\$ 2,019	\$ 2,854	\$ 8,015
Less:															
Net current liabilities ^(c)	308	235	522	102	1,167	299	235	600	77	1,219	329	253	572	96	1,250
Invested capital	\$ 1,073	\$ 1,497	\$ 1,486	\$ 2,769	\$ 6,827	\$ 1,163	\$ 1,504	\$ 1,584	\$ 2,568	\$ 6,813	\$ 1,073	\$ 1,486	\$ 1,447	\$ 2,758	\$ 6,765
Average invested capital	\$ 1,073	\$ 1,491	\$ 1,467	\$ 2,763	\$ 6,796	\$ 1,149	\$ 1,488	\$ 1,555	\$ 2,551	\$ 6,741	\$ 1,081	\$ 1,484	\$ 1,430	\$ 2,753	\$ 6,752
ROIC	21%	19%	30%	3%	15%	17%	18%	43%	2%	18%	20%	20%	38%	3%	17%

ROIC calculation:(annualized current quarter segment return)/(average of the two most recent quarter-end balances of Segment Invested Capital)

(a) Agilent return is equal to non-GAAP net income of \$233 million plus net interest expense after tax of \$21 million for Q3'13, \$278 million plus net interest expense after tax of \$19 million for Q3'12 and \$269 million plus net interest expense after tax of \$18 million for Q2'13. Please see "Non-GAAP Net Income and Diluted EPS Reconciliations" for a reconciliation of non-GAAP net income to GAAP net income.

(b) Segment assets consist of inventory, accounts receivable, property plant and equipment, gross goodwill and other intangibles, deferred taxes and allocated corporate assets.

(c) Includes accounts payable, employee compensation and benefits, deferred revenue, certain other accrued liabilities and allocated corporate liabilities.

Return on Invested Capital (ROIC) is a non-GAAP measure that management believes provides useful supplemental information for management and the investor. ROIC is a tool by which we track how much value we are creating for our shareholders. Management uses ROIC as a performance measure for our businesses, and our senior managers' compensation is linked to ROIC improvements as well as other performance criteria. We believe that ROIC provides our management with a means to analyze and improve their business, measuring segment profitability in relation to net asset investments. We acknowledge that ROIC may not be calculated the same way by every company. When we complete major acquisitions, we may adjust invested capital for the relevant segment in the quarter when the acquisition occurred. We compensate for this limitation by monitoring and providing to the reader a full GAAP income statement and balance sheet.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary reconciliation of ROIC is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
NET CASH (DEBT)
(In millions)
(Unaudited)
PRELIMINARY

	<u>Q3'13</u>	<u>Q3'12</u>	<u>Q2'13</u>
Cash and cash equivalents	\$ 2,330	\$ 1,923	\$ 2,519
Short-term debt, par value	—	(500)	(250)
Senior notes, par value	(2,600)	(1,600)	(2,000)
Other debt	(45)	(42)	(44)
Total Net Cash (Debt)	<u>\$ (315)</u>	<u>\$ (219)</u>	<u>\$ 225</u>

The preliminary reconciliation of net cash is estimated based on our current information.

Management believes this metric provides useful information to investors about the Company's overall liquidity and financial position. Net Cash is a measure at a point in time and does not reflect the Company's future financial prospects or liquidity.