



Agilent Technologies

5301 Stevens Creek Blvd.



Agilent Press Conference



Naomi Goumillout

Global Manager, Public Relations



ASMS Media Room on Agilent.com/Newsroom

The **ASMS Agilent Media Room** provides materials introduced at the press conference and more including:

- Press conference presentation
- Press releases
- Product backgrounders
- Product photos
- Links to product web pages
- Customer video
- Speaker biographies

Visit the ASMS Media Room at:

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Media Room

Agilent ASMS Press Conference

As part of the 68th ASMS Conference of Mass Spectrometry and Allied Topics, Agilent will hold a virtual online press conference.

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ASMS - Agilent (Virtual) Press Conference

A Note from Monty Benefiel

Welcome! I am pleased to join you again this year at our (virtual) press conference, and speak to you about Agilent's past year, and what's to come. I will open the press conference, and then be joined by **David Edwards**, Associate Vice President of Mass Spectrometry Marketing; and **Sudharshana Seshadri**, Associate Vice President of Clinical Mass Spectrometry.

~ **Monty Benefiel**, VP/GM Mass Spec Division, Agilent.

Overview

The ASMS-Agilent Press Conference will provide updates on a number of new products that have been introduced. Additionally, the announcement of an exciting development in regard to an increased focus on clinical diagnostics. Back in 2017 Agilent acquired Dako and ventured into the arena of cancer diagnostics tools. Since then there have been developments on a wide range of products that help in the fight against cancer.

"Agilent continues to strive to meet the evolving needs of our mass spec customers, and address the challenges they face daily," said Monty Benefiel, vice president, and general manager of Agilent's Mass Spectrometry Division. "These new products offer customers workflow solutions that maximize sample throughput and stability, as well as greater reliability than ever before."

Agilent K6460S LC/MS System

The Agilent K6460S LC/MS System is ideal for clinical diagnostic labs that want to detect lower-concentration analytes. Easily implemented, this fully validated LC/MS solution helps increase productivity with technology that has been purpose-built for your workflow. The K6460S is designed to reduce training time and increase productivity by limiting the steps from submission to reporting compared to other LC/MS products.

Customer Video

Safe Harbor

This presentation contains forward-looking statements (including, without limitation, information and future guidance on the company's goals, priorities, innovation plans, new product introductions, and continued strengths and expected growth of the markets the company sells into) 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 January 31, 2020. The company assumes no obligation to update the information in this presentation.

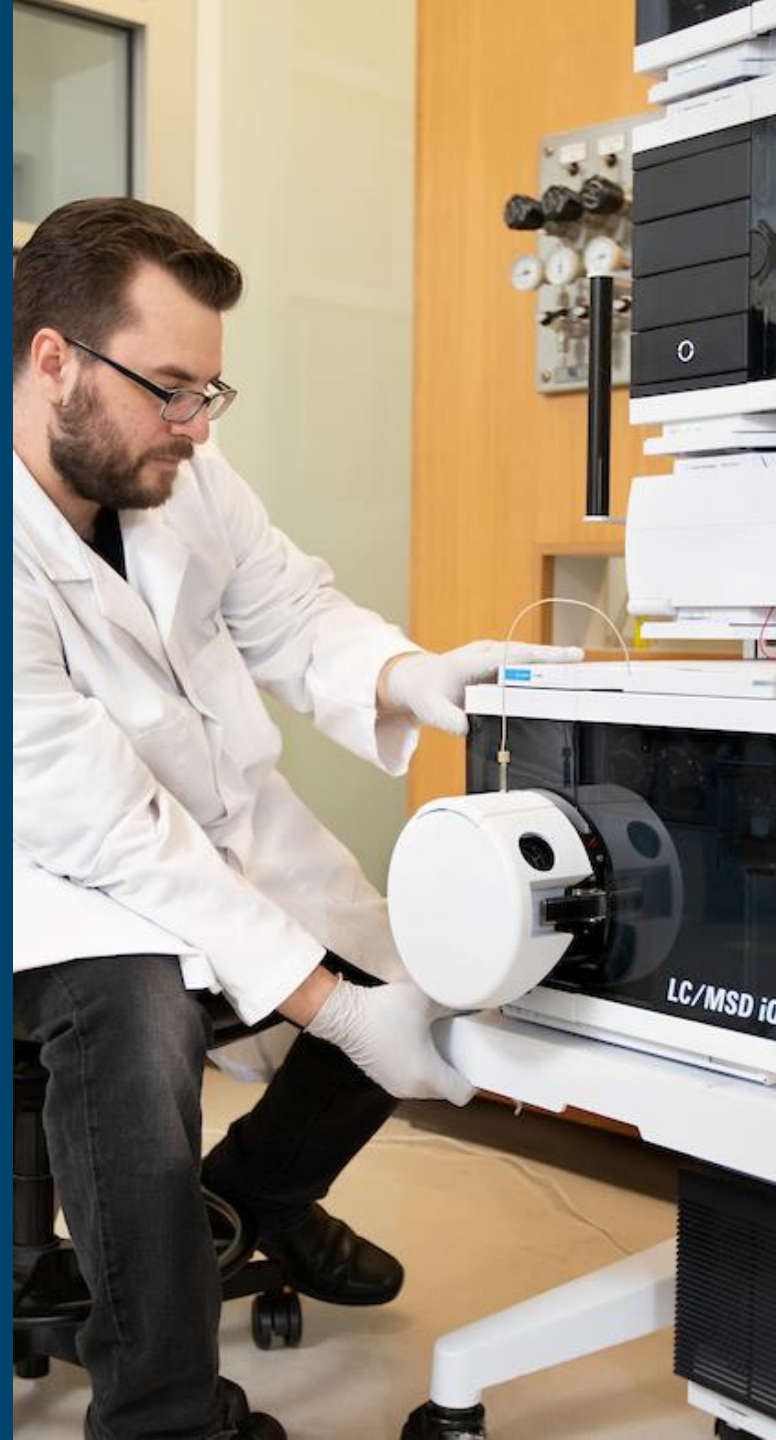


Agilent Press Conference



Monty Benefiel

Vice President & General Manager
Mass Spectrometry Division



Today's Presenters



Monty Benefiel

Vice President & General Manager
Mass Spectrometry Division



David Edwards

Associate Vice President, Marketing
Mass Spectrometry Division



Sudharshana Seshadri

Associate Vice President,
Clinical Mass Spectrometry

Standing Together Against a Shared Challenge ... COVID-19

Instruments and solutions helping to research COVID-19

- Bravo Liquid Handling System
- Microarrays: coronavirus sequences
- Cell Analysis Microplates
- xCELLigence RTCA DP
- NovoCyte Flow Cytometer
- MultiFlo FX

Helping customers manage the new reality

- Webinar Series: Maintaining lab operations in extraordinary times
- Extra software licenses for work-at-home customer use
- Agilent Online Scientific Community to engage and share
- Instrument Exchange Services
- Agilent University Online



COVID-19 Insights



Vaccine Research



Digital Solutions



Customer Statement



Frequently Asked Questions



COVID-19 Media Room



Technical Webinars

June 3

PFAS Analysis in water:
Targeted and Untargeted
Techniques
- Dr. Emily Parry

June 4

Innovation for Quantitation
– with Agilent’s Triple
Quadrupole LC/MS Portfolio
- Dr. Patrick Batoon

Poster Presentations

40 posters

Agilent Virtual Mass Spectacular

June 16 -18, 2020

Tuesday, June 16

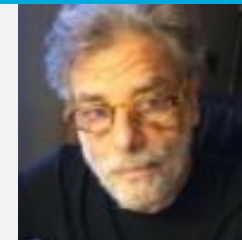
Translational Research



Dr. Steve Pennington
Atturos Ltd.



Dr. Arun Sreekumar
Baylor College of
Medicine



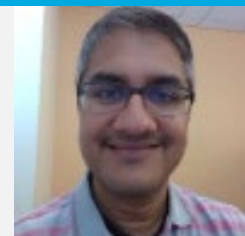
Dr. Steven Gross
Weill Cornell Medical
College

Wednesday, June 17

Biopharma



Dr. Mimi Roy
BioMarin
Pharmaceuticals, Inc.



Dr. Rahul Raman
Massachusetts Institute
of Technology



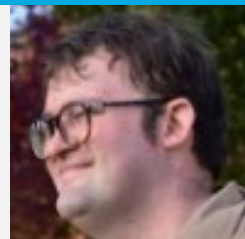
Dr. Joe Beckman
Oregon State
University

Thursday, June 18

Innovation in MS Technology



Dr. Daniel DeBord
MOBILion Systems



Dr. Brett Marsh
Purdue University



Agilent

What Customers Are Saying About Products Introduced in 2019

“The 6546 LC/Q-TOF has enabled us to generate higher-quality flux data, higher-quality isotope-labeling data, and be more confident in the results we generate.”

Adam Rosebrock, Ph.D.
Stony Brook Cancer Center, Renaissance School of Medicine



6546 LC/Q-TOF

“The best part of Agilent Infinity Lab LC/MSD iQ is the reproducibility of results.”

Jayaprakash Natarajan
Stelis Biopharm Ltd

“Great innovation! In a busy world, time matters!”

Amina Ahmed
University of Göttingen

“A very robust and user-friendly system which can be relied upon.”

Rajeev K Singla
Netaji Subhas Institute of Technology



InfinityLab LC/MSD iQ

New Products



David Edwards

Associate Vice President, Marketing
Mass Spectrometry Division

Ensuring Your Scientific Data is Secure

Smart, simple, and safe solutions that meet regulatory requirements, protect intellectual property, and prevent fraud.



Agilent
OpenLab



LC/Q-TOF

- MassHunter Acquisition
- Quantitative Analysis
- BioConfirm



Automated Sample Prep

- VWorks 14
- AssayMAP Sample Prep Workbench



LC/TQ

- MassHunter Acquisition
- Quantitative Analysis



Pharma/
Biopharma

Unleash the Power of Mass Spectrometry

RapidFire 400 High-Throughput LC/MS

Ultra-high speed samples to answers

- Injection every 8 seconds (2 seconds without clean up)

More confident results

- New temperature-controlled sample storage

Flexibility for even more output

- 1,536 plate format for greater capacity and throughput

Save valuable space

- Smaller footprint optimized to accommodate Ultivo LC/TQ

NEW



Pharma/
Biopharma



Life Science
Research



Forensic
Toxicology

Unbelievably Robust & Remarkably Versatile

6470B Triple Quadrupole LC/MS

Improved instrument uptime

- Ion injector capillary maintenance from 6 hours → 30 minutes with VacShield.

Rock solid quantitation

- Ultimate quantitative performance under the most challenging method conditions.



Food
Safety



Environmental
Analysis



Pharma/
C&E

Clinical Focused Products



Sudharshana Seshadri

Associate Vice President,
Clinical Mass Spectrometry

Agilent's View of Clinical Diagnostic Opportunity



Clinicians need
trusted answers

- Large market for targeted TQ mass spec technology
- Operators require ease-of-use and robust instrumentation
- China also represents a large opportunity

“As far as I'm concerned, the triple quadrupole still rules the roost. It's targeted. It's quantitative. It's got great dynamic range, and the information it gives you is generally rock solid.”

- US Clinical Lab Director, 2018 Agilent Clinical Omics Study

Impact on a Clinical Diagnostic Labs

Delivering Trusted Answers to Customer



Ken Lewis

Lab Director & Founder
OpAns Laboratory



Agilent's Clinical Mass Spectrometry Launches in 2020

- Launched new Class I system in the US with Infinity II Clinical Edition/ K6460S system for Lab Developed Tests (LDT)
- Entered China's Diagnostic market with launch of new Class II* NMPA Registered Infinity LC Clinical Edition/Triple Quad MS (K6460)



Agilent K6460S system
for the United States



Fully-validated, trusted solution for clinical diagnostic labs

*NMPA registration number: 国械注进 20202220004

Robust ■ Reliable ■ Routine

“Agilent's focus on trying to improve things, meant they were really trying to help me do my job better!”



Ken Lewis
- CEO, OpAns





Monty Benefiel

Vice President & General Manager
Mass Spectrometry Division



David Edwards

Associate Vice President, Marketing
Mass Spectrometry Division



Sudharshana Seshadri

Associate Vice President,
Clinical Mass Spectrometry

What's Next

We vow to continue to provide the trusted answers that help our customers **solve scientific challenges, increase laboratory performance, and advance the quality of life.**

