

# Agilent Operating Results Q1F05 – Q1F07

	Q1'05	Q2'05	Q3'05	Q4'05	Q1'06	Q2'06	Q3'06	Q4'06	Q1'07	Q1
M\$	Act	Act	Act	Act	Act	Act	Act	Act	Act	YY
Orders	1,094	1,220	1,155	1,304	1,177	1,276	1,225	1,397	1,250	6%
<b>Net Revenues</b>	<b>1,134</b>	<b>1,179</b>	<b>1,124</b>	<b>1,248</b>	<b>1,167</b>	<b>1,239</b>	<b>1,239</b>	<b>1,328</b>	<b>1,280</b>	10%
<b>Gross Profit %</b>	<b>51.8%</b>	<b>52.5%</b>	<b>52.0%</b>	<b>54.2%</b>	<b>54.0%</b>	<b>53.8%</b>	<b>56.5%</b>	<b>56.2%</b>	<b>55.5%</b>	1.5%
R&D	143	155	142	144	147	153	155	150	159	8%
% Revenues	12.6%	13.1%	12.7%	11.5%	12.6%	12.3%	12.5%	11.3%	12.4%	-0.2%
SG&A	326	341	318	338	334	347	359	364	368	10%
% Revenues	28.8%	28.9%	28.3%	27.1%	28.6%	28.0%	29.0%	27.4%	28.8%	0.1%
<b>Operating Profit</b>	<b>118</b>	<b>122</b>	<b>124</b>	<b>196</b>	<b>148</b>	<b>167</b>	<b>186</b>	<b>232</b>	<b>183</b>	24%
Operating Margin	10.5%	10.4%	11.0%	15.7%	12.7%	13.5%	15.0%	17.5%	14.3%	1.6%
Other Income	15	15	20	16	40	41	32	19	28	-30%
<b>Pre-Tax Earnings</b>	<b>134</b>	<b>137</b>	<b>144</b>	<b>212</b>	<b>188</b>	<b>208</b>	<b>218</b>	<b>251</b>	<b>211</b>	12%
Tax Rate	25%	22%	24%	31%	24%	25%	24%	24%	23%	-1%
Income Tax	33	30	35	65	46	51	52	61	49	7%
<b>Net Earnings</b>	<b>101</b>	<b>107</b>	<b>109</b>	<b>147</b>	<b>142</b>	<b>157</b>	<b>166</b>	<b>190</b>	<b>162</b>	14%
Net Margin	8.9%	9.0%	9.7%	11.8%	12.2%	12.7%	13.4%	14.3%	12.7%	0.5%
ROIC	15.7%	16.2%	16.5%	25.4%	22.0%	23.4%	24.8%	29.0%	23.3%	1.4%
Inventory Days	113	105	106	98	107	97	105	98	102	(5)
DSO	53	55	54	49	50	53	51	47	47	(3)
Regular Headcount	19,679	19,714	19,597	19,354	18,840	18,748	18,640	18,682	18,795	(45)
<b>Non-GAAP EPS</b>	<b>\$ 0.20</b>	<b>\$ 0.22</b>	<b>\$ 0.22</b>	<b>\$ 0.29</b>	<b>\$ 0.29</b>	<b>\$ 0.36</b>	<b>\$ 0.39</b>	<b>\$ 0.46</b>	<b>\$ 0.39</b>	<b>\$ 0.10</b>



**Agilent Technologies**