

Agilent Operating Results Q1F09 – Q3F10

	Q1'09	Q2'09	Q3'09	Q4'09	Q1'10	Q2'10	Q3'10	Q3
M\$	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,115	1,026	1,071	1,274	1,220	1,346	1,491	39%
Net Revenues	1,166	1,091	1,057	1,167	1,213	1,271	1,395	32%
Gross Profit %	54.3%	52.1%	53.3%	55.6%	56.1%	56.9%	56.0%	2.7 ppt
R&D	164	152	145	144	146	149	149	3%
% Revenues	14.1%	13.9%	13.7%	12.3%	12.0%	11.7%	10.7%	-3.0 ppt
SG&A	374	349	337	355	353	373	382	13%
% Revenues	<u>32.1%</u>	<u>32.0%</u>	<u>31.9%</u>	<u>30.4%</u>	<u>29.1%</u>	<u>29.3%</u>	<u>27.4%</u>	<u>-4.5 ppt</u>
Operating Profit	95	67	81	150	181	201	251	211%
Operating Margin	8.1%	6.1%	7.6%	12.8%	14.9%	15.8%	18.0%	10.4 ppt
Other Income/ (Expense)	<u>(4)</u>	<u>(11)</u>	<u>(14)</u>	<u>(10)</u>	<u>(12)</u>	<u>(11)</u>	<u>(19)</u>	36%
Pre-Tax Earnings	91	56	67	140	169	190	232	246%
Tax Rate	21%	21%	21%	21%	20%	20%	18%	-3 ppt
Income Tax	<u>19</u>	<u>12</u>	<u>14</u>	<u>29</u>	<u>34</u>	<u>38</u>	<u>41</u>	190%
Net Earnings	72	44	53	111	135	152	191	260%
Net Margin	6.2%	4.0%	5.0%	9.5%	11.1%	12.0%	13.7%	8.7 ppt
ROIC	11%	8%	9%	18%	21%	23%	20%	11 ppt
Inventory Days	112	107	106	97	93	91	97	(9)
DSO	49	47	46	46	47	47	50	4
Regular Headcount	19,338	19,100	17,918	16,809	16,352	16,100	18,535	617
Non-GAAP EPS	\$ 0.20	\$ 0.13	\$ 0.15	\$ 0.32	\$ 0.38	\$ 0.43	\$ 0.54	\$ 0.39