

Agilent Operating Results Q1F06 – Q4F07

	Q1'06	Q2'06	Q3'06	Q4'06	Q1'07	Q2'07	Q3'07	Q4'07	Q4
M\$	Act	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,177	1,276	1,225	1,397	1,250	1,400	1,308	1,483	6%
Net Revenues	1,167	1,239	1,239	1,328	1,280	1,320	1,374	1,446	9%
Gross Profit %	54.0%	53.8%	56.5%	56.2%	55.5%	56.9%	56.5%	56.1%	-0.1%
R&D	147	153	155	150	159	164	162	168	12%
% Revenues	12.6%	12.3%	12.5%	11.3%	12.4%	12.4%	11.8%	11.6%	0.3%
SG&A	335	347	359	365	368	388	391	389	7%
% Revenues	<u>28.7%</u>	<u>28.0%</u>	<u>29.0%</u>	<u>27.5%</u>	<u>28.8%</u>	<u>29.4%</u>	<u>28.5%</u>	<u>26.9%</u>	-0.6%
Operating Profit	148	167	186	231	183	199	223	253	10%
Operating Margin	12.7%	13.5%	15.0%	17.4%	14.3%	15.1%	16.2%	17.5%	0.1%
Other Income	<u>40</u>	<u>41</u>	<u>32</u>	<u>20</u>	<u>28</u>	<u>29</u>	<u>21</u>	<u>11</u>	-45%
Pre-Tax Earnings	188	208	218	251	211	228	244	264	5%
Tax Rate	24%	25%	24%	24%	23%	23%	20%	22%	-2%
Income Tax	<u>46</u>	<u>51</u>	<u>52</u>	<u>61</u>	<u>49</u>	<u>52</u>	<u>50</u>	<u>58</u>	-5%
Net Earnings	142	157	166	190	162	176	194	206	8%
Net Margin	12.2%	12.7%	13.4%	14.3%	12.7%	13.3%	14.1%	14.2%	-0.1%
ROIC	22%	23%	25%	29%	23%	25%	28%	30%	1%
Inventory Days	107	97	105	98	102	103	102	92	(6)
DSO	50	53	51	47	47	49	48	46	(1)
Regular Headcount	18,840	18,748	18,640	18,682	18,795	18,874	19,388	19,378	696
Non-GAAP EPS	\$ 0.29	\$ 0.36	\$ 0.39	\$ 0.46	\$ 0.39	\$ 0.43	\$ 0.48	\$ 0.53	\$ 0.07