

Transforming Bioenergetic Measurements ... Again!

Introducing the Agilent XF Pro Solution



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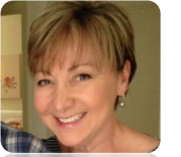
January 26, 2022



Safe Harbor Statement

This presentations contain forward-looking statements (including, without limitation, information, and future guidance on the company's goals, priorities, revenue, revenue growth, earnings per share, operating margin, operating cash flow, capital expenditures, capital allocation, growth opportunities, new products and solutions, customer service and innovation plans, financial condition and considerations, impact of acquisitions, share repurchases, dividends, the markets the company sells into, operations, manufacturing site plans 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, the adverse impacts of and risks posed by the COVID-19 pandemic, 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 Oct 31, 2021.



Naomi Goumillout
Global Manager,
Business Public
Relations

Welcome



Todd Christian

Vice President & General Manager,
Cell Analysis Division,
Agilent Technologies

Building a Cell Analysis Division for the Future

Establish Foundation
2015 - 2019

Stronger Together
2020 - 2021

Achieve Scale and Leadership
2022 - 2025

Establish critical mass of foundational platforms. Combination of unique and mainstream platforms

One unified team and coordinated strategy

Establish breadth and scale by complementing platforms with unique content

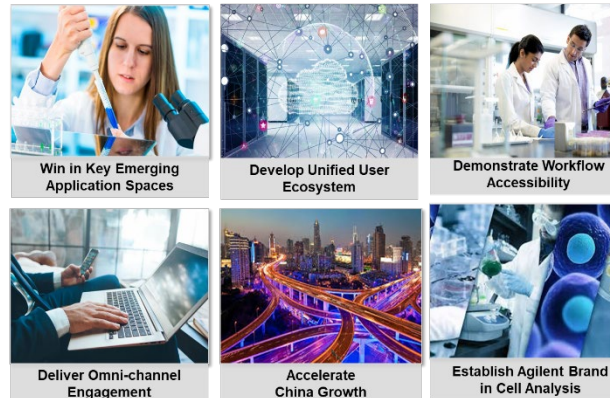
2019 

2018 

2018 

2015 

Unified Cell Analysis 2020 Strategy



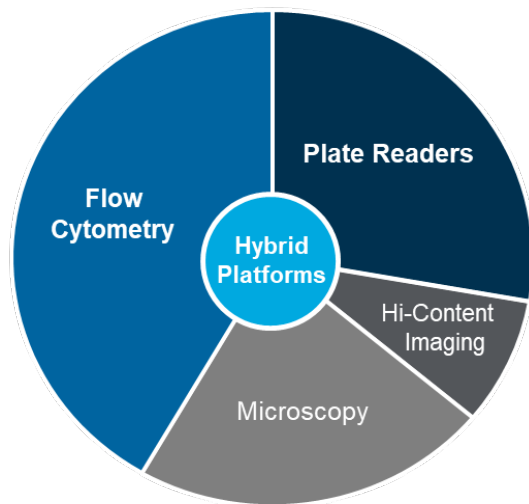
- Becoming a Recognized Leader
- Targeting High-Growth Segments
- Providing Total Solutions



Increased Focus on Customer Outcomes

Addressing emerging needs in high-growth segments

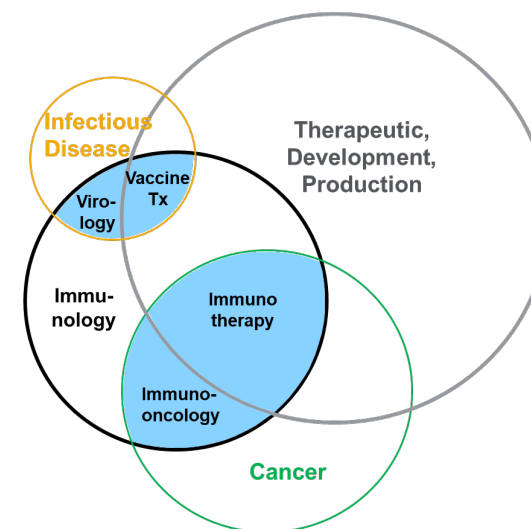
Platform Focus



Key Segments

- Immunology, immuno-oncology and immunotherapy
- Therapeutic development and production
- Infectious disease, virology, and vaccine research

Applications and Customer Focus



Scientists are using immunology and the immune system to treat cancer and fight infectious disease

Presenter



Chris Braun

Associate Vice President of Marketing,
Cell Analysis Division,
Agilent Technologies

Metabolic Programs are Key Indicators of Healthy Cell Function

Powerful predictor of cellular performance in in vitro disease models

Established standards for real-time measurement of cellular metabolism

XF kits and reagents simplify workflow

Broad adoption in basic research

~7000 publications citing Seahorse XF platform

>2000 publications in Immunology and Cancer research

Expanding accessibility and relevance of bioenergetic measurements



Transforming Bioenergetic Measurements - Again!

Introducing the ...
Seahorse XF Pro Solution



Complete Workflows to Move Bioenergetics Research Forward Faster

Instrument performance -
improvements increase
sensitivity and decrease
sources of variability



Kits and analytics -
optimized to ease adoption

Consumables - address
common cell culture pitfalls



Non-bio instrument QC -
removes biological variability
in assessing instrument
performance

Expanding Detection and Ensuring Confidence in Results

Verified Instrument Performance at Low OCR -
Gives confidence in measurements from low respiring cells.

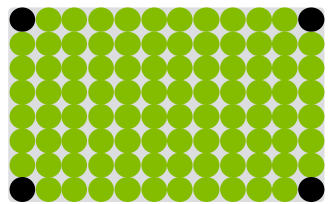
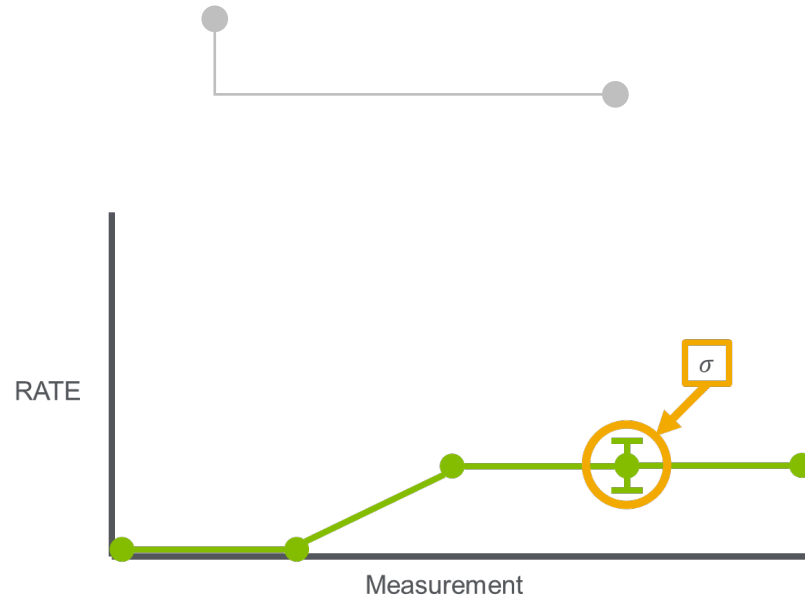
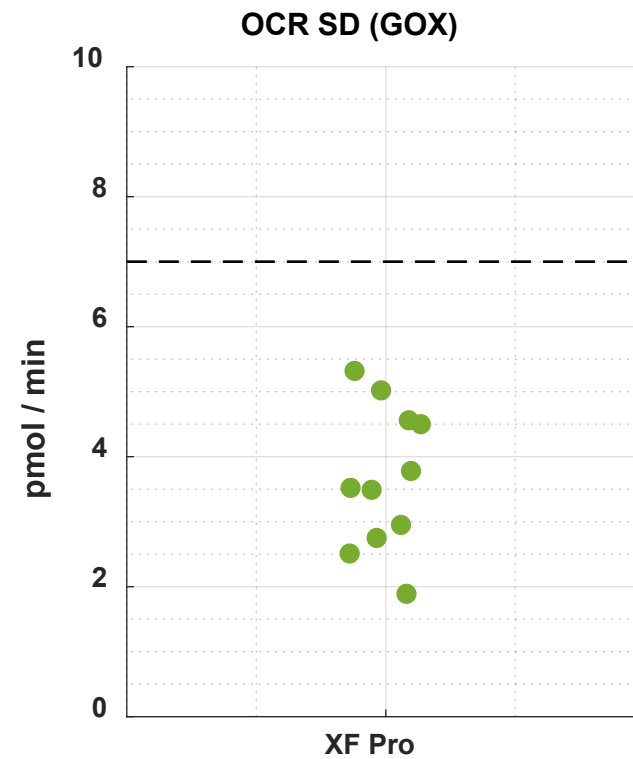


Plate Layout



OCR Lower Limit of Detection



Simplifying Workflows and Minimizing Variability

Benchmarked Instrument Performance –

New instrument QC procedures provide verified performance specs for better identification of issues unrelated to instrument performance.



All Passed

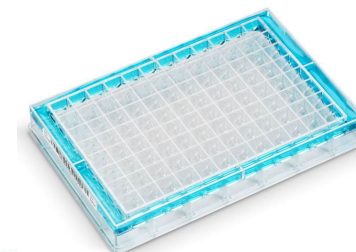
All tests have passed QC assay. View in Analysis to open the test results in Wave Analysis SW and see more details.

Metric	Target Value	Actual	Result
OCR Avg (plate)	20% of kit	6.6	✓
OCR CV% (plate)	< 12%	6.8	✓
pH gain calculated (plate)	≥ 13 mpH/min	19.8	✓
pH gain CV% (plate)	< 10%	9.9	✓
O ² Level (well)	151.69 ±20.0mmHg	Pass	✓
pH Level (well)	7.40 ±0.2	Pass	✓



New Consumables –

Edge effects or uneven hydration of sensor cartridges won't negatively impact data quality and allow the use of more wells with confidence.



T Cell Metabolic Profiling Kit –

Kit refinements provide more pertinent parameters and mean true maximal respiration is measured from T cells.

Reducing Complexity and Facilitating Decision-Making

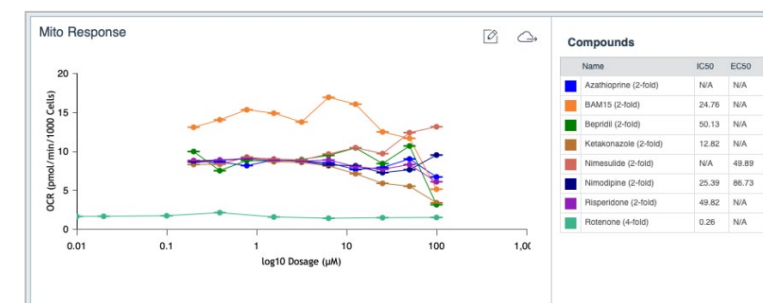
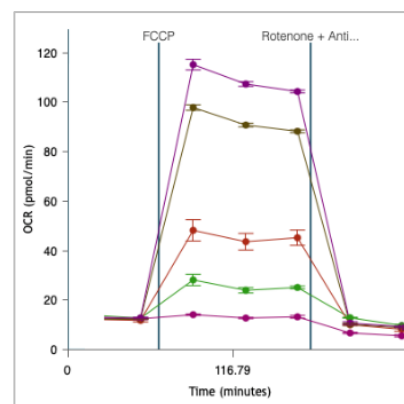
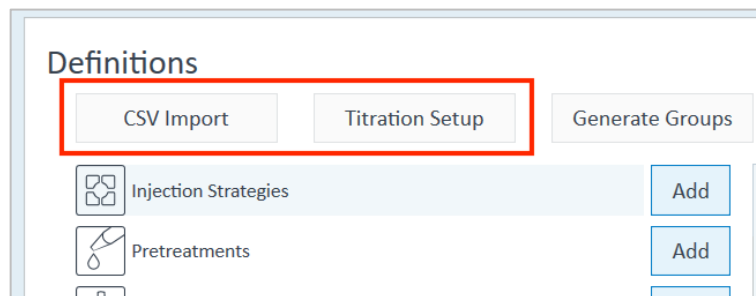
DESIGN



RUNTIME



ANALYSIS



Remove Barriers

Streamline setup of screening & dose response assays; bridge the 'translation gap' with other cell-based assays for assay design.

Stabilize and Expand

Expand investigative scope of instrument & assays with confidence in robust performance.

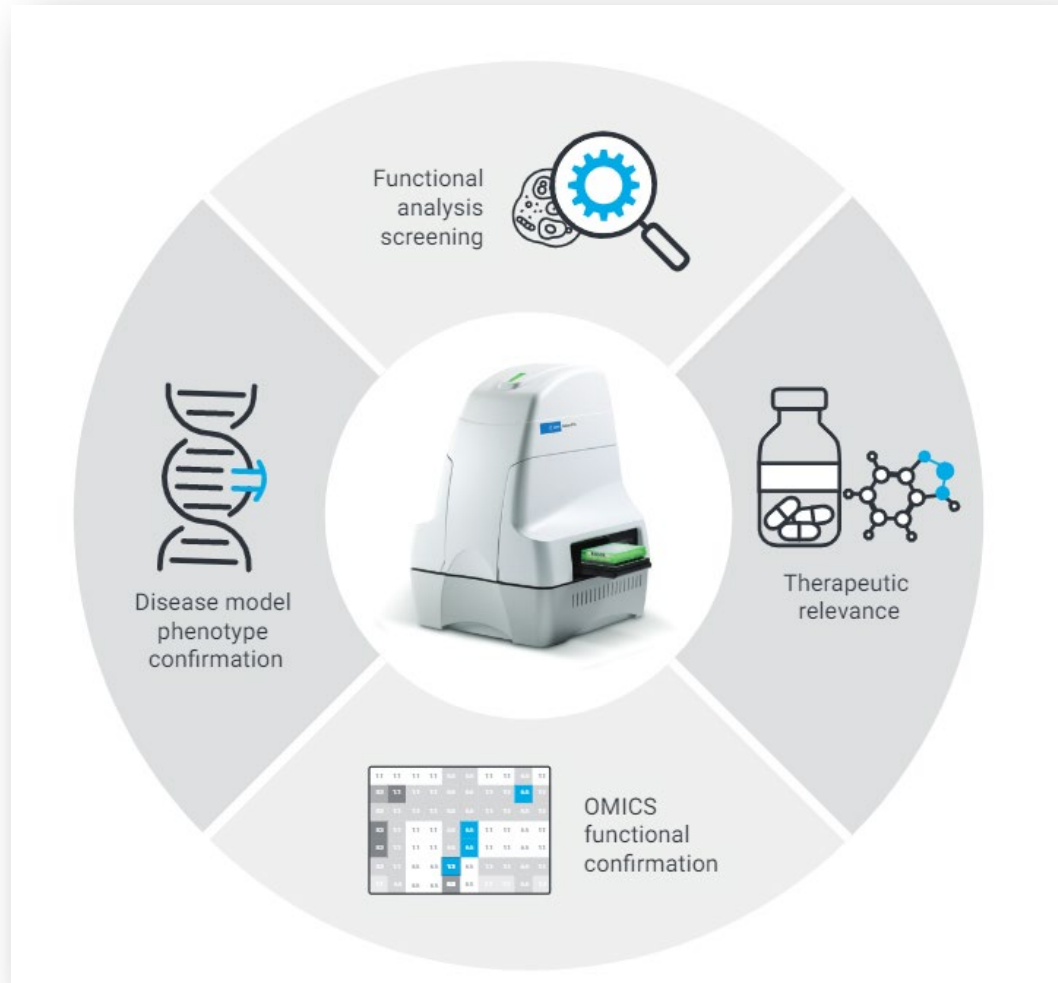
Reduce Data Complexity

Codify our XF expertise & knowledge of 'good data', provide users a reliable 'data foundation' for reproducible analysis.

Facilitate Decision Making

Transform XF data into pharma standardized metrics, parameters & data visualizations to streamline interpretation.

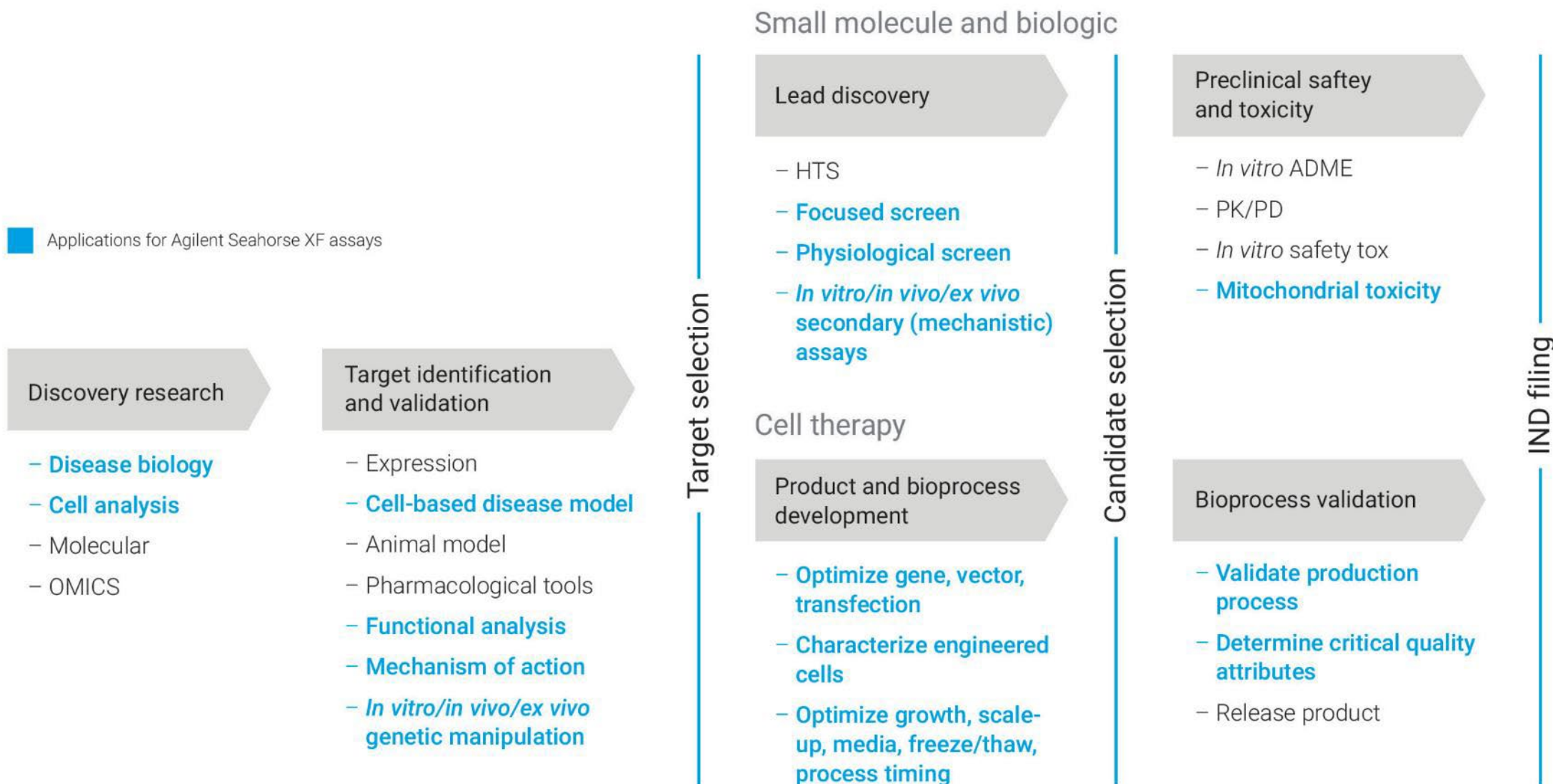
A New Opportunity - Preclinical Therapeutic Discovery



- **Broaden** Seahorse XF appeal to both **pharma** and **biopharma**
- **Inclusive** of drug development and optimizing cell therapy or cell therapeutic
- **Integrate** Seahorse XF Pro into existing pharma workflows

Seahorse XF Cellular Analysis in Preclinical Therapeutic Discovery

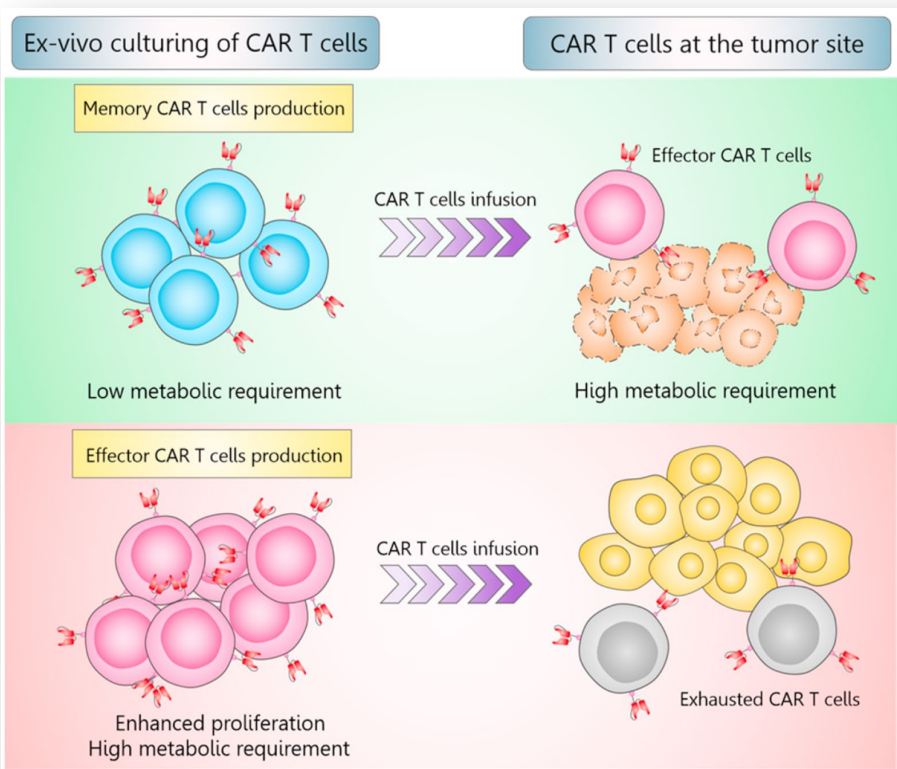
Applications for Agilent Seahorse XF assays



Contributing to Acceleration of Cell Therapy Development

T Cell Metabolic Profiling Kit - tailored and relevant

Robust metabolic measurements that can be linked to T cell attributes important to T cell therapeutic product performance (such as persistence, fitness)



Add View

- Standard Views
- My Custom Views
- Assay Kit Companion Views
 - XF Cell Mito Stress Test
 - XF Sub Ox Stress Test
 - XF Cell Energy Phenotype
 - XF ATP Rate Assay
 - XF T Cell Activation Assay
 - XF Glycolytic Rate Assay
 - XF T Cell Persistence Assay
 - XF T Cell Fitness Assay**
 - XF Mito Tox Dose
 - XF Mito Tox Screening



Hear What Some of Our Customers Are Saying ...



Joy Feng
Gilead Sciences



Amanda Papakyrikos
Lucy Therapeutics



Yili Xu
Gilead Sciences



Roddy O'Connor
University of Pennsylvania
School of Medicine

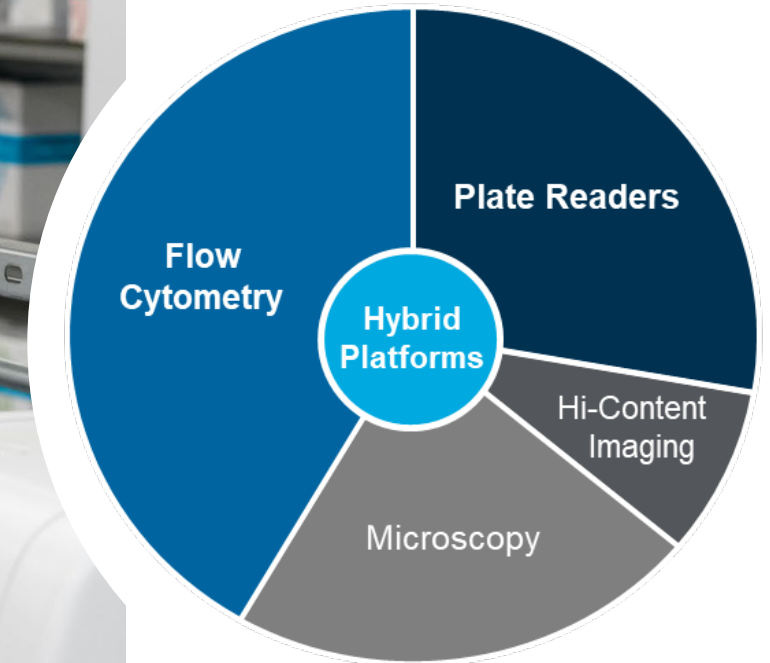
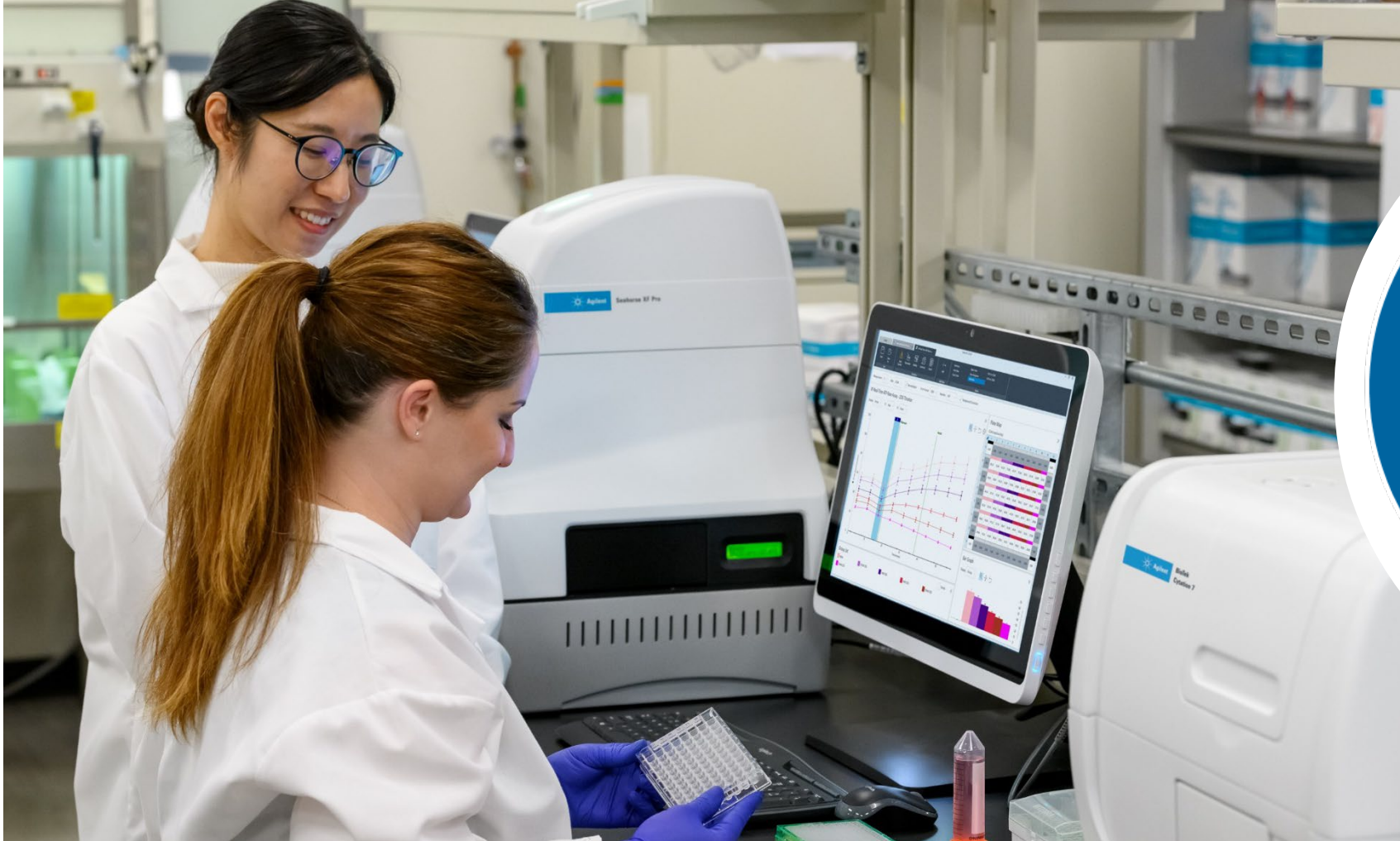


Agilent Seahorse XF Pro Customer Video



Transforming the Lab of the Future

Agilent Cell Analysis instruments connections and synergies





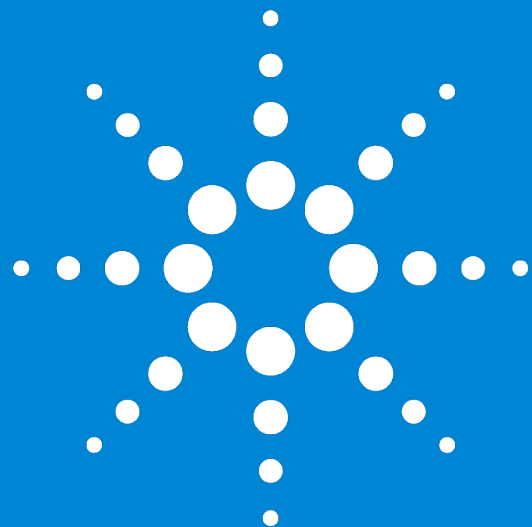
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Agilent

Trusted Answers