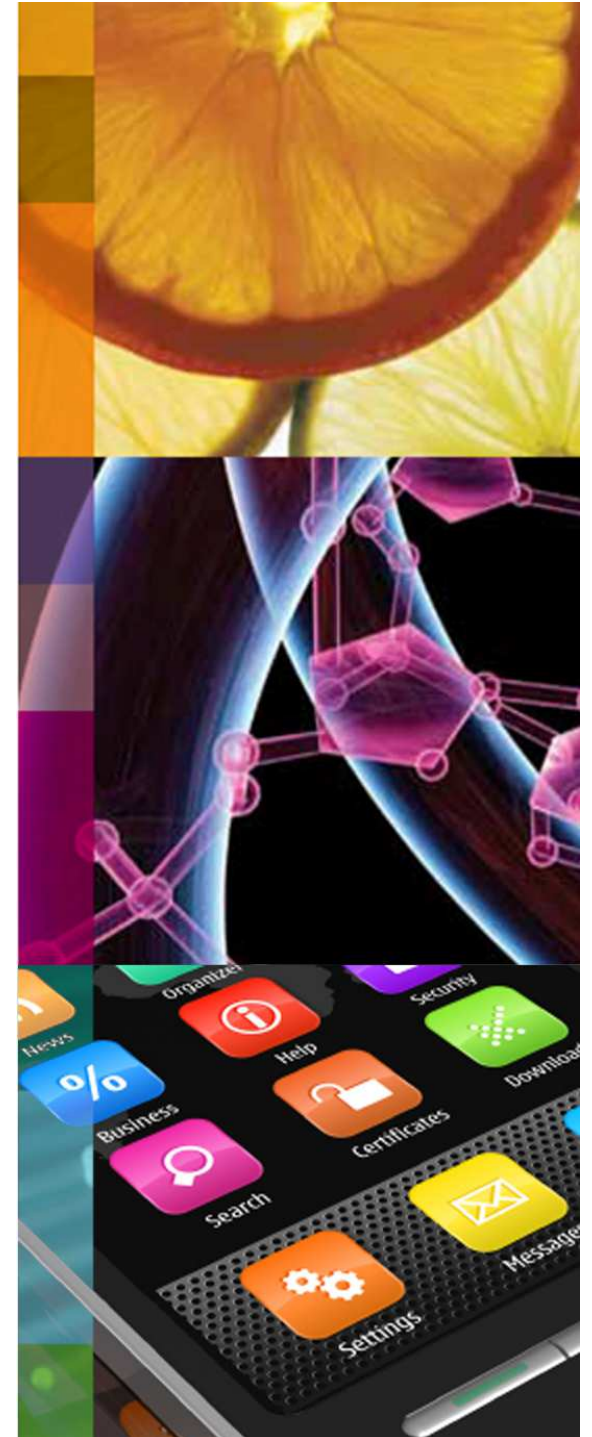


# Agilent Technologies

## Q2 Fiscal Year 2014 Results



May 14, 2014



# Safe Harbor

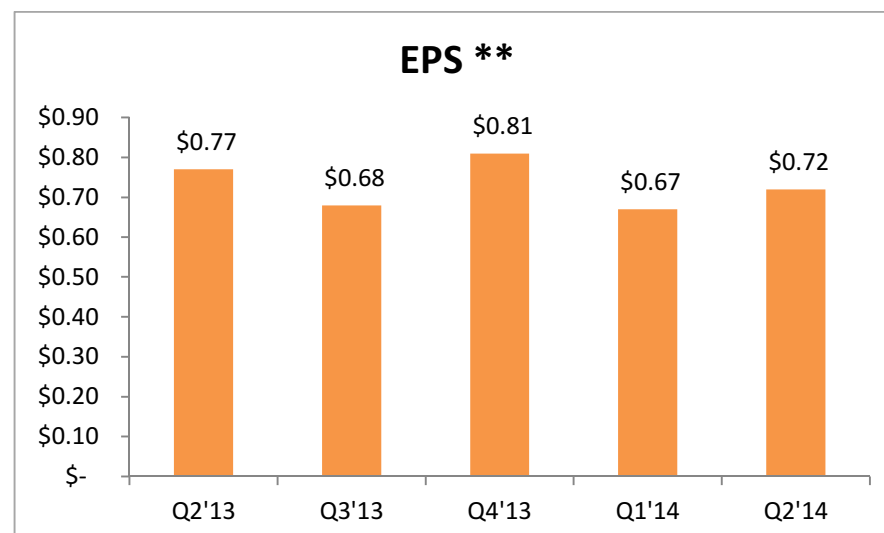
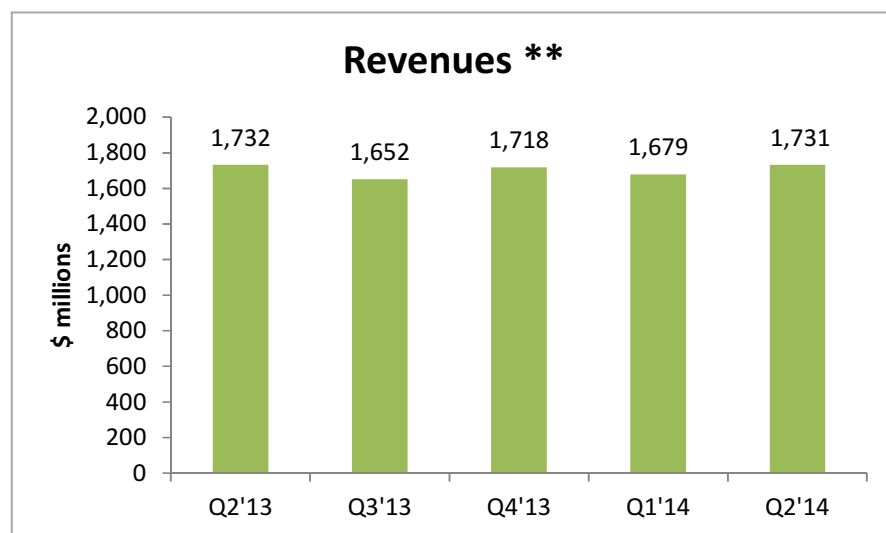
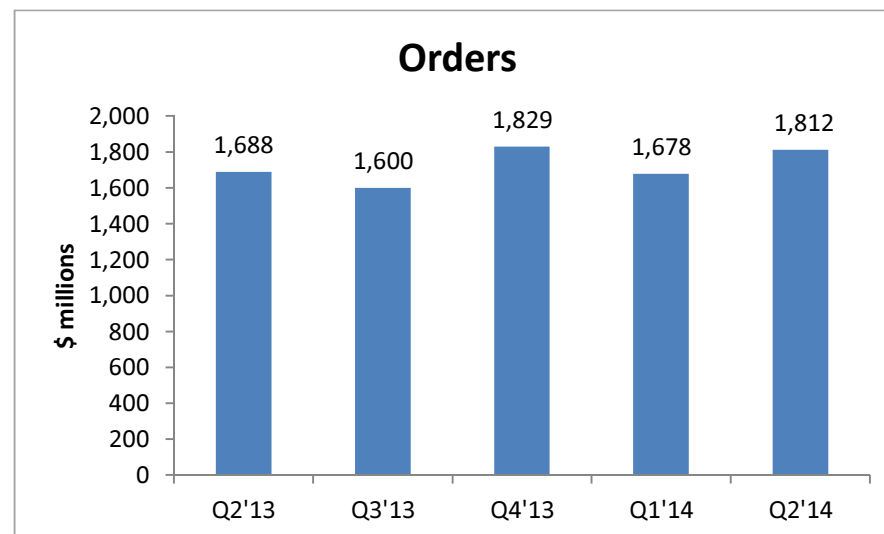
This presentation contains forward-looking statements (including, without limitation, information and future guidance on our goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, the continued strengths 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 January 31, 2014.

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" and accompany this slide set.

# Q2'14 Financial Highlights

- **Orders:** \$1.81B, +7% y/y (+8% core\*)
- **Revenues\*\*:** \$1.73B, flat y/y (+1% core\*)
- **Operating Margin\*\*:** 18.2% of revenue, -110 basis points y/y
- **Operating Cash Flow:** \$325M, +\$10M y/y

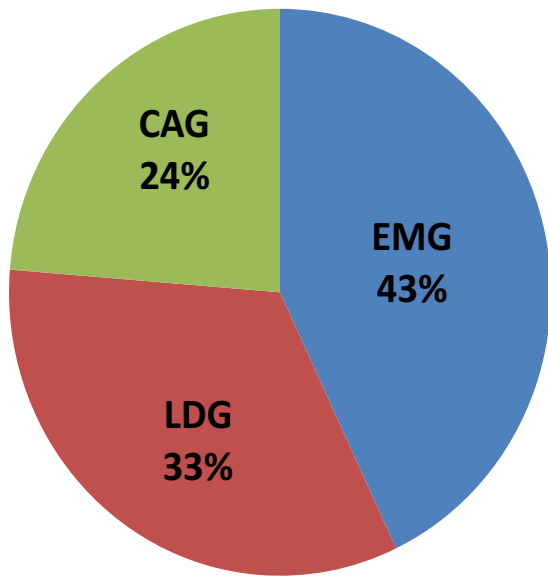


\*Core revenue growth excludes the impact from M&A and FX. \*\* Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

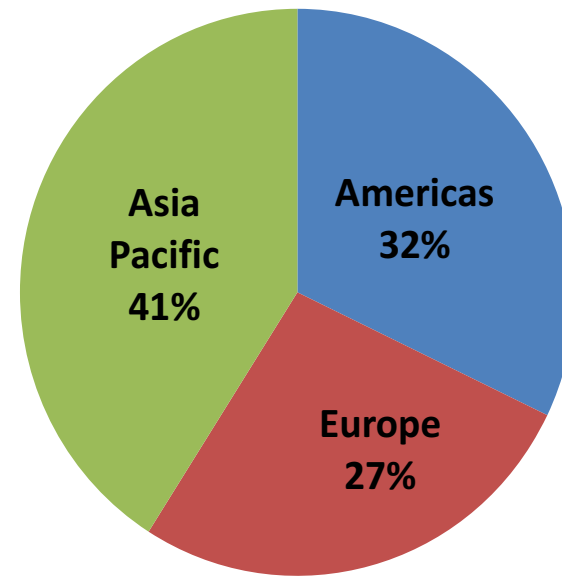
# Q2'14 Revenue Distribution

Q2'14 Revenue: \$1.73B

### Q2'14 Revenue by Segment

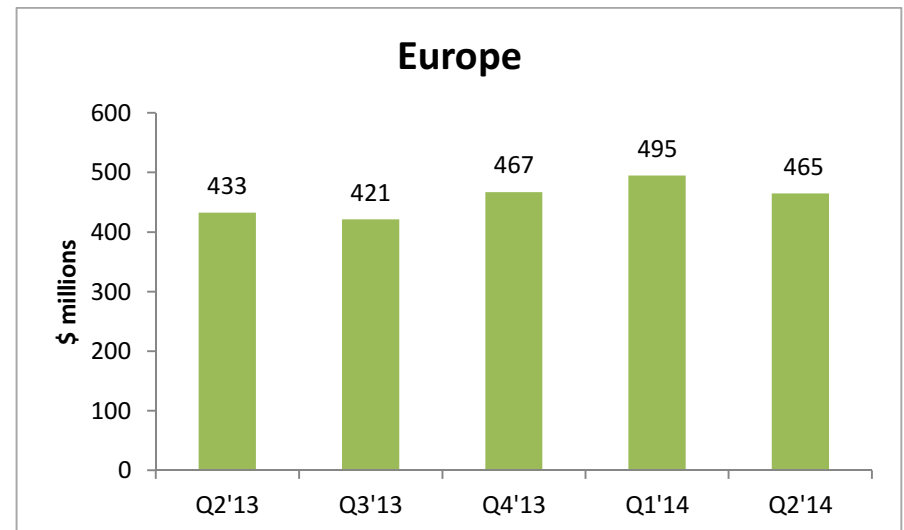
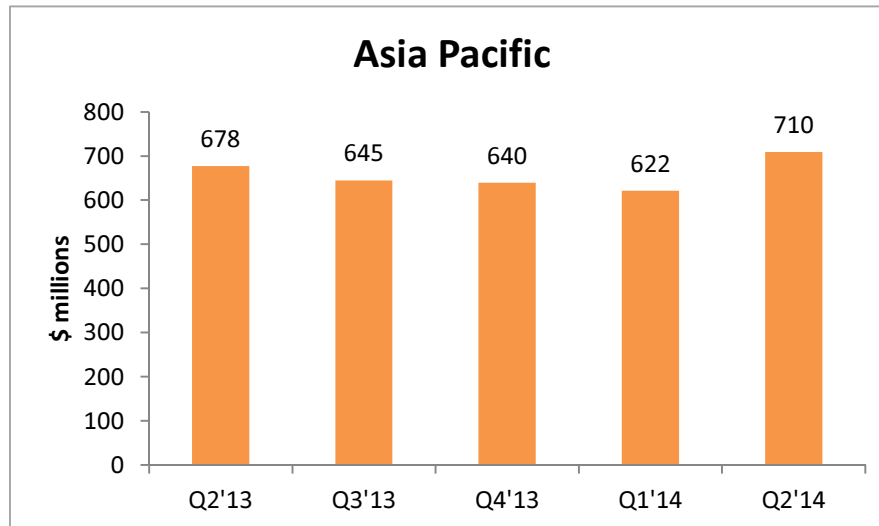
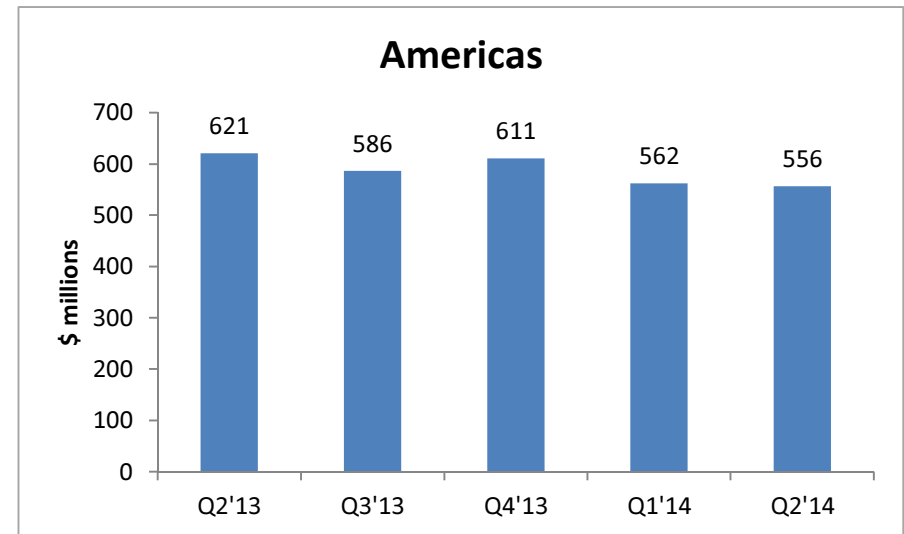


### Q2'14 Revenue by Region



# Q2'14 Revenue Distribution by Geography

- Q2'14 Y/Y revenue\*\* growth:
  - Americas -10% (-10% core\*)
  - Europe +8% (+4% core\*)
  - Japan -1% (+10% core\*)
  - Asia Pacific ex-Japan +6% (+8% core\*)

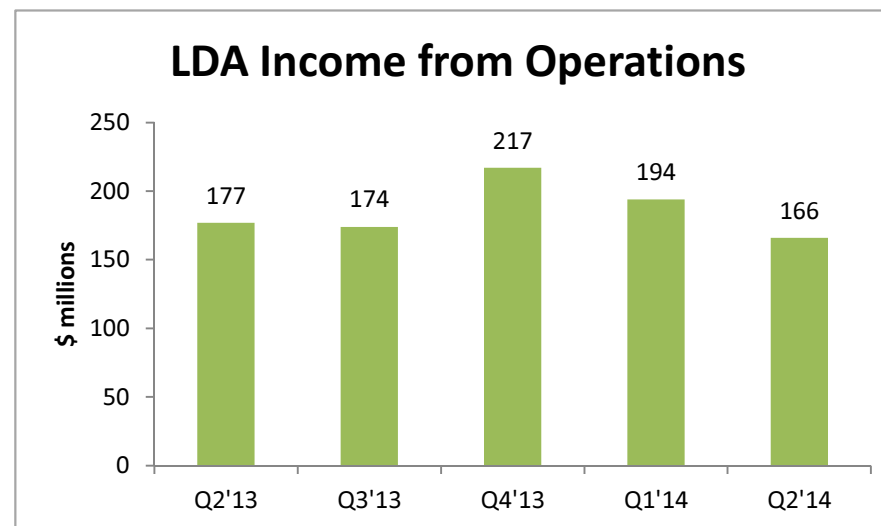
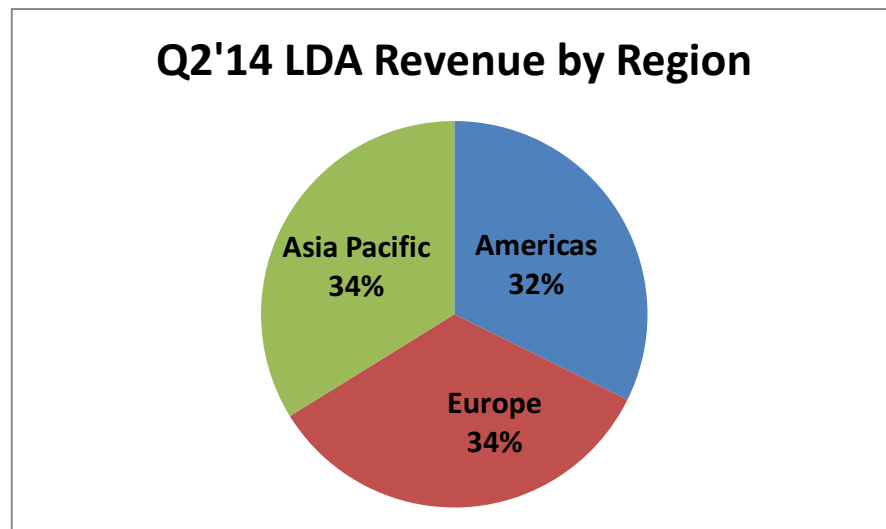
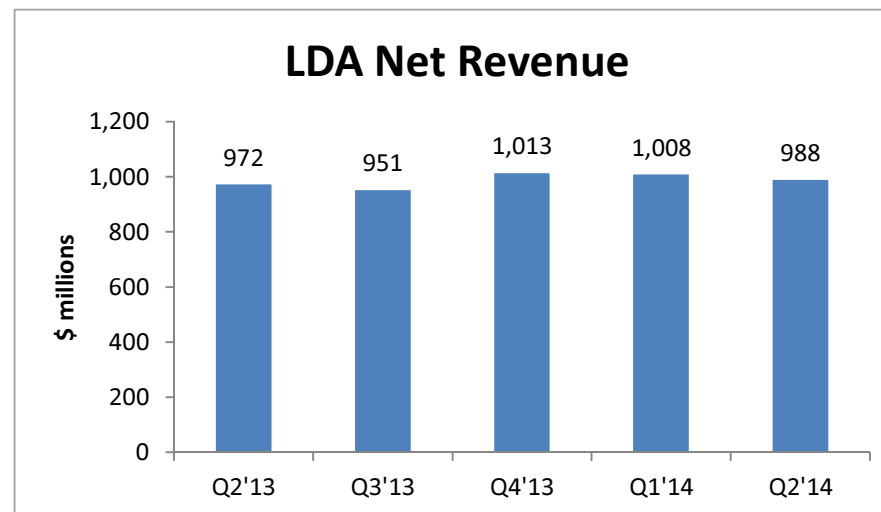


\*Core revenue growth excludes the impact from M&A and FX. \*\* Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided.

# Q2'14 LDA Markets Highlights

Life Sciences, Diagnostics, and Applied Markets

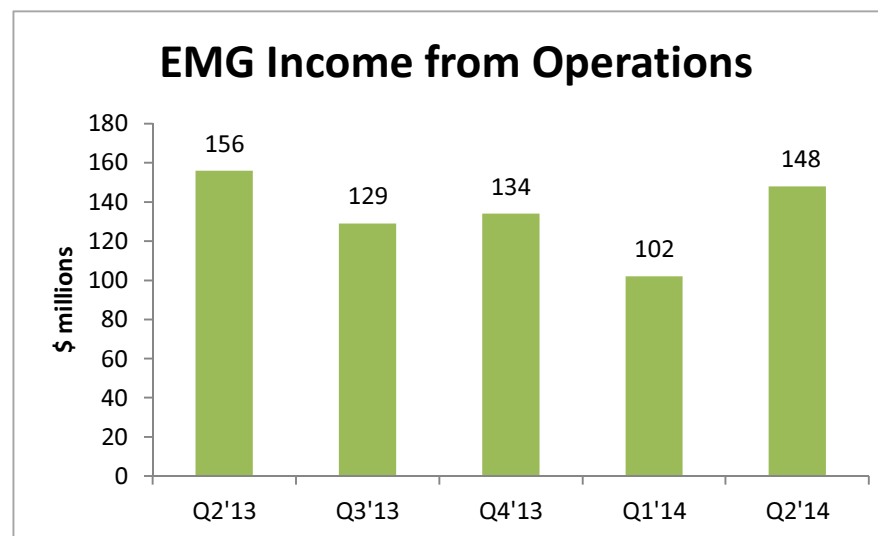
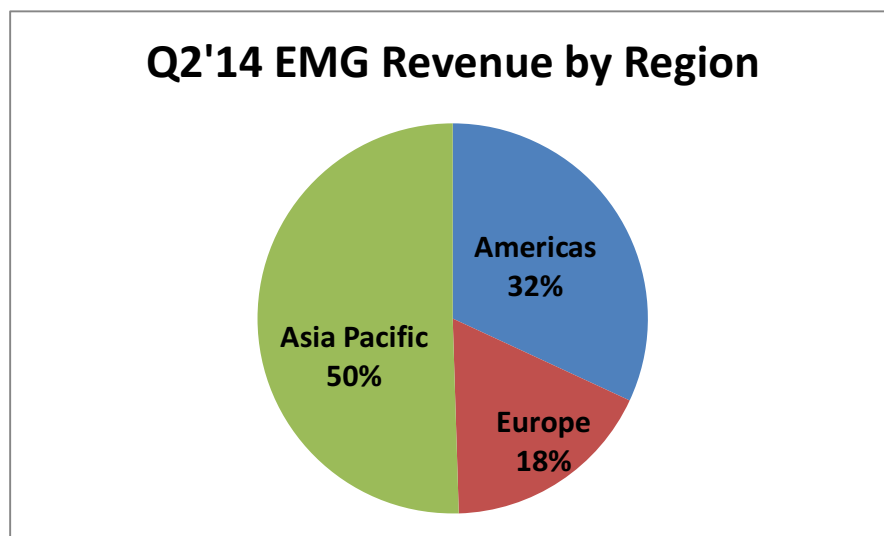
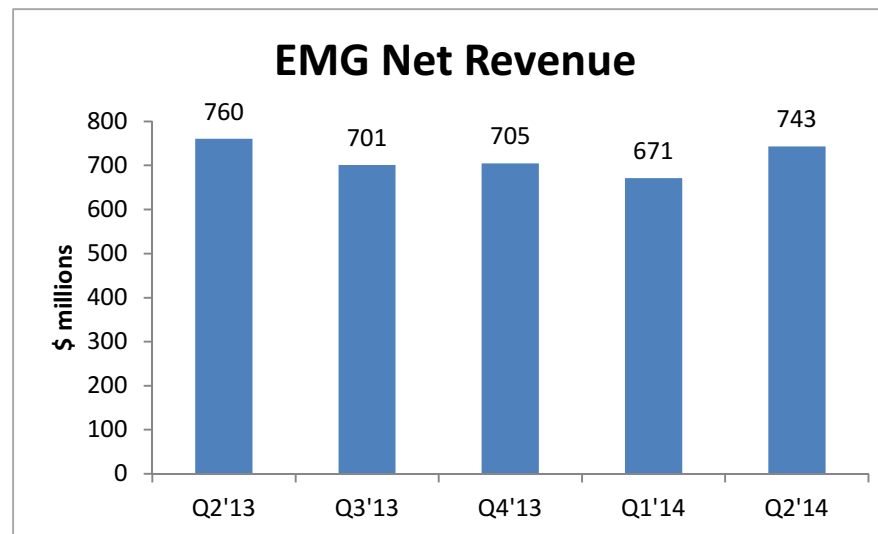
- **Orders:** \$1.03B, +4% y/y (+5% core\*)
- **Revenues:** \$988M, +2% y/y (+2% core\*)
- **Operating Margin:** 16.8% of revenue, -140 basis points y/y



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

# Q2'14 EMG Highlights

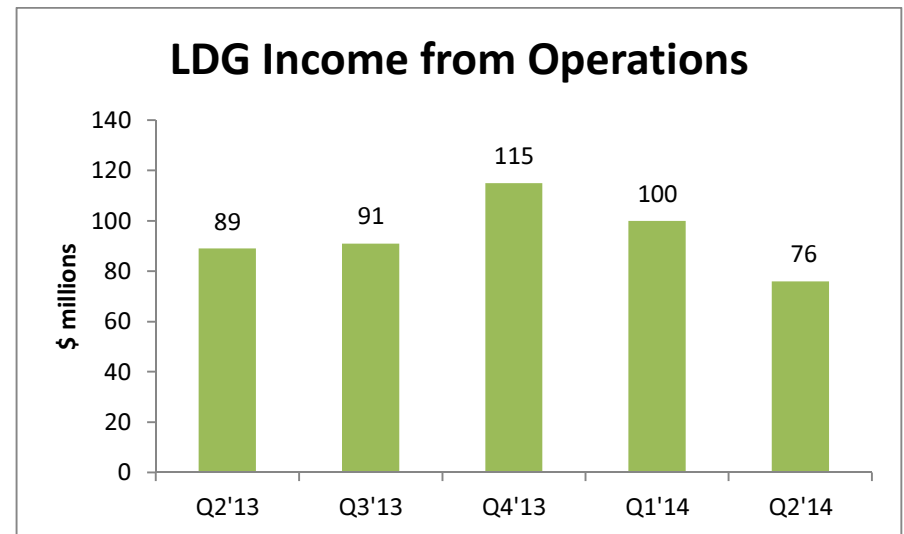
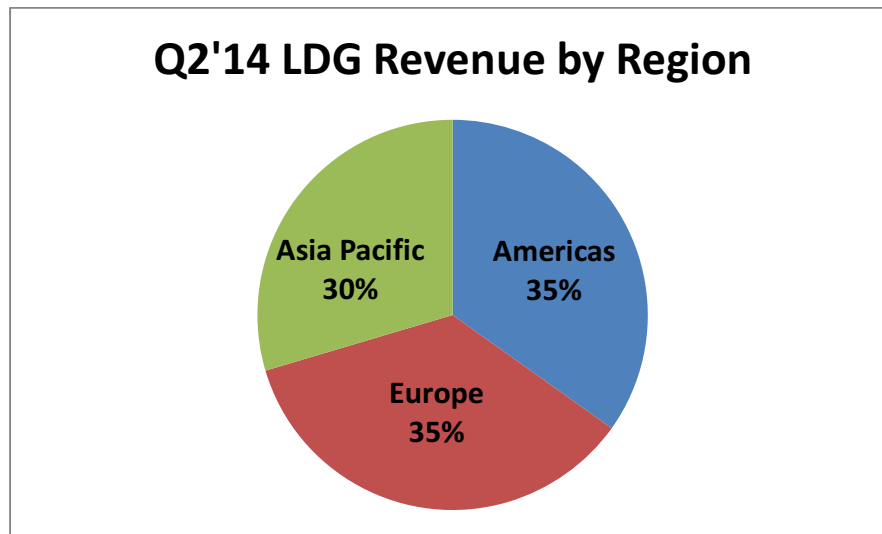
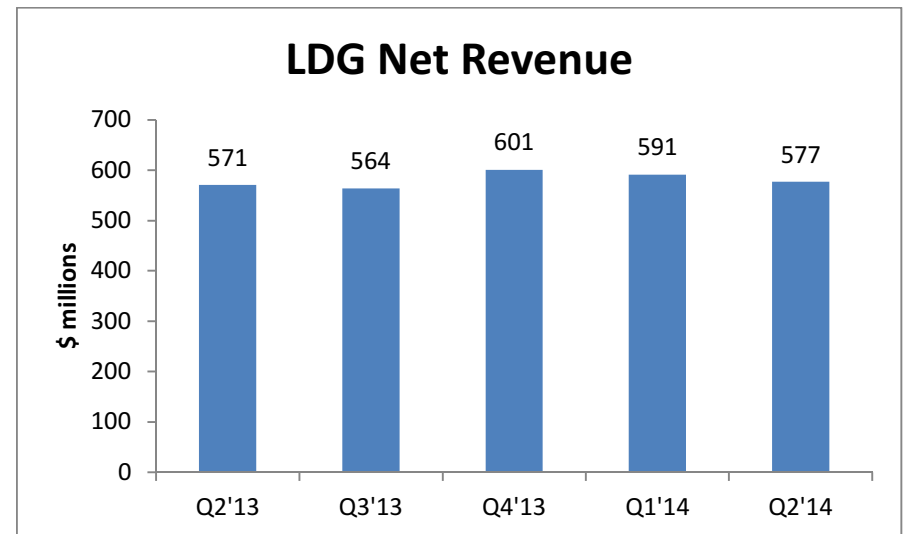
- **Orders:** \$782M, +11% y/y (+13% core\*)
- **Revenues:** \$743M, -2% y/y (-1% core\*)
- **Operating Margin:** 19.9% of revenue, -70 basis points y/y



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

# Q2'14 LDG Highlights

- **Orders:** \$598M, +3% y/y (+4% core\*)
- **Revenues:** \$577M, +1% y/y (+1% core\*)
- **Operating Margin:** 13.1% of revenue, -240 basis points y/y

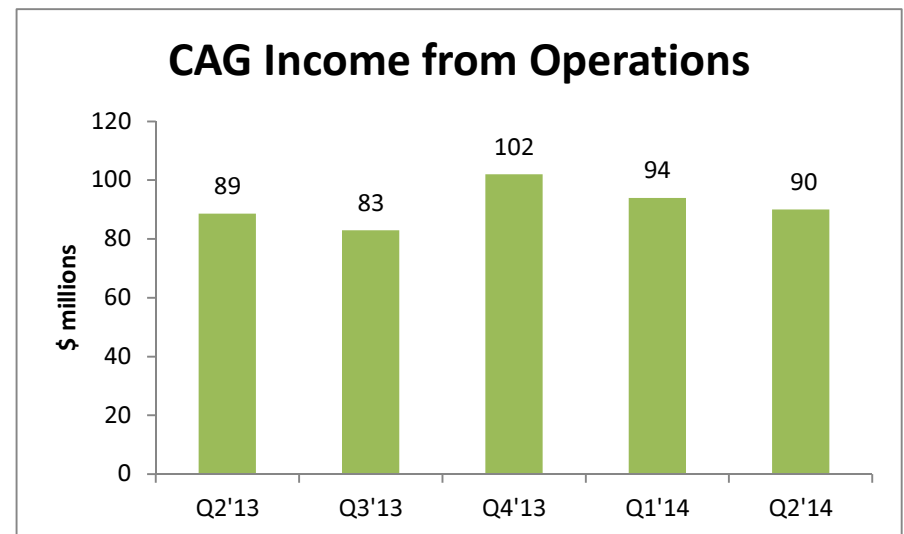
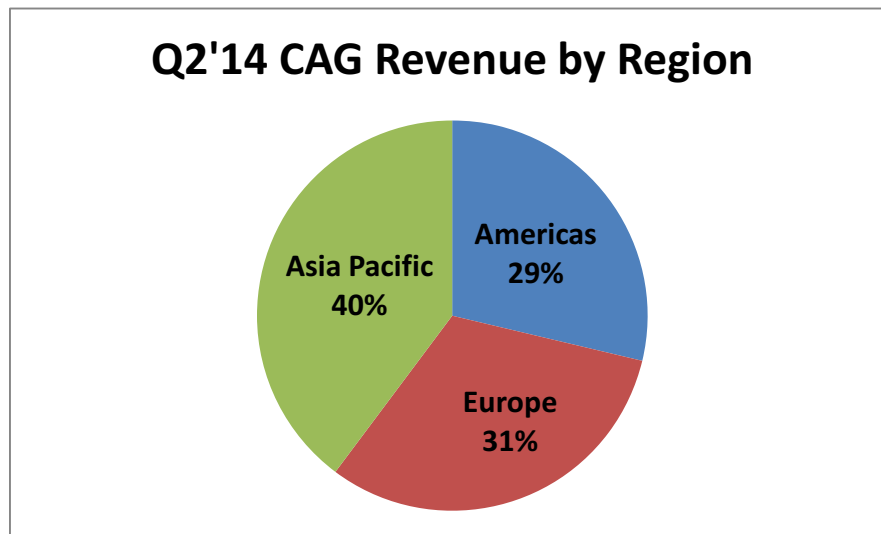
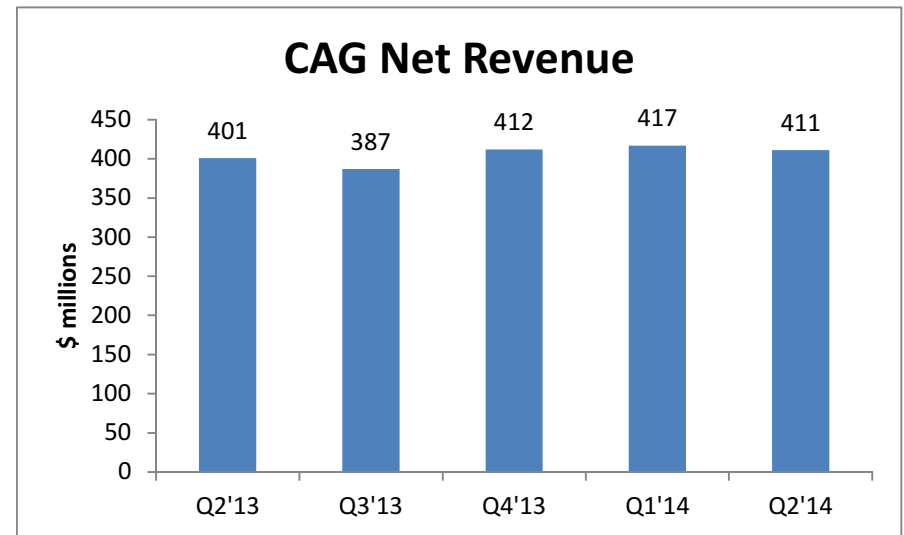


\*Core revenue growth excludes the impact from M&A and FX.



# Q2'14 CAG Highlights

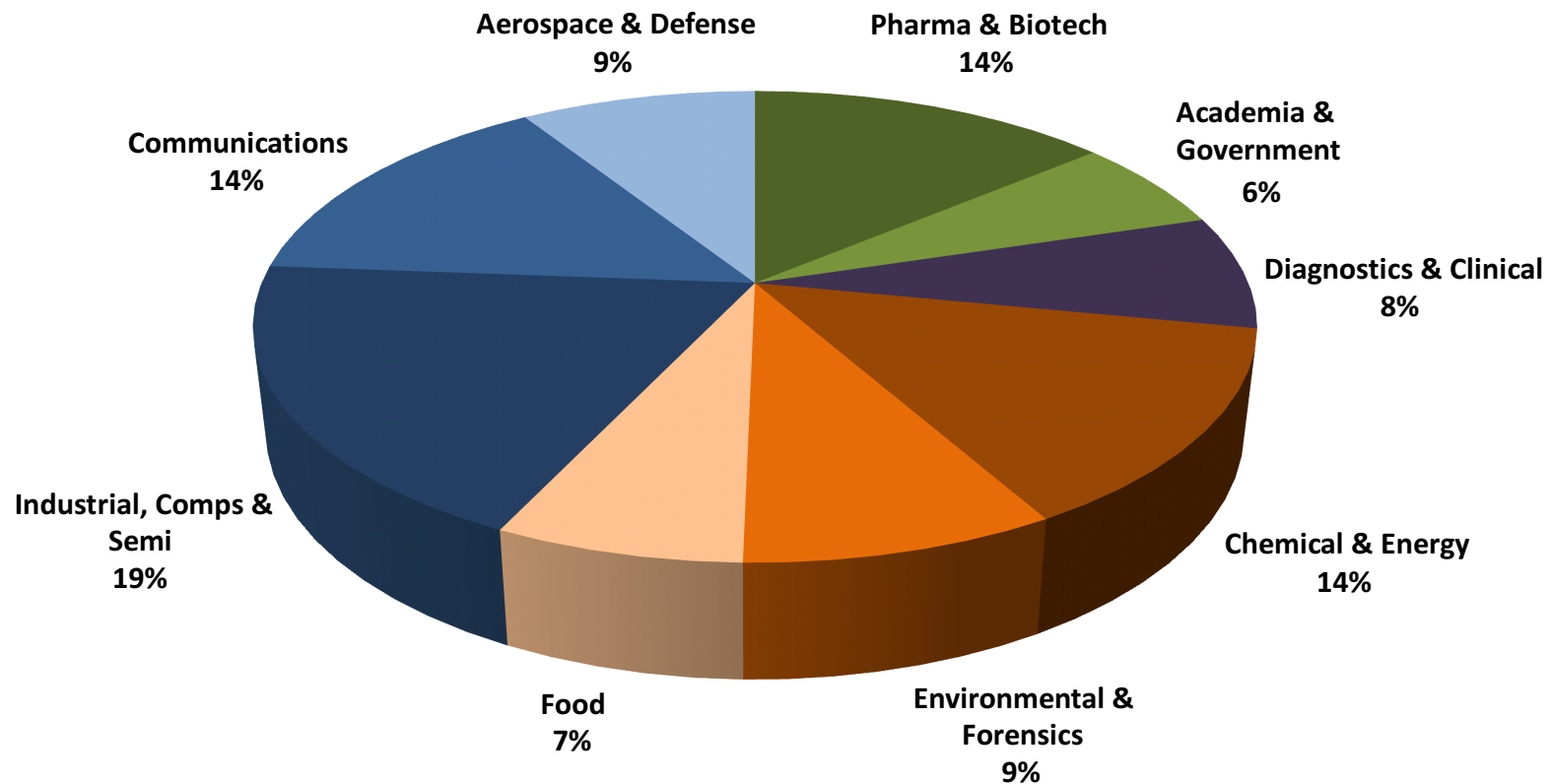
- **Orders:** \$432M, +6% y/y (+7% core\*)
- **Revenues:** \$411M, +3% y/y (+3% core\*)
- **Operating Margin:** 22.0% of revenue, -10 basis points y/y



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

# Q2'14 Revenue Distribution by End Market

Q2'14 Revenue: \$1.73B

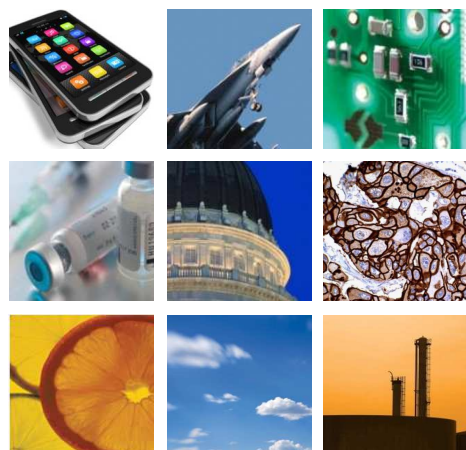


# Agilent End Market Performance – Q2'14

## Mixed results:

**Up:** Food, Diagnostics & Clinical, Pharma & Biotech, Industrial, Computers & Semiconductor, and Chemical & Energy

**Down:** Academia and Government, Communications, Aerospace & Defense, Environmental & Forensics



End Markets	% of Agilent Revenue <sup>(1)</sup>	Market Size <sup>(2)</sup> \$54B	Agilent Results Q2'14 vs. Q2'13
Communications	14%	\$4B	Down 6% on softness in wireless R&D and broadband spending
Aerospace & Defense	9%	\$3B	Down 6% from weaker defense contractor and improving direct government demand
Industrial, Computers, Semiconductor	19%	\$6B	Up 3% driven by investments in semiconductor process while computer markets remain soft
Pharma & Biotech	15%	\$11B	Up 4% on demand from mid-sized and specialty pharma
Academia and Government	7%	\$10B	Down 6% due to constrained government capex budgets
Diagnostics & Clinical	7%	\$7B	Up 7% driven by companion Dx and CGH microarrays
Food	6%	\$4B	Up 10% on increasing global regulation
Environmental & Forensics	9%	\$5B	Down 5% due to constrained government capex budgets
Chemical & Energy	14%	\$4B	Up 2% led by Europe and growth in the Middle East

(1) Percentage of Agilent revenue based on Q3'13-Q2'14

(2) Market size and growth per Company estimates

# Q3'14 and FY 2014 Guidance

	Q3'14	FY14
Revenue	\$1.74B - \$1.76B	\$6.9B – \$7.1B
Revenue Growth (mid-point)	+5.9%	+3.2%
Core Revenue Growth* (mid-point)	+5.1%	+3.5%
EPS	\$0.72 - \$0.74	\$2.96 - \$3.16
EPS Growth (mid-point)	+7.4%	+6.3%

Presented on a non-GAAP basis; guidance as of May 14<sup>th</sup>, 2014

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