



Agilent Technologies

Lasergen Investment Announcement

March 7, 2016

Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information and future guidance on the company's goals, priorities, revenues, demand, growth opportunities, customer service and innovation plans, new product introductions, financial condition, earnings, share repurchases, the company's ability to pay dividends, ability to access capital markets, the continued strengths and expected growth of the markets the company sells 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. The words "anticipate," "plan," "estimate," "expect," "intend," "will," "should" "forecast" "project" and similar expressions, as they relate to the company, are intended to identify forward-looking statements.

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 strategic and 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 impact of currency exchange rates on our financial results; 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 annual report on Form 10-K for the year ended October 31, 2015.

The company assumes no obligation to update the information in these presentations. These presentations and the Q&A that follows include non-GAAP measures. Non-GAAP measures exclude primarily the future impacts of acquisition and integration costs, pension curtailment gain, transformational initiatives, business exit costs and divestiture, and non-cash intangibles amortization. Also excluded are tax benefits that are not directly related to ongoing operations and which are either isolated or cannot be expected to occur again with any regularity or predictability. Most of these excluded amounts pertain to events that have not yet occurred and are not currently possible to estimate with a reasonable degree of accuracy. Accordingly, no reconciliation to GAAP amounts has been provided.

Transaction at a Glance



Agilent Making an \$80M Investment in Lasergen

- The two companies will collaborate on building a next-generation sequencing solutions workflow for clinical applications supporting Agilent's diagnostics strategy for cancer and constitutional diseases.
 - Agilent will join Lasergen board and play an active role.
 - Launch timing: in early stage development phase, based on proven technology. Expect product in 3 to 4 years.
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Terms of the Deal

- Agilent acquiring 48% ownership for \$80M, with the option of acquiring outstanding shares for an additional \$105M within two years.
 - Expected annual impact to Agilent FY16 and FY17 earnings of -2 to -3 cents per share. There is no change to FY16 EPS guidance of \$1.81 to \$1.87.
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Lasergen Investment Enables DGG's Stated Strategic Intent

- Strategic investment to close a key instrument gap, enabling an integrated clinical workflow solution for cancer and genetic disorder applications
- Clinical NGS workflow advances pathology vision of the “diagnostic cockpit”

DGG strategy presentation: Analyst and Investor Day, May 2015

CR & Dx strategy.

Leverage strongholds in select clinical domains

Fight cancer by regaining staining leadership

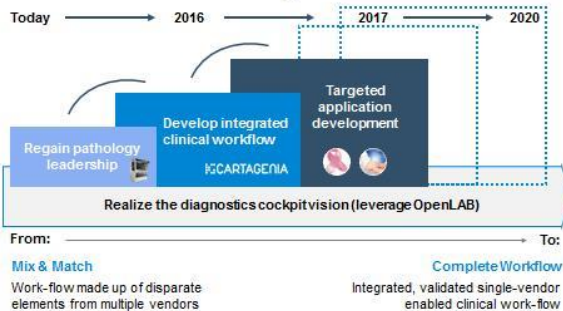
Lead clinical adoption of genomics

Improve quality of life through genomic solutions for identifying genetic disorders

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Growth strategy.

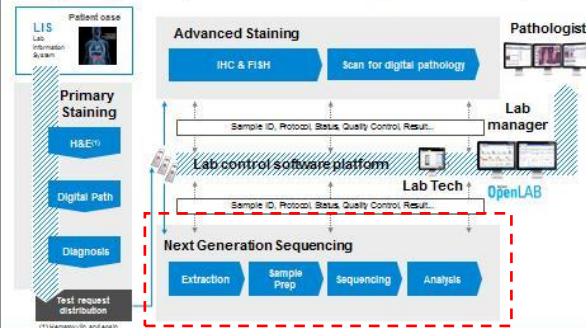
From mix & match to an integrated clinical workflow



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Pathology vision.

Integrating multiple workflows + diagnostics cockpit



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- We're focused on our strategic segments
- Cancer and Genetic Disorders are key within our Clinical & Dx strategy

- Acquisition of Cartagenia in 2015 was a first step to ensure a leading position within interpretation.
- **Current step (Lasergen) to close the NGS instrument solution gap**

- Delivering on the diagnostic cockpit vision will be a key differentiator going forward
- Sample-to-answer across H&E, IHC, FISH and NGS



Company overview

- Privately held biotechnology company focused on commercializing sequencing technologies
 - Headquartered in Houston, Texas
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Team

- President & CEO: Mimi Healy, PhD
 - ~20 employees focused on chemistry, molecular biology, instrumentation and software. Plans to expand substantially over next several years.
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Deal Structure and Financial Considerations

A measured investment with potential to gain a valuable position in a growing market

- Agilent presently investing \$80M to acquire 48% of the outstanding stock of Lasergen. The remaining shares will continue to be owned by the current shareholders.
 - \$45M of the \$80M will remain in the company to fund operations and investment.
- Agilent has the right to call remaining shares upon success of the collaboration of the two companies within two years for an additional \$105M, or a total purchase price of \$185M.
- Financial implications:
 - Will report in “Other Income / Expense” using equity method of accounting.
 - Expected annual impact to Agilent FY16 and FY17 earnings of -2 to -3 cents per share. There is no change to our FY16 EPS guidance of \$1.81 to \$1.87.
 - If purchase option is executed, financial profile would change in FY18.
- Launch timing: in early stage development phase, based on proven technology. Expect product in 3 to 4 years.