

Agilent Operating Results Q1F09 – Q1F10

	Q1'09	Q2'09	Q3'09	Q4'09	Q1'10	Q1
M\$	Act	Act	Act	Act	Act	Y/Y
Orders	1,115	1,026	1,071	1,274	1,220	9%
Net Revenues	1,166	1,091	1,057	1,167	1,213	4%
Gross Profit %	54.3%	52.1%	53.3%	55.6%	56.1%	1.8 ppt
R&D	164	152	145	144	146	-11%
% Revenues	14.1%	13.9%	13.7%	12.3%	12.0%	-2.1 ppt
SG&A	374	349	337	355	353	-6%
% Revenues	32.1%	32.0%	31.9%	30.4%	29.1%	-3.0 ppt
Operating Profit	95	67	81	150	181	91%
Operating Margin	8.1%	6.1%	7.6%	12.8%	14.9%	6.8 ppt
Other Income/ (Expense)	(4)	(11)	(14)	(10)	(12)	200%
Pre-Tax Earnings	91	56	67	140	169	86%
Tax Rate	21%	21%	21%	21%	20%	-1 ppt
Income Tax	19	12	14	29	34	79%
Net Earnings	72	44	53	111	135	88%
Net Margin	6.2%	4.0%	5.0%	9.5%	11.1%	4.9 ppt
ROIC	11%	8%	9%	18%	21%	10 ppt
Inventory Days	112	107	106	97	93	(19)
DSO	49	47	46	46	47	(2)
Regular Headcount	19,338	19,100	17,918	16,809	16,352	-2,986
Non-GAAP EPS	\$ 0.20	\$ 0.13	\$ 0.15	\$ 0.32	\$ 0.38	\$ 0.18



Agilent Technologies