



# AGILENT TECHNOLOGIES

## Q3 FISCAL YEAR 2011 RESULTS

AUGUST 15, 2011

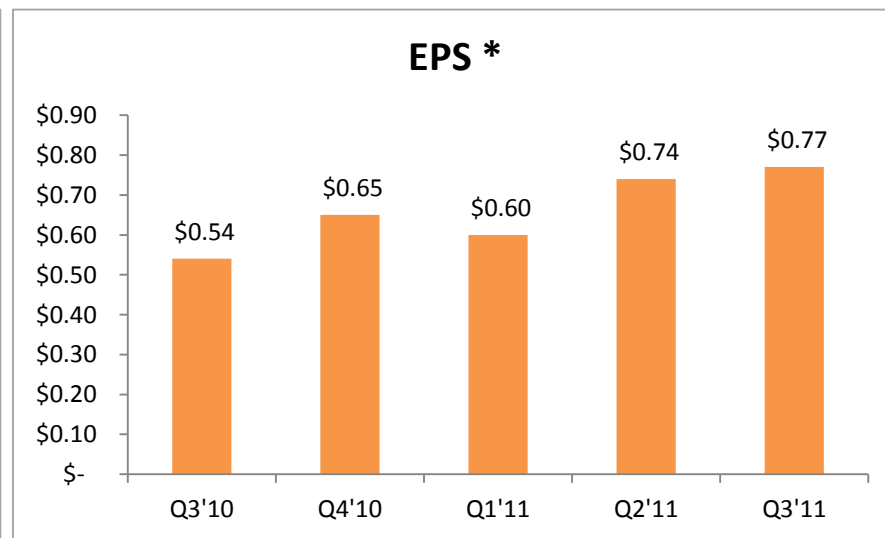
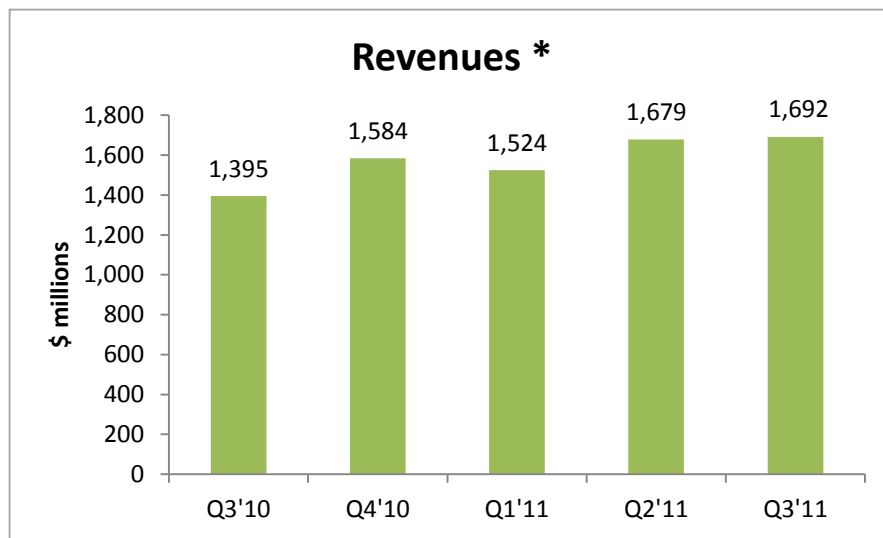
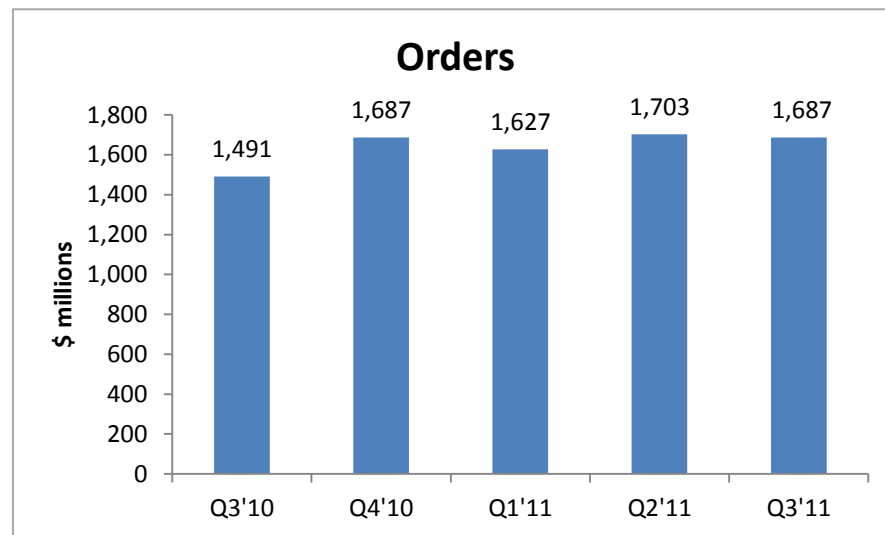
This presentation contains forward-looking statements (including, without limitation, information and future guidance on our goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, the continued strengths 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 April 30, 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".

# Q3'11 FINANCIAL HIGHLIGHTS

- **Orders:** \$1.69B, +13% y/y (+11% organic; 7% currency-adjusted organic)
- **Revenues\*:** \$1.69B, +21% y/y (+19% organic; 14% currency-adjusted organic)
- **Operating Margin\*:** Record 20.2% of revenue, +220 basis points y/y
- **Operating Cash Flow:** \$252M, +\$162M y/y

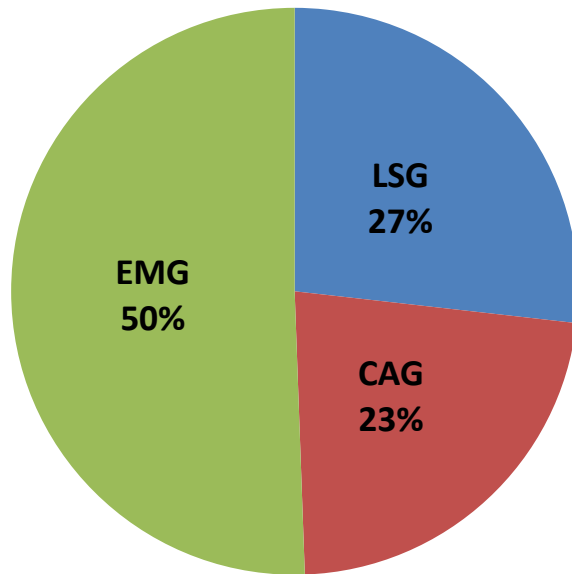


\*Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided

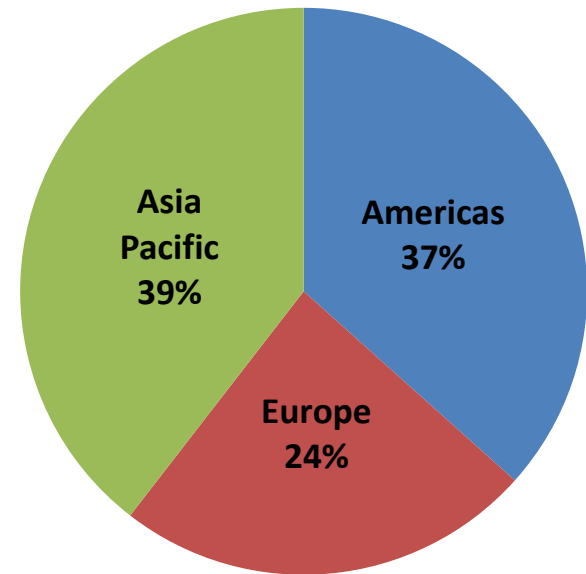
# Q3'11 REVENUE DISTRIBUTION

Q3'11 Revenue = \$1.69B

## Q3'11 Revenue by Segment



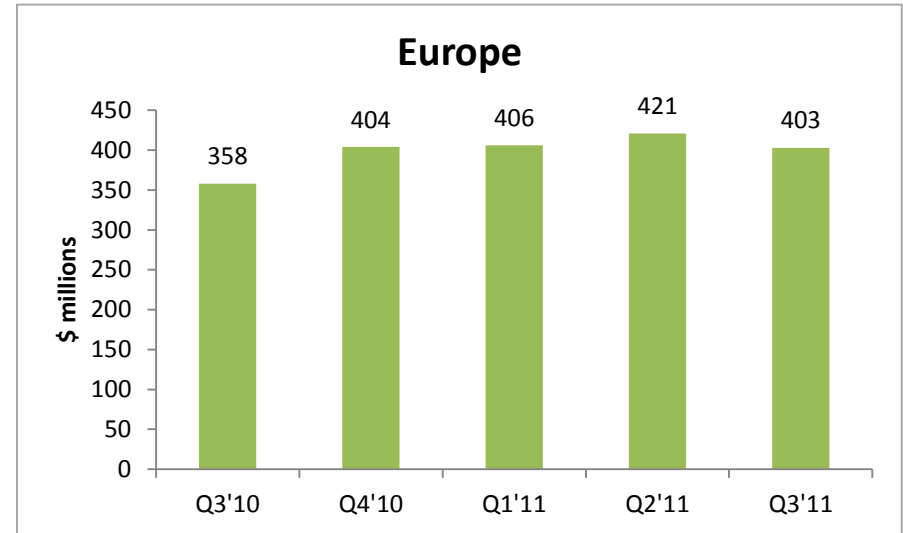
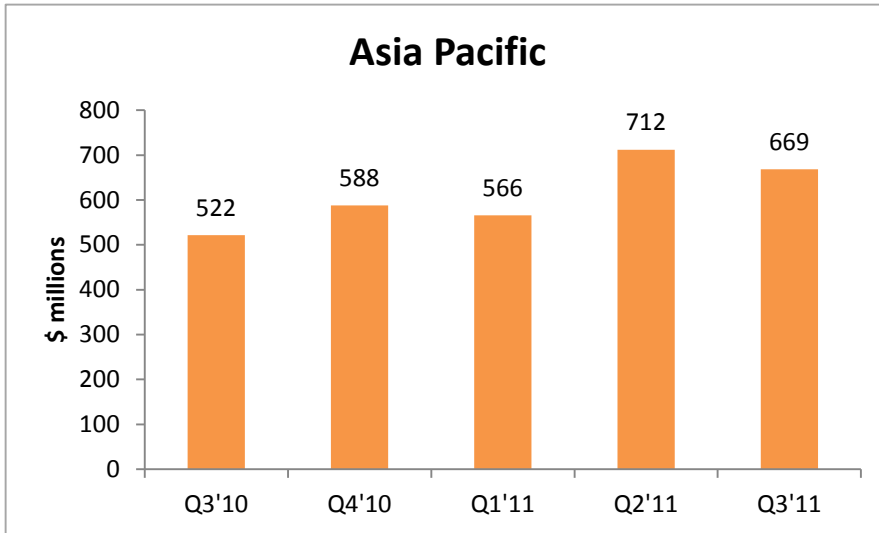
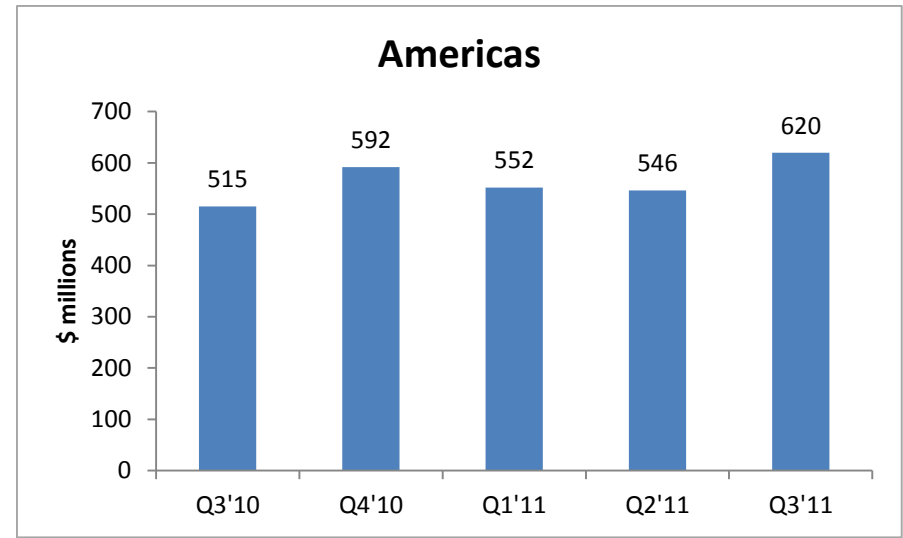
## Q3'11 Revenue by Region



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

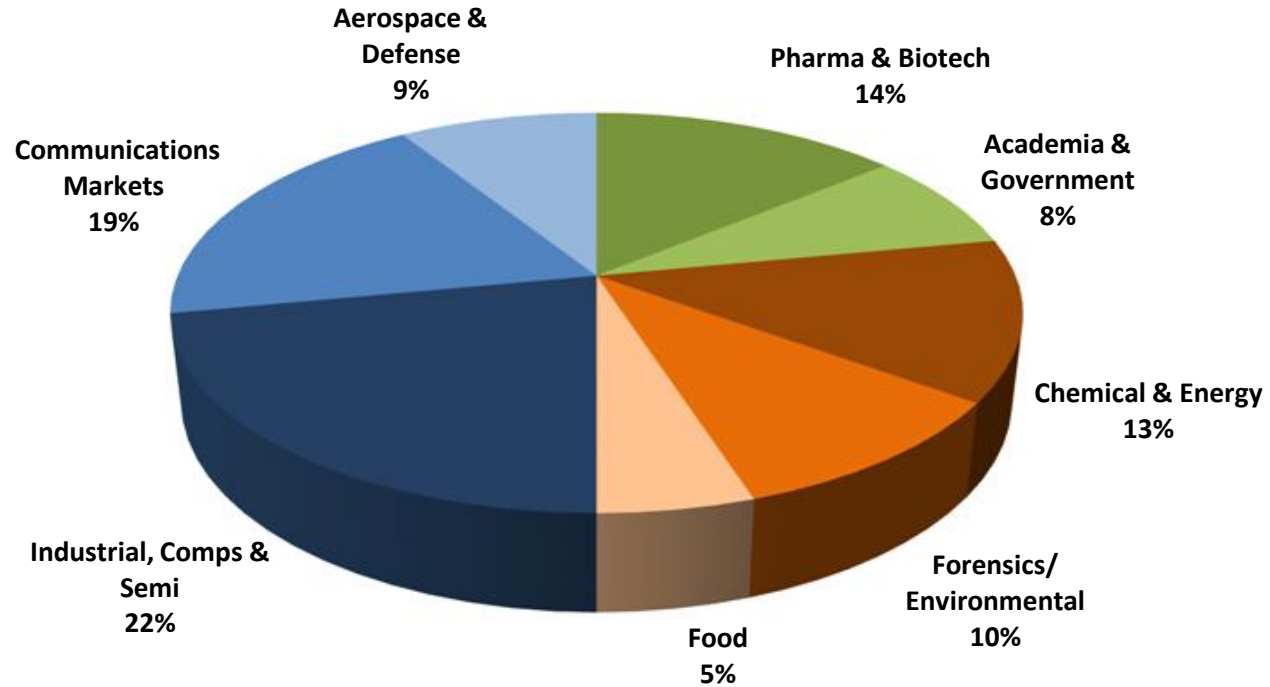
# Q3'11 REVENUE DISTRIBUTION BY GEOGRAPHY

- **Q3'11 Y/Y currency-adjusted organic revenue growth:**
  - Americas +17%
  - Europe -1%
  - Japan +20%
  - Asia Pacific ex-Japan +23%



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

# Q3'11 REVENUE DISTRIBUTION BY END MARKET

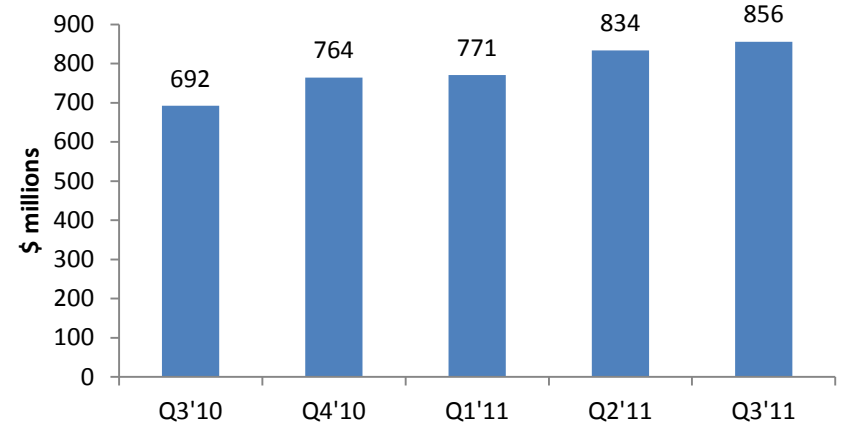


\*Provided on a best estimate basis

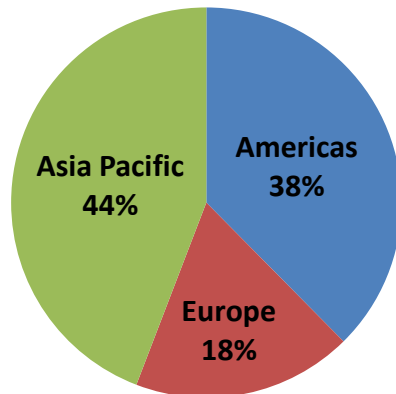
# Q3'11 EMG HIGHLIGHTS

- **Orders:** \$842M, +12% y/y
- **Revenues:** \$856M, +24% y/y
- **Operating Margin:** Record 24% of revenue

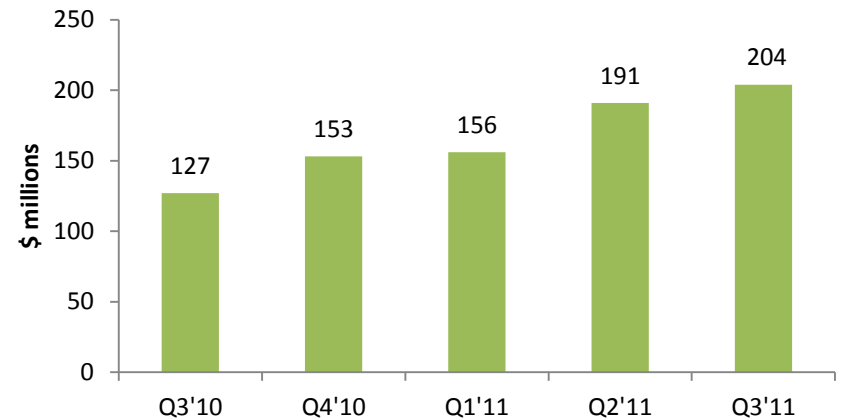
## EMG Net Revenue



## Q3'11 EMG Revenue by Region



## EMG Income from Operations

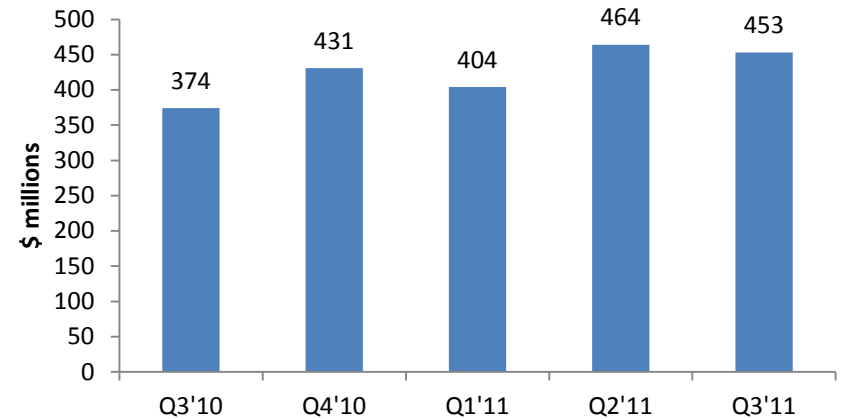


\*Presented on a non-GAAP basis

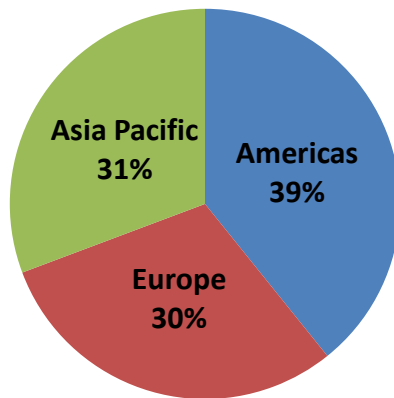
# Q3'11 LSG HIGHLIGHTS

- **Orders:** \$445M, +14% y/y (+11% organic)
- **Revenues:** \$453M, +21% y/y (+18% organic)
- **Operating Margin:** 13% of revenue

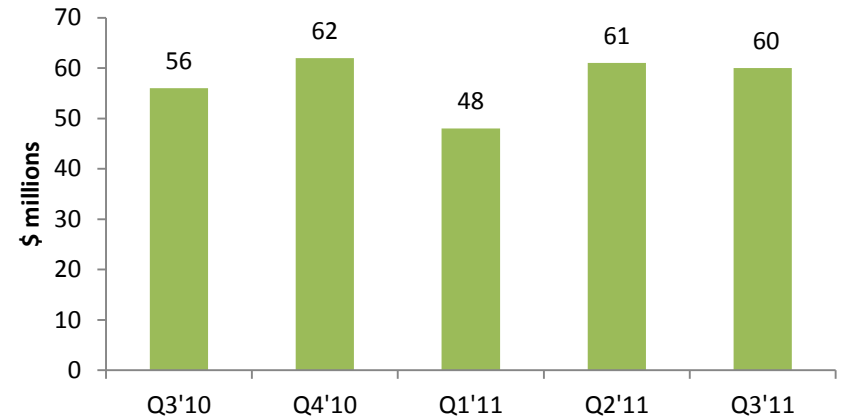
## LSG Net Revenue



## Q3'11 LSG Revenue by Region



## LSG Income from Operations



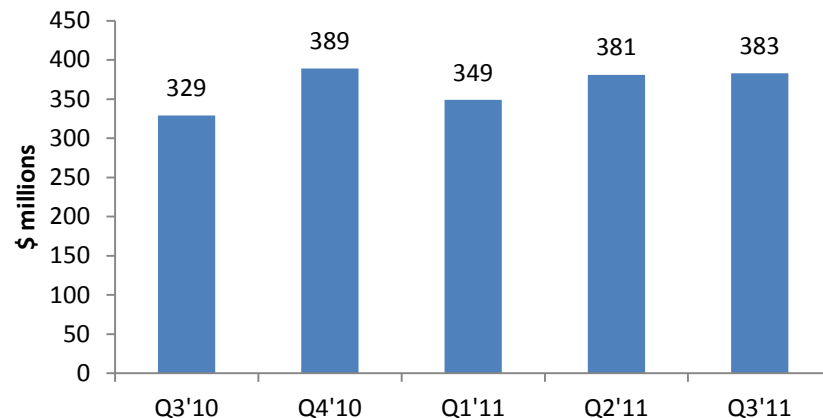
\*Presented on a non-GAAP basis



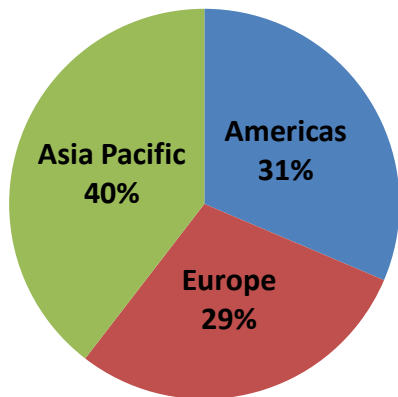
# Q3'11 CAG HIGHLIGHTS

- **Orders:** \$400M, +14% y/y (+9% organic)
- **Revenues:** \$383M, +17% y/y (+11% organic)
- **Operating Margin:** 21% of revenue

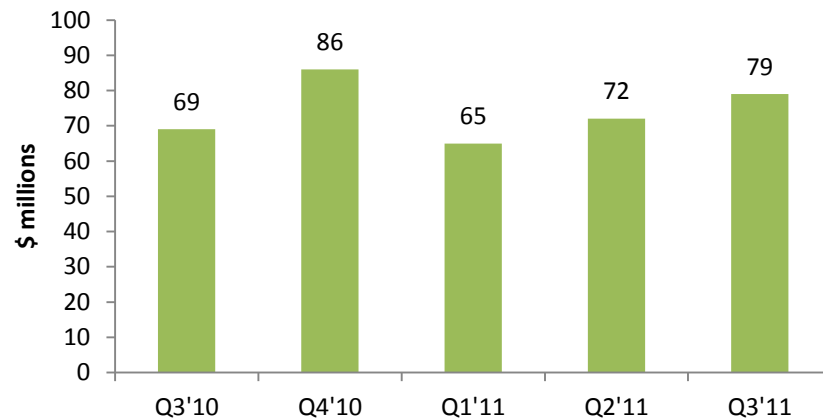
## CAG Net Revenue



## Q3'11 CAG Revenue by Region



## CAG Income from Operations



\*Presented on a non-GAAP basis

# Q4'11 AND FY 2011 GUIDANCE

	Q4'11	FY11
Revenue	\$1.74B - \$1.76B	\$6.64B - \$6.66B
Organic Revenue Growth (mid-point)	11%	17%
EPS	\$0.79 - \$0.81	\$2.90 - \$2.92
EPS Growth (mid-point)	23%	46%

\*Presented on a non-GAAP basis