



AGILENT TECHNOLOGIES

Q4 FISCAL YEAR 2011 RESULTS

NOVEMBER 15, 2011



Agilent Technologies

SAFE HARBOR

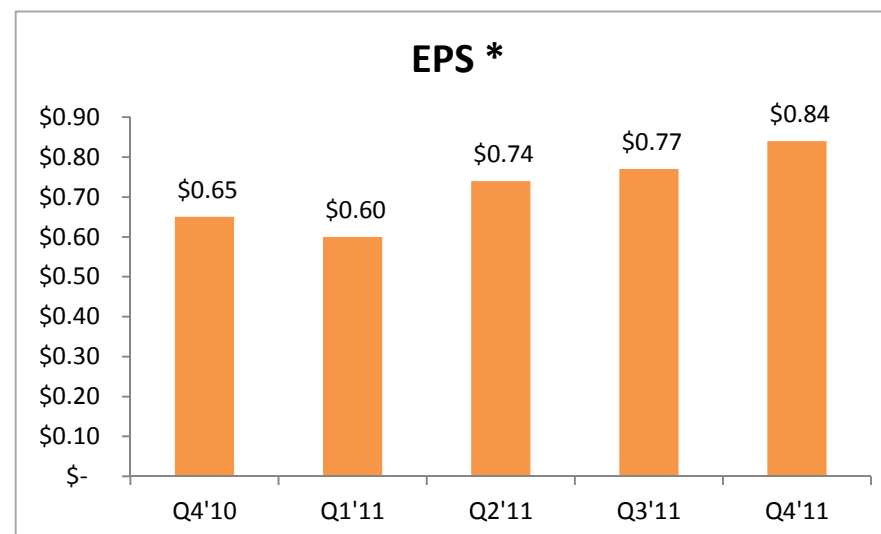
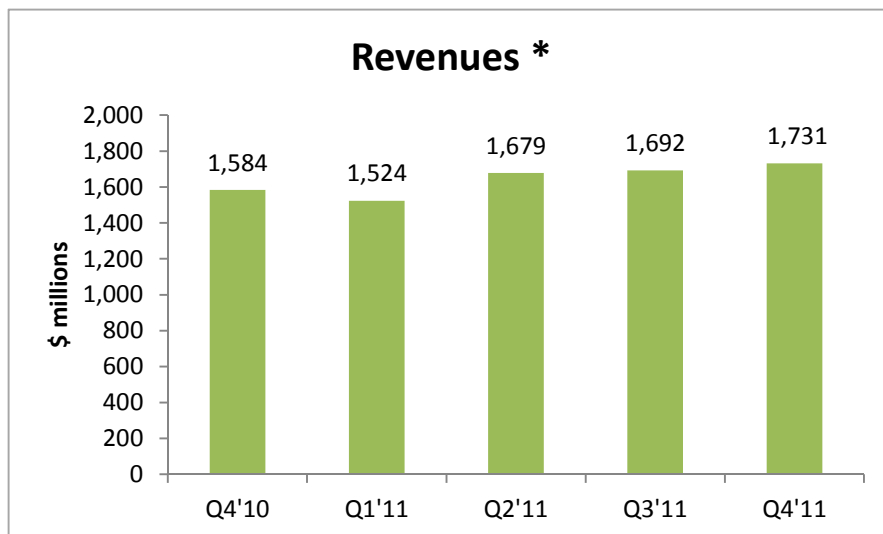
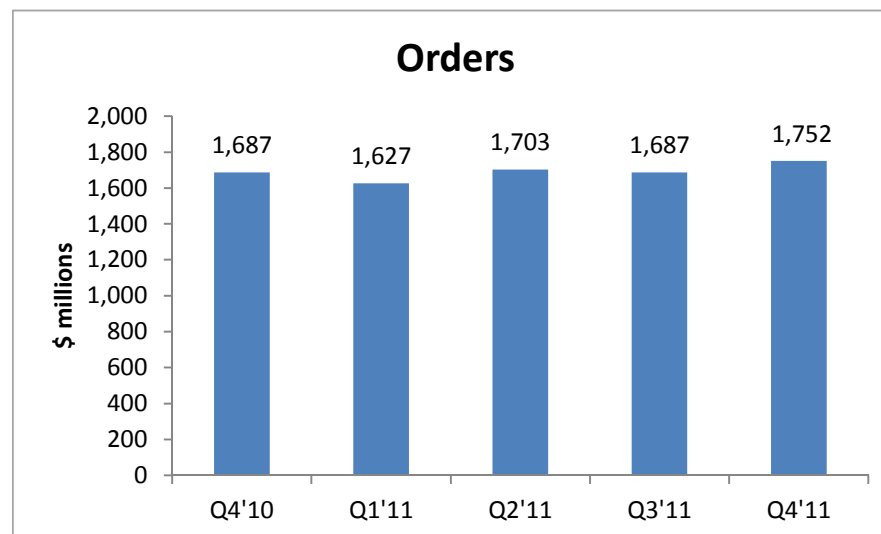
This presentation contains forward-looking statements (including, without limitation, information and future guidance on our goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, the continued strengths and expected growth of the markets we sell into, operations, operating earnings, and tax rates) that involve risks and uncertainties that could cause results of Agilent to differ materially from management's current expectations.

In addition, other risks that the company faces in running its operations include the ability to execute successfully through business cycles; the ability to successfully adapt its cost structures to continuing changes in business conditions; ongoing competitive, pricing and gross margin pressures; the risk that our cost-cutting initiatives will impair our ability to develop products and remain competitive and to operate effectively; the impact of geopolitical uncertainties on our markets and our ability to conduct business; the ability to improve asset performance to adapt to changes in demand; the ability to successfully introduce new products at the right time, price and mix, and other risks detailed in the company's filings with the Securities and Exchange Commission, including our quarterly report on Form 10-Q for the quarter ended July 31, 2011.

The company assumes no obligation to update the information in these presentations. These presentations and the Q&A that follows include non-GAAP numbers. A presentation of the most directly comparable GAAP numbers and the reconciliations between the non-GAAP and GAAP numbers can be found at <http://www.investor.agilent.com> under "Financial Results".

Q4'11 FINANCIAL HIGHLIGHTS

- **Orders:** \$1.75B, +4% y/y (+2% currency-adjusted)
- **Revenues*:** \$1.73B, +9% y/y (+7% currency-adjusted)
- **Operating Margin*:** Record 21.6% of revenue, +250 basis points y/y
- **Operating Cash Flow:** \$510M, +\$137M y/y

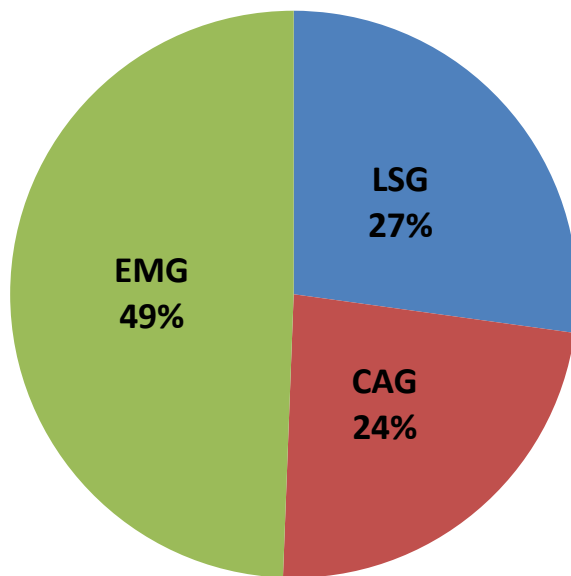


*Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided

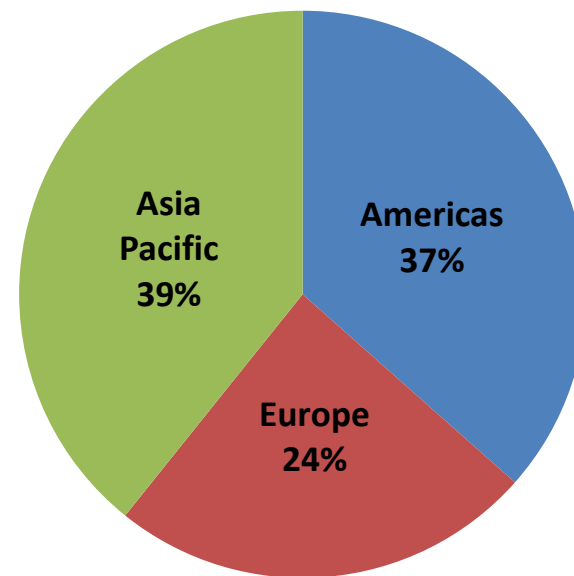
Q4'11 REVENUE DISTRIBUTION

Q4'11 Revenue = \$1.73B

Q4'11 Revenue by Segment



Q4'11 Revenue by Region

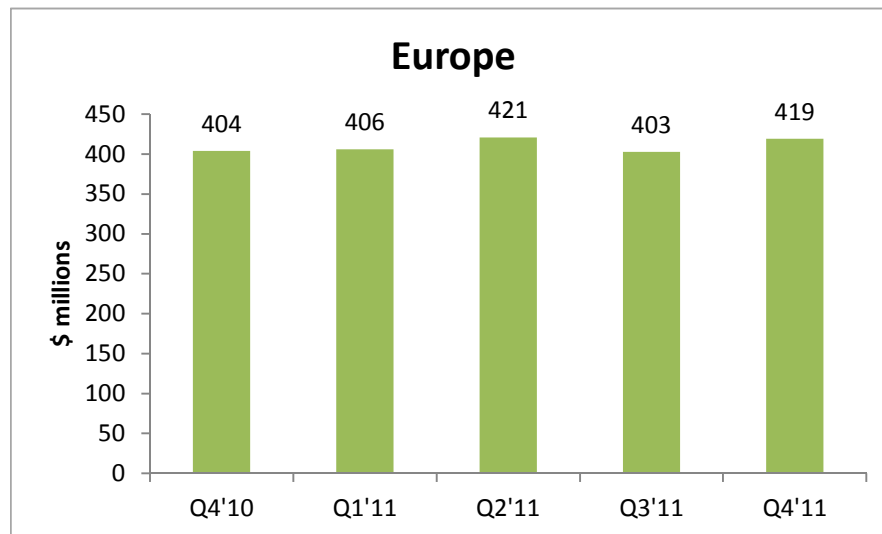
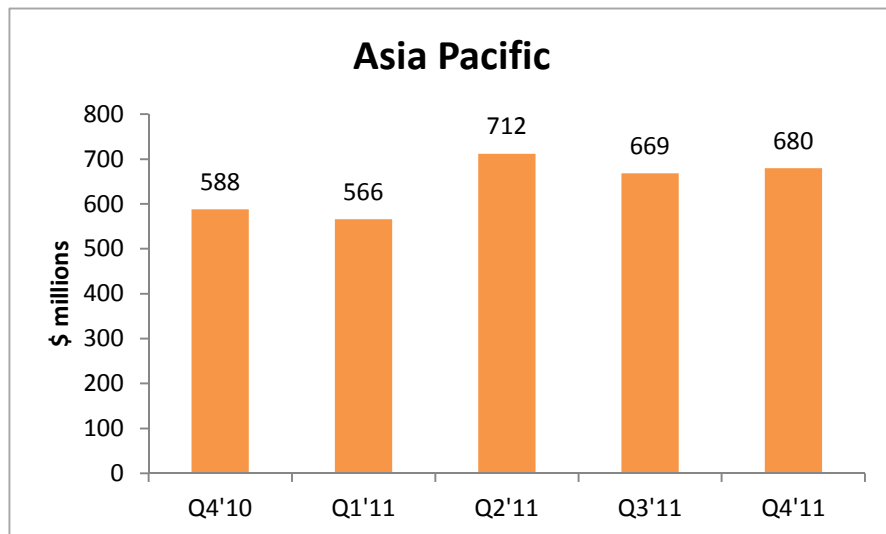
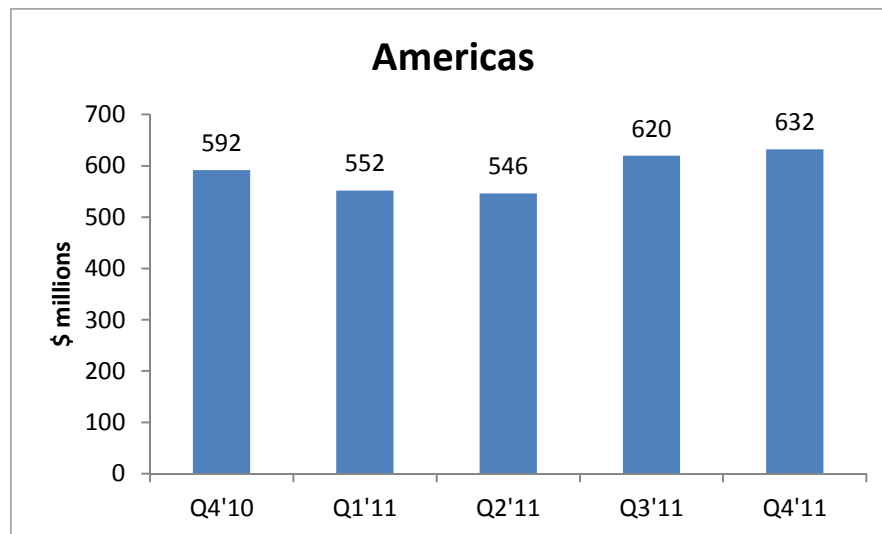


Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided

Q4'11 REVENUE DISTRIBUTION BY GEOGRAPHY

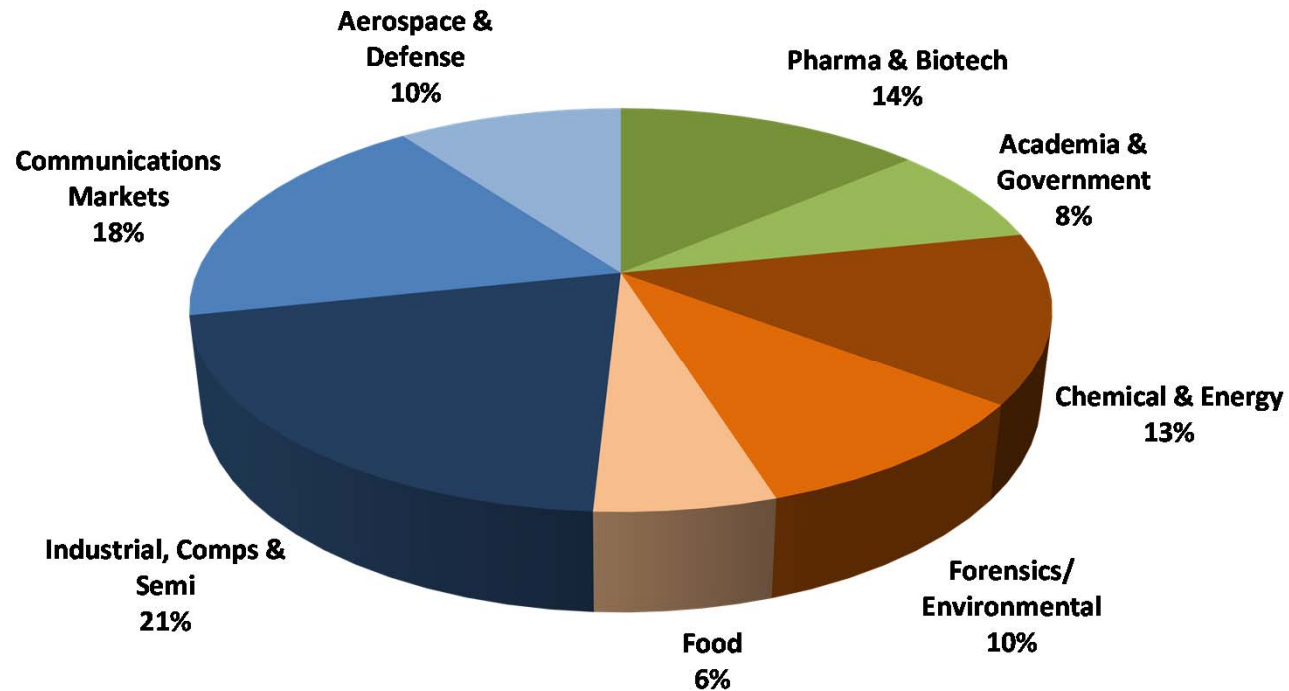
- **Q4'11 Y/Y currency-adjusted revenue growth:**

- Americas +6%
- Europe -1%
- Japan +9%
- Asia Pacific ex-Japan +13%



Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided

Q4'11 REVENUE DISTRIBUTION BY END MARKET

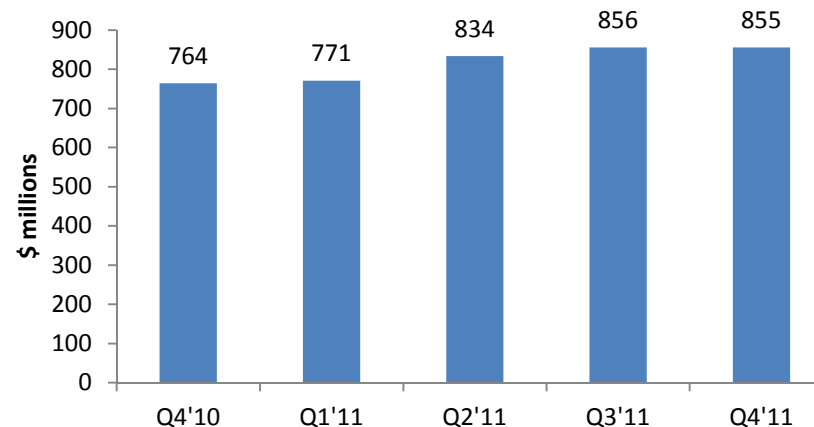


Provided on a best estimate basis

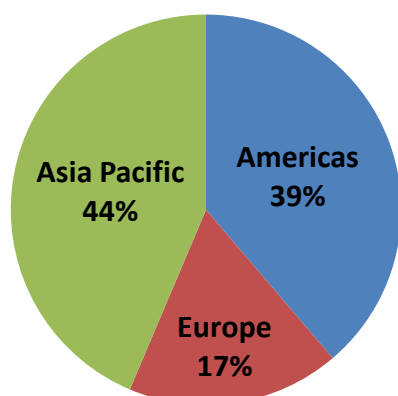
Q4'11 EMG HIGHLIGHTS

- **Orders:** \$822M, flat y/y (-1% currency-adjusted)
- **Revenues:** \$855M, +12% y/y (+10% currency-adjusted)
- **Operating Margin:** Record 24% of revenue

EMG Net Revenue

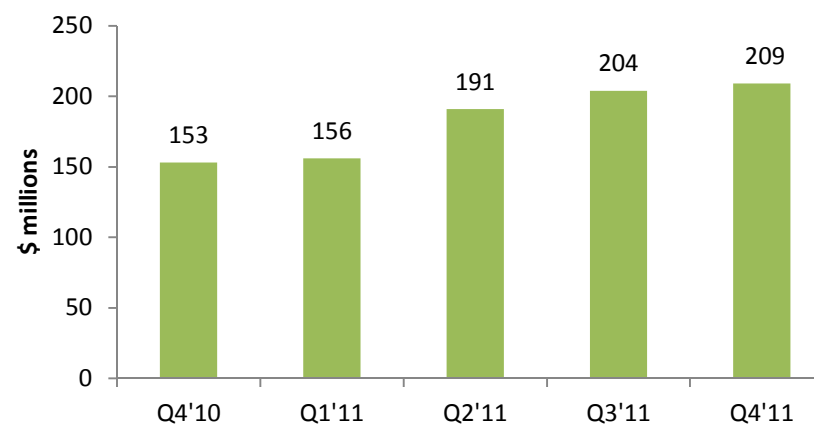


Q4'11 EMG Revenue by Region



Presented on a non-GAAP basis

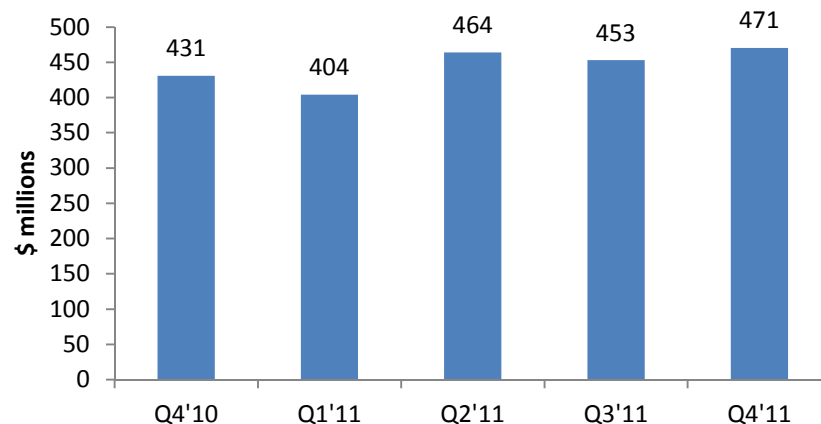
EMG Income from Operations



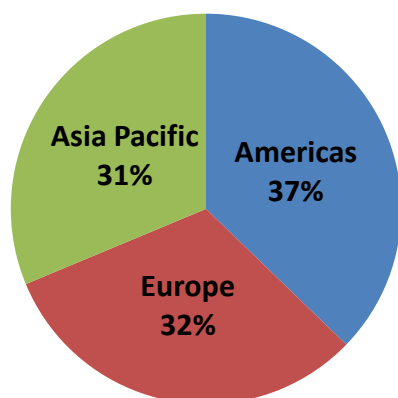
Q4'11 LSG HIGHLIGHTS

- **Orders:** \$509M, +9% y/y (+7% currency-adjusted)
- **Revenues:** \$471M, +9% y/y (+6% currency-adjusted)
- **Operating Margin:** 14% of revenue

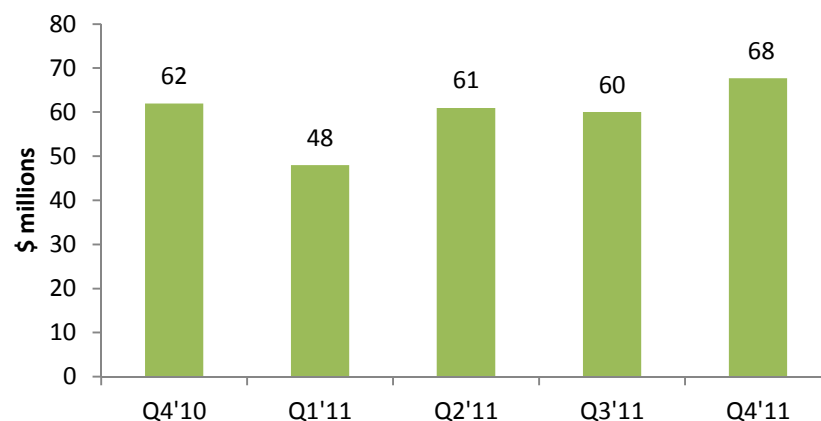
LSG Net Revenue



Q4'11 LSG Revenue by Region



LSG Income from Operations

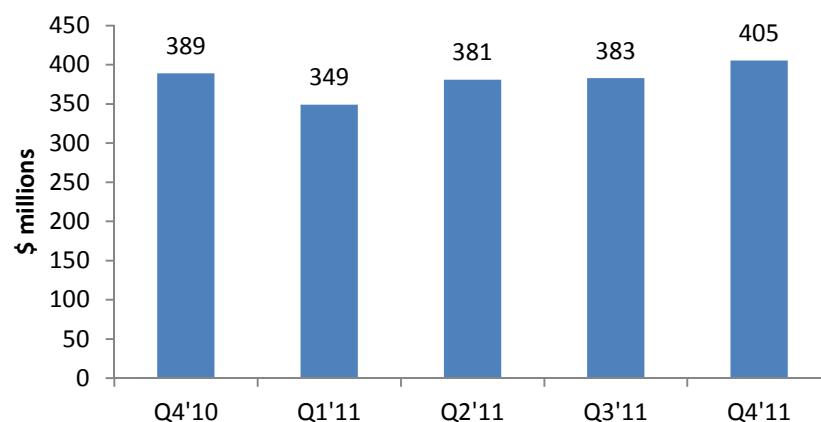


Presented on a non-GAAP basis

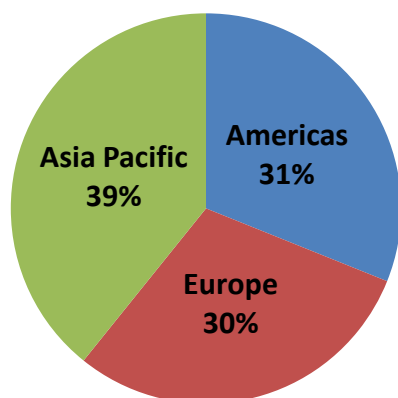
Q4'11 CAG HIGHLIGHTS

- **Orders:** \$421M, +5% y/y (+2% currency-adjusted)
- **Revenues:** \$405M, +4% y/y (+1% currency-adjusted)
- **Operating Margin:** 24% of revenue

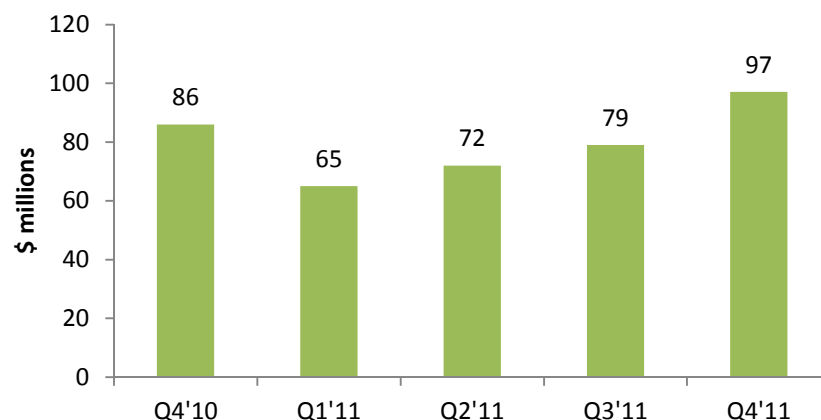
CAG Net Revenue



Q4'11 CAG Revenue by Region



CAG Income from Operations



Presented on a non-GAAP basis

Q1'12 AND FY 2012 GUIDANCE

	Q1'12	FY12
Revenue	\$1.65B - \$1.67B	\$6.85B - \$7.15B
Organic Revenue Growth (mid-point)	9%	6%
EPS	\$0.67 - \$0.69	\$3.00 - \$3.35
EPS Growth (mid-point)	13%	8%

Presented on a non-GAAP basis