

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 October 31,		Percent Inc/(Dec)
	2013	2012	
Orders	\$ 1,829	\$ 1,751	4%
Net revenue	\$ 1,718	\$ 1,767	(3%)
Costs and expenses:			
Cost of products and services	810	845	(4%)
Research and development	173	178	(3%)
Selling, general and administrative	450	466	(3%)
Total costs and expenses	<u>1,433</u>	<u>1,489</u>	(4%)
Income from operations	285	278	3%
Interest income	2	2	—
Interest expense	(30)	(26)	15%
Other income (expense), net	<u>(3)</u>	<u>2</u>	—
Income before taxes	254	256	(1%)
Provision (benefit) for income taxes	<u>43</u>	<u>(169)</u>	—
Net income	<u>\$ 211</u>	<u>\$ 425</u>	(50%)
Net income per share:			
Basic	\$ 0.64	\$ 1.22	
Diluted	\$ 0.63	\$ 1.20	
Weighted average shares used in computing net income per share:			
Basic	331	348	
Diluted	336	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

	Years Ended October 31,		Percent Inc/(Dec)
	2013	2012	
Orders	\$ 6,827	\$ 6,877	(1%)
Net revenue	\$ 6,782	\$ 6,858	(1%)
Costs and expenses:			
Cost of products and services	3,247	3,254	—
Research and development	704	668	5%
Selling, general and administrative	1,880	1,817	3%
Total costs and expenses	<u>5,831</u>	<u>5,739</u>	2%
Income from operations	951	1,119	(15%)
Interest income	7	9	(22%)
Interest expense	(107)	(101)	6%
Other income (expense), net	<u>8</u>	<u>16</u>	(50%)
Income before taxes	859	1,043	(18%)
Provision (benefit) for income taxes	<u>135</u>	<u>(110)</u>	—
Net income	<u>\$ 724</u>	<u>\$ 1,153</u>	(37%)
Net income per share:			
Basic	\$ 2.12	\$ 3.31	
Diluted	\$ 2.10	\$ 3.27	
Weighted average shares used in computing net income per share:			
Basic	341	348	
Diluted	345	353	
Cash dividends declared per common share	\$ 0.46	\$ 0.30	

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 October 31,		Years Ended October 31,	
	2013	2012	2013	2012
Net income	\$ 211	\$ 425	\$ 724	\$ 1,153
Other comprehensive income (loss), net of tax:				
Change in unrealized gain on investments	2	—	7	6
Change in unrealized gain on derivative instruments	1	5	8	7
Amounts reclassified into earnings related to derivative instruments	(2)	(2)	(10)	(6)
Foreign currency translation	88	132	1	(28)
Net defined benefit pension cost and post retirement plan costs:				
Change in actuarial net loss	183	(216)	228	(175)
Change in net prior service benefit	(8)	5	(32)	(31)
Other comprehensive income (loss)	<u>264</u>	<u>(76)</u>	<u>202</u>	<u>(227)</u>
Total comprehensive income	<u>\$ 475</u>	<u>\$ 349</u>	<u>\$ 926</u>	<u>\$ 926</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

	<u>October 31, 2013</u>	<u>October 31, 2012</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 2,675	\$ 2,351
Accounts receivable, net	899	923
Inventory	1,066	1,014
Other current assets	329	341
Total current assets	<u>4,969</u>	<u>4,629</u>
Property, plant and equipment, net	1,134	1,164
Goodwill	3,047	3,025
Other intangible assets, net	916	1,086
Long-term investments	139	109
Other assets	481	523
Total assets	<u>\$ 10,686</u>	<u>\$ 10,536</u>
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	\$ 432	\$ 461
Employee compensation and benefits	401	387
Deferred revenue	439	420
Short-term debt	—	250
Other accrued liabilities	330	375
Total current liabilities	<u>1,602</u>	<u>1,893</u>
Long-term debt	2,699	2,112
Retirement and post-retirement benefits	294	554
Other long-term liabilities	802	792
Total liabilities	<u>5,397</u>	<u>5,351</u>
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; 602 million shares at October 31, 2013 and 595 million shares at October 31, 2012, issued	6	6
Treasury stock at cost; 269 million shares at October 31, 2013 and 249 million shares at October 31, 2012	(9,607)	(8,707)
Additional paid-in-capital	8,723	8,489
Retained earnings	6,073	5,505
Accumulated other comprehensive income (loss)	91	(111)
Total stockholders' equity	<u>5,286</u>	<u>5,182</u>
Non-controlling interest	3	3
Total equity	<u>5,289</u>	<u>5,185</u>
Total liabilities and equity	<u>\$ 10,686</u>	<u>\$ 10,536</u>

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 October 31, 2013	Year Ended October 31, 2013
Cash flows from operating activities:		
Net income	\$ 211	\$ 724
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	95	372
Share-based compensation	18	84
Excess tax benefit from share-based plans	—	(2)
Excess and obsolete inventory and inventory related charges	12	48
Other non-cash expenses, net	—	8
Changes in assets and liabilities:		
Accounts receivable	(17)	14
Inventory	(19)	(100)
Accounts payable	20	(27)
Employee compensation and benefits	53	16
Other assets and liabilities	4	15
Net cash provided by operating activities ^(a)	377	1,152
Cash flows from investing activities:		
Investments in property, plant and equipment	(32)	(195)
Proceeds from sale of property, plant and equipment	—	2
Purchase of other investments	(10)	(25)
Payment to acquire equity method investment	—	(21)
Proceeds from sale of investment securities	1	12
Acquisition of businesses and intangible assets, net of cash acquired	(10)	(21)
Net cash used in investing activities	(51)	(248)
Cash flows from financing activities:		
Issuance of common stock under employee stock plans	45	161
Treasury stock repurchases	—	(900)
Payment of dividends	(39)	(156)
Issuance of senior notes	—	597
Debt issuance cost	—	(5)
Repayment of senior notes	—	(250)
Payments to prior non-controlling interest	—	(3)
Excess tax benefit from share-based plans	—	2
Net cash provided by (used in) financing activities	6	(554)
Effect of exchange rate movements	13	(26)
Net increase in cash and cash equivalents	345	324
Cash and cash equivalents at beginning of period	2,330	2,351
Cash and cash equivalents at end of period	\$ 2,675	\$ 2,675
^(a) Cash payments included in operating activities:		
Restructuring payments	16	43
Income tax payments, net	17	110

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

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

(In millions, except margins and ROIC data)

	FY 2013				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 562	\$ 579	\$ 536	\$ 642	\$ 2,319
Net revenue	\$ 564	\$ 571	\$ 564	\$ 601	\$ 2,300
Gross margin %	54.3%	54.3%	53.6%	55.1%	54.3%
Income from operations	\$ 82	\$ 89	\$ 91	\$ 115	\$ 377
Operating margin %	14.6%	15.5%	16.0%	19.2%	16.4%
Segment assets	\$ 4,233	\$ 4,256	\$ 4,252	\$ 4,291	
Return On Invested Capital ^(a) , %	7%	8%	8%	10%	
	FY 2012				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 463	\$ 476	\$ 479	\$ 575	\$ 1,993
Net revenue	\$ 461	\$ 469	\$ 497	\$ 557	\$ 1,984
Gross margin %	52.6%	51.5%	52.7%	55.7%	53.3%
Income from operations	\$ 66	\$ 59	\$ 73	\$ 97	\$ 295
Operating margin %	14.2%	12.6%	14.7%	17.4%	14.8%
Segment assets	\$ 1,820	\$ 1,826	\$ 4,107	\$ 4,072	
Return On Invested Capital ^(a) , %	15%	14%	7%	9%	

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 16 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	\$ 445	\$ 1,642
Net revenue	\$ 394	\$ 401	\$ 387	\$ 412	\$ 1,594
Gross margin %	51.2%	51.4%	51.0%	52.9%	51.7%
Income from operations	\$ 81	\$ 89	\$ 83	\$ 102	\$ 355
Operating margin %	20.6%	22.1%	21.5%	24.7%	22.3%
Segment assets	\$ 1,721	\$ 1,739	\$ 1,732	\$ 1,756	
Return On Invested Capital ^(a) , %	18%	20%	19%	23%	
	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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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 16 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.
ELECTRONIC MEASUREMENT SEGMENT
(Unaudited)
PRELIMINARY

(In millions, except margins and ROIC data)

	FY 2013				
	Q1	Q2	Q3	Q4	Total
Orders	\$ 749	\$ 701	\$ 674	\$ 742	\$ 2,866
Net revenue	\$ 722	\$ 760	\$ 701	\$ 705	\$ 2,888
Gross margin %	57.4%	57.1%	56.6%	56.4%	56.9%
Income from operations	\$ 125	\$ 156	\$ 129	\$ 134	\$ 544
Operating margin %	17.3%	20.5%	18.5%	19.0%	18.9%
Segment assets	\$ 1,962	\$ 2,019	\$ 2,008	\$ 1,997	
Return On Invested Capital ^(a) , %	28%	38%	30%	30%	
	FY 2012				
	Q1	Q2	Q3	Q4	Total
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%	

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 16 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	\$ 1,087	\$ 3,961
Net revenue	\$ 958	\$ 972	\$ 951	\$ 1,013	\$ 3,894
Gross margin %	53.1%	53.1%	52.5%	54.2%	53.2%
Income from operations	\$ 163	\$ 178	\$ 174	\$ 217	\$ 732
Operating margin %	17.1%	18.2%	18.3%	21.4%	18.8%

	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 2 of our reportables segments; Life Sciences and Diagnostics Group (LDG) and Chemical Analysis Group (CAG).

Income from operations reflect the combined 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.

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 - Q4F13
(Unaudited)

M\$					Preliminary					Q4 Y/Y
	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13		
Orders	1,623	1,841	1,662	1,751	1,710	1,688	1,600	1,829	4%	
Net Revenues	1,635	1,733	1,723	1,767	1,680	1,732	1,652	1,718	-3%	
Gross Profit %	54.9%	54.1%	53.7%	55.8%	54.9%	54.8%	54.3%	55.1%	0.7 ppt	
R&D	161	166	161	175	177	170	168	172	-2%	
% Revenues	9.8%	9.6%	9.3%	9.9%	10.6%	9.8%	10.2%	10.0%	0.1 ppt	
SG&A	422	435	414	427	458	445	426	423	-1%	
% Revenues	25.8%	25.1%	24.0%	24.2%	27.2%	25.7%	25.8%	24.6%	0.5 ppt	
Operating Profit	314	337	350	383	288	334	303	351	-8%	
Operating Margin	19.2%	19.5%	20.3%	21.7%	17.2%	19.3%	18.3%	20.4%	-1.3 ppt	
Other Income/ (Expense)	(20)	(13)	(19)	(22)	(23)	(15)	(25)	(28)	27%	
Pre-Tax Earnings	294	324	331	361	265	319	278	323	-11%	
Tax Rate	17%	15%	16%	16%	16%	16%	16%	16%	0 ppt	
Income Tax	50	49	53	58	43	50	45	52	-10%	
Net Earnings	244	275	278	303	222	269	233	271	-11%	
Net Margin	14.9%	15.9%	16.1%	17.1%	13.2%	15.5%	14.1%	15.8%	-1.3 ppt	
ROIC	23%	26%	18%	19%	14%	17%	15%	17%	-2 ppt	
Regular Headcount	18,683	18,840	20,193	20,477	20,466	20,543	20,563	20,600	123	
Non-GAAP EPS	\$ 0.69	\$ 0.78	\$ 0.79	\$ 0.86	\$ 0.63	\$ 0.77	\$ 0.68	\$ 0.81	\$ (0.05)	

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.
REVENUE BY REGION
(in millions)
(Unaudited)
PRELIMINARY

	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13	Q4'13 Year Over Year Percent Inc/(Dec)
GAAP						
Americas	\$ 672	\$ 592	\$ 621	\$ 586	\$ 611	-9%
Europe	434	466	433	421	467	7%
Asia Pacific	661	622	678	645	640	-3%
Revenue	\$ 1,767	\$ 1,680	\$ 1,732	\$ 1,652	\$ 1,718	-3%

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 OCTOBER 31, 2013
(Unaudited)
PRELIMINARY

		NON-GAAP ADJUSTMENTS											
		GAAP	Restructuring and Other Related Costs	Intangible Amortization	Transformational Initiatives	Acquisition & Integration Costs	One-Time and Pre-Separation Costs	Acceleration of Share-based Compensation Expense Related to Workforce Reduction	Other	Adjustment for Taxes	Non-GAAP		
(in millions, except per share amounts)													
Orders	Change Year Over Year	4%	\$ 1,829	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,829	4% Change Year Over Year	
Net Revenue	Change Year Over Year	-3%	\$ 1,718	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,718	-3% Change Year Over Year	
Costs and expenses:													
Cost of products and services	Gross Margin	52.9%	810	(1)	(31)	(4)	(1)	-	(1)	-	772	55.1% Gross Margin	
Research and development	As a % of Revenue	10.1%	173	-	-	-	(1)	-	-	-	172	10.0% As a % of Revenue	
Selling, general and administrative	As a % of Revenue	26.2%	450	4	(17)	(1)	(5)	(5)	(2)	(1)	423	24.6% As a % of Revenue	
Total costs and expenses			1,433	3	(48)	(5)	(7)	(5)	(3)	(1)	1,367		
Income from operations	Operating Margin	16.6%	285	(3)	48	5	7	5	3	1	351	20.4% Operating Margin	
Other income(expense), net			(31)	-	-	-	-	-	-	3	(28)		
Income before taxes			254	(3)	48	5	7	5	3	4	323		
Provision for taxes	Tax Rate	17%	43	-	-	-	-	-	-	-	9	16% Tax Rate	
Net income	Net Margin	12.3%	\$ 211	\$ (3)	\$ 48	\$ 5	\$ 7	\$ 5	\$ 3	\$ 4	\$ (9)	\$ 271	15.8% Net Margin
Net income (loss) per share - Basic and Diluted:													
	Basic		\$ 0.64	\$ (0.01)	\$ 0.15	\$ 0.02	\$ 0.02	\$ 0.02	\$ 0.01	\$ 0.01	\$ (0.04)	\$ 0.82	
	Diluted		\$ 0.63	\$ (0.01)	\$ 0.15	\$ 0.01	\$ 0.02	\$ 0.01	\$ 0.01	\$ 0.01	\$ (0.02)	\$ 0.81	

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

Basic	331	331	331	331	331	331	331	331	331	331	331
Diluted	336	336	336	336	336	336	336	336	336	336	336

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

YEAR ENDED OCTOBER 31, 2013
(Unaudited)
PRELIMINARY

		NON-GAAP ADJUSTMENTS												
		GAAP	Restructuring and Other Related Costs	Asset Impairments	Intangible Amortization	Transformational Initiatives	Acquisition & Integration Costs	One-Time and Pre-Separation Costs	Acceleration of Share-based Compensation Expense Related to Workforce Reduction	Other	Adjustment for Taxes	Non-GAAP		
(in millions, except per share amounts)														
Orders	Change Year Over Year	-1%	\$ 6,827	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,827	-1% Change Year Over Year	
Net Revenue	Change Year Over Year	-1%	\$ 6,782	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,782	-1% Change Year Over Year	
Costs and expenses:														
Cost of products and services	Gross Margin	52.1%	3,247	(22)	-	(128)	(12)	(10)	-	(1)	(7)	3,067	54.8% Gross Margin	
Research and development	As a % of Revenue	10.4%	704	(10)	(2)	-	(1)	(3)	-	-	(1)	687	10.1% As a % of Revenue	
Selling, general and administrative	As a % of Revenue	27.7%	1,880	(21)	(1)	(71)	(6)	(16)	(5)	(2)	(6)	1,752	25.8% As a % of Revenue	
Total costs and expenses			5,831	(53)	(3)	(199)	(19)	(29)	(5)	(3)	(14)	5,506		
Income from operations	Operating Margin	14.0%	951	53	3	199	19	29	5	3	14	1,276	18.8% Operating Margin	
Other income(expense), net			(92)	-	-	-	-	-	-	-	1	(91)		
Income before taxes			859	53	3	199	19	29	5	3	15	1,185		
Provision for taxes	Tax Rate	16%	135	-	-	-	-	-	-	-	55	190	16% Tax Rate	
Net income	Net Margin	10.7%	\$ 724	\$ 53	\$ 3	\$ 199	\$ 19	\$ 29	\$ 5	\$ 3	\$ 15	\$ (55)	\$ 995	14.7% Net Margin
Net income (loss) per share - Basic and Diluted:														
			\$ 2.12	\$ 0.16	\$ 0.01	\$ 0.58	\$ 0.06	\$ 0.09	\$ 0.01	\$ 0.01	\$ 0.04	\$ (0.16)	\$ 2.92	
			\$ 2.10	\$ 0.15	\$ 0.01	\$ 0.58	\$ 0.06	\$ 0.08	\$ 0.01	\$ 0.01	\$ 0.04	\$ (0.16)	\$ 2.88	
Weighted average shares used in computing net income (loss) per share														
			341	341	341	341	341	341	341	341	341	341	341	
			345	345	345	345	345	345	345	345	345	345	345	

The preliminary reconciliation from GAAP to Non-GAAP net income is estimated 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

Revenue by Segment	Year-over-Year								
	GAAP			Year-over-Year % Change	Currency Adjustments ^(a)	Currency-Adjusted			Year-over-Year % Change
	Q4'13	Q4'12				Q4'13	Q4'13	Q4'12	
Life Sciences and Diagnostics	\$ 601	\$ 557	8%	\$ (5)	\$ 606	\$ 557	9%		
Chemical Analysis	412	394	4%	(6)	418	394	6%		
Life Sciences, Diagnostics and Applied Markets (LDA)	1,013	951	6%	(11)	1,024	951	8%		
Electronic Measurement	705	816	-14%	(14)	719	816	-12%		
Agilent	\$ 1,718	\$ 1,767	-3%	\$ (25)	\$ 1,743	\$ 1,767	-1%		

Revenue by Region	Year-over-Year								
	GAAP			Year-over-Year % Change	Currency Adjustments ^(a)	Currency-Adjusted			Year-over-Year % Change
	Q4'13	Q4'12				Q4'13	Q4'13	Q4'12	
Revenue	\$ 1,718	\$ 1,767	-3%	\$ (25)	\$ 1,743	\$ 1,767	-1%		
Americas	611	672	-9%	(2)	613	672	-9%		
Europe	467	434	7%	14	453	434	4%		
Japan	147	181	-18%	(34)	181	181	0%		
Other Asia Pacific	493	480	3%	(3)	496	480	3%		
Total Revenue	\$ 1,718	\$ 1,767	-3%	\$ (25)	\$ 1,743	\$ 1,767	-1%		
Asia Pacific	\$ 640	\$ 661	-3%	\$ (37)	\$ 677	\$ 661	2%		

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

	Q4 2012		Q1 2013		Q2 2013		Q3 2013		Q4 2013		FY 2013		FY 2012	
	Net Income	Diluted EPS	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	\$ 425	\$ 1.20	\$ 179	\$ 0.51	\$ 166	\$ 0.48	\$ 168	\$ 0.49	\$ 211	\$ 0.63	\$ 724	\$ 2.10	\$ 1,153	\$ 3.27
Non-GAAP adjustments:														
Restructuring and other related costs	—	—	—	—	55	0.16	1	—	(3)	(0.01)	53	0.15	—	—
Asset impairments and write-downs	1	—	1	—	1	—	1	—	—	—	3	0.01	16	0.05
Acceleration of share-based compensation expense related to workforce reduction	—	—	—	—	—	—	—	—	3	0.01	3	0.01	—	—
Intangible amortization	52	0.15	52	0.15	51	0.15	48	0.14	48	0.15	199	0.58	137	0.39
Transformational initiatives	6	0.02	3	0.01	3	0.01	8	0.02	5	0.01	19	0.06	25	0.07
Acquisition and integration costs	34	0.10	10	0.03	6	0.02	6	0.02	7	0.02	29	0.08	88	0.25
Agilent Foundation donation	10	0.03	—	—	—	—	—	—	—	—	—	—	10	0.03
One-time and pre-separation costs	—	—	—	—	—	—	—	—	5	0.01	5	0.01	—	—
Other	2	0.01	4	0.01	5	0.01	2	0.01	4	0.01	15	0.04	(9)	(0.03)
Adjustment for taxes ^(a)	(227)	(0.65)	(27)	(0.08)	(18)	(0.06)	(1)	—	(9)	(0.02)	(55)	(0.16)	(320)	(0.91)
Non-GAAP Net income	\$ 303	\$ 0.86	\$ 222	\$ 0.63	\$ 269	\$ 0.77	\$ 233	\$ 0.68	\$ 271	\$ 0.81	\$ 995	\$ 2.88	\$ 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 the Q4 FY 2013, management uses a non-GAAP effective tax rate of 16%, respectively, that we believe to be indicative of on-going operations.

Historical amounts are reclassified to conform with current 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

	LDG	CAG	EMG	AGILENT	LDG	CAG	EMG	AGILENT	LDG	CAG	EMG	AGILENT
	Q4'13	Q4'13	Q4'13	Q4'13	Q4'12	Q4'12	Q4'12	Q4'12	Q3'13	Q3'13	Q3'13	Q3'13
Numerator:												
Non-GAAP income from operations	\$ 115	\$ 102	\$ 134	\$ 351	\$ 97	\$ 97	\$ 189	\$ 383	\$ 91	\$ 83	\$ 129	\$ 303
Less:												
Taxes and Other (income)/expense	18	17	22	56	16	15	28	59	16	13	20	49
Segment return	97	85	112	295 ^(a)	81	82	161	324 ^(a)	75	70	109	254 ^(a)
Segment return annualized	<u>\$ 388</u>	<u>\$ 340</u>	<u>\$ 448</u>	<u>\$ 1,180</u>	<u>\$ 324</u>	<u>\$ 328</u>	<u>\$ 644</u>	<u>\$ 1,296</u>	<u>\$ 300</u>	<u>\$ 280</u>	<u>\$ 436</u>	<u>\$ 1,016</u>
Denominator:												
Segment assets ^(b)	\$ 4,291	\$ 1,756	\$ 1,997	\$ 8,044	\$ 4,072	\$ 1,768	\$ 2,157	\$ 7,999	\$ 4,252	\$ 1,732	\$ 2,008	\$ 7,994
Less:												
Net current liabilities ^(c)	437	258	536	1,237	402	246	584	1,234	411	235	522	1,167
Invested capital	<u>\$ 3,854</u>	<u>\$ 1,498</u>	<u>\$ 1,461</u>	<u>\$ 6,807</u>	<u>\$ 3,670</u>	<u>\$ 1,522</u>	<u>\$ 1,573</u>	<u>\$ 6,765</u>	<u>\$ 3,841</u>	<u>\$ 1,497</u>	<u>\$ 1,486</u>	<u>\$ 6,827</u>
Average invested capital	\$ 3,847	\$ 1,497	\$ 1,473	\$ 6,817	\$ 3,700	\$ 1,513	\$ 1,579	\$ 6,790	\$ 3,836	\$ 1,491	\$ 1,467	\$ 6,796
ROIC	10%	23%	30%	17%	9%	22%	41%	19%	8%	19%	30%	15%

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 \$271 million plus net interest expense after tax of \$24 million for Q4'13, net income of \$303 million plus net interest expense after tax of \$21 million for Q4'12 and \$233 million plus net interest expense after tax of \$21 million for Q3'13. 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 a major acquisition, 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 based on our current information.