

# Agilent Operating Results Q1F06 – Q3F07

	Q1'06	Q2'06	Q3'06	Q4'06	Q1'07	Q2'07	Q3'07	Q3
M\$	Act	Act	Act	Act	Act	Act	Act	Y/Y
Orders	1,177	1,276	1,225	1,397	1,250	1,400	1,308	7%
<b>Net Revenues</b>	<b>1,167</b>	<b>1,239</b>	<b>1,239</b>	<b>1,328</b>	<b>1,280</b>	<b>1,320</b>	<b>1,374</b>	11%
<b>Gross Profit %</b>	<b>54.0%</b>	<b>53.8%</b>	<b>56.5%</b>	<b>56.2%</b>	<b>55.5%</b>	<b>56.9%</b>	<b>56.5%</b>	0.0%
R&D	147	153	155	150	159	164	162	5%
% Revenues	12.6%	12.3%	12.5%	11.3%	12.4%	12.4%	11.8%	-1%
SG&A	335	347	359	365	368	388	391	9%
% 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>	-0.5%
<b>Operating Profit</b>	<b>148</b>	<b>167</b>	<b>186</b>	<b>231</b>	<b>183</b>	<b>199</b>	<b>223</b>	20%
Operating Margin	12.7%	13.5%	15.0%	17.4%	14.3%	15.1%	16.2%	1.2%
Other Income	<u>40</u>	<u>41</u>	<u>32</u>	<u>20</u>	<u>28</u>	<u>29</u>	<u>21</u>	-34%
<b>Pre-Tax Earnings</b>	<b>188</b>	<b>208</b>	<b>218</b>	<b>251</b>	<b>211</b>	<b>228</b>	<b>244</b>	12%
Tax Rate	24%	25%	24%	24%	23%	23%	20%	-3%
Income Tax	<u>46</u>	<u>51</u>	<u>52</u>	<u>61</u>	<u>49</u>	<u>52</u>	<u>50</u>	-4%
<b>Net Earnings</b>	<b>142</b>	<b>157</b>	<b>166</b>	<b>190</b>	<b>162</b>	<b>176</b>	<b>194</b>	17%
Net Margin	12.2%	12.7%	13.4%	14.3%	12.7%	13.3%	14.1%	0.7%
ROIC	22%	23%	25%	29%	23%	25%	28%	3%
Inventory Days	107	97	105	98	102	103	102	(3)
DSO	50	53	51	47	47	49	48	(3)
Regular Headcount	18,840	18,748	18,640	18,682	18,795	18,874	19,388	748
<b>Non-GAAP EPS</b>	<b>\$ 0.29</b>	<b>\$ 0.36</b>	<b>\$ 0.39</b>	<b>\$ 0.46</b>	<b>\$ 0.39</b>	<b>\$ 0.43</b>	<b>\$ 0.48</b>	<b>\$ 0.09</b>



**Agilent Technologies**