

Agilent Operating Results Q1F07 – Q1F09

	Q1'07	Q2'07	Q3'07	Q4'07	Q1'08	Q2'08	Q3'08	Q4'08	Q1'09	Q1
M\$	Act	Act	Act	Act	Act	Act	Act	Act	Act	YY
Orders	1,250	1,400	1,308	1,483	1,401	1,524	1,387	1,438	1,115	-20%
Net Revenues	1,280	1,320	1,374	1,446	1,393	1,456	1,444	1,481	1,166	-16%
Gross Profit %	54.7%	56.1%	56.0%	55.8%	55.5%	56.3%	56.4%	56.8%	54.3%	-1.2 ppt
R&D	165	172	166	172	179	180	169	169	164	-9%
% Revenues	12.9%	13.0%	12.1%	11.9%	12.8%	12.4%	11.7%	11.4%	14.1%	1.3 ppt
SG&A	388	409	407	418	430	424	407	401	374	-13%
% Revenues	30.3%	31.0%	29.6%	28.9%	30.9%	29.1%	28.2%	27.1%	32.1%	1.2 ppt
Operating Profit	147	159	196	217	164	215	238	271	95	-42%
Operating Margin	11.5%	12.0%	14.3%	15.0%	11.8%	14.8%	16.5%	18.3%	8.1%	-3.7 ppt
Other Income/ (Expense)	28	29	21	11	11	0	5	7	(4)	-136%
Pre-Tax Earnings	175	188	217	228	175	215	243	278	91	-48%
Tax Rate	23%	23%	20%	22%	22%	20%	19%	20%	21%	-1 ppt
Income Tax	40	43	44	50	39	43	45	55	19	-51%
Net Earnings	135	145	173	178	136	172	198	223	72	-47%
Net Margin	10.5%	11.0%	12.6%	12.3%	9.8%	11.8%	13.7%	15.1%	6.2%	-3.6 ppt
ROIC	19%	20%	24%	25%	19%	24%	27%	31%	11%	-8.4 ppt
Inventory Days	101	101	101	91	98	96	97	91	112	14
DSO	47	49	48	46	47	49	47	47	49	2
Regular Headcount	18,795	18,874	19,388	19,378	19,411	19,487	19,556	19,574	19,338	-73
Non-GAAP EPS	\$ 0.32	\$ 0.35	\$ 0.43	\$ 0.46	\$ 0.36	\$ 0.46	\$ 0.53	\$ 0.62	\$ 0.20	\$ (0.16)



Agilent Technologies