

# ASMS 2019 Press Conference

**Victoria Wadsworth-Hansen**  
Global Director Public Relations  
Agilent Technologies



# Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information and future guidance on the company's goals, priorities, revenues, operating profit and operating margin, expected cash flow, growth opportunities, customer service and innovation plans, new product introductions, financial condition and considerations, earnings, share repurchases, dividends, ability to access capital markets, the continued strengths and expected growth of the markets the company sells into, operations, operating earnings, and tax rates) 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 quarterly report on Form 10-Q for the quarter ended May 31, 2019.

The company assumes no obligation to update the information in these presentations. These presentations and the Q&A that follows include non-GAAP measures. Non-GAAP measures exclude primarily the impacts of acquisition and integration costs, transformation initiatives, and non-cash intangibles amortization. We also exclude any tax benefits that are not directly related to ongoing operations and which are either isolated or is not expected to occur again with any regularity or predictability, including the impact of Tax Reform. 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.

# ASMS 2019 Press Conference

**Monty Benefiel**  
Vice President & General Manager  
Mass Spectrometry Division



# ASMS 2019 – At A Glance

June 1-6, 2019, Atlanta, GA



From A to m/Z  
Mass spec and so much more

## Agilent Saturday Innovation Symposium

Saturday, June 1, 5:00–9:30 p.m. | Atlanta Marriott Marquis

The Journey from Metabolomics to Mechanisms

Prof. Nicola Zamboni, Ph.D.  
IMSB, ETH Zurich



Non-Targeted Analysis Research at the US EPA: Providing Innovative Solutions to Environmental Health Problems

Jon Sobus, Ph.D.,  
Environmental Protection Agency



Building a Better Pipeline for Going from Biomarker Discovery to Validation

Maureen Kachman, Ph.D.  
Michigan Regional Metabolomics Resource Core



Agilent Booth #400 | Sun June 2 – Thurs June 6

Hospitality Suite | Open 8pm-11pm

Monday June 3 | 7:00-8:00 am

Lipids Greatest Hits—Featuring the Agilent 6546 LC/Q-TOF & Lipid Annotator

Tuesday June 4 | 7:00-8:00 am

“Self-Driving” Mass Spectrometry—Mass Analysis Designed for Everyone

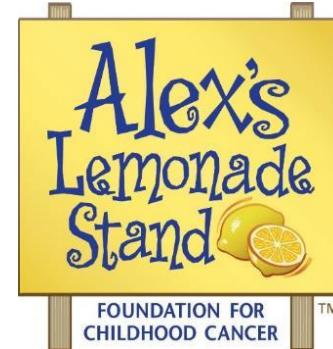
Wednesday June 6 | 7:00-8:00 am

Cannabis & Cannabinoid Testing in Evolving Regulatory Framework

# More Donations to Make a Difference

Agilent is donating \$25,000

- A difference that conferees and Agilent employees told us they appreciated
- Cast your vote in the Hospitality Suite



**American  
Red Cross**



What has happened in the last year ...

# Continuing to Drive Innovation for Customers

## New Developments in GC/MS

### 8890 & 8860 Gas Chromatographs



### 7250 GC/Q-TOF with CI Source



### QuickProbe



- Real time autonomous monitoring
- Smart algorithms for diagnostics and troubleshooting
- Remote mobile connectivity

- PCI and NCI modes
- Pesticide and environmental pollutants spectral library (>1000 compounds)
- Improved target and suspect screening capabilities with MH Quant 10

- Forensics seized drug identification
- Rapidly identify compounds (within 1 minute)
- Requires little-to-no sample preparation

# QuickProbe – Forensics Sample Analysis

**1**

**Touch the sample  
with the probe**



**2**

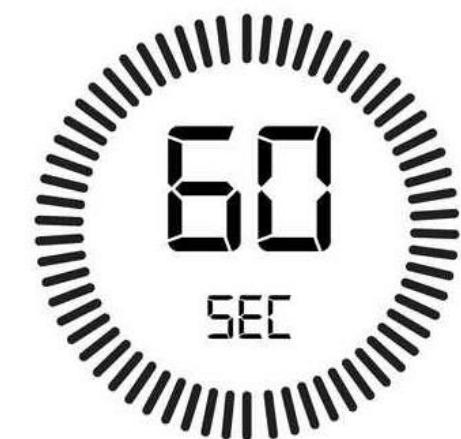
**Insert the probe**

into the inlet for thermal vaporization,  
followed by separation in the Quick GC  
and MS identification



**3**

**Results in less  
than 60 seconds**



# New Agilent 6546 LC/Q-TOF

"We have been looking at rice fraud mitigation strategies. Agilent high-res MS is key as its use with metabolomics data processing enables the identification of different signatures from the rice we analyze.

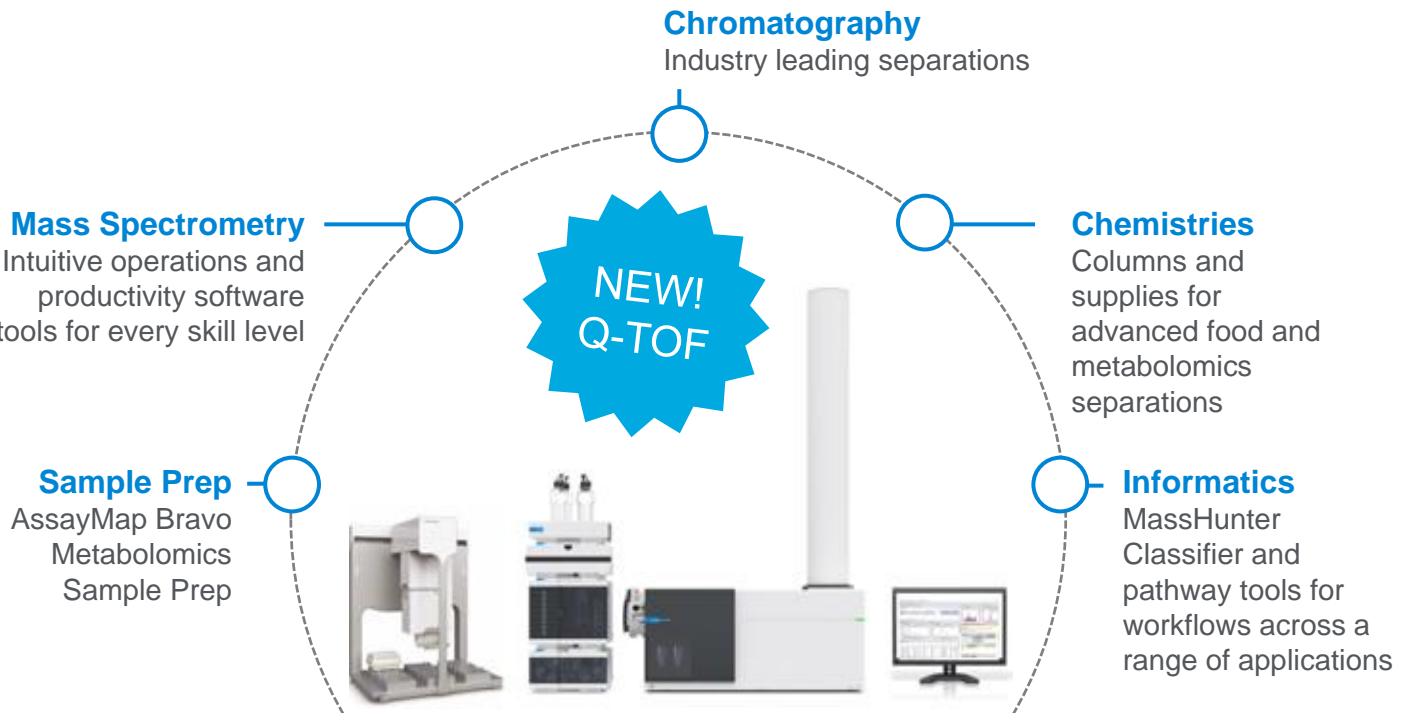
The Q-TOF's high data rate is perfect for the rapid 2-min methods we employ. But we then need software for quick data review – so we appreciate the new Classifier software for routine authenticity testing of suspect samples."

Prof. Chris Elliott  
Institute for Global Food Security  
Queen's University, Belfast



From sample to results the Agilent 6546 LC/Q-TOF combines dynamic range with excellent resolution in all conditions

- Food Safety Pesticide Screening
- Metabolomics Screening
- Food Authenticity
- Environmental Analysis



# Advanced Workflows for IM-QTOF

The Industry Standard in Accurate CCS Measurement

This ASMS we are presenting:

- HRdmx – up to 150 IM resolving power compatible with fast chromatography
- CIU – Analyze Protein Unfolding
- ECD upgrade for our Q-TOF products
- Advanced IM enabled informatics – new workflows for lipidomics

analytical  
chemistry

Article

[pubs.acs.org/ac](https://pubs.acs.org/ac)

## An Interlaboratory Evaluation of Drift Tube Ion Mobility–Mass Spectrometry Collision Cross Section Measurements

Sarah M. Stow,<sup>†</sup> Tim J. Causon,<sup>‡</sup> Xueyun Zheng,<sup>§</sup> Ruwan T. Kurulugama,<sup>||</sup> Teresa Mairinger,<sup>‡</sup> Jody C. May,<sup>†</sup> Emma E. Rennie,<sup>||</sup> Erin S. Baker,<sup>§</sup> Richard D. Smith,<sup>§</sup> John A. McLean,<sup>†</sup> Stephan Hann,<sup>‡</sup> and John C. Fjeldsted<sup>§,||</sup>

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<sup>§</sup>Biological Sciences Division, Pacific Northwest National Laboratory, Richland, Washington 99352, United States

<sup>||</sup>Agilent Technologies, Santa Clara, California 95051, United States



# New StreamSelect System

## Designed for Maximum Lab Productivity

Improved throughput with efficient mass spectrometer utilization

- Add flexibility and productivity to lab operation with two, three or four HPLC into a single MS
- Intelligent error handling for increased confidence
- Run routine samples reliably with triple quadrupole MS
- Agilent industry-leading Infinity - series LC



“StreamSelect systems with two LCs have doubled productivity of our MS instruments in routine LC-MS/MS analyses.”

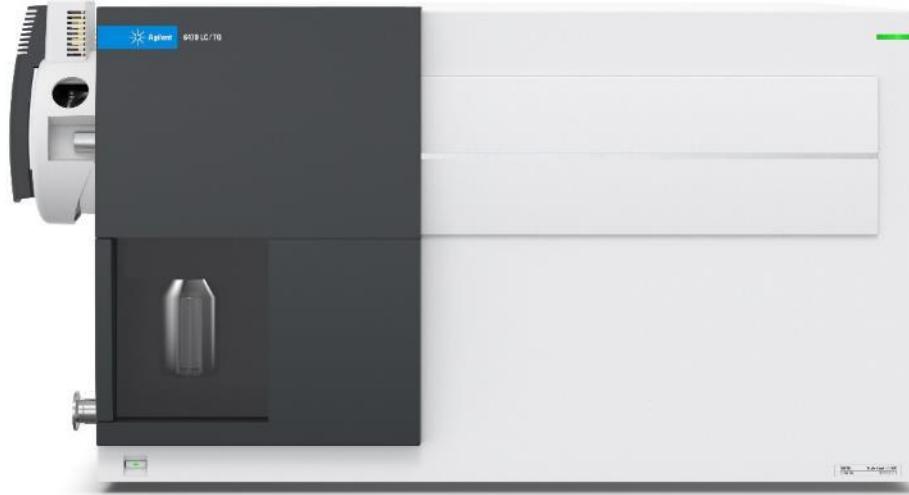
Dr. Katerina Mastovska,  
Associate Director, R&D Innovation,  
Eurofins Food Integrity & Innovation

# OpenLab ECM – Data Integrity Tools for LC/TQ



**Ultivo LC/TQ**

LC/TQ users now have the option for improved documentation for sample chain of custody and data integrity via OpenLab ECM support from within MassHunter



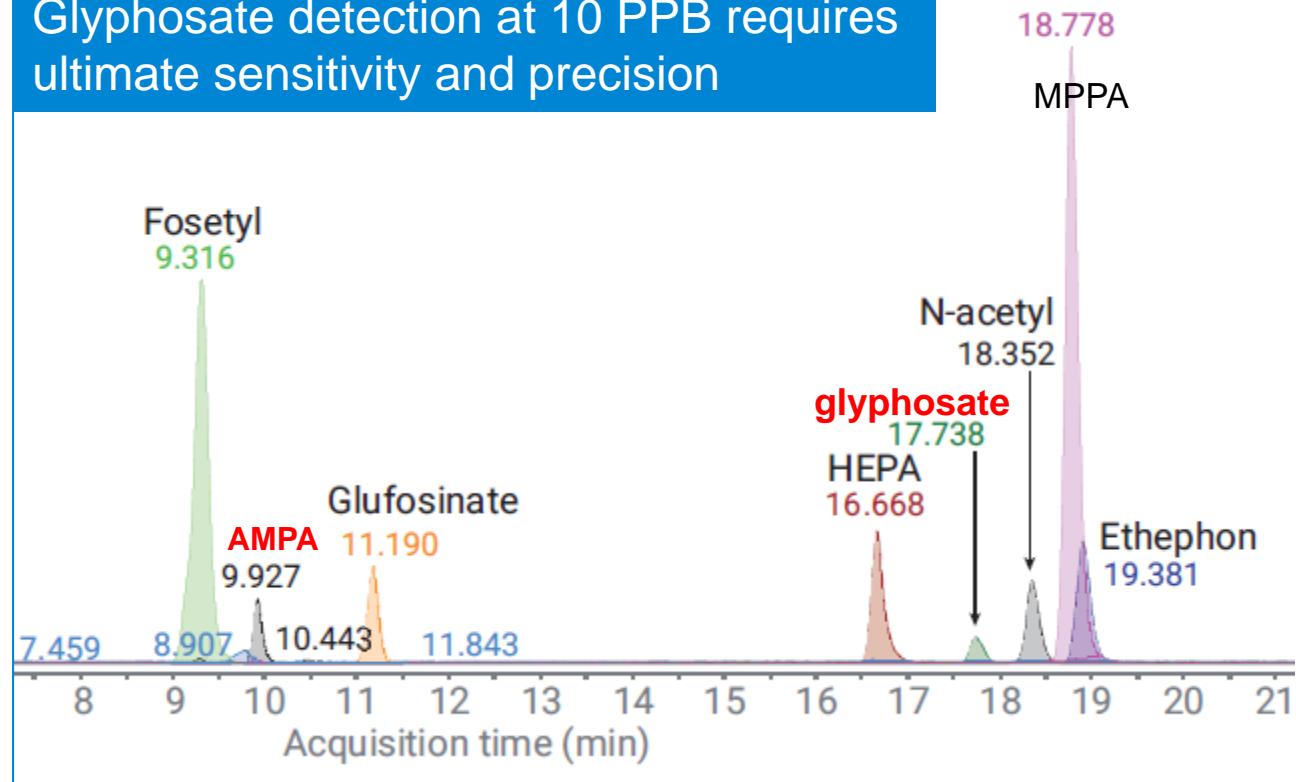
**6470 LC/TQ**



**6495 LC/TQ**

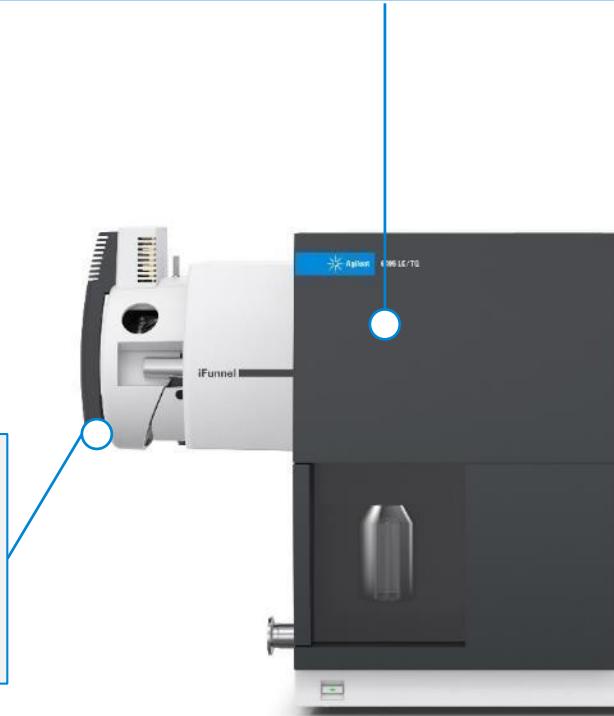
# New Agilent 6495C LC/TQ

Glyphosate detection at 10 PPB requires ultimate sensitivity and precision



Agilent 3rd generation iFunnel design for the most stringent food safety standards and regulations

VacShield for reduced maintenance downtime



6495 LC/TQ

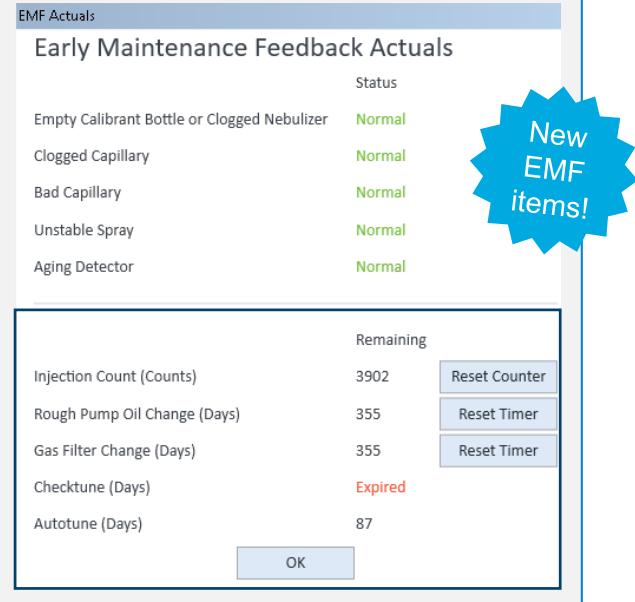
# New Ultivo LC/TQ Enhancements



## Ultivo LC/TQ ESI Option

New ESI option for additional flexibility

New Early Maintenance feedback features



Strong adoption across multiple markets

- Food Safety
- Forensics
- Clinical Research
- Environmental Analysis
- Pharma



Andreas Kapaklis  
Laboratory Team Leader  
TESTEX AG, Zurich, Switzerland

“Investing in innovative products in the lab is of utmost importance. We use a lot of space-saving machines like the Ultivo & the Intuvo, which not only save space, but also save analysis time.”

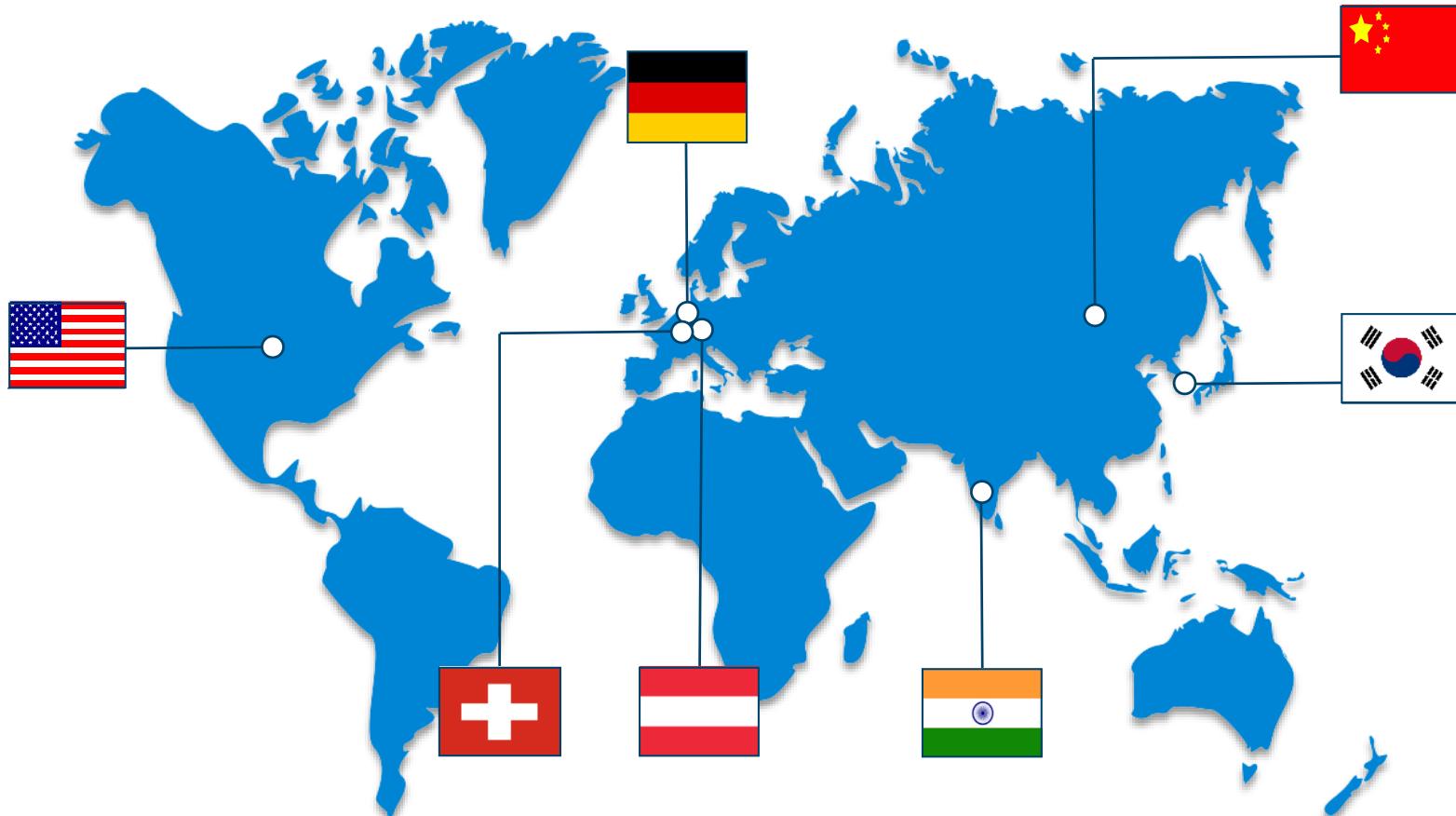
# Global Pharma Lab Leaders Survey

Survey aim:

To quantify the challenges, goals, and pain points of pharmaceutical laboratory managers

Respondent profile:

Lab leader | pharmaceutical, biotechnology, contract research lab | 3+ years experience



- 7 countries
- 650 respondents
- Frost & Sullivan



Survey conducted globally in 2019

# Pharma Lab Leaders Shared their Challenges and Aspirations



Survey conducted globally in 2019

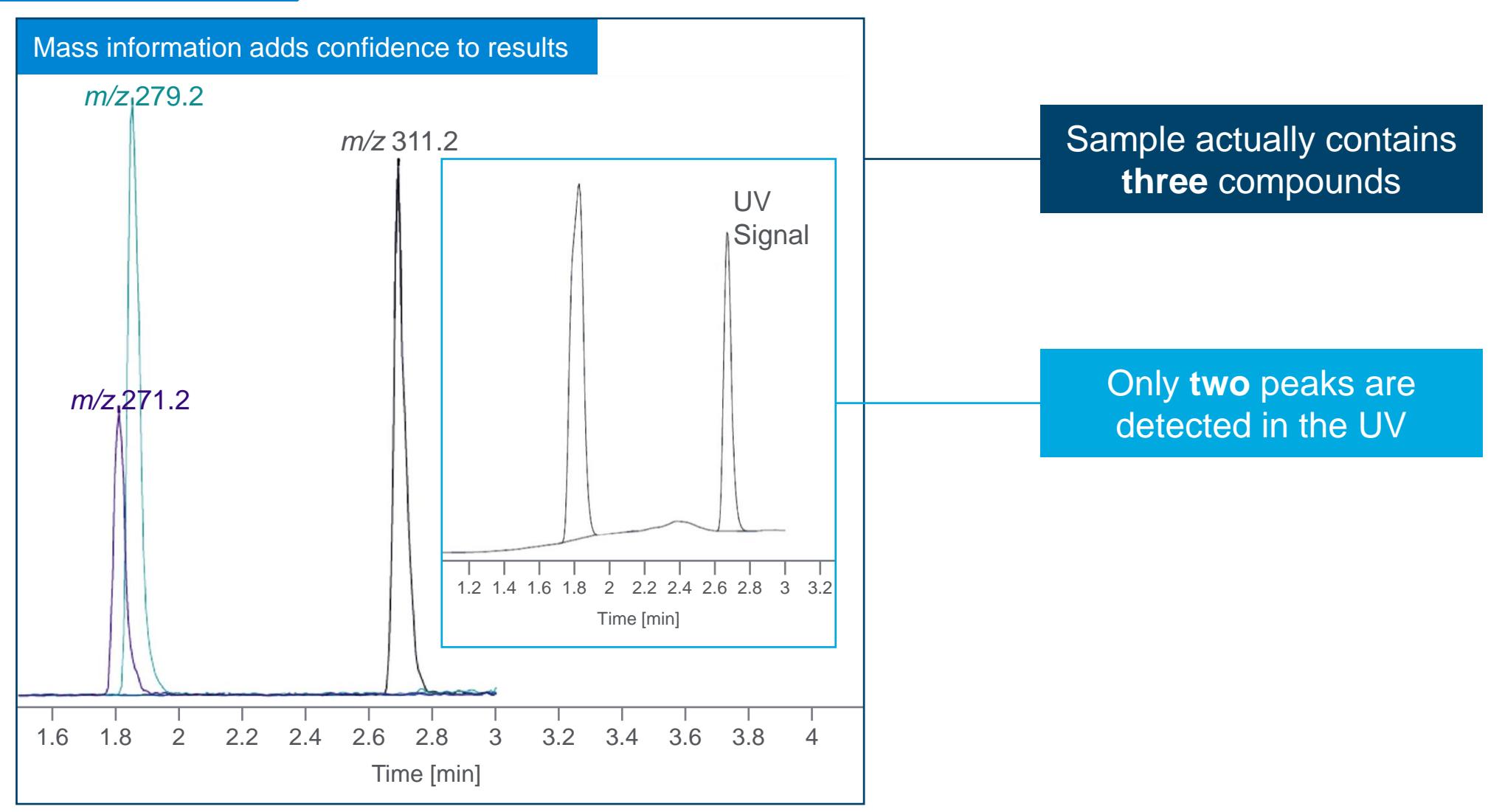




## intelligent, intuitive, Quadrupole

- Mass detection for greater confidence
- Intelligent instrument monitoring
- Space saving compact design
- OpenLab CDS software

# Mass Detection for Chromatographers



# What Pharma Lab Leaders Told Us

“One of the major challenges we face is **streamlining all the processes**. We appreciate the **user-friendly software** because a lot of time and money goes into training our staff, and improper training can lead to unwanted errors.”

Lab Leader  
Major pharmaceutical company, USA



Survey conducted globally in 2019

# Early Customer Feedback

“I was impressed with the **thoughtfulness** that went into the **design** of the system when seeing the **fast access** to the capillary **without venting** and the replacement of the detector **without tools.**”

Lab Manager  
Major pharmaceutical company, UK





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# Making Mass Spec – Robust – Reliable – Routine



Making mass spectrometry more accessible



Developing smarter, more sophisticated products



Enabling greater workflows and data integrity



Providing higher productivity



# What's next?



Improve Lab Science and Economics



Continued Innovation - Investment in R&D



Additional Capabilities - Complementary M&A



Address Pain Points – End-to-End Workflow