

# Agilent Operating Results Q1F08 – Q4F09

	Q1'08	Q2'08	Q3'08	Q4'08	Q1'09	Q2'09	Q3'09	Q4'09	Q4
M\$	Act	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,401	1,524	1,387	1,438	1,115	1,026	1,071	1,274	-11%
<b>Net Revenues</b>	<b>1,393</b>	<b>1,456</b>	<b>1,444</b>	<b>1,481</b>	<b>1,166</b>	<b>1,091</b>	<b>1,057</b>	<b>1,167</b>	<b>-21%</b>
<b>Gross Profit %</b>	<b>55.5%</b>	<b>56.3%</b>	<b>56.4%</b>	<b>56.8%</b>	<b>54.3%</b>	<b>52.1%</b>	<b>53.3%</b>	<b>55.6%</b>	<b>-1.2 ppt</b>
R&D	179	180	169	169	164	152	145	144	-15%
% Revenues	12.8%	12.4%	11.7%	11.4%	14.1%	13.9%	13.7%	12.3%	0.9 ppt
SG&A	430	424	407	401	374	349	337	355	-11%
% Revenues	<u>30.9%</u>	<u>29.1%</u>	<u>28.2%</u>	<u>27.1%</u>	<u>32.1%</u>	<u>32.0%</u>	<u>31.9%</u>	<u>30.4%</u>	<u>3.3 ppt</u>
<b>Operating Profit</b>	<b>164</b>	<b>215</b>	<b>238</b>	<b>271</b>	<b>95</b>	<b>67</b>	<b>81</b>	<b>150</b>	<b>-45%</b>
Operating Margin	<b>11.8%</b>	<b>14.8%</b>	<b>16.5%</b>	<b>18.3%</b>	<b>8.1%</b>	<b>6.1%</b>	<b>7.6%</b>	<b>12.8%</b>	<b>-5.5 ppt</b>
Other Income/ (Expense)	<u>11</u>	<u>0</u>	<u>5</u>	<u>7</u>	<u>(4)</u>	<u>(11)</u>	<u>(14)</u>	<u>(10)</u>	-228%
<b>Pre-Tax Earnings</b>	<b>175</b>	<b>215</b>	<b>243</b>	<b>278</b>	<b>91</b>	<b>56</b>	<b>67</b>	<b>140</b>	<b>-50%</b>
Tax Rate	<b>22%</b>	<b>20%</b>	<b>19%</b>	<b>20%</b>	<b>21%</b>	<b>21%</b>	<b>21%</b>	<b>21%</b>	<b>1 ppt</b>
Income Tax	<u>39</u>	<u>43</u>	<u>45</u>	<u>55</u>	<u>19</u>	<u>12</u>	<u>14</u>	<u>29</u>	-48%
<b>Net Earnings</b>	<b>136</b>	<b>172</b>	<b>198</b>	<b>223</b>	<b>72</b>	<b>44</b>	<b>53</b>	<b>111</b>	<b>-50%</b>
Net Margin	<b>9.8%</b>	<b>11.8%</b>	<b>13.7%</b>	<b>15.1%</b>	<b>6.2%</b>	<b>4.0%</b>	<b>5.0%</b>	<b>9.5%</b>	<b>-5.5 ppt</b>
ROIC	19%	24%	27%	31%	11%	8%	9%	18%	-13 ppt
Inventory Days	98	96	97	91	112	107	106	97	6
DSO	47	49	47	47	49	47	46	46	-1
Regular Headcount	19,411	19,487	19,556	19,574	19,338	19,100	17,918	16,809	-2,765
<b>Non-GAAP EPS</b>	<b>\$ 0.36</b>	<b>\$ 0.46</b>	<b>\$ 0.53</b>	<b>\$ 0.62</b>	<b>\$ 0.20</b>	<b>\$ 0.13</b>	<b>\$ 0.15</b>	<b>\$ 0.32</b>	<b>\$ (0.30)</b>



**Agilent Technologies**