

Agilent Operating Results Q1F06 – Q1F08

	Q1'06	Q2'06	Q3'06	Q4'06	Q1'07	Q2'07	Q3'07	Q4'07	Q1'08	Q1
M\$	Act	Act	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,177	1,276	1,225	1,397	1,250	1,400	1,308	1,483	1,401	12%
Net Revenues	1,167	1,239	1,239	1,328	1,280	1,320	1,374	1,446	1,393	9%
Gross Profit %	54.0%	53.8%	56.5%	56.2%	55.5%	56.9%	56.5%	56.1%	56.0%	0.5%
R&D	147	153	155	150	159	164	162	168	174	10%
% Revenues	12.6%	12.3%	12.5%	11.3%	12.4%	12.4%	11.8%	11.6%	12.5%	0.1%
SG&A	335	347	359	365	368	388	391	389	412	12%
% Revenues	<u>28.7%</u>	<u>28.0%</u>	<u>29.0%</u>	<u>27.5%</u>	<u>28.8%</u>	<u>29.4%</u>	<u>28.5%</u>	<u>26.9%</u>	<u>29.5%</u>	<u>0.7%</u>
Operating Profit	148	167	186	231	183	199	223	253	194	6%
Operating Margin	12.7%	13.5%	15.0%	17.4%	14.3%	15.1%	16.2%	17.5%	13.9%	-0.4%
Other Income	<u>40</u>	<u>41</u>	<u>32</u>	<u>20</u>	<u>28</u>	<u>29</u>	<u>21</u>	<u>11</u>	<u>11</u>	-61%
Pre-Tax Earnings	188	208	218	251	211	228	244	264	205	-3%
Tax Rate	24%	25%	24%	24%	23%	23%	20%	22%	22%	-1%
Income Tax	<u>46</u>	<u>51</u>	<u>52</u>	<u>61</u>	<u>49</u>	<u>52</u>	<u>50</u>	<u>58</u>	<u>45</u>	-7%
Net Earnings	142	157	166	190	162	176	194	206	160	-1%
Net Margin	12.2%	12.7%	13.4%	14.3%	12.7%	13.3%	14.1%	14.2%	11.5%	-1.2%
ROIC	22%	23%	25%	29%	23%	25%	28%	30%	23%	-1%
Inventory Days	107	97	105	98	102	103	102	92	99	(3)
DSO	50	53	51	47	47	49	48	46	47	0
Regular Headcount	18,840	18,748	18,640	18,682	18,795	18,874	19,388	19,378	19,411	616
Non-GAAP EPS	\$ 0.29	\$ 0.36	\$ 0.39	\$ 0.46	\$ 0.39	\$ 0.43	\$ 0.48	\$ 0.53	\$ 0.42	\$ 0.03



Agilent Technologies