

# Agilent Operating Results Q1F09 – Q4F10

	Q1'09	Q2'09	Q3'09	Q4'09	Q1'10	Q2'10	Q3'10	Q4'10	Q4
M\$	Act	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,115	1,026	1,071	1,274	1,220	1,346	1,491	1,687	32%
<b>Net Revenues</b>	<b>1,166</b>	<b>1,091</b>	<b>1,057</b>	<b>1,167</b>	<b>1,213</b>	<b>1,271</b>	<b>1,395</b>	<b>1,584</b>	36%
<b>Gross Profit %</b>	<b>54.3%</b>	<b>52.1%</b>	<b>53.3%</b>	<b>55.6%</b>	<b>56.1%</b>	<b>56.9%</b>	<b>56.0%</b>	<b>55.3%</b>	<b>-0.3 ppt</b>
R&D	164	152	145	144	146	149	149	157	9.7%
% Revenues	14.1%	13.9%	13.7%	12.3%	12.0%	11.7%	10.7%	9.9%	-2.4 ppt
SG&A	374	349	337	355	353	373	382	415	17%
% 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>26.2%</u>	<u>-4.2 ppt</u>
<b>Operating Profit</b>	<b>95</b>	<b>67</b>	<b>81</b>	<b>150</b>	<b>181</b>	<b>201</b>	<b>251</b>	<b>303</b>	<b>102%</b>
Operating Margin	<b>8.1%</b>	<b>6.1%</b>	<b>7.6%</b>	<b>12.8%</b>	<b>14.9%</b>	<b>15.8%</b>	<b>18.0%</b>	<b>19.1%</b>	<b>6.3 ppt</b>
Other Income/ (Expense)	<u>(4)</u>	<u>(11)</u>	<u>(14)</u>	<u>(10)</u>	<u>(12)</u>	<u>(11)</u>	<u>(19)</u>	<u>(22)</u>	120%
<b>Pre-Tax Earnings</b>	<b>91</b>	<b>56</b>	<b>67</b>	<b>140</b>	<b>169</b>	<b>190</b>	<b>232</b>	<b>281</b>	<b>101%</b>
Tax Rate	<b>21%</b>	<b>21%</b>	<b>21%</b>	<b>21%</b>	<b>20%</b>	<b>20%</b>	<b>18%</b>	<b>19%</b>	<b>-2 ppt</b>
Income Tax	<u>19</u>	<u>12</u>	<u>14</u>	<u>29</u>	<u>34</u>	<u>38</u>	<u>41</u>	<u>53</u>	<b>83%</b>
<b>Net Earnings</b>	<b>72</b>	<b>44</b>	<b>53</b>	<b>111</b>	<b>135</b>	<b>152</b>	<b>191</b>	<b>228</b>	<b>106%</b>
Net Margin	<b>6.2%</b>	<b>4.0%</b>	<b>5.0%</b>	<b>9.5%</b>	<b>11.1%</b>	<b>12.0%</b>	<b>13.7%</b>	<b>14.4%</b>	<b>4.9 ppt</b>
ROIC	11%	8%	9%	18%	21%	23%	20%	24%	6 ppt
Inventory Days	112	107	106	97	93	91	97	92	(5)
DSO	49	47	46	46	47	47	50	49	3
Regular Headcount	19,338	19,100	17,918	16,809	16,352	16,100	18,535	18,534	1,725
<b>Non-GAAP EPS</b>	<b>\$ 0.20</b>	<b>\$ 0.13</b>	<b>\$ 0.15</b>	<b>\$ 0.32</b>	<b>\$ 0.38</b>	<b>\$ 0.43</b>	<b>\$ 0.54</b>	<b>\$ 0.65</b>	<b>\$ 0.33</b>