



AGILENT TECHNOLOGIES

Q4 FISCAL YEAR 2012 RESULTS

NOVEMBER 19, 2012

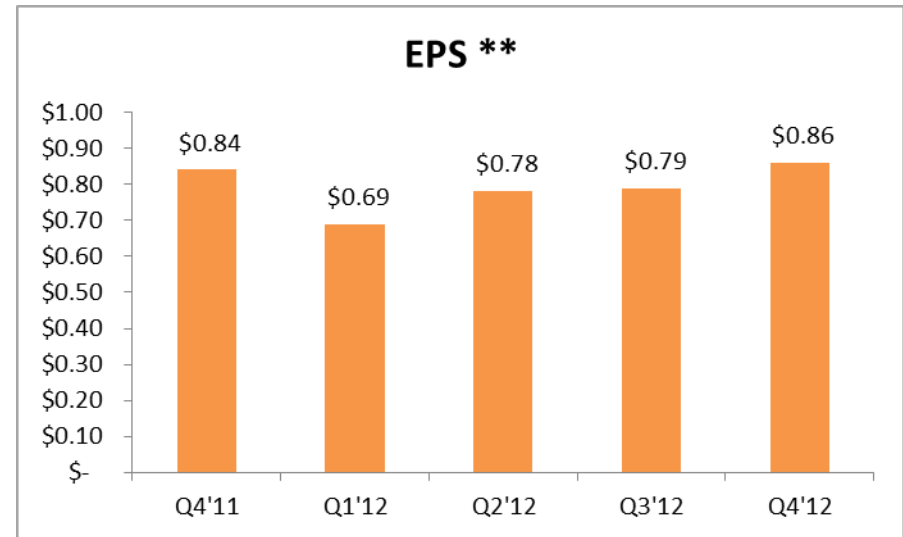
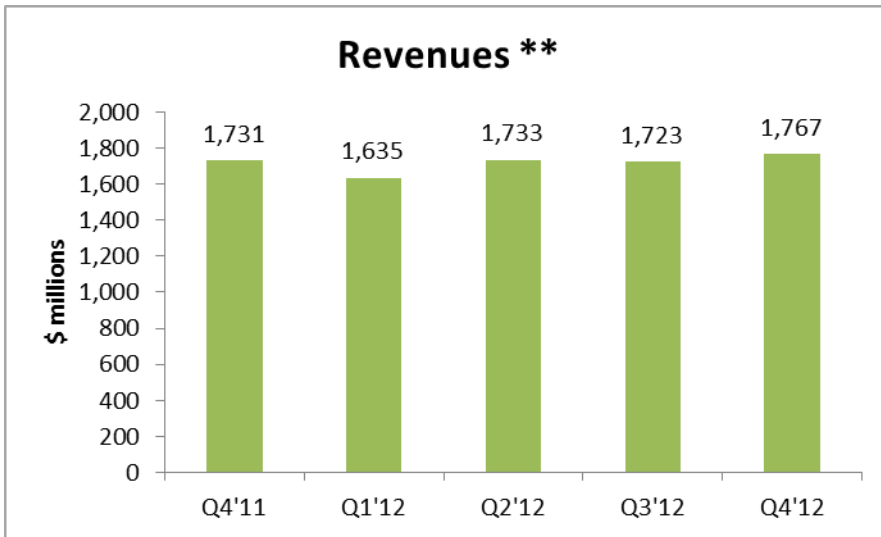
This presentation contains forward-looking statements (including, without limitation, information and future guidance on our goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, the continued strengths 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, 2012.

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".

Q4'12 FINANCIAL HIGHLIGHTS

- **Orders:** \$1.75B, flat y/y (-3% core*)
- **Revenues*:** \$1.77B, +2% y/y (-1% core)
- **Operating Margin**:** 21.7% of revenue, +10 basis points y/y
- **Operating Cash Flow:** \$485M, -\$25M y/y

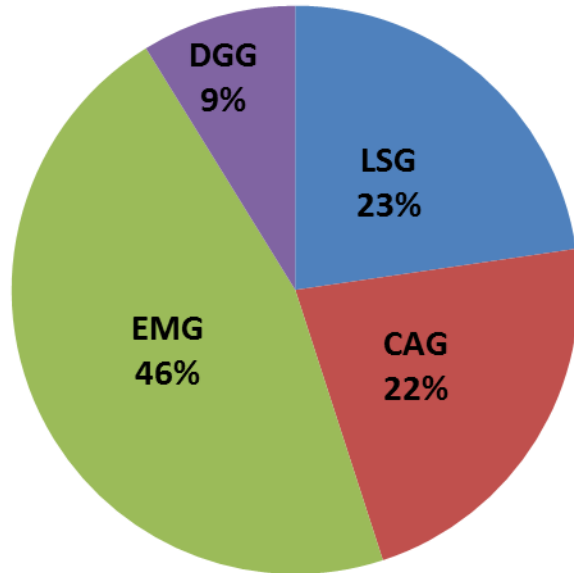


*Core revenue growth excludes the impact from M&A and FX. ** Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

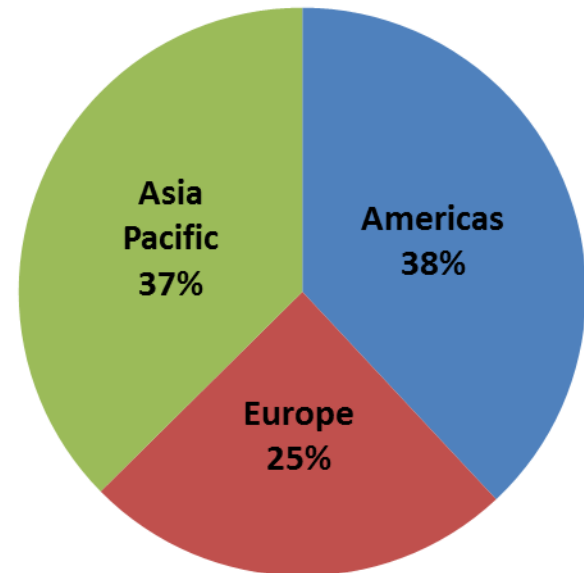
Q4'12 REVENUE DISTRIBUTION

Q4'12 Revenue = \$1.77B

Q4'12 Revenue by Segment

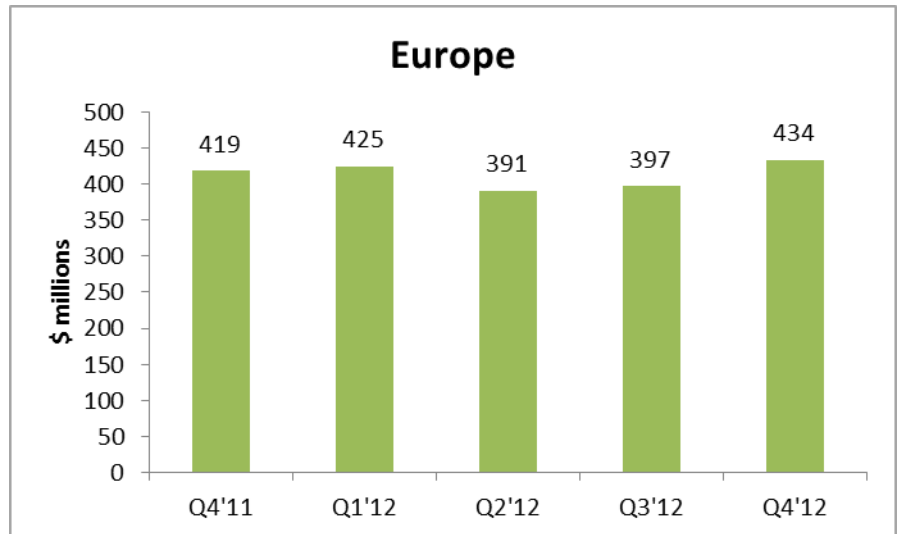
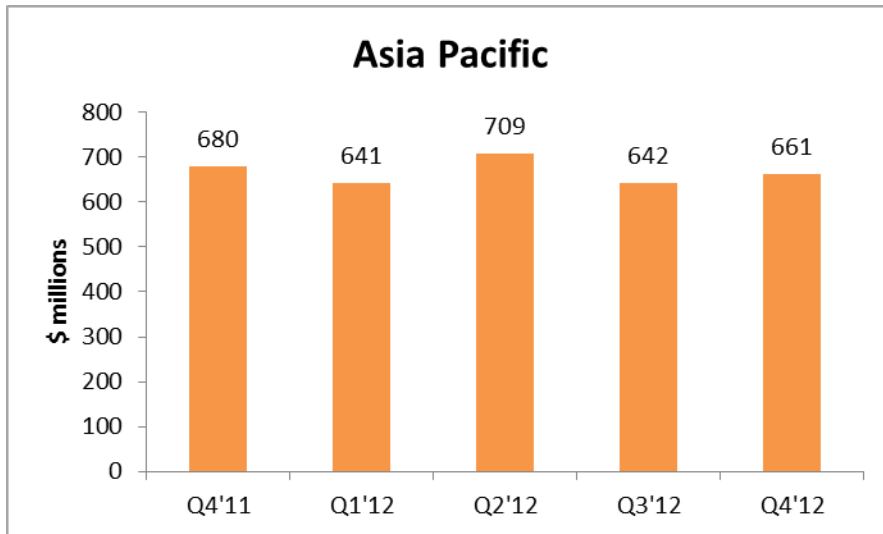
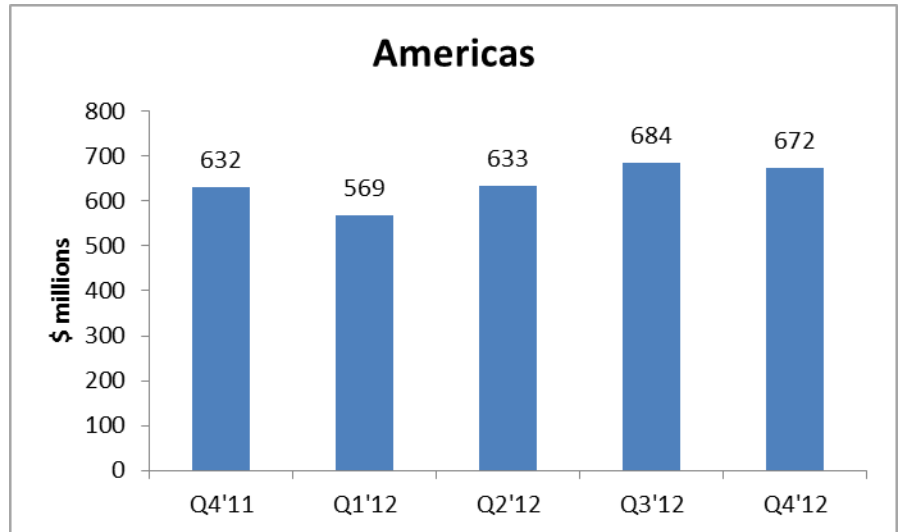


Q4'12 Revenue by Region



Q4'12 REVENUE DISTRIBUTION BY GEOGRAPHY

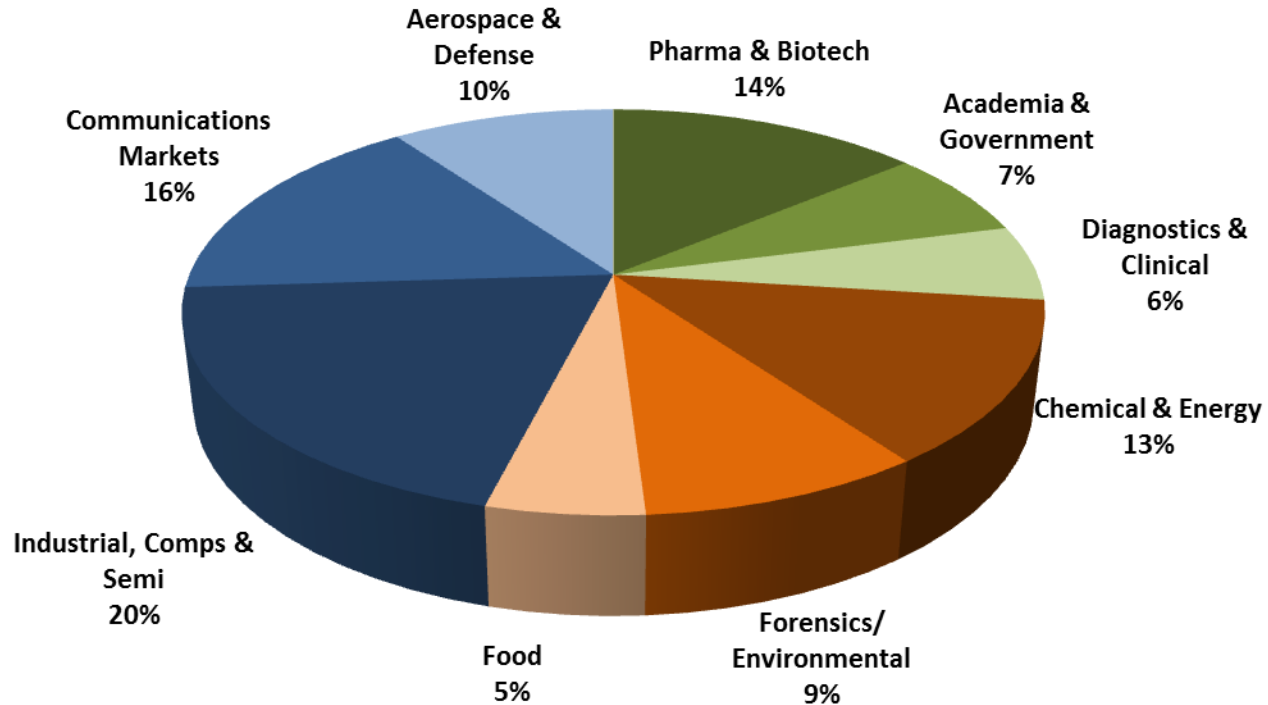
- **Q4'12 Y/Y revenue growth:**
 - Americas +6% (+2% core*)
 - Europe +4% (-2% core*)
 - Japan -2% (-6% core*)
 - Asia Pacific ex-Japan -3% (-3% core*)



*Core revenue growth excludes the impact from M&A and FX.

Q4'12 REVENUE DISTRIBUTION BY END MARKET

Q4'12 Revenue: \$1.77B

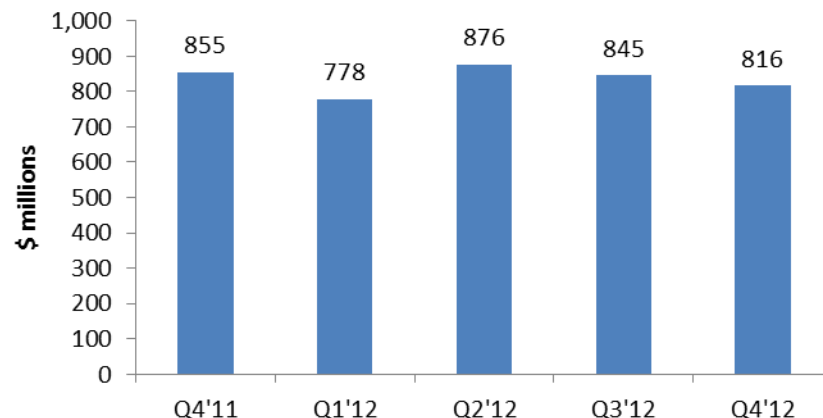


Provided on a best estimate basis

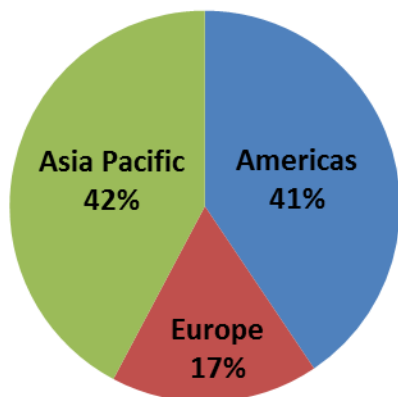
Q4'12 EMG HIGHLIGHTS

- **Orders:** \$755M, -8% y/y (-7% core*)
- **Revenues:** \$816M, -5% y/y (-4% core*)
- **Operating Margin:** 23.2% of revenue, -120 basis points y/y

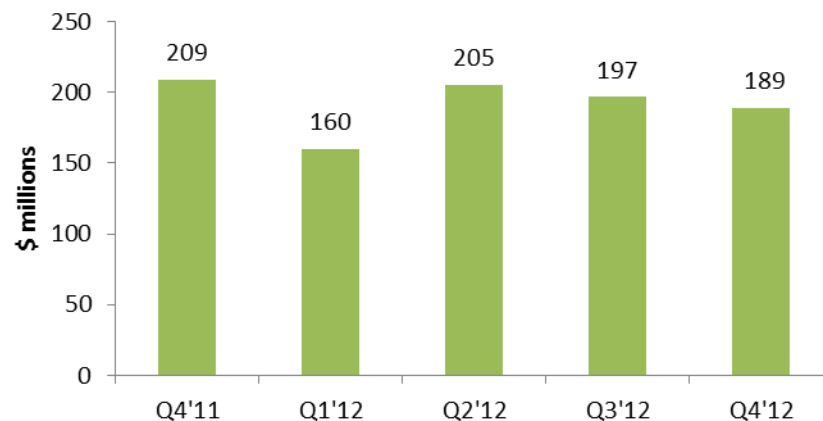
EMG Net Revenue



Q4'12 EMG Revenue by Region



EMG Income from Operations

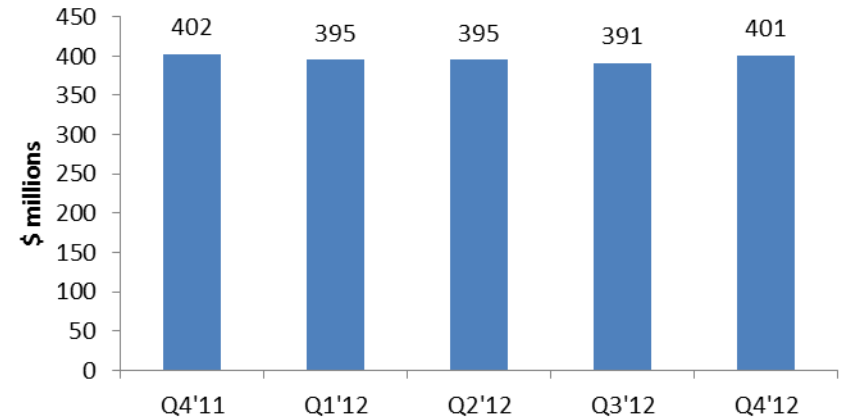


*Core revenue growth excludes the impact from M&A and FX.

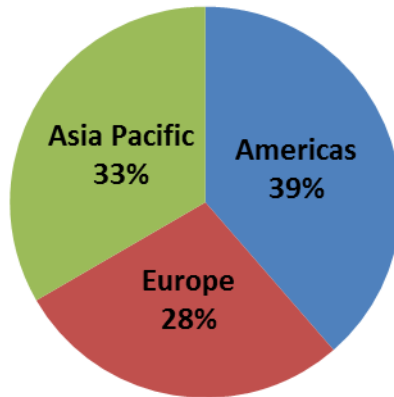
Q4'12 LSG HIGHLIGHTS

- **Orders:** \$417M, -4% y/y (-1% core*)
- **Revenues:** \$401M, flat y/y (+3% core*)
- **Operating Margin:** 17.7% of revenue, +350 basis points y/y

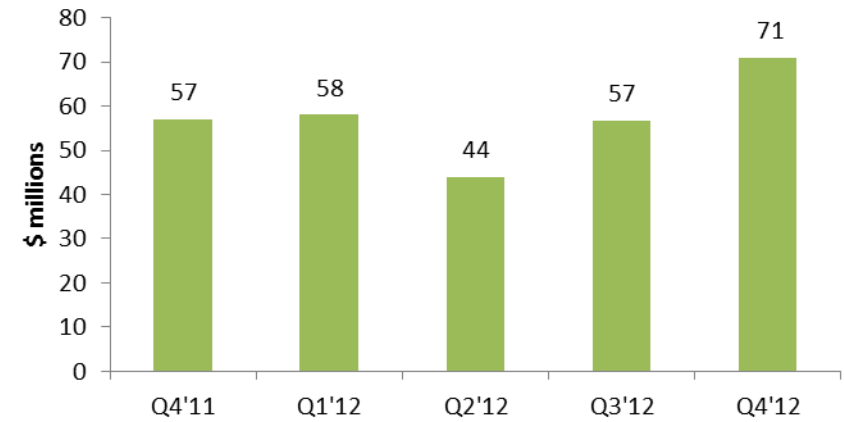
LSG Net Revenue



Q4'12 LSG Revenue by Region



LSG Income from Operations

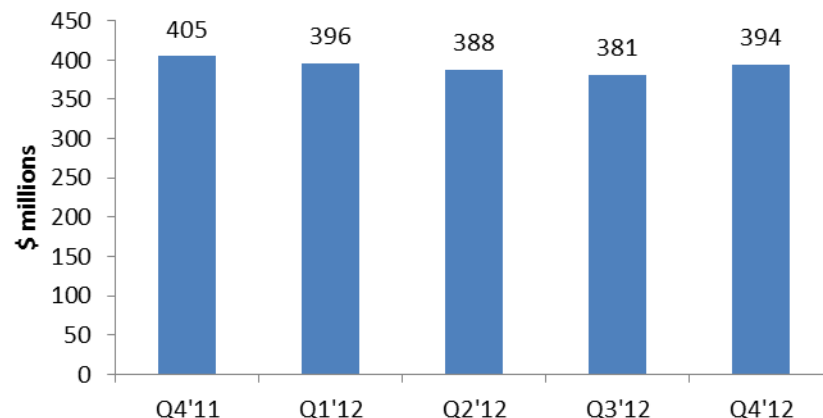


*Core revenue growth excludes the impact from M&A and FX.

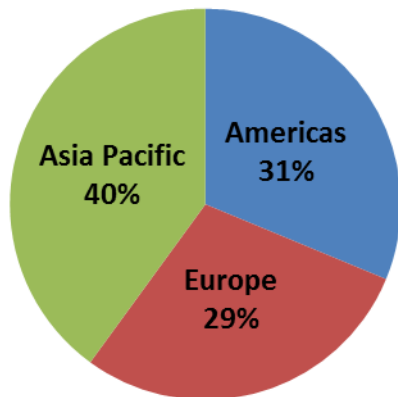
Q4'12 CAG HIGHLIGHTS

- **Orders:** \$421M, flat y/y (+2% core*)
- **Revenues:** \$394M, -3% y/y (flat core*)
- **Operating Margin:** 24.6% of revenue, +60 basis points y/y

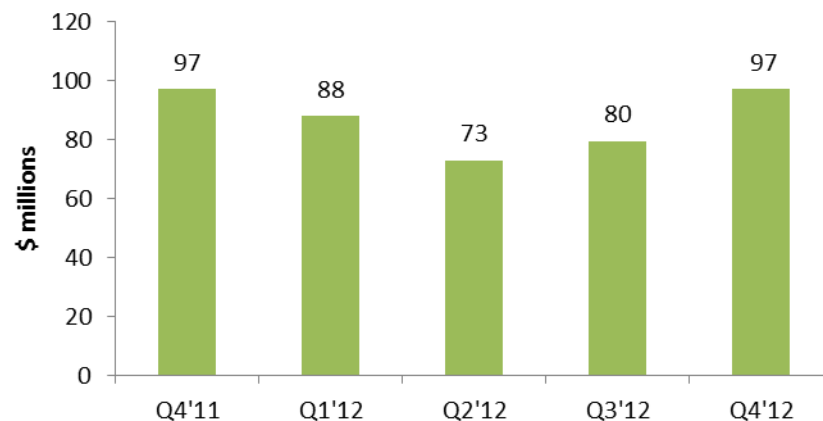
CAG Net Revenue



Q4'12 CAG Revenue by Region



CAG Income from Operations

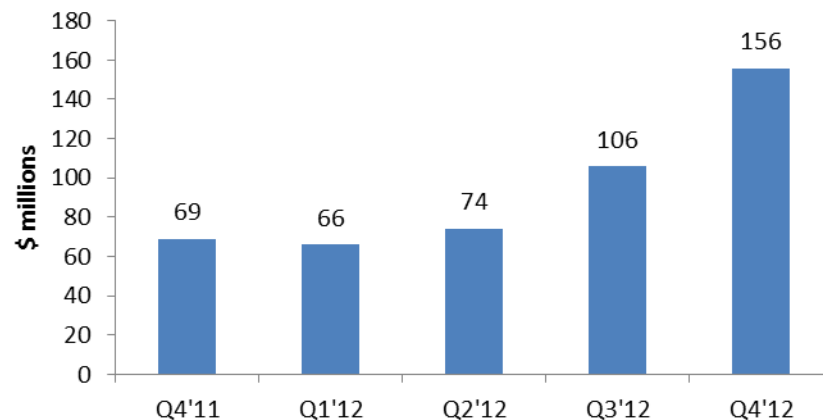


*Core revenue growth excludes the impact from M&A and FX.

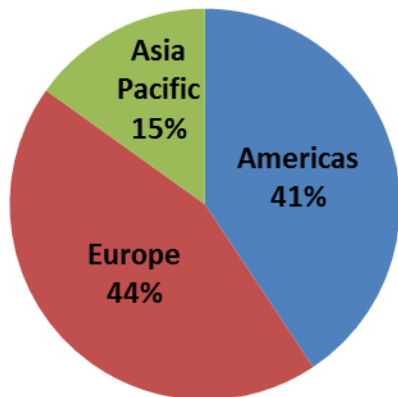
Q4'12 DGG HIGHLIGHTS

- **Orders:** \$158M, +108% y/y (-3% core*)
- **Revenues:** \$156M, +125% y/y (+4% core*)
- **Operating Margin:** 16.7% of revenue, +120 basis points y/y

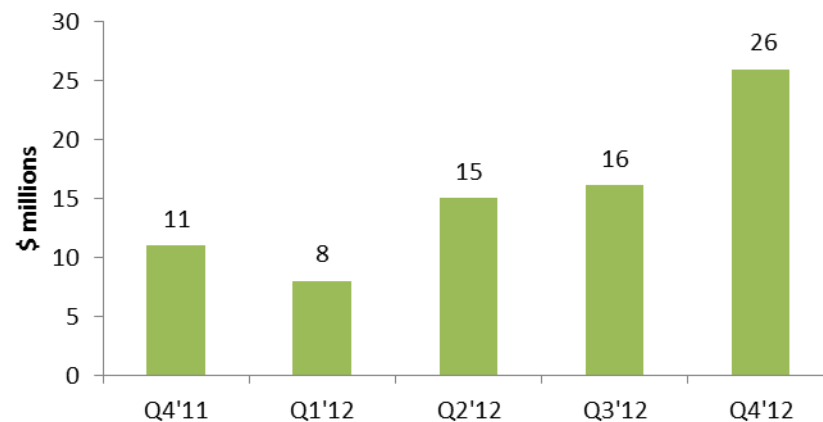
DGG Net Revenue



Q4'12 DGG Revenue by Region



DGG Income from Operations



*Core revenue growth excludes the impact from M&A and FX.

Q1'13 AND FY 2013 GUIDANCE

	Q1'13	FY13
Revenue	\$1.68B - \$1.70B	\$7.00B - \$7.20B
Core Revenue Growth (mid-point)	-2%	flat
EPS	\$0.65 - \$0.67	\$2.80 - \$3.10
EPS Growth (mid-point)	-4%	-5%

Presented on a non-GAAP basis; guidance as of November 19th, 2012