

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

	Three Months Ended January 31,	
	2023	2022
Net revenue	\$ 1,756	\$ 1,674
Costs and expenses:		
Cost of products and services	788	764
Research and development	123	117
Selling, general and administrative	419	417
Total costs and expenses	1,330	1,298
Income from operations	426	376
Interest income	9	1
Interest expense	(25)	(21)
Other income (expense), net	—	(37)
Income before taxes	410	319
Provision for income taxes	58	36
Net income	\$ 352	\$ 283
Net income per share:		
Basic	\$ 1.19	\$ 0.94
Diluted	\$ 1.19	\$ 0.93
Weighted average shares used in computing net income per share:		
Basic	296	301
Diluted	297	303

The preliminary income statement is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED BALANCE SHEET
(In millions, except par value and share amounts)
(Unaudited)
PRELIMINARY

	<u>January 31,</u> <u>2023</u>	<u>October 31,</u> <u>2022</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 1,250	\$ 1,053
Accounts receivable, net	1,459	1,405
Inventory	1,111	1,038
Other current assets	258	282
Total current assets	<u>4,078</u>	<u>3,778</u>
Property, plant and equipment, net	1,147	1,100
Goodwill and other intangible assets, net	4,793	4,773
Long-term investments	188	195
Other assets	713	686
Total assets	<u>\$ 10,919</u>	<u>\$ 10,532</u>
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	\$ 540	\$ 580
Employee compensation and benefits	296	455
Deferred revenue	521	461
Short-term debt	238	36
Other accrued liabilities	341	329
Total current liabilities	<u>1,936</u>	<u>1,861</u>
Long-term debt	2,733	2,733
Retirement and post-retirement benefits	99	97
Other long-term liabilities	542	536
Total liabilities	<u>5,310</u>	<u>5,227</u>
Total Equity:		
Stockholders' equity:		
Preferred stock; \$0.01 par value; 125 million shares authorized; none issued and outstanding	—	—
Common stock; \$0.01 par value, 2 billion shares authorized; 296 million shares at January 31, 2023 and 295 million shares at October 31, 2022, issued and outstanding	3	3
Additional paid-in-capital	5,345	5,325
Retained earnings	541	324
Accumulated other comprehensive loss	(280)	(347)
Total stockholders' equity	<u>5,609</u>	<u>5,305</u>
Total liabilities and stockholders' equity	<u>\$ 10,919</u>	<u>\$ 10,532</u>

The preliminary balance sheet is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS
(In millions)
(Unaudited)
PRELIMINARY

	Three Months Ended	
	January 31,	January 31,
	2023	2022
Cash flows from operating activities:		
Net income	\$ 352	\$ 283
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	67	82
Share-based compensation	44	44
Deferred taxes	4	24
Excess and obsolete inventory related charges	7	5
Net loss on equity securities	10	47
Change in fair value of contingent consideration	1	3
Other non-cash expenses, net	1	—
Changes in assets and liabilities:		
Accounts receivable, net	(5)	(46)
Inventory	(69)	(54)
Accounts payable	(27)	37
Employee compensation and benefits	(174)	(210)
Other assets and liabilities	85	40
Net cash provided by operating activities ^(a)	296	255
Cash flows from investing activities:		
Investments in property, plant and equipment	(76)	(75)
Payment to acquire equity securities	(1)	(3)
Proceeds from sale of equity securities	4	—
Proceeds from convertible loan	2	—
Payment in exchange for convertible note	(3)	(1)
Acquisition of businesses and intangible assets, net of cash acquired	(30)	—
Net cash used in investing activities	(104)	(79)
Cash flows from financing activities:		
Issuance of common stock under employee stock plans	35	27
Payment of taxes related to net share settlement of equity awards	(51)	(63)
Payment for contingent consideration	(62)	—
Payment of dividends	(67)	(63)
Proceeds from commercial paper	527	240
Repayment of commercial paper	(324)	(240)
Treasury stock repurchases	(75)	(447)
Net cash used in financing activities	(17)	(546)
Effect of exchange rate movements	22	(4)
Net increase (decrease) in cash, cash equivalents and restricted cash	197	(374)
Cash, cash equivalents and restricted cash at beginning of period	1,056	1,490
Cash, cash equivalents and restricted cash at end of period	\$ 1,253	\$ 1,116

Reconciliation of cash, cash equivalents and restricted cash to the condensed consolidated balance sheet:

Cash and cash equivalents	\$ 1,250	\$ 1,113
Restricted cash, included in other assets	3	3
Total cash, cash equivalents and restricted cash	\$ 1,253	\$ 1,116

^(a) Cash payments included in operating activities:

Income tax payments, net	\$ 17	\$ 22
Interest payments	\$ 15	\$ 18

The preliminary cash flow is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
NON-GAAP NET INCOME AND DILUTED EPS RECONCILIATIONS
(In millions, except per share amounts)
(Unaudited)
PRELIMINARY

	Three Months Ended January 31,			
	2023	Diluted EPS	2022	Diluted EPS
GAAP net income	\$ 352	\$ 1.19	\$ 283	\$ 0.93
Non-GAAP adjustments:				
Intangible amortization	36	0.12	51	0.17
Transformational initiatives	7	0.02	4	0.01
Acquisition and integration costs	2	0.01	7	0.02
Change in fair value of contingent consideration	1	—	3	0.01
Net loss on equity securities	12	0.04	45	0.15
Other	3	0.01	—	—
Adjustment for taxes ^(a)	(7)	(0.02)	(25)	(0.08)
Non-GAAP net income	<u>\$ 406</u>	<u>\$ 1.37</u>	<u>\$ 368</u>	<u>\$ 1.21</u>

^(a) The adjustment for taxes excludes tax benefits that management believes are not directly related to on-going operations and which are either isolated, temporary or cannot be expected to occur again with any regularity or predictability such as windfall benefits on stock compensation and the impact of R&D capitalization under section 174 of the Tax Cuts and Jobs Act of 2017. For the three months ended January 31, 2023, management used a non-GAAP effective tax rate of 13.75%. For the three months ended January 31, 2022, management used a non-GAAP effective tax rate of 14.25%.

We provide non-GAAP net income and non-GAAP net income per share amounts in order to provide meaningful supplemental information regarding our operational performance and our prospects for the future. These supplemental measures exclude, among other things, charges related to amortization of intangibles, transformational initiatives, acquisition and integration costs, change in fair value of contingent consideration and net loss on equity securities.

Transformational initiatives include expenses associated with targeted cost reduction activities such as manufacturing transfers including costs to move manufacturing, small site consolidations, legal entity and other business reorganizations, insourcing or outsourcing of activities. Such costs may include move and relocation costs, one-time termination benefits and other one-time reorganization costs. Included in this category are also expenses associated with company programs to transform our product lifecycle management (PLM) system, human resources and financial systems.

Acquisition and integration costs include all incremental expenses incurred to effect a business combination. Such acquisition costs may include advisory, legal, accounting, valuation, and other professional or consulting fees. Such integration costs may include expenses directly related to integration of business and facility operations, the transfer of assets and intellectual property, information technology systems and infrastructure and other employee-related costs.

Change in fair value of contingent consideration represents changes in the fair value estimate of acquisition-related contingent consideration.

Net loss on equity securities relates to the realized and unrealized mark-to-market adjustments for our marketable and non-marketable equity securities.

Other includes certain legal costs and settlements, special compliance costs and acceleration of share-based compensation expense in addition to other miscellaneous adjustments.

Our management uses non-GAAP measures to evaluate the performance of our core businesses, to estimate future core performance and to compensate employees. Since management finds this measure to be useful, we believe that our investors benefit from seeing our results "through the eyes" of management in addition to seeing our GAAP results. This information facilitates our management's internal comparisons to our historical operating results as well as to the operating results of our competitors.

Our management recognizes that items such as amortization of intangibles can have a material impact on our cash flows and/or our net income. Our GAAP financial statements including our statement of cash flows portray those effects. Although we believe it is useful for investors to see core performance free of special items, investors should understand that the excluded items are actual expenses that may impact the cash available to us for other uses. To gain a complete picture of all effects on the company's profit and loss from any and all events, management does (and investors should) rely upon the GAAP income statement. The non-GAAP numbers focus instead upon the core business of the company, which is only a subset, albeit a critical one, of the company's performance.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary non-GAAP net income and diluted EPS reconciliation is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
SEGMENT INFORMATION
(In millions, except where noted)
(Unaudited)
PRELIMINARY

Quarter-over-Quarter

Life Sciences and Applied Markets Group

	<u>Q1'23</u>	<u>Q1'22</u>
Revenue	\$ 1,033	\$ 976
Gross Margin, %	61.2%	60.5%
Income from Operations	\$ 314	\$ 282
Operating margin, %	30.4%	28.9%

Diagnostics and Genomics Group

	<u>Q1'23</u>	<u>Q1'22</u>
Revenue	\$ 342	\$ 339
Gross Margin, %	51.2%	52.8%
Income from Operations	\$ 59	\$ 68
Operating margin, %	17.2%	20.1%

Agilent CrossLab Group

	<u>Q1'23</u>	<u>Q1'22</u>
Revenue	\$ 381	\$ 359
Gross Margin, %	48.5%	47.5%
Income from Operations	\$ 103	\$ 91
Operating margin, %	27.0%	25.2%

Income from operations reflect the results of our reportable segments under Agilent's management reporting system which are not necessarily in conformity with GAAP financial measures. Income from operations of our reporting segments exclude, among other things, charges related to amortization of intangibles, transformational initiatives, acquisition and integration costs and change in fair value of contingent consideration.

Readers are reminded that non-GAAP numbers are merely a supplement to, and not a replacement for, GAAP financial measures. They should be read in conjunction with the GAAP financial measures. It should be noted as well that our non-GAAP information may be different from the non-GAAP information provided by other companies.

The preliminary segment information is estimated based on our current information.

AGILENT TECHNOLOGIES, INC.
RECONCILIATIONS OF REVENUE BY SEGMENT
EXCLUDING ACQUISITIONS, DIVESTITURES AND THE IMPACT OF CURRENCY ADJUSTMENTS (CORE)
(in millions)
(Unaudited)
PRELIMINARY

Year-over-Year						
GAAP						
<u>GAAP Revenue by Segment</u>	<u>Q1'23</u>	<u>Q1'22</u>	<u>Year-over-Year</u>			
			<u>% Change</u>			
Life Sciences and Applied Markets Group	\$ 1,033	\$ 976	6%			
Diagnostics and Genomics Group	342	339	1%			
Agilent CrossLab Group	381	359	6%			
Agilent	<u>\$ 1,756</u>	<u>\$ 1,674</u>	5%			

<u>Non GAAP Revenue by Segment</u>	<u>Non-GAAP</u>			<u>Year-over-Year</u>			<u>Year-over-Year</u>			<u>Current Quarter</u>
	<u>(excluding Acquisitions & Divestitures)</u>			<u>at Constant Currency ^(a)</u>			<u>at Constant Currency ^(a)</u>			<u>Currency Impact</u>
	<u>Q1'23</u>	<u>Q1'22</u>	<u>% Change</u>	<u>% Change</u>	<u>Percentage Point</u>	<u>Impact from</u>	<u>Current Quarter</u>		<u>Impact</u>	
						<u>Currency</u>		<u>(b)</u>		
Life Sciences and Applied Markets Group	\$ 1,031	\$ 976	6%	11%	-5	ppts		\$ (52)		
Diagnostics and Genomics Group	342	339	1%	5%	-4	ppts		(14)		
Agilent CrossLab Group	381	359	6%	13%	-7	ppts		(23)		
Agilent (Core)	<u>\$ 1,754</u>	<u>\$ 1,674</u>	5%	10%	-5	ppts		<u>\$ (89)</u>		

We compare the year-over-year change in revenue excluding the effect of recent acquisitions and divestitures and foreign currency rate fluctuations to assess the performance of our underlying business.

^(a) The constant currency year-over-year growth percentage is calculated by recalculating all periods in the comparison period at the foreign currency exchange rates used for accounting during the last month of the current quarter and then using those revised values to calculate the year-over-year percentage change.

^(b) The dollar impact from the current quarter currency impact is equal to the total year-over-year dollar change less the constant currency year-over-year change.

The preliminary reconciliation of GAAP revenue adjusted for recent acquisitions and divestitures and impact of currency is estimated based on our current information.