

Choose Intelligence

Agilent ASMS Press Conference • June 2, 2025

Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information and future guidance on the company's goals, priorities, growth opportunities, customer service and innovation plans, new product introductions, financial condition and considerations, and the continued strengths and expected growth of the markets the company sells into, operations) **that involve risks and uncertainties that could cause results of Agilent to differ materially from management's current expectations.** The words "anticipate," "plan," "estimate," "expect," "intend," "will," "should" "forecast" "project" and similar expressions, as they relate to the company, are intended to identify forward-looking statements.

In addition, other risks that the company faces in running its operations include the ability to execute successfully through business cycles; the ability to successfully adapt its cost structures to continuing changes in business conditions; ongoing competitive, pricing and gross margin pressures; the risk that our strategic and cost-cutting initiatives will impair our ability to develop products and remain competitive and to operate effectively; the impact of geopolitical uncertainties on our markets and our ability to conduct business; the impact of currency exchange rates on our financial results; the ability to improve asset performance to adapt to changes in demand; the ability to successfully introduce new products at the right time, price and mix, and other risks detailed in the company's filings with the Securities and Exchange Commission, including our annual report on Form 10-K for the year ended October 31, 2024.

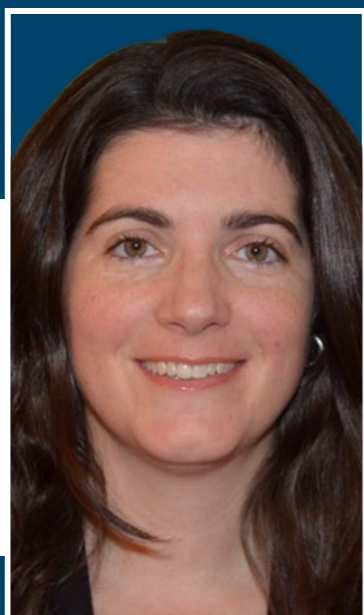
The company assumes no obligation to update the information in these presentations. This presentation include non-GAAP measures. Non-GAAP measures exclude primarily the impacts of asset impairments, amortization of intangibles, transformational initiatives, acquisition and integration costs, change in fair value of contingent consideration, loss on extinguishment of debt, business exit and divestiture costs, pension settlement loss and net gain on equity securities. We also exclude any tax benefits that are not directly related to ongoing operations, and which are either isolated or are not expected to occur again with any regularity or predictability. With respect to the company's guidance, most of these excluded amounts pertain to events that have not yet occurred and are not currently possible to estimate with a reasonable degree of accuracy. Accordingly, no reconciliation to GAAP amounts has been provided.

Presenters



Jonah Kirkwood

Chief Commercial
Officer



Jennifer Gushue

Associate Vice President
LC/MS Product Marketing



Shane Tichy

Associate Vice President
LC/MS R&D



Simon May

President, Life Sciences and
Diagnostics Markets Group

Jonah Kirkwood

Chief Commercial Officer



Agilent's **Foundational Strengths**

Established leader in \$80B markets driven by secular growth

Leading market share and sustainable competitive advantage via customer focus

Re-accelerating growth through innovation and market share gains

Driving productivity and reinvestment through Ignite

Cultivating a strong leadership team and culture



**Delivering long-term
core growth and
double-digit EPS**

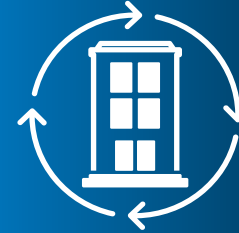
Three Themes Shaping Agilent's **Ignite Transformation**

Growth Acceleration



Better combine product offerings, expand portfolio, and accelerate innovation

Simplicity and Customer-Centricity



Operate with customer first mindset and reduce complexity in processes

Productivity and Scalability



Increase operational productivity and reduce overlapping activities

Driving accelerated value via innovation, productivity and pricing enhancement

Strategy Built on **Customer-Centric Vision**

Customer End-Market

Pharma & BioPharma

Clinical & Diagnostics

Applied Markets

Strategic Priorities

**Portfolio expansion
and innovation**

**High growth
segments**

Lab productivity

**Software and
informatics**

Critical Enablers

Commercial

Digital

Ignite

Top talent

Leveraging Our Technological Foundation to **Meet Customer Needs**

Our foundation was built as a product-centric organization...



We are now customer and end-market focused

Pharma & BioPharma

Providing trusted solutions to leading innovators of life advancing therapies



Clinical & Diagnostics

Supplying proven solutions to researchers and practitioners advancing medical diagnostics



Applied Markets

Delivering reliable solutions to leaders pioneering testing (e.g., environmental, chemical, food)



Driving focus, scale and innovation to better serve our customers

Investing in **Differentiating Innovation**



Leading scientific expertise
across all end-markets

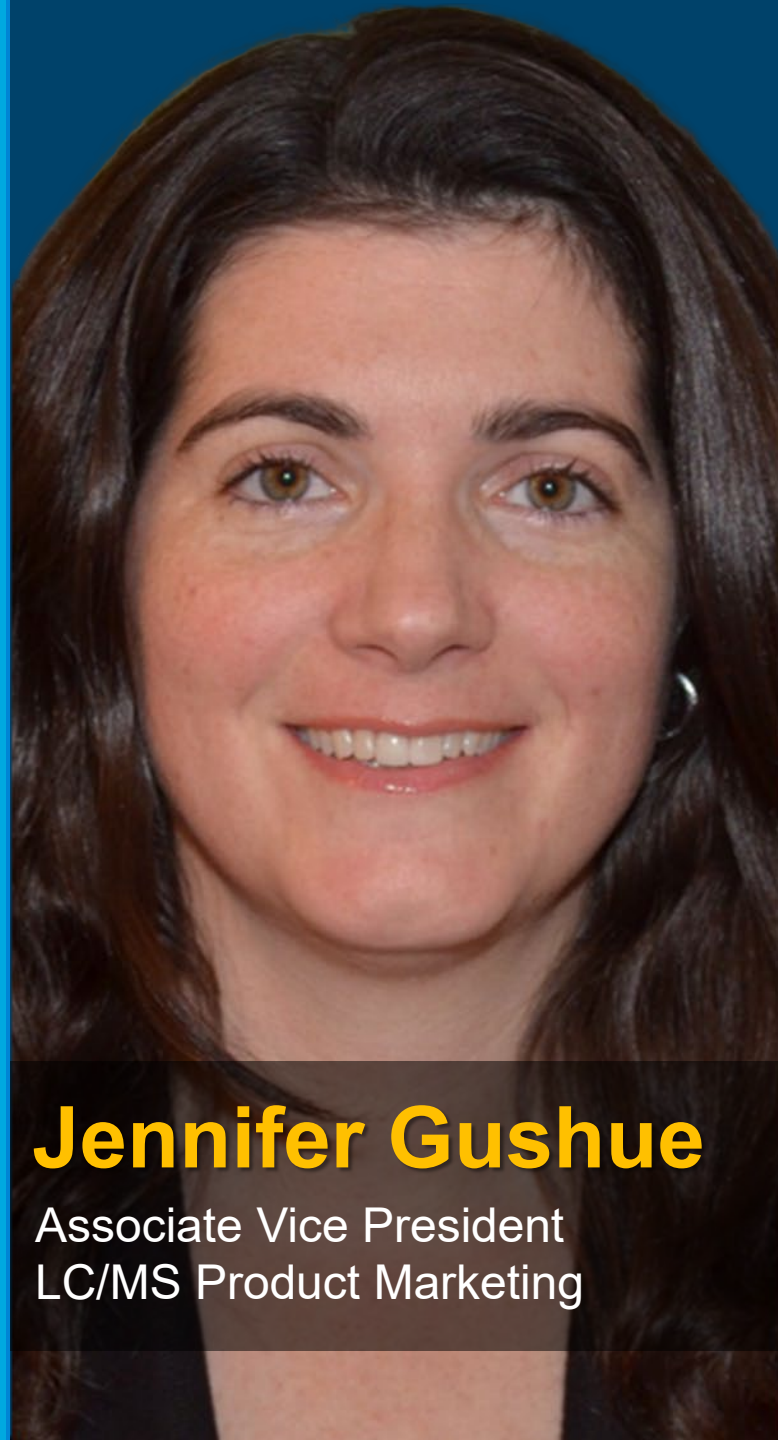
Refreshed portfolio
across all major platforms in last five years

Providing valuable customer insights through 270+ collaborators

Driving innovation
with ~\$450M(1) investment in R&D

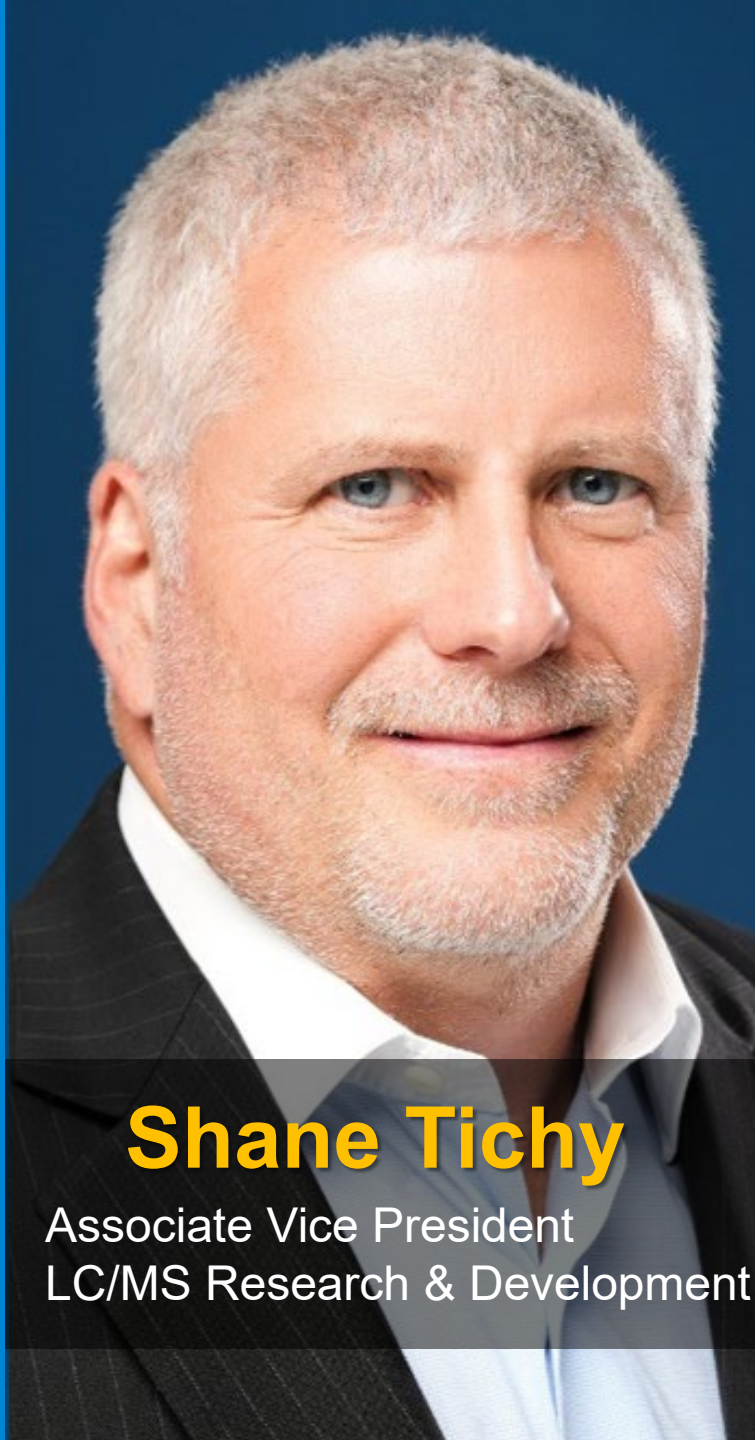
Increasing lab efficiency
with intelligent and advanced analytics

(1) Presented on a non-GAAP basis; reconciliations to closest GAAP equivalent provided on Agilent's Investor Relations website.



Jennifer Gushue

Associate Vice President
LC/MS Product Marketing



Shane Tichy

Associate Vice President
LC/MS Research & Development

Transforming MS Intelligence

ASMS Press Conference

June 6, 2022



Intelligence that Drives Performance

Agilent ASMS Press Conference | June 3, 2024



Intelligence that Inspires

ASMS 2023 – Agilent Press Conference



Choose Intelligence

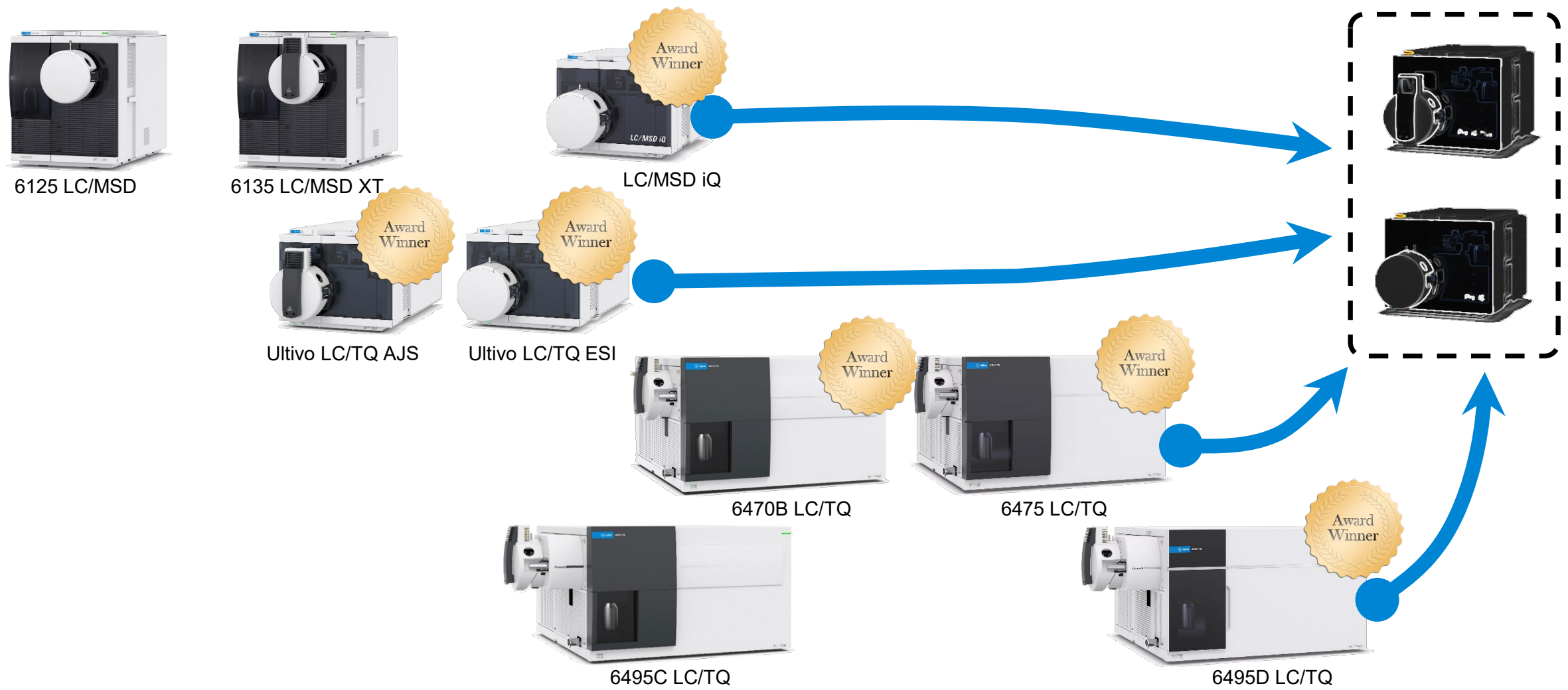
Agilent ASMS Press Conference • June 2, 2025

By pioneering intelligence-driven mass spectrometry and
integrating sustainable solutions, we are committed to

Bringing Great Science to Life

in ways that were once unimaginable

Ten Years of Relentless Innovation



Introducing **NEW** products

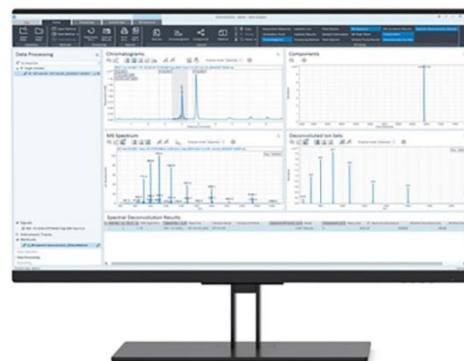


Purpose-Built and Performance-Driven

InfinityLab
Pro iQ
Mass Detector



InfinityLab
Pro iQ Plus
Mass Detector



BIO

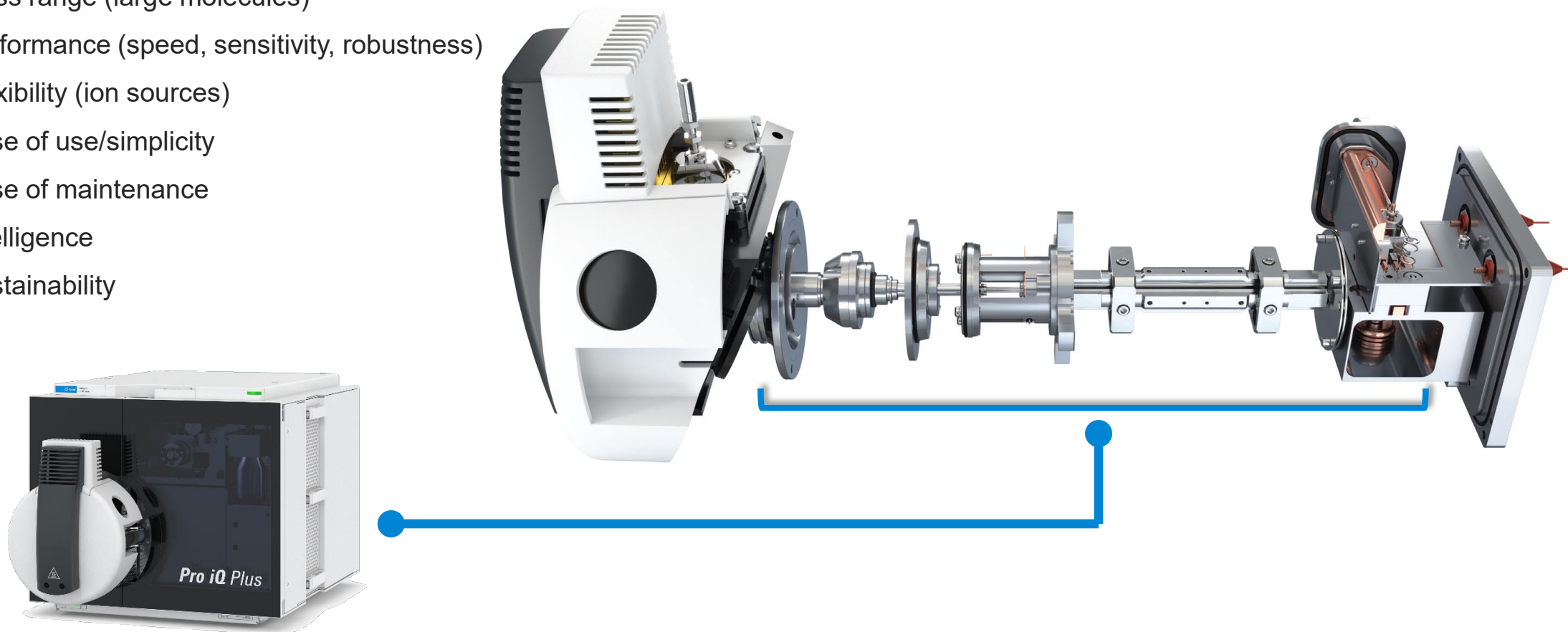
Next-generation,
small-footprint
mass detectors
for liquid
chromatography

Purpose-Built and Performance-Driven

Years of quadrupole product innovation – applied to single quad mass detection

Complete system overhaul based on critical feedback to address key applications

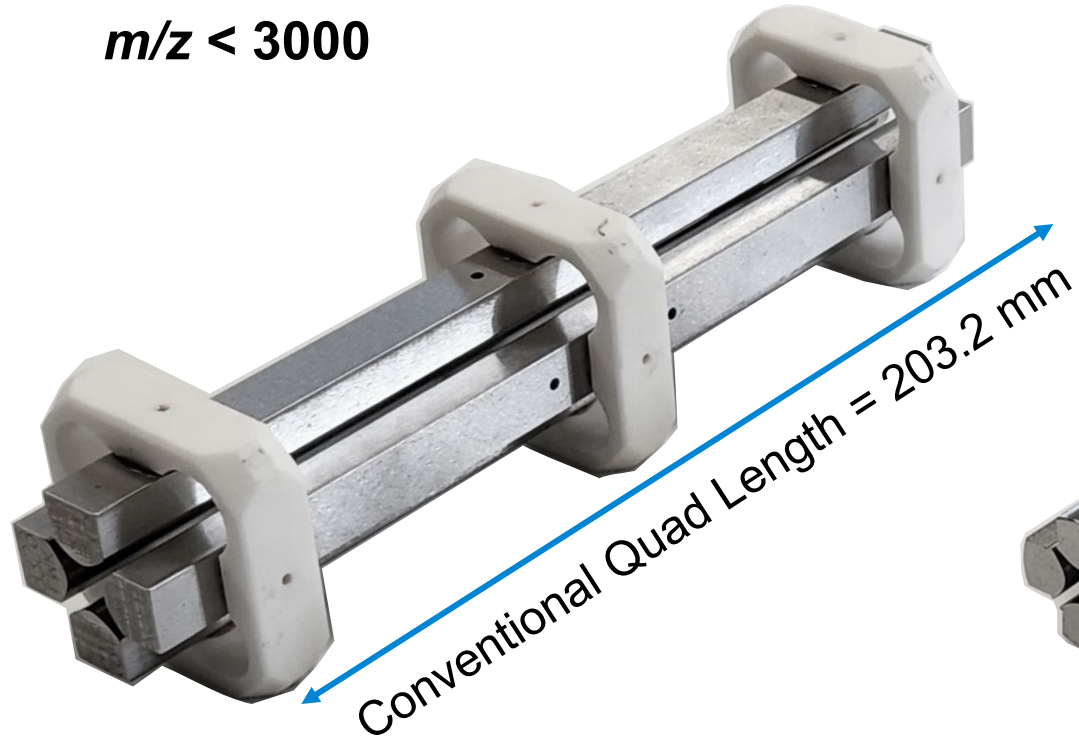
- Mass range (large molecules)
- Performance (speed, sensitivity, robustness)
- Flexibility (ion sources)
- Ease of use/simplicity
- Ease of maintenance
- Intelligence
- Sustainability



Quadrupole Mass Filter—the **Heart** of Agilent LC/MS Quadrupoles

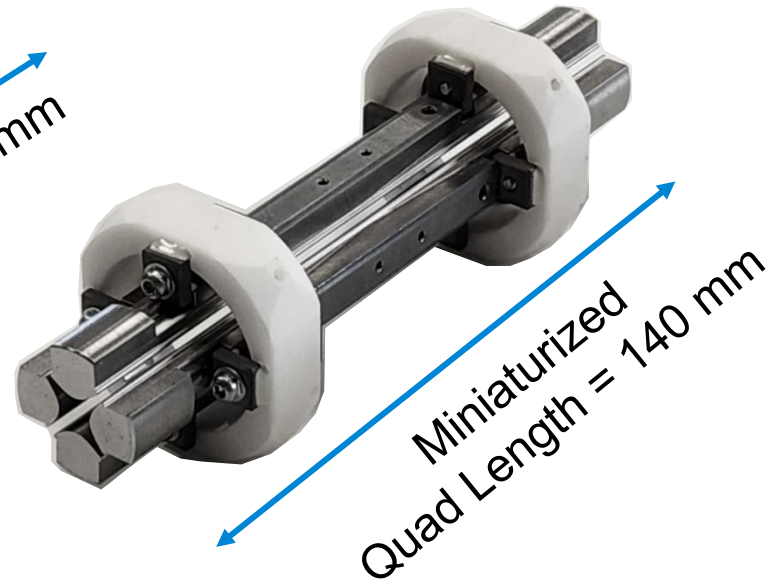
Continuous improvement and iteration of quadrupole technology

$m/z < 3000$



Standard Quadrupole

$m/z < 1450$
Gen 1

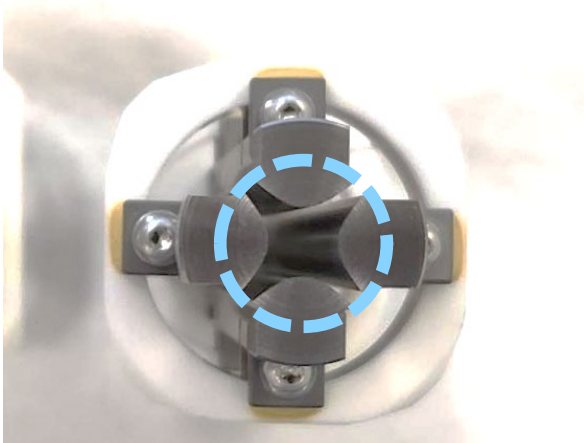


Small Form-Factor Quadrupole

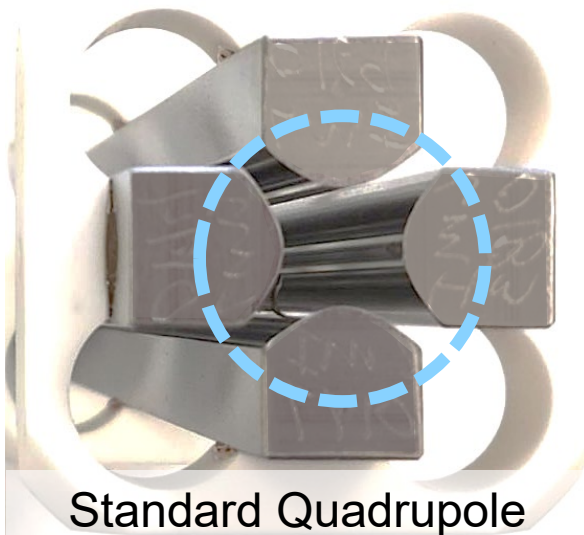
$m/z < 3000$
Gen 2



Mechanical Challenges of Quadrupole Size and Form Factor



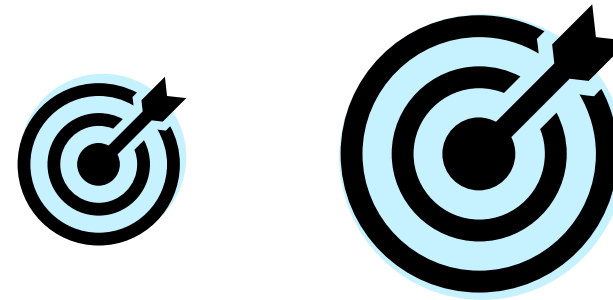
Pro iQ Plus Quadrupole



Standard Quadrupole

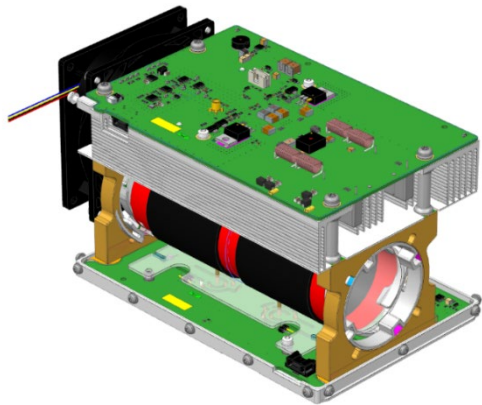
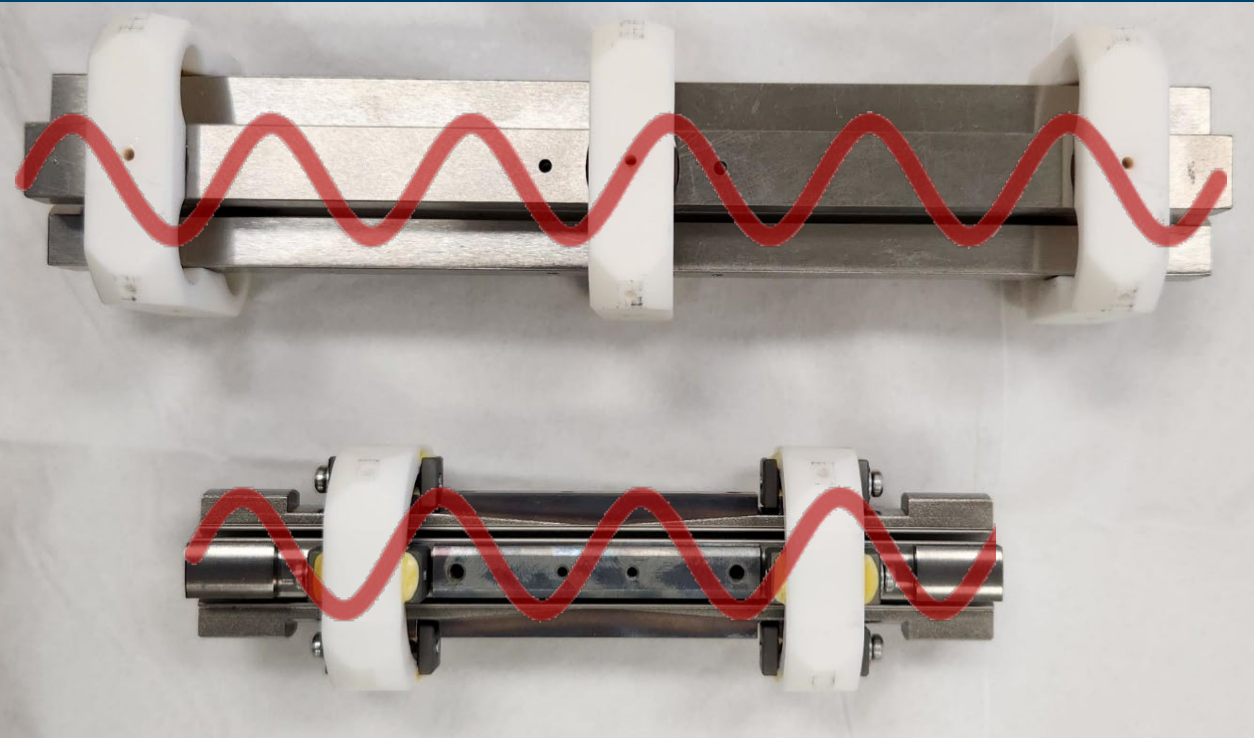
Efficient transmission through mass filters requires accurate and precise targeting of the ion beam

Optics alignment is **critical**



Example is to scale:
Imagine attempting to hit the bulls-eye of a large target vs small target consistently

Electrical Challenges of Quadrupole Size and Form Factor



Precision control of electronics parameters are necessary for good ion transmission

Number of RF cycles based on quad length and Frequency (F)

$$V \propto (m/z) \times F^2$$

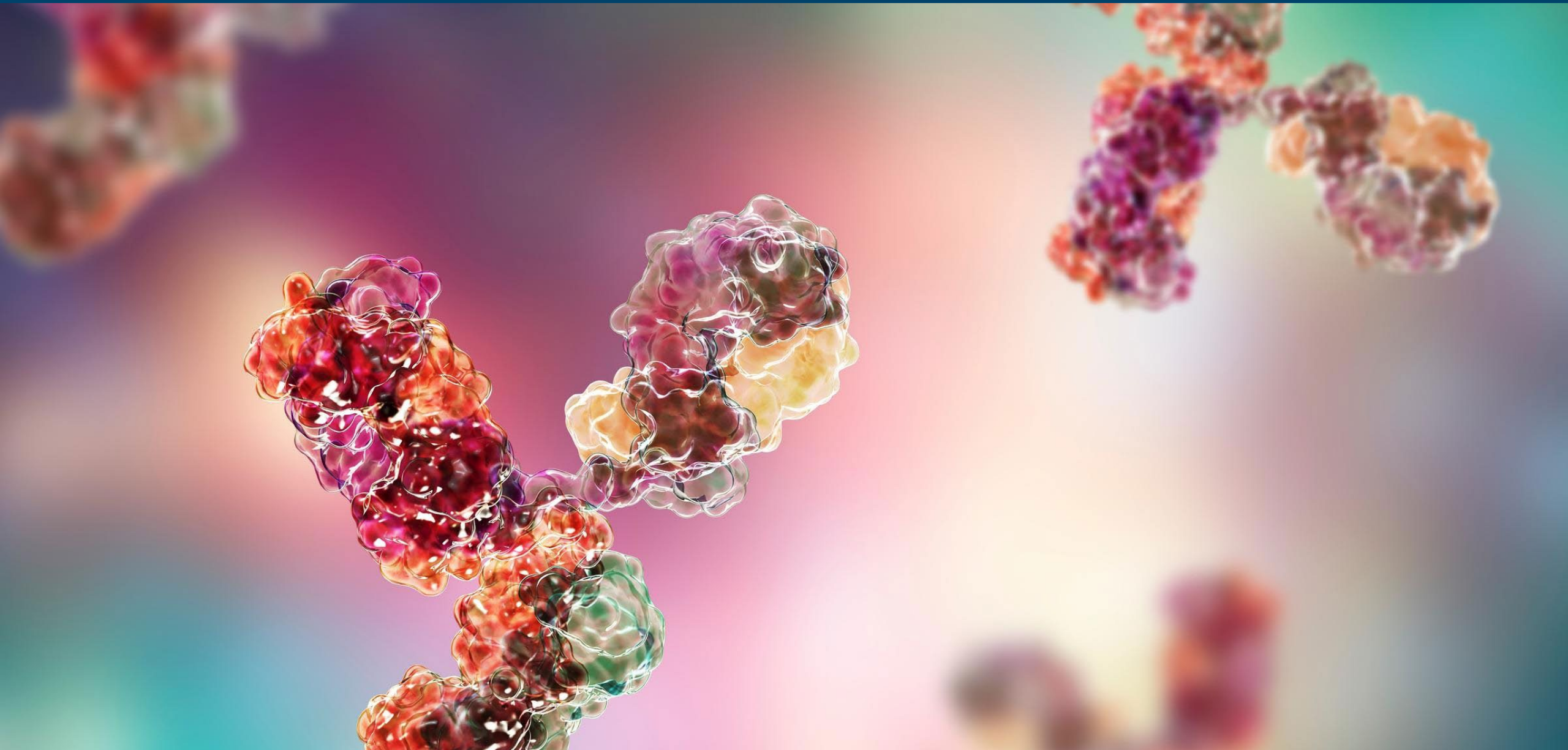
Power (P) requirement based on RF amplitude Voltage (V)

$$P \propto V^2$$

Therefore, small changes in Power are related to large changes in Voltage and Frequency!

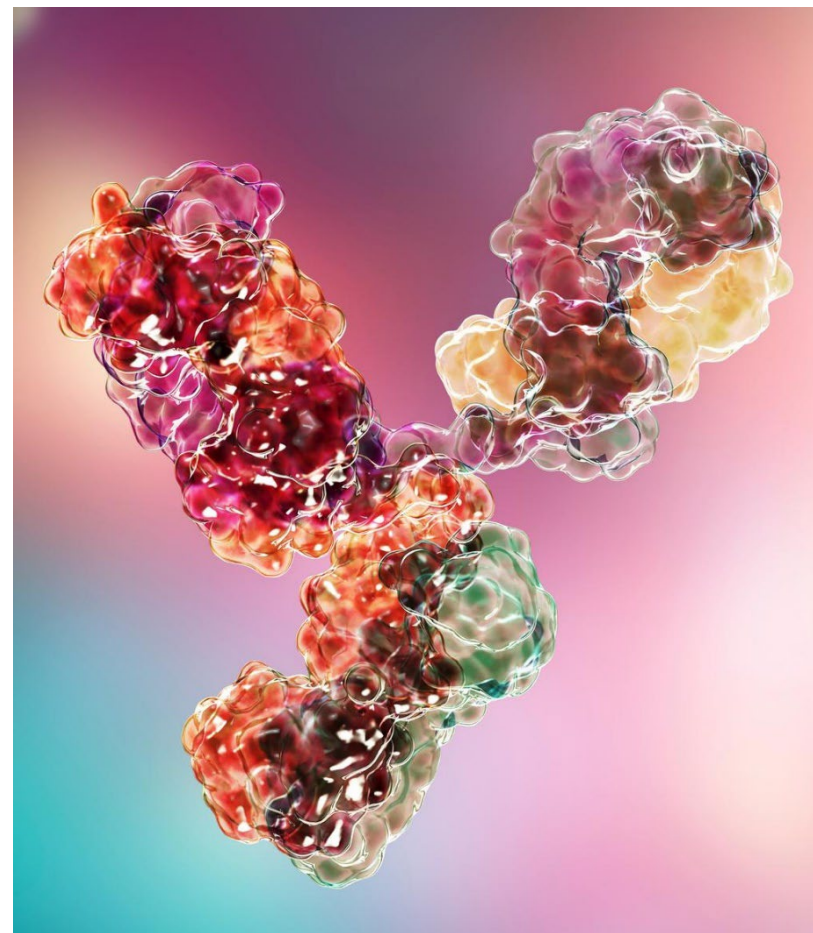
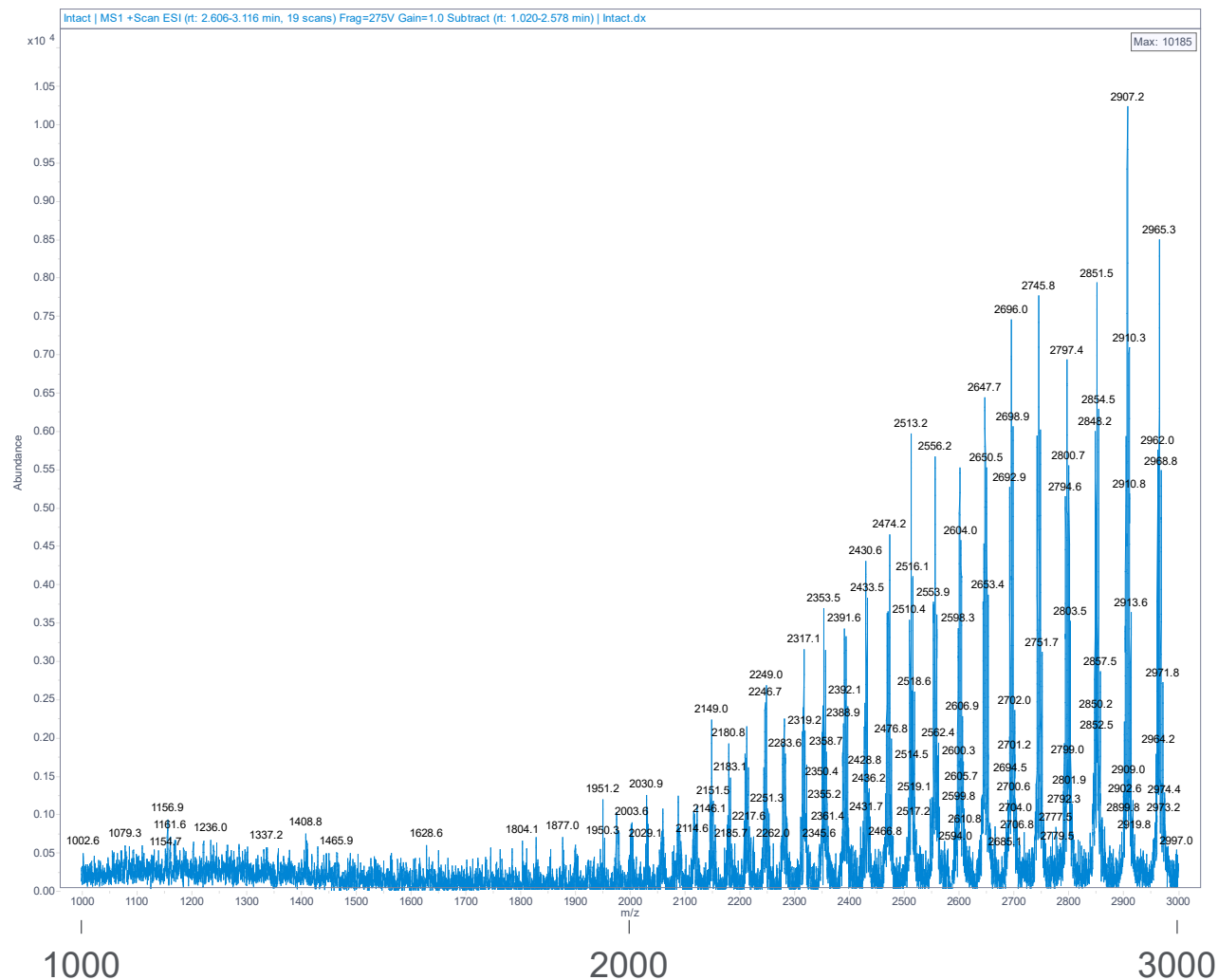
$$P \propto V^2 \propto F^4$$

Why is **Mass Range** important?



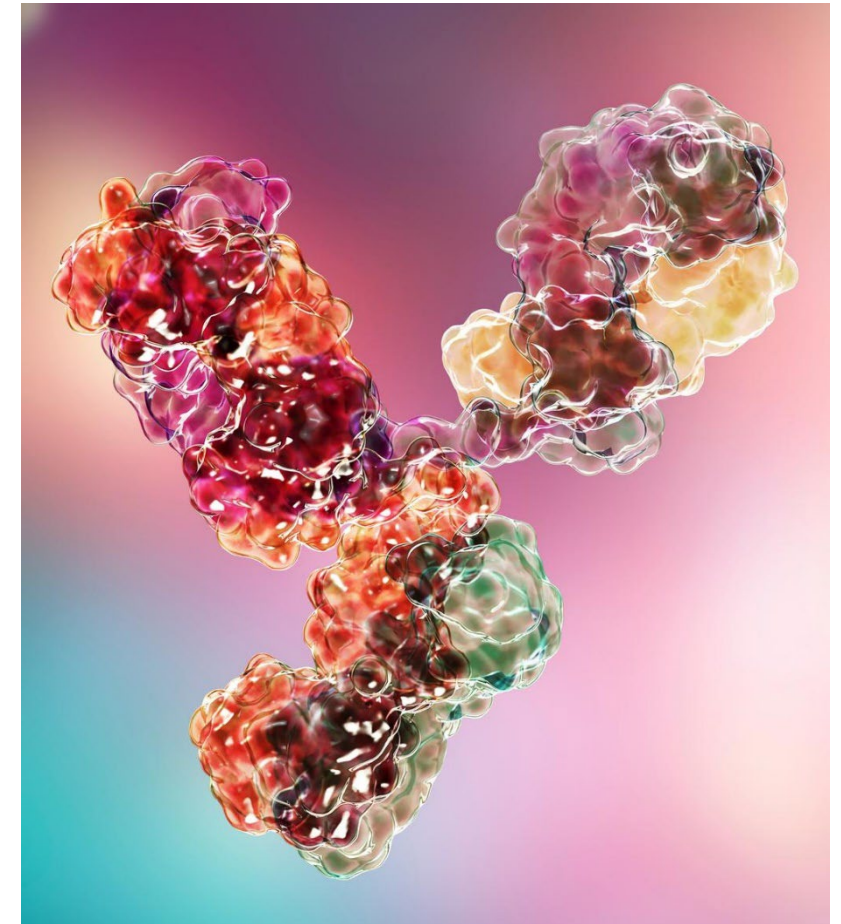
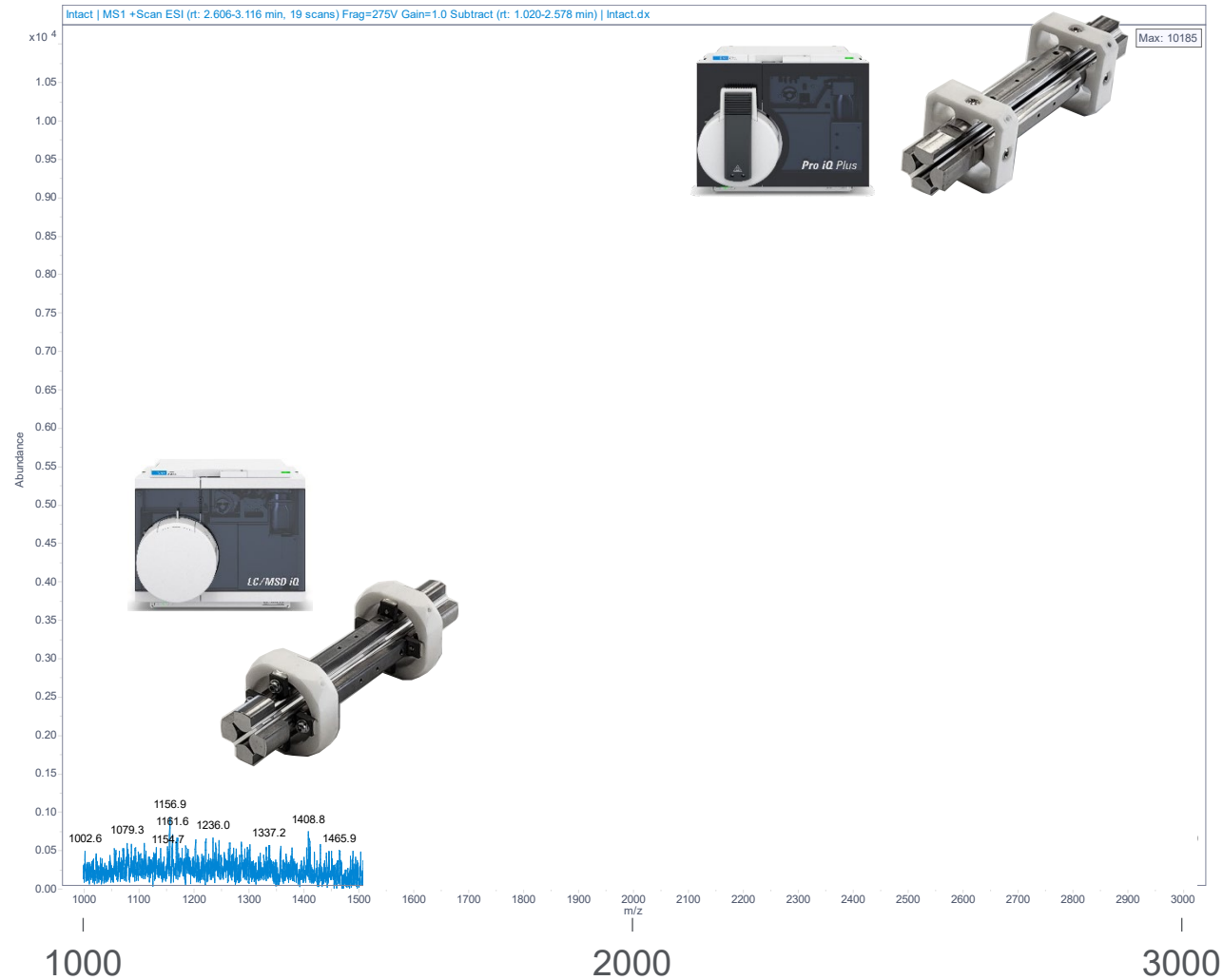
Why **Mass Range** Matters

Intact mAb under Denatured Conditions (Intact mAb = Heavy + Light Chain)



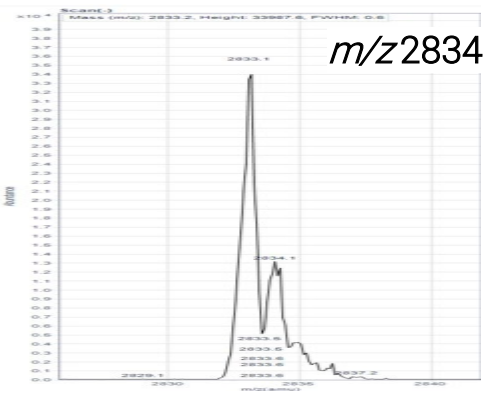
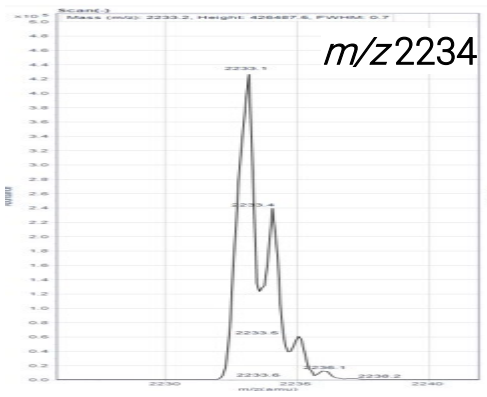
Why **Mass Range** Matters

Evolution of miniaturized quad technology

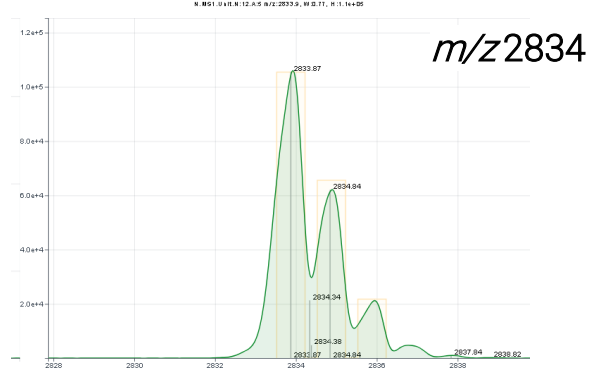
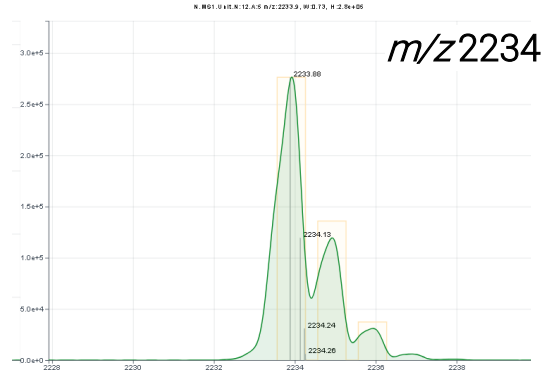


6135 SQ vs Pro iQ

Phenomenal transmission leads to exceptional peak shape

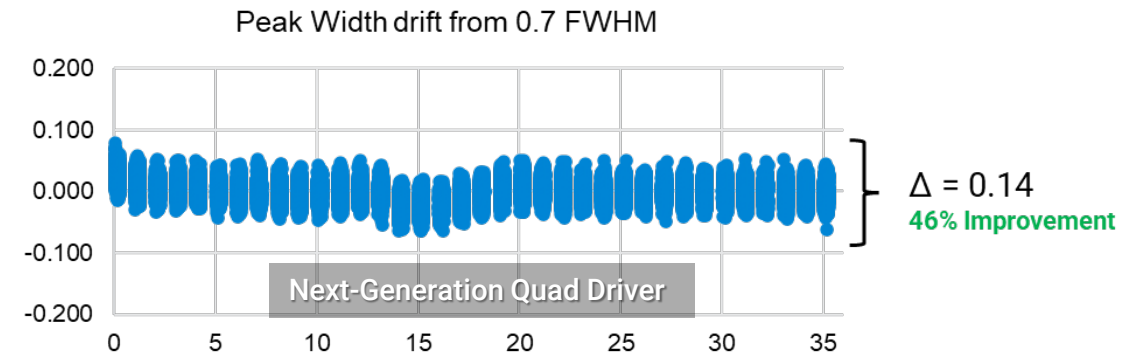
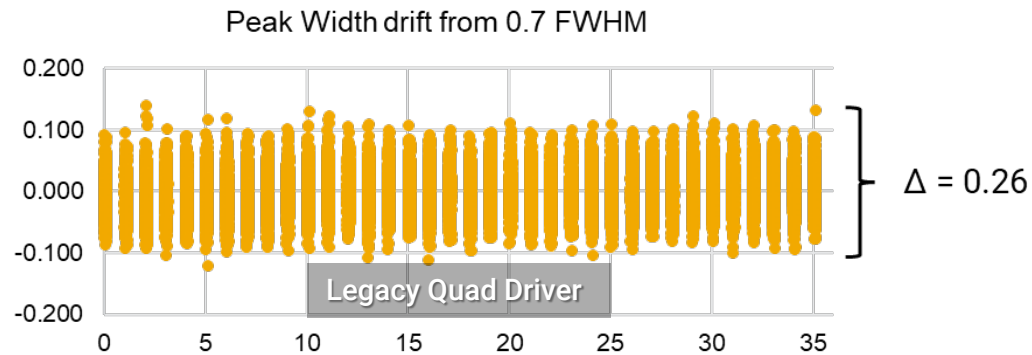
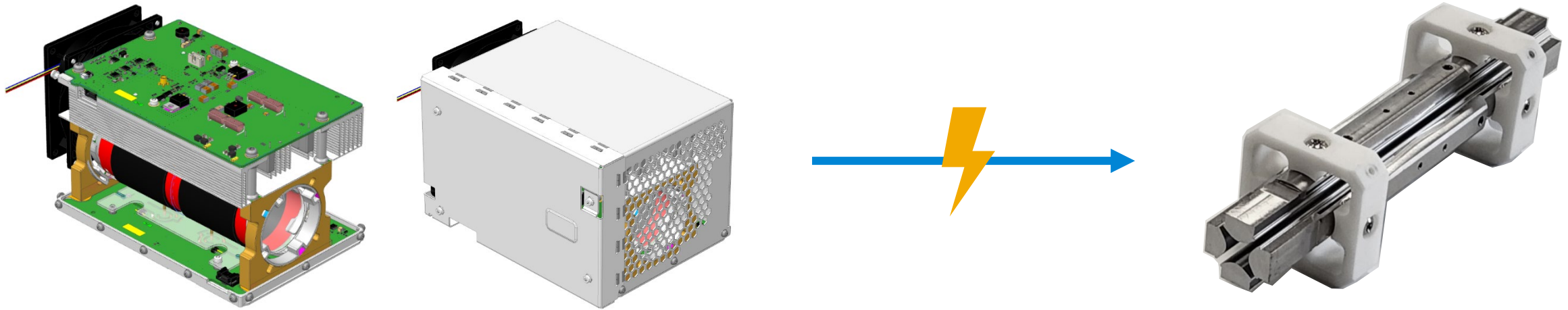


+100-500% high m/z transmission efficiency improvement!

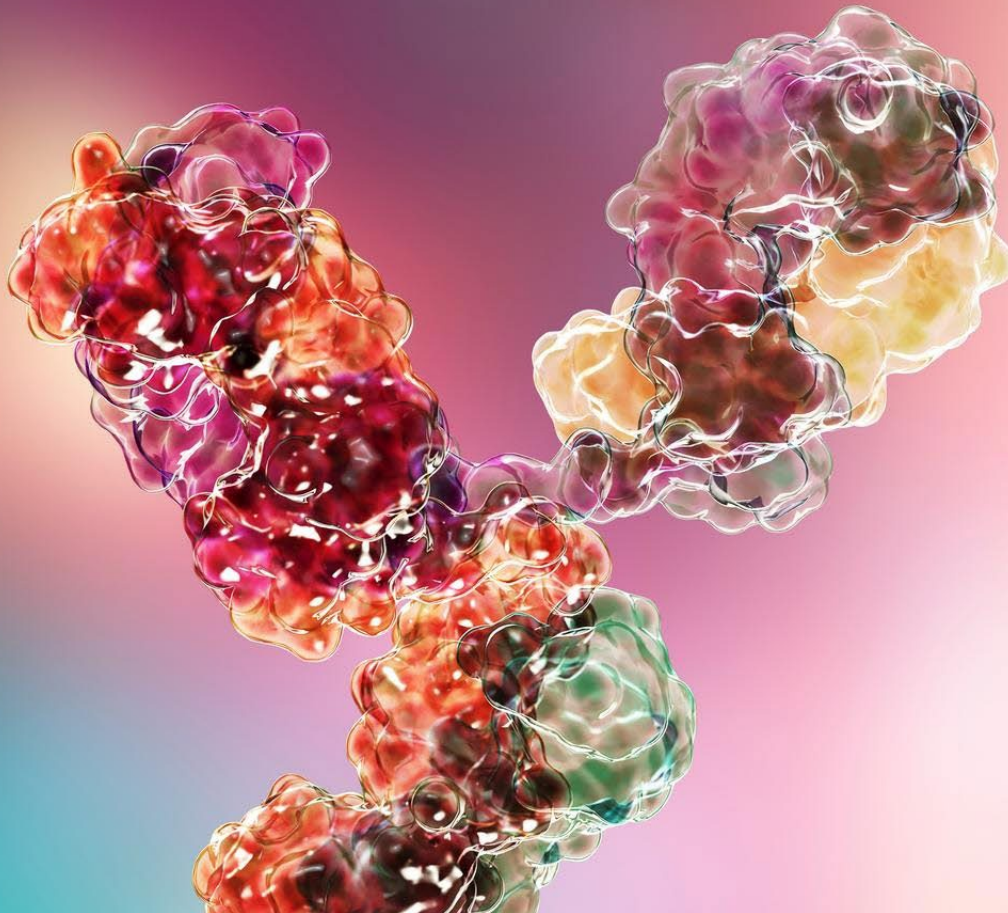


Electrical and Mechanical Challenges of Quadrupole Size and Form Factor

Smaller quadrupoles require accurate and precise control by quad driver electronics

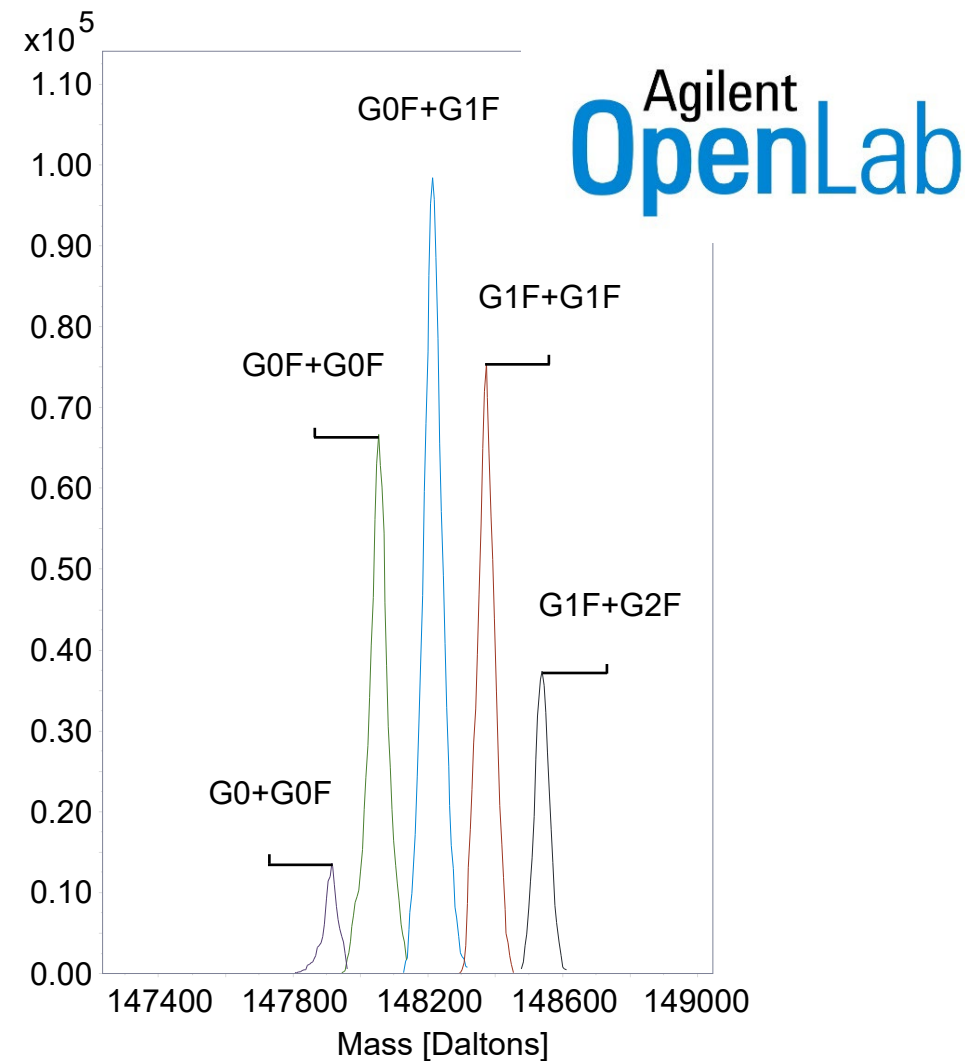
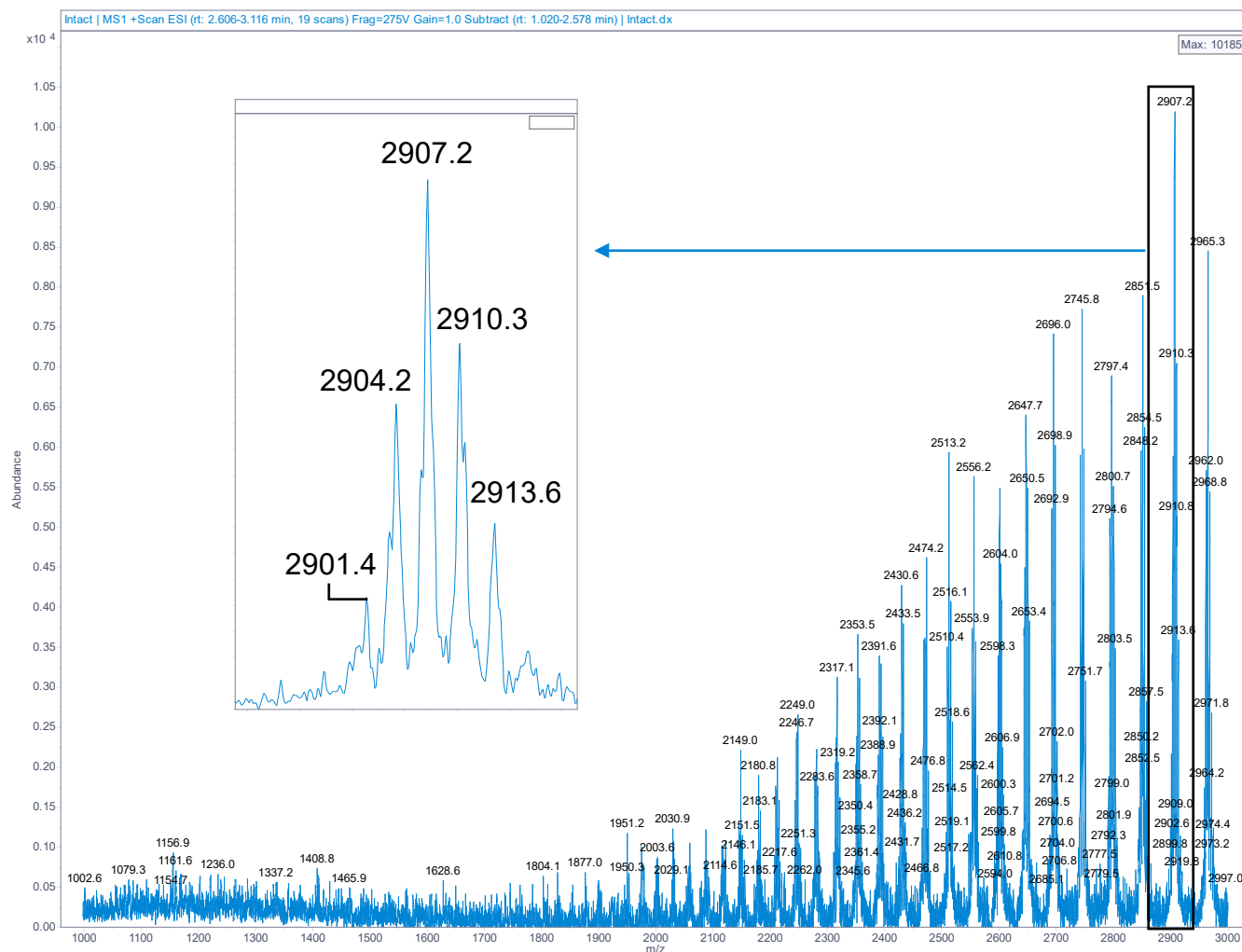


Why are **Peak Shape** and **Stability** important?



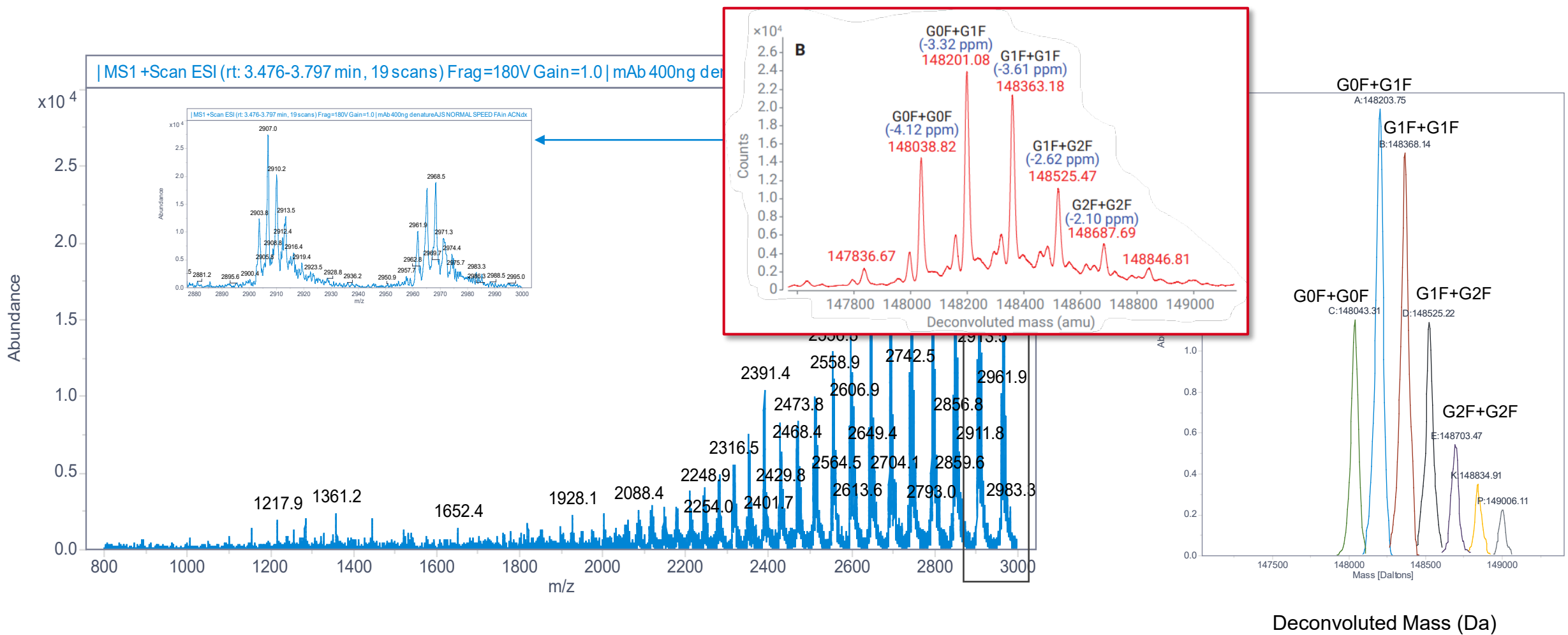
Why **Peak Shape** and **Stability** Matter

Intact mAb under denatured conditions (Intact mAb = Heavy + Light Chain)



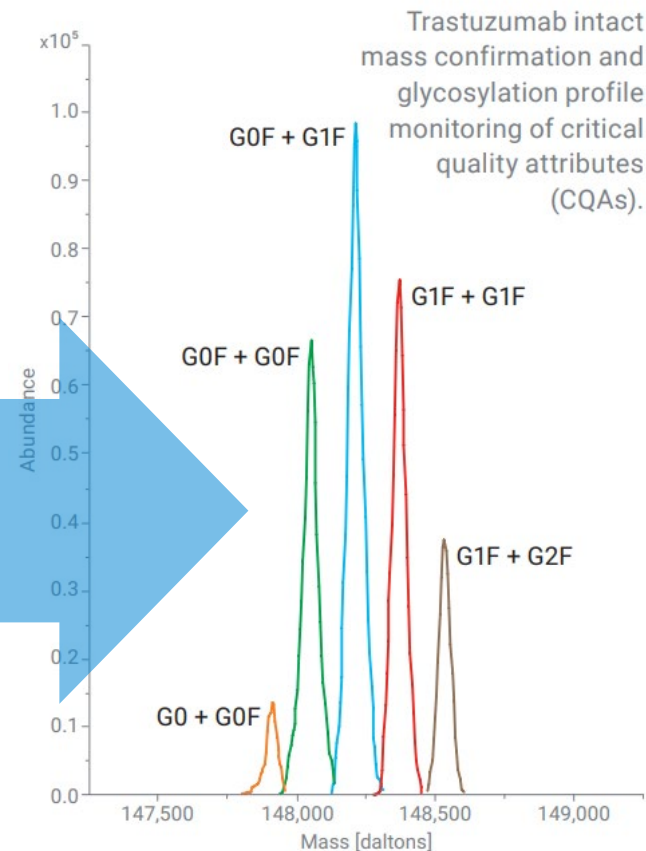
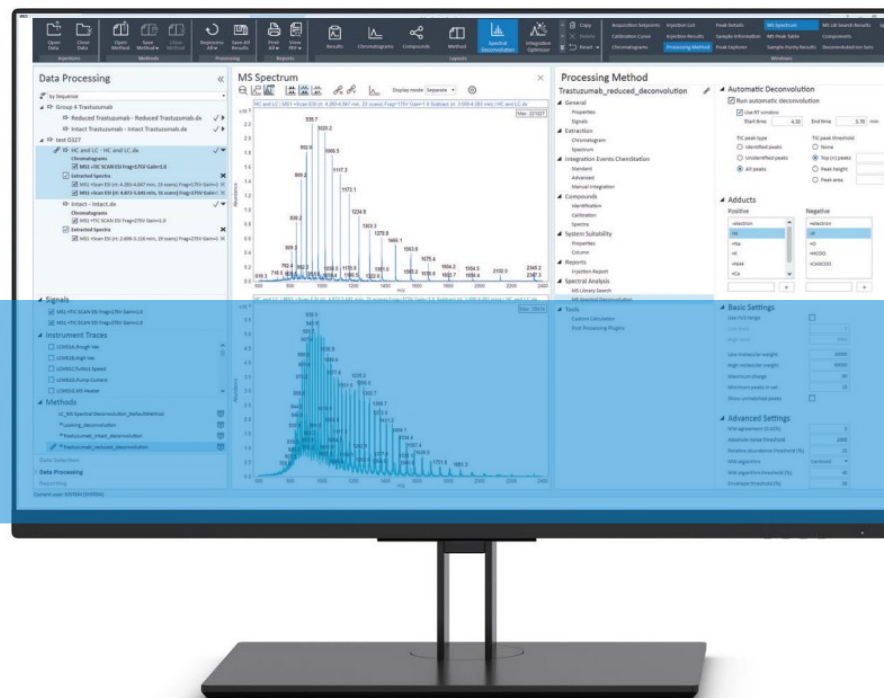
Why Peak Shape and Stability Matter

Intact mAb under denatured conditions



Why **Peak Shape** and **Stability** Matter

Enables **automated** deconvolution data processing

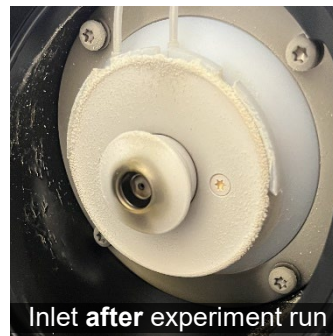
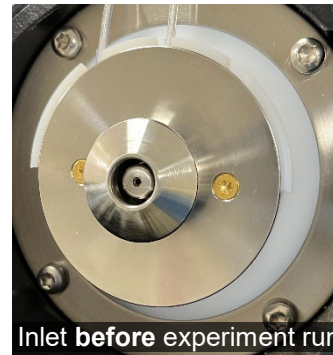
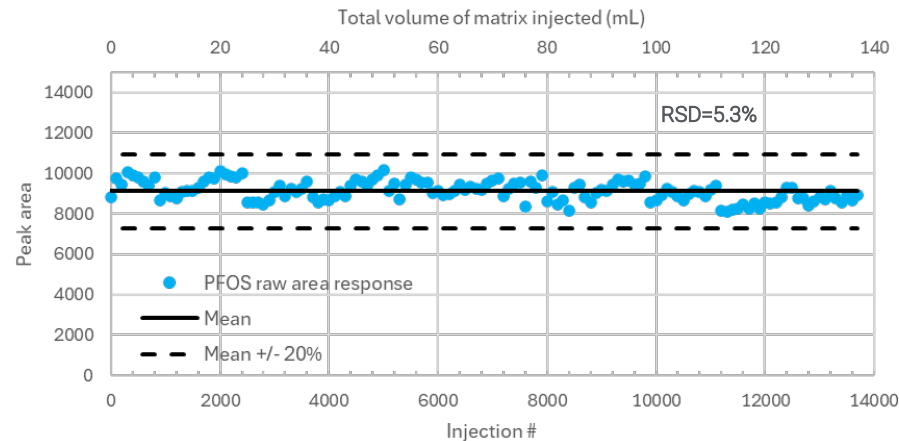
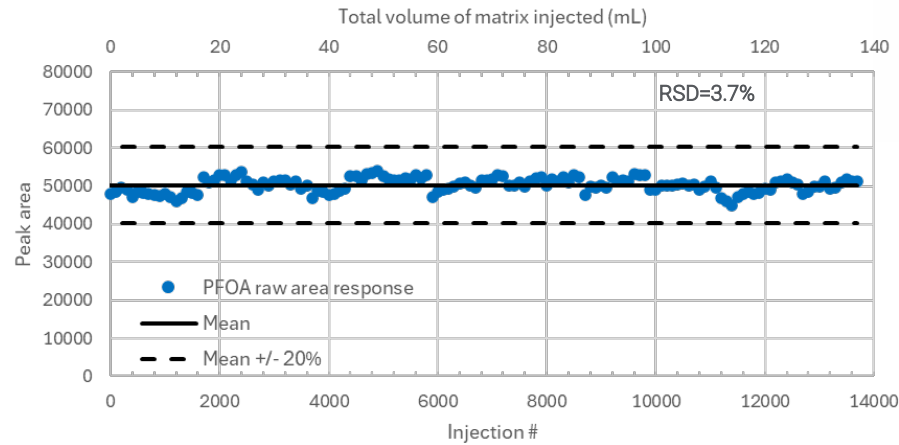


Agilent
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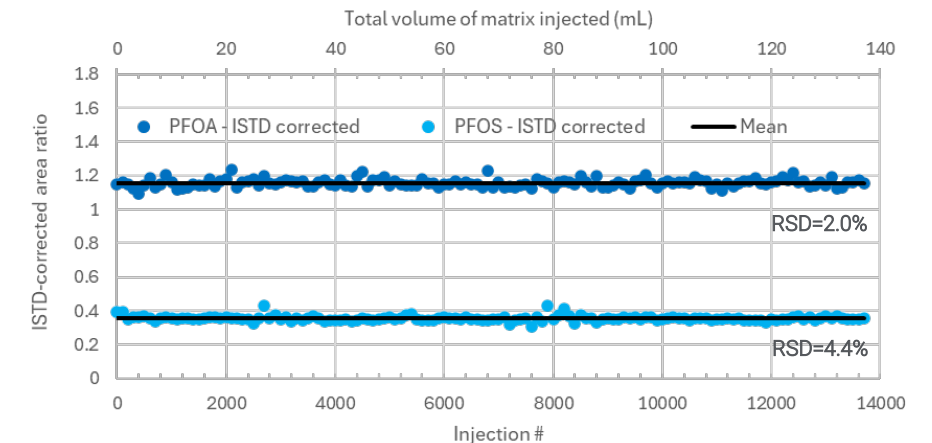
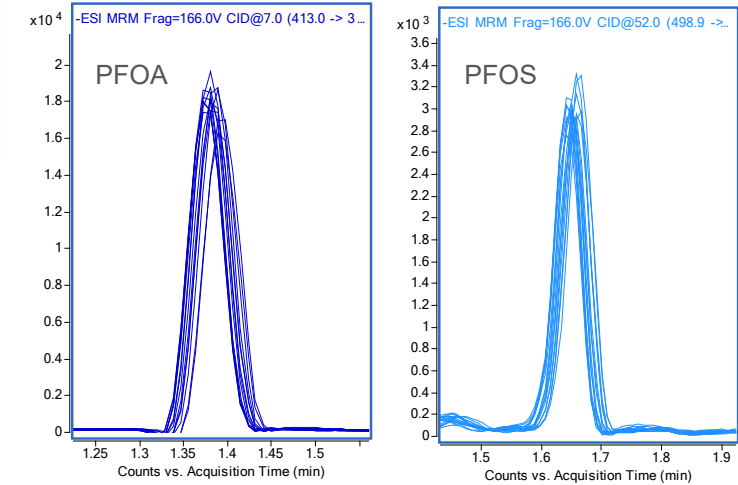
Accurate and complete characterization of the most challenging samples

Ultimate Robustness Without Compromising Ultimate Sensitivity

13,700 nonstop injections in salmon matrix
>150 ml undiluted matrix!



Replicate MRM chromatograms every
1000 matrix injections (10 mL of matrix)



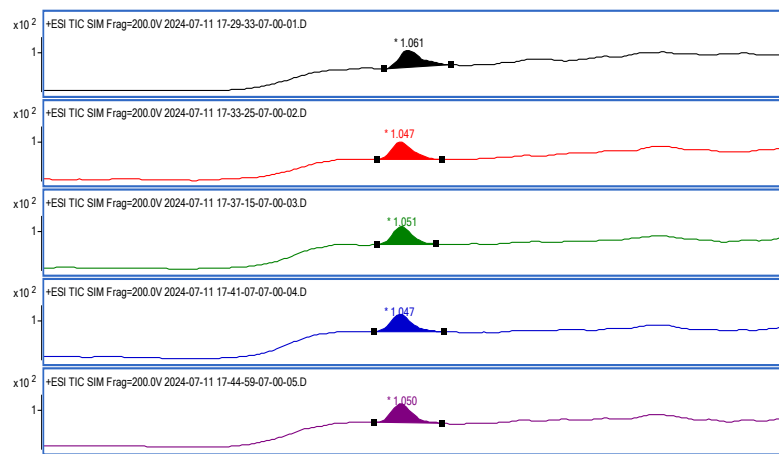
Next-Generation **Sensitivity and Stability**

Triple quad-like performance and major improvements in data quality

Superior results from new quadrupole rod set and quad driver



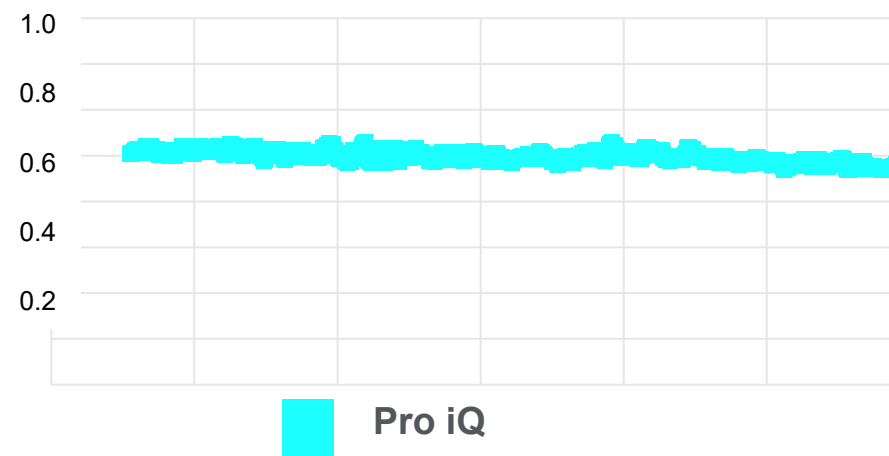
Superior Sensitivity IDLs like LC/TQ



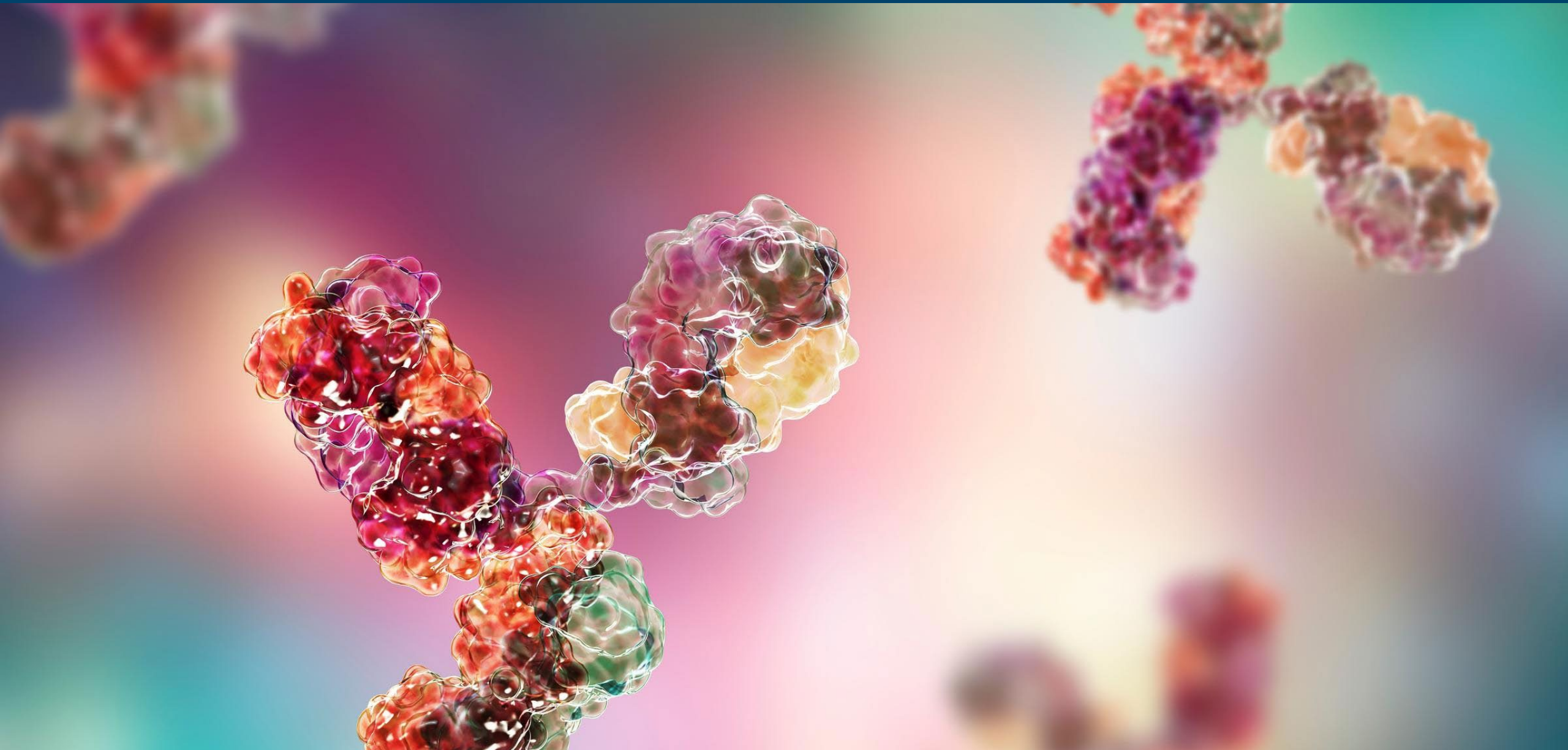
AJS IDL
IDL = 5.5 fg
RSD = 3.9%
50 fg on column

Robustness and Stability Improved transmission at high m/z

36hr Peak Width Stability - m/z 2,122

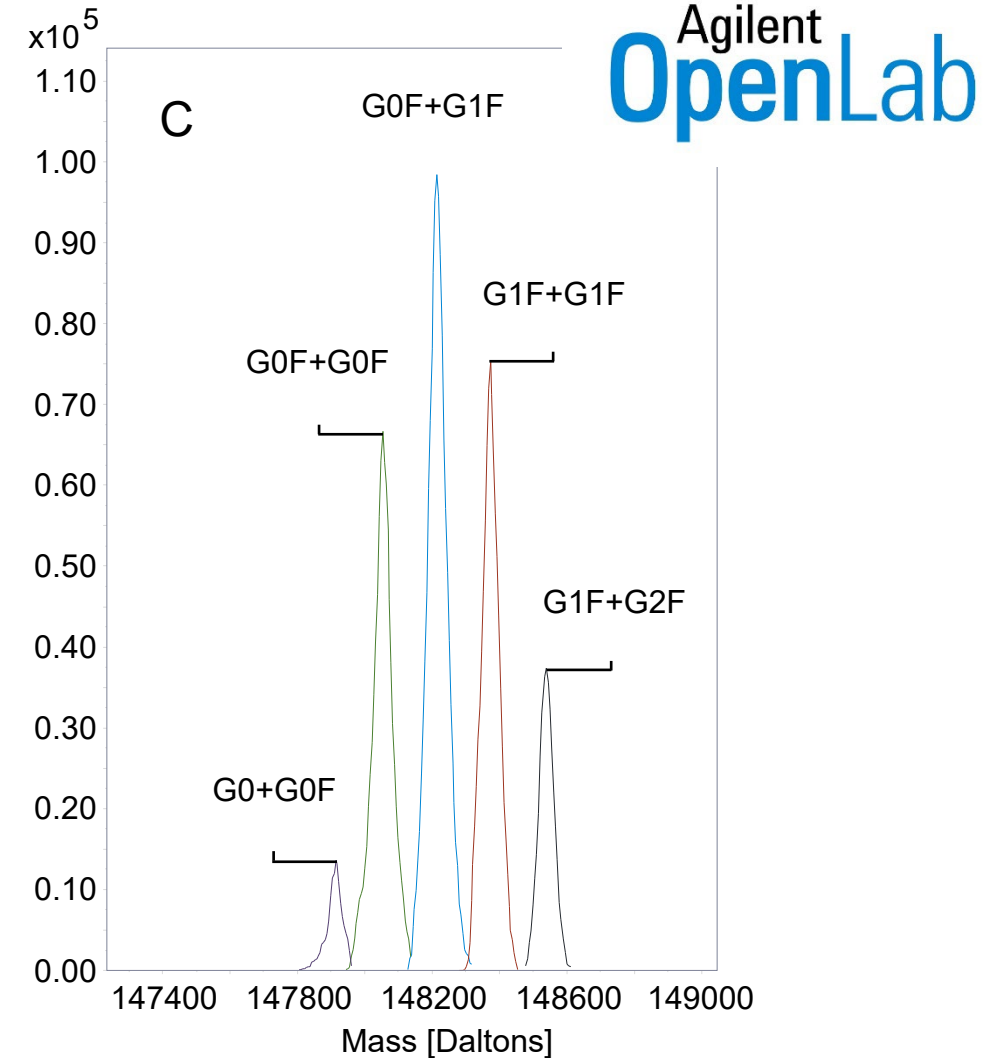
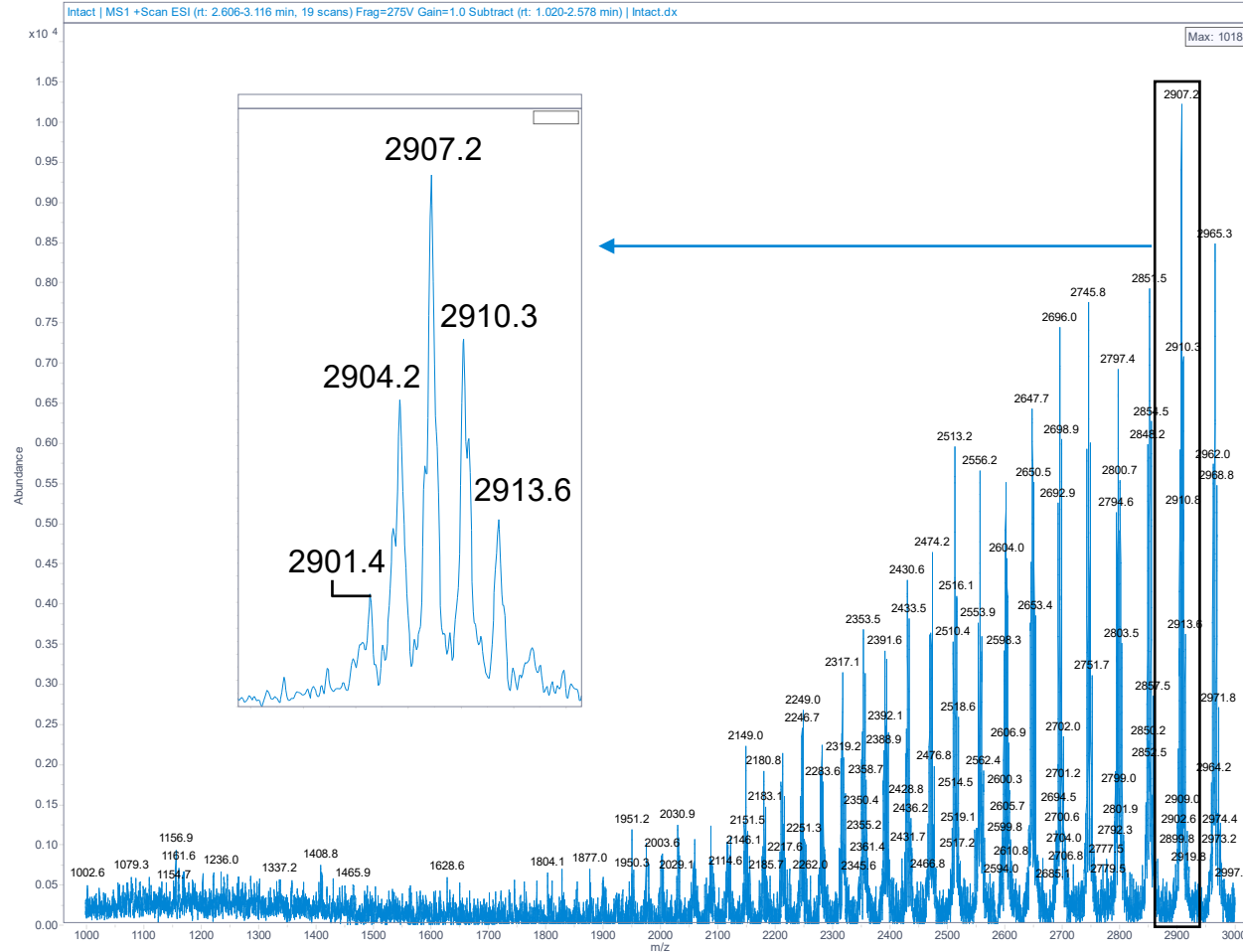


Why is **Sensitivity** Important?

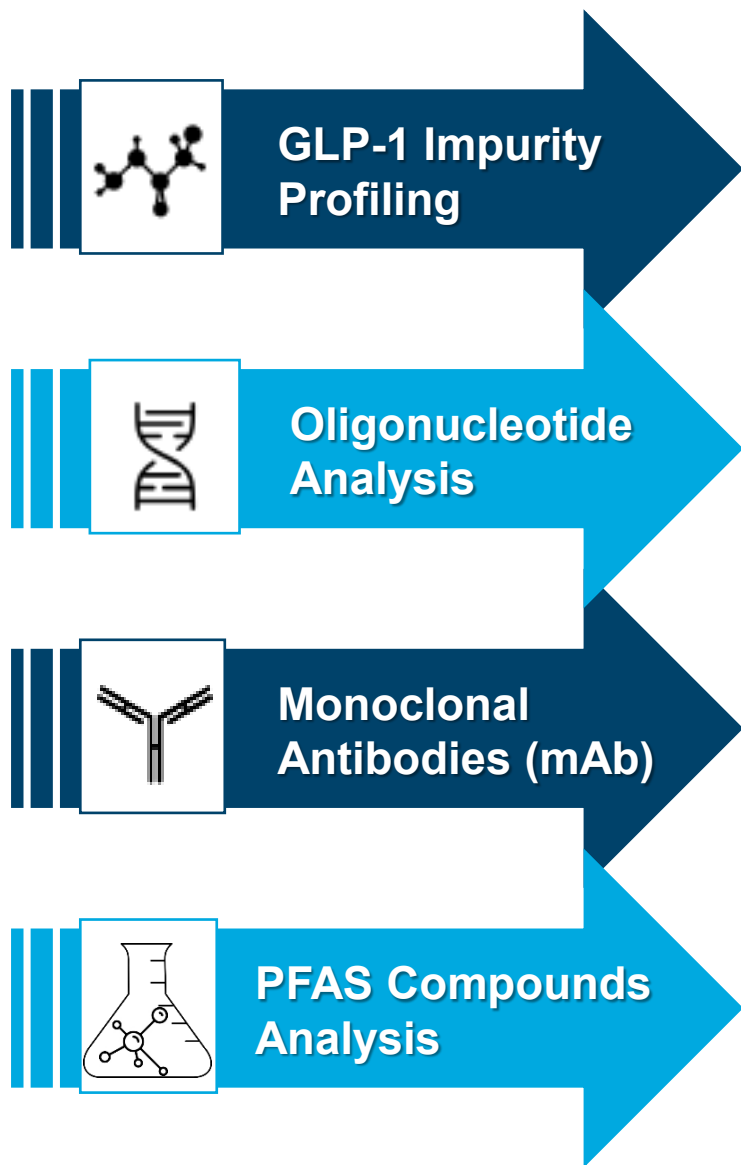


Why **Sensitivity** Matters

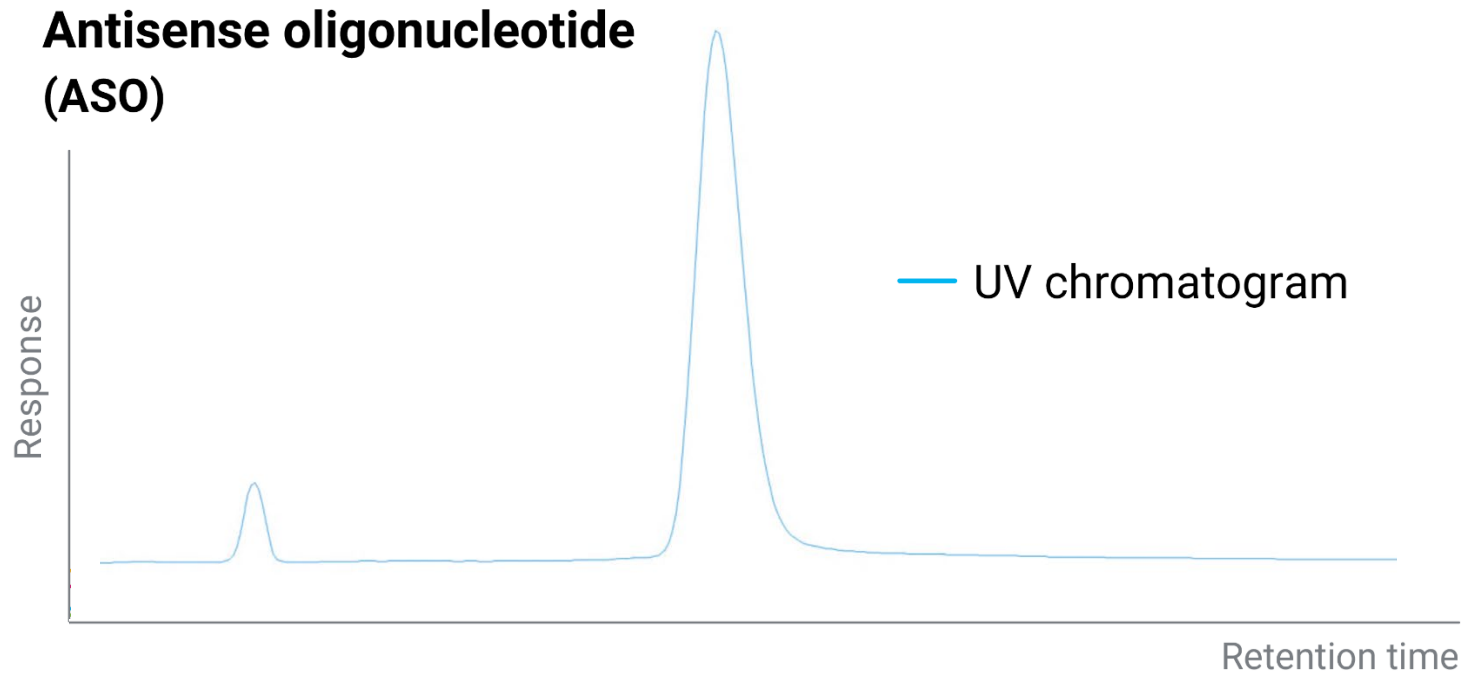
Intact mAb under Denatured Conditions (Intact mAb = Heavy + Light Chain)



InfinityLab iQ Pro – **Ideal Mass Detector for Widest Range of Applications**



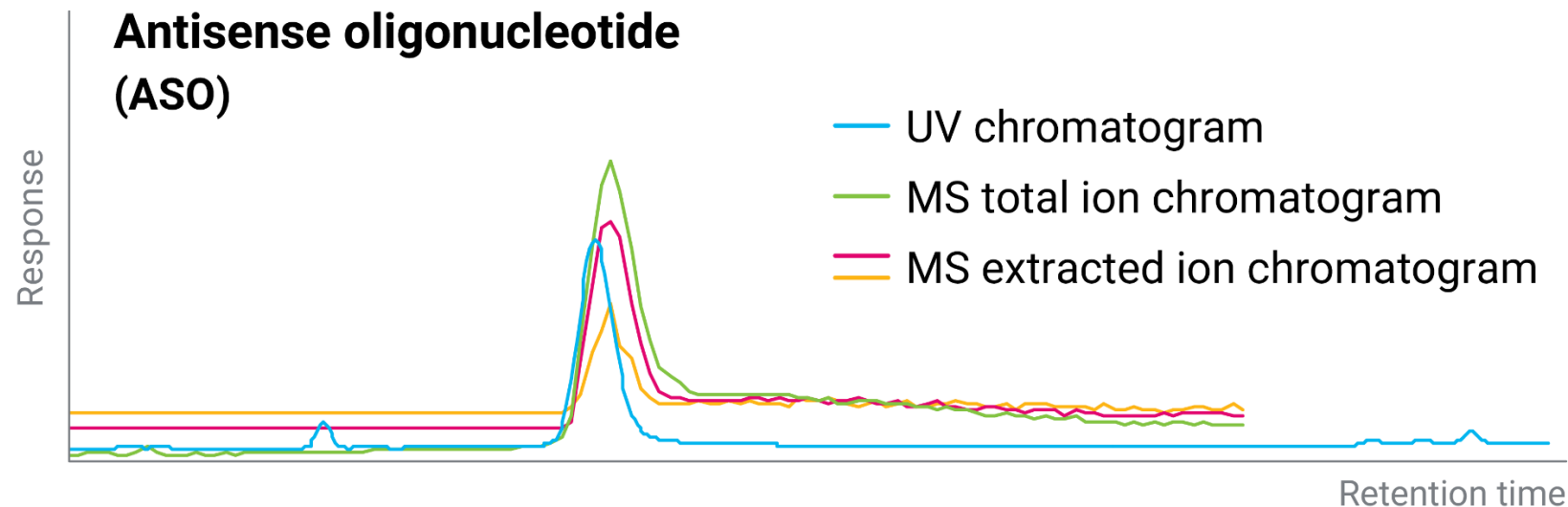
See the **Unseen**



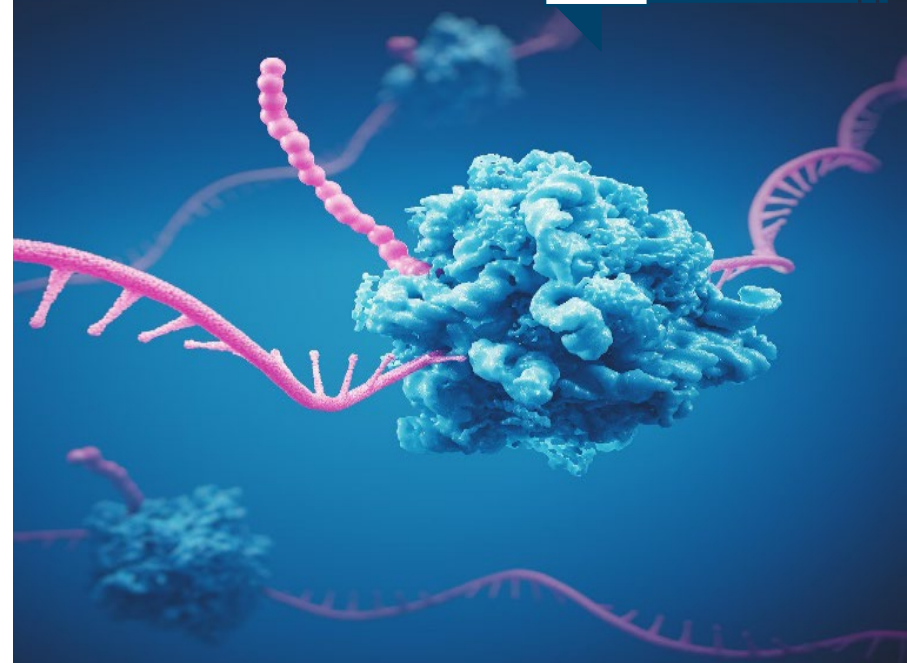
Oligonucleotides are an emerging therapeutic modality that target and modulates gene expression through the silencing or degradation of mRNA

See the **Unseen**

Antisense oligonucleotide (ASO)



Oligonucleotides



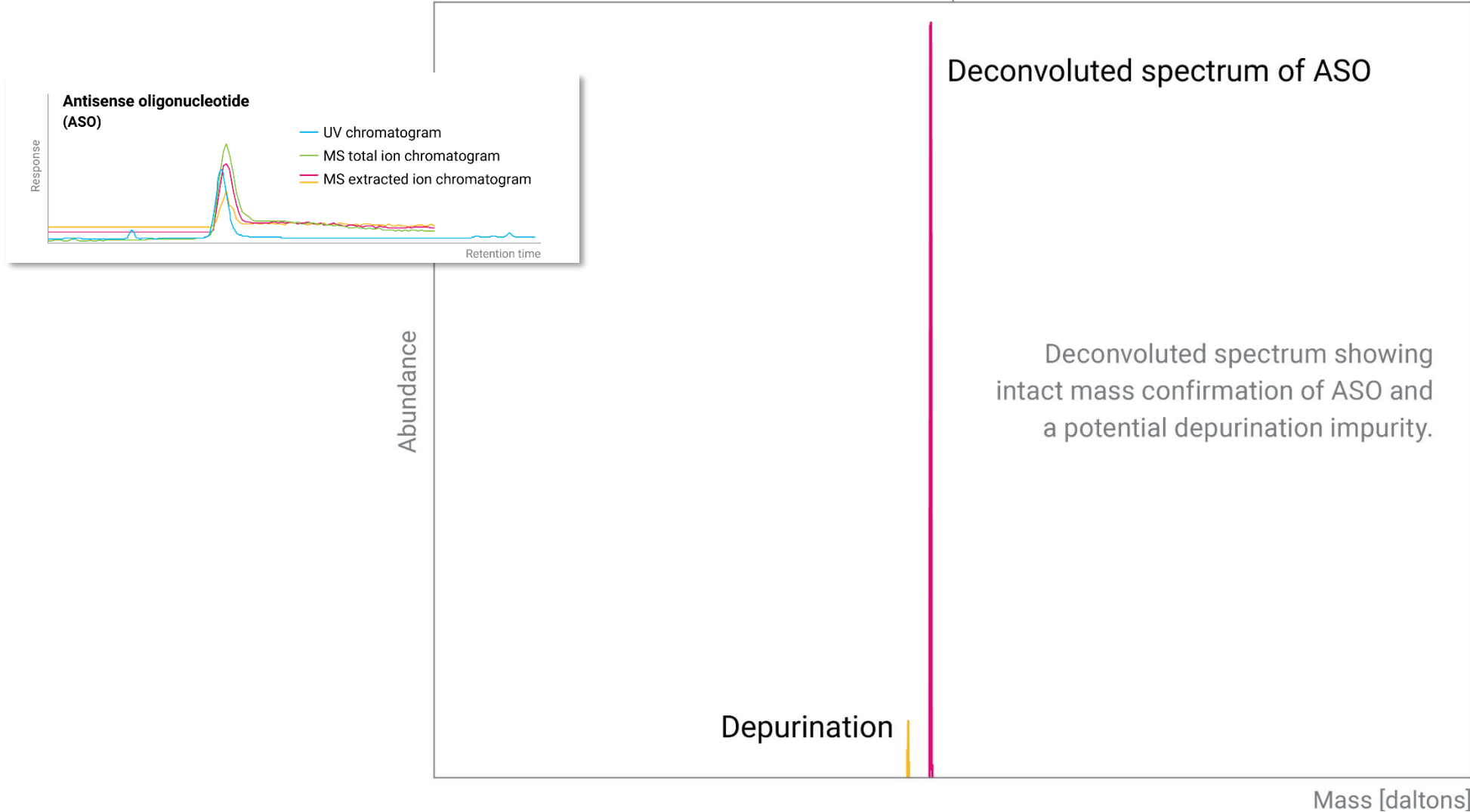
Separate and detect challenging, coeluting small molecule, peptide, and oligonucleotide active pharmaceutical ingredients (APIs) and impurities.

See the **Unseen**

Anti-Sense Oligonucleotides (ASO)

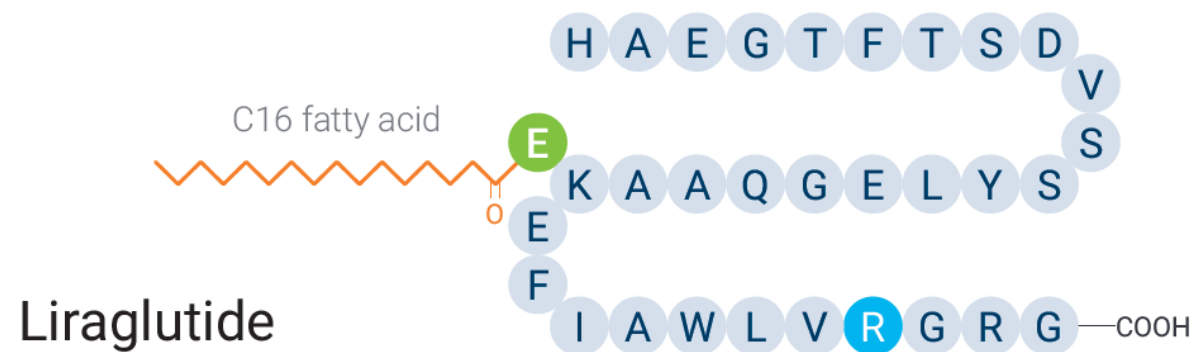


Oligonucleotides



Therapeutic Peptides

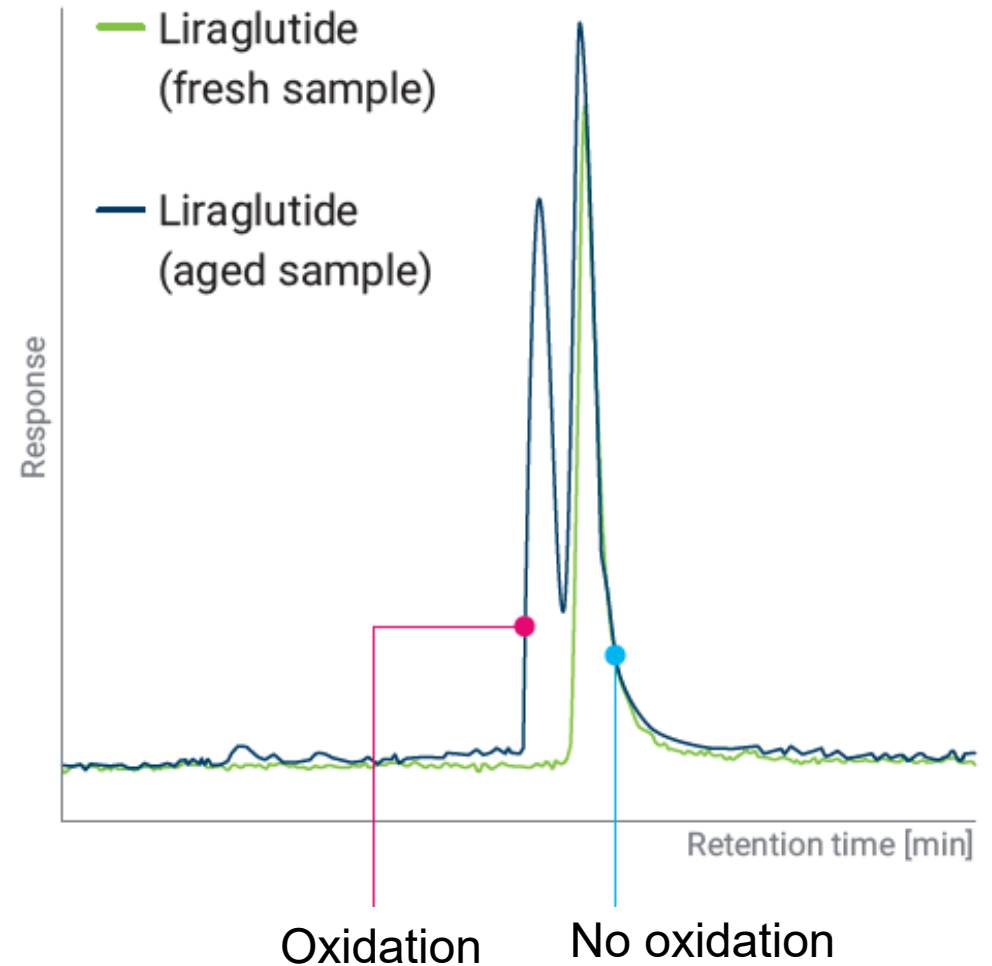
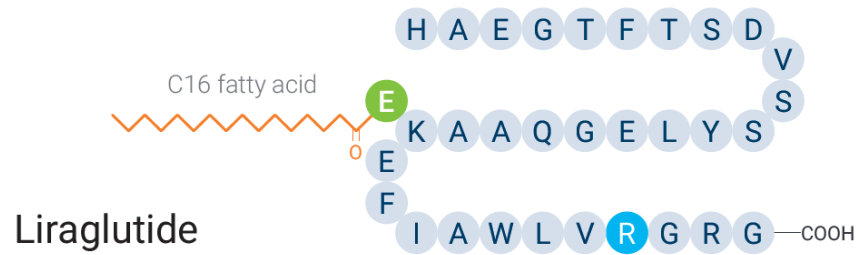
Glucagon-like peptide-1 receptor agonist (GLP-1 RA)



Used to treat type-2 diabetes & obesity by
lowering serum glucose levels &
managing metabolism

Quality Control

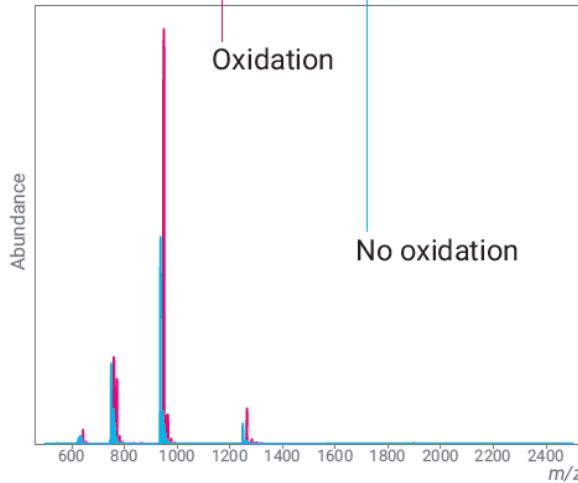
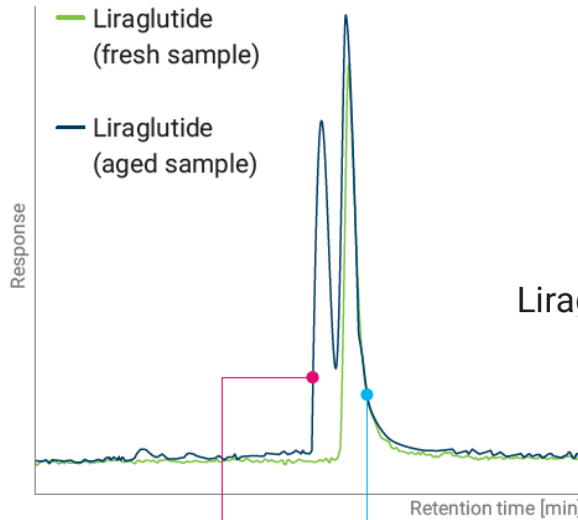
GLP-1 receptor agonist



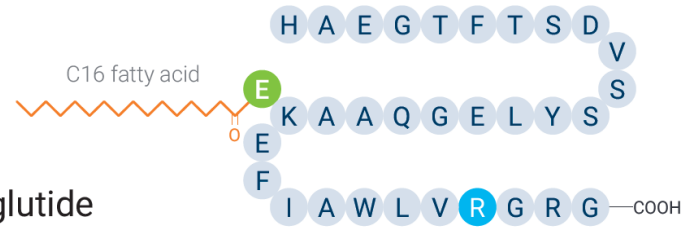
- GLP-1&GIP-homologous
- Unique
- Aib α -Aminoisobutyric acid
- Linker
- Spacer

Quality Control

GLP-1 receptor agonist

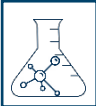


Liraglutide

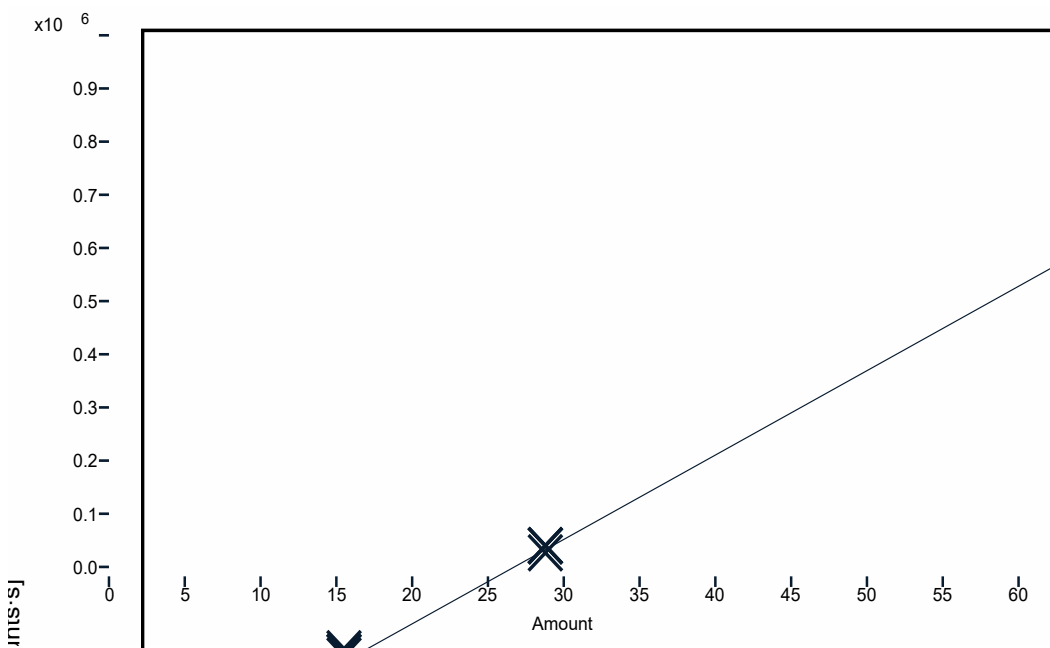
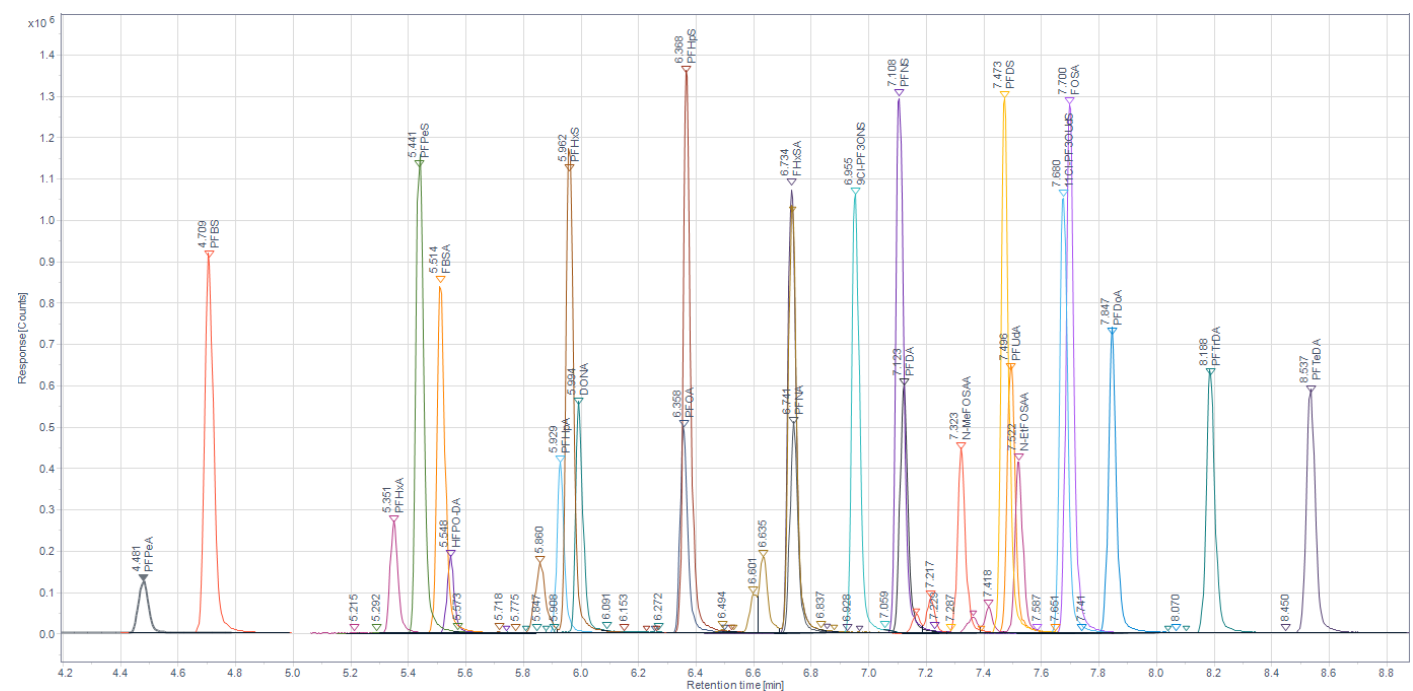


Agilent
OpenLab





PFAS Analytes



Calibration curve demonstrates precision,
linearity, sensitivity & reproducibility

fg-level sensitivity

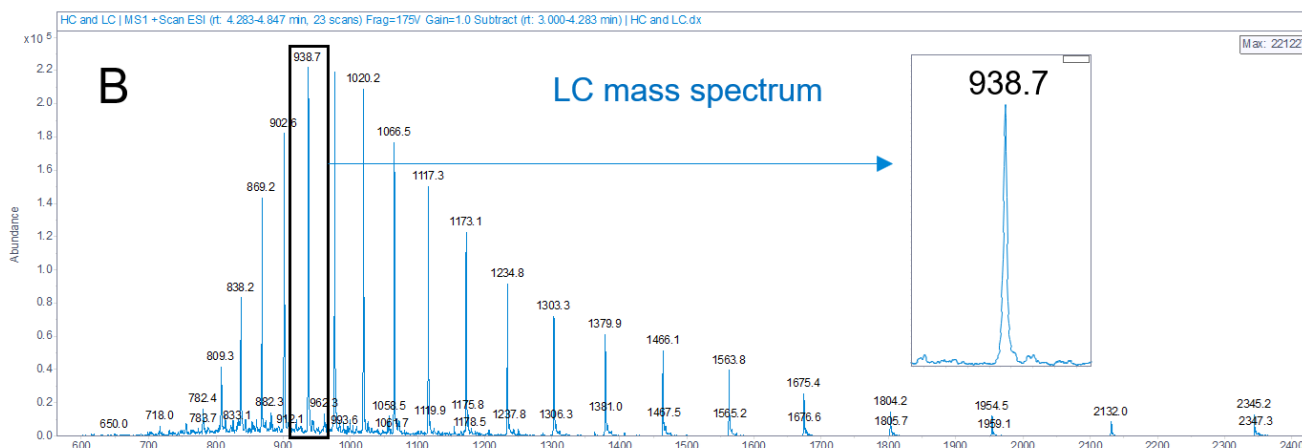
Performance for Challenging Modalities

Spectral quality fit for reduced mAb analysis

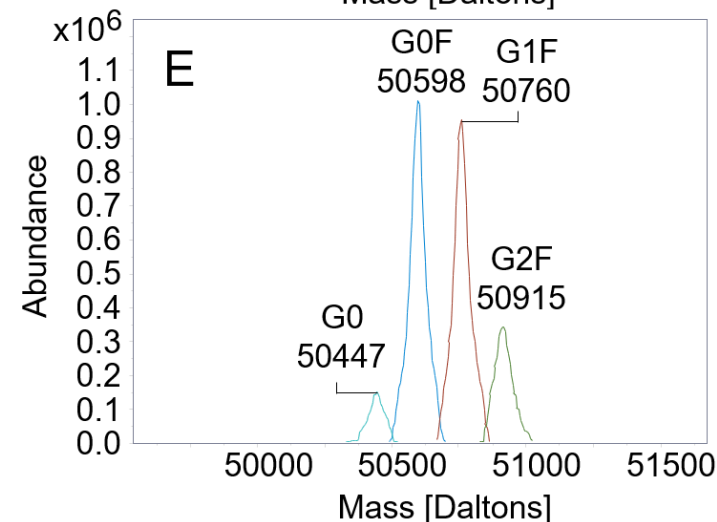
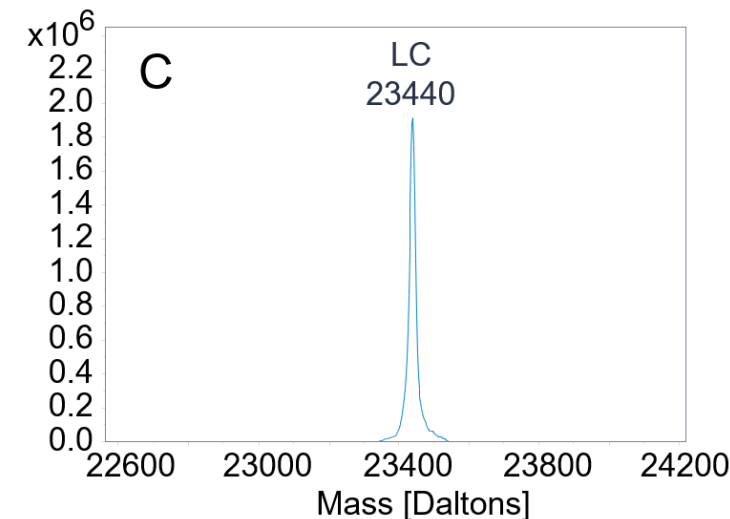
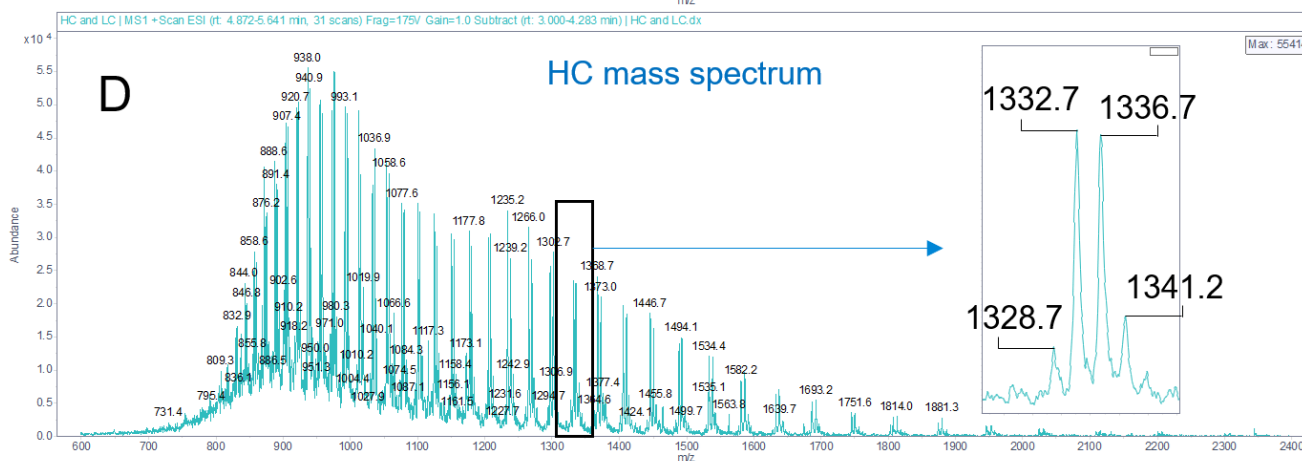


Monoclonal
Antibodies

Light
Chain



Heavy
Chain



The data is phenomenal

These low IDLs enable me to more accurately measure trace molecules and impurities in biomolecule samples

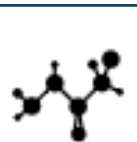
No other vendor can achieve the same sensitivity with a LCSQ

With this system we will have up to 100-times more sensitivity over other LC detection methodologies

Sensitivity beyond my wildest dreams

Turning the page of history for the utilization of SQ

Superior Mass Detector for the **Widest Range of Applications**



GLP-1 Impurity Profiling

Characterization and monitoring of impurities

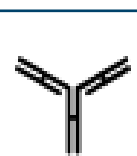
Mass detection for unambiguous detection of low-level impurities



Oligonucleotide Analysis

Fast molecular confirmation with ion-pairing alternatives

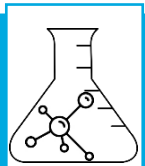
Wide mass range with high mass transmission efficiency



Monoclonal Antibodies

Intact mass confirmation and glycosylation profiling

Intact protein and subunit levels



PFAS Compounds Analysis

Fast and efficient screening

Research and manufacturing facilities



Intelligence for Sustainability

Driving operational efficient outcomes



AI-based Tuning and Calibration

SWARM autotune uses particle swarm optimization artificial intelligence to find the best parameters, faster



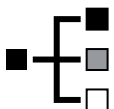
Active System Monitoring

Early Maintenance Feedback alerts for maintenance events and anticipates upcoming maintenance needs



Maintenance and Method Automation

Scheduled Autotune/Checktune ensures the system performs well



Auto Voltage Detection

Auto Voltage Detection adjusts the system and the rough pump to the voltage in-put from local voltages without user intervention



ACT® Ecolabel 2.0

Infinity LabAssist Local User Interface

- Smart power-on/power-off tasks
- Solvent consumption and system utilization insights

Infinity III 1260 and 1290 LC

- Reduced power consumption (relative to competitor)
- LC/MS Flow Rates (0.1-0.7 mL/min)

Pro iQ and Pro iQ Plus

- 95% N2 gas requirement
- Oil-free rough pump option (5 years no maintenance)
- VacShield (no vent maintenance)
- Universal line voltage
- Low-power ion source (ESI)



By pioneering intelligence-driven mass spectrometry and
integrating sustainable solutions, we are committed to

Bringing Great Science to Life

in ways that were once unimaginable

Simon May

President, Life Sciences and
Diagnostics Markets Group



Choosing intelligence is just the beginning

By applying intelligence, **together** we will turn insights into action,
challenges into opportunities, and potential into reality

Speaking of together



Iris Mangelshots

Vice President and General
Manager, Liquid Phase
Division



August Specht

Chief Technology Officer



Thank you for joining us today

Q&A



Jonah Kirkwood



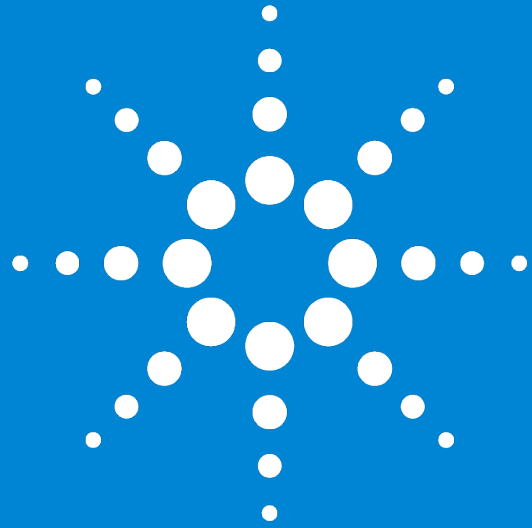
Jennifer Gushue



Shane Tichy



Simon May



Agilent

Trusted Answers