

Transforming MS Intelligence

ASMS 2022 Press Conference

June 6, 2022



Safe Harbor Statement

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, 2021. The company assumes no obligation to update the information in this presentation

Today's Presenters



Sudharshana Seshadri

Vice President and General Manager
Mass Spectrometry Division



Jennifer Gushue

Associate Vice President,
Mass Spec Marketing,
Mass Spectrometry Division

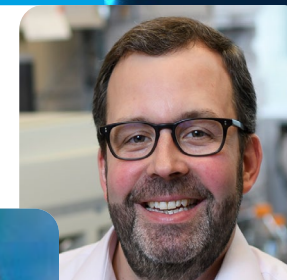
ASMS 2022 At-a-Glance

Mass SPECTacular Customer Appreciation Event

Sunday, June 5, 12:30–3:00 p.m.
Millennium Minneapolis Hotel Grand Ballroom

Tracking Molecules Made
by the Human Microbiome

Dr. Justin Cross
Memorial Sloan Kettering Cancer Center



Carbohydrate analysis and the dark
matter of food - from fundamental
discoveries to start-up companies

Dr. Carlito Lebrilla
University of California, Davis



Adopting Technologies to Streamline
Biotherapeutics Characterization

Dr. Harsha Gunawardena
The Janssen Pharmaceutical Companies
of Johnson & Johnson



Ion Mobility Event

Sunday, June 5 | 3:00–5:00 p.m.

Collision Induced Unfolding:
Rapid, Sensitive, Information
Rich Stability Measurements

Dr. Brandon Ruotolo
University of Michigan



The use of high-resolution ion mobility
for structural insight into consequential
lipid membrane biology

Dr. Jace Jones
University of Maryland School of Pharmacy



ASMS 2022 At-a-Glance



Breakfast Sessions	Monday June 6 7:00-8:15 am	Tuesday June 7 7:00-8:15 am	Wednesday June 8 7:00-8:15 am
	Oligo To Go	The Head & Heart of Routine Analysis	Omics Remix

For more information visit: <https://explore.agilent.com/asms>

Awards for Scientists in Mass Spectrometry

Research at Primarily Undergraduate Institutions Award

Mac Gilliland

Furman University



ASMS Award
Sponsored by Agilent

Steve Berger Academic Travel Awards

Kayd Meldrum

University of Oregon



Michaele Schwaiger-Haber

Washington University
in St. Louis



Agilent Sponsored Award

Darlene Solomon Award

Federica Fiorini

Institut de Biologie et Pathologie,
CHU Grenoble Alpes



Agilent / FeMS
Co-sponsored Award

Delivering Best-in-Class, Time-to-Value



Collaborating
and consulting with
customers to develop
better solutions



Continued
commitment to
technological
innovation



Sustainability
as a key imperative

**“Sustainability is something I
always think about when buying
a product from a company, even
if the price is higher.”**

Pathology Lab Manager

Customer Insights Driving Agilent's Innovation Now and in the Future

In biopharma deep scientific insights driven with efficiency is paramount



Use of mass spec is on the rise for applications in biopharma



Strong desire to automate processes



Speed is a key driver and will continue to be the driving force

Delivering Intelligence to Enable Results

Agilent is uniquely positioned to deliver on accessible and usable mass spec

Sample Prep

Method Set up



Strong desire to automate processes

Data Acquisition

Data Processing & Reporting



S
i
g

“Cost is not an issue anymore. We need efficiency, reproducibility, robust, easy-to-maintain and take apart instruments. As well as seamless connection to software, to be able to used with raw data.”

Biopharma customer

Embracing Artificial Intelligence and Machine Learning

- Agilent acquired AI technology from Virtual Control on February 17, 2022
- Smart technology that maintains continuous retraining on new data using AI
- Intuitive user interface requiring minimal training
- The AI technology will be integrated into future mass spec software platforms



“ACIES is in the top three list of innovations that has made significant difference in the lab operations in terms of efficiency and consistency.”

Dana Park, Marketing Director, Modern Testing Services (Now a part of Eurofins)

Aspects of Instruments and Intelligence

[Link to the video available on the ASMS Media Room](#)



Brett Marsh
Research Scientist



Tom Bispham
Co-Founder & CEO



Shane Tichy
Associate Vice President,
Quadrupole Instrumentation

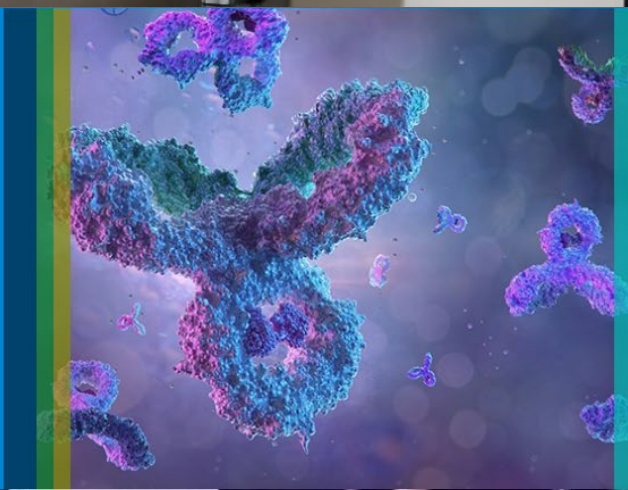


Discover the Possibilities

Agilent MS solutions



Delivering Best in Class Solutions for Biopharma













From Days to Minutes with BioConfirm 12.0

A giant step forward in biomolecule characterization

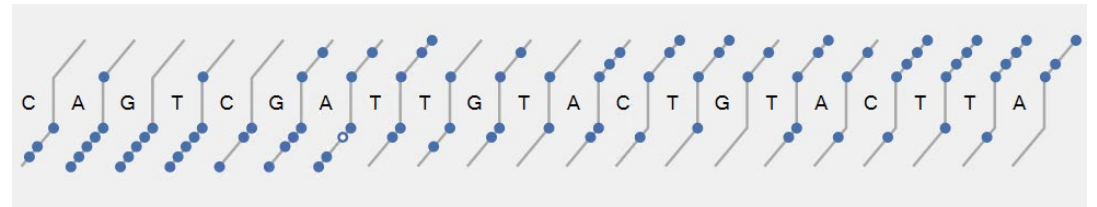
New



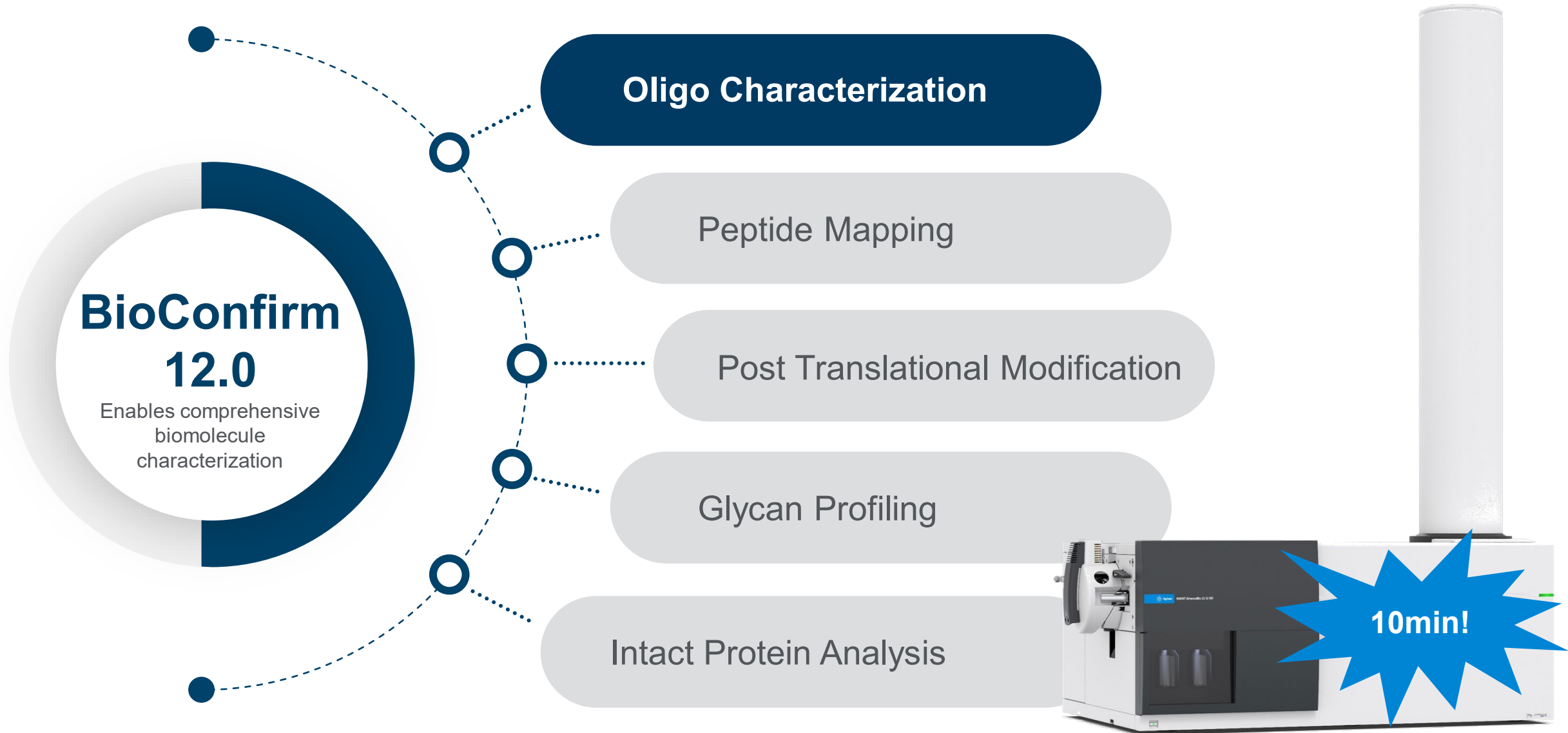
- Accelerate identification of full-length oligo products and potential Impurities
- Automate oligo sequence confirmation using MS/MS data
- Customize software to specific oligo nomenclature
- Stay in control with compliance-ready features

“I’m **really excited** about the new oligonucleotide analysis package. The integrated BioConfirm 12.0 workflow is **very easy to use and represents significant time and resource savings.**”

Leo Joyce, Ph.D.
Arrowhead Pharmaceuticals



Take a Giant Step Forward in Biomolecule Characterization



Discover the Possibilities

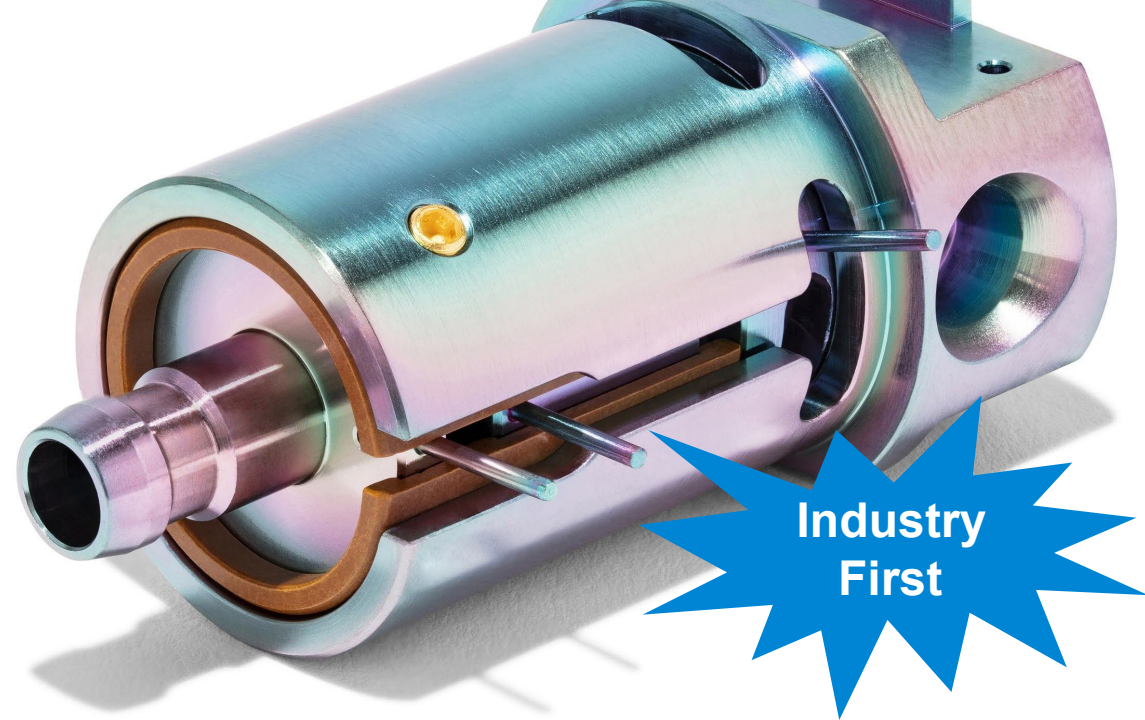
Agilent GCMS solutions

Revolutionary Innovation

HydroInert Ion Source

Providing the Path to Transition to H₂

- Better sensitivity
- Superior peak shape
- Industry leading spectral fidelity
- Easily transition to low cost, renewable hydrogen gas



“Replacing the helium carrier gas with hydrogen on our GCMS instruments would nearly eliminate our need for helium, **easing a major pain point for commercial labs.**”

Agustin Pierri, Lab Manager, Weck Labs



Maximum Productivity, Highest Performance

5977C GC/MSD

Throughput. Uptime. Efficiency. Operating costs.

Intelligent instrumentation

- **CrossLab Smart Alerts** monitor instrument health and proactively notifies users of issues
- Built-in **GC intelligence** enabling remote access, convenient diagnostics and maintenance options

Great performance, Improved flexibility

- New **HydroInert** Ion source overcomes performance challenges associated with hydrogen carrier gas
- **JetClean** self-cleaning ion source
- **Capillary Flow** Technology: Backflush improves column life and reduces source contamination

New



Key application areas:  Pharma  Food Safety  Environmental Analysis



Intelligence for Optimal Performance

7000E & 7010C GC/TQ



Enhanced uptime with built-in intelligence

- **Adaptive SWARM Autotune** reduces tuning time in half
- **Advanced system diagnostic** monitor system health and quickly diagnose any issues

Increased confidence with new acquisition modes

- **Triggered MRM (tMRM)** improves compound confirmation
- **Simultaneous dMRM/Scan** mode enables retrospective analysis

HydroInert ion source overcomes key performance challenges with H₂



Key application areas:



Pharma



Food Safety



Environmental Analysis



Discover the Possibilities

The Most Intelligent GCMS systems
Revolutionary HydroInert Ion Source

Find new level of confidence with more accessible GCMS

Discover the Possibilities

Agilent LCMS solutions

Unbelievably Robust, Remarkably Intelligent

6475 triple quadrupole LC/MS system



New

Increased uptime with built-in Intelligence

- Early maintenance feedback and **adaptive SWARM autotune** helps maintain performance and longevity of your instrument
- **Intelligent Reflex** modifies the worklist to prevent carryover or out of tolerance measurements

Higher throughput in less time – improved productivity

- Enhanced computing capacity enables **greater number of MRMs** for comprehensive methods or lower dwell times

Enables **data integrity** as defined in 21CFR Part 11 & Annex 11

Intelligent Reflex

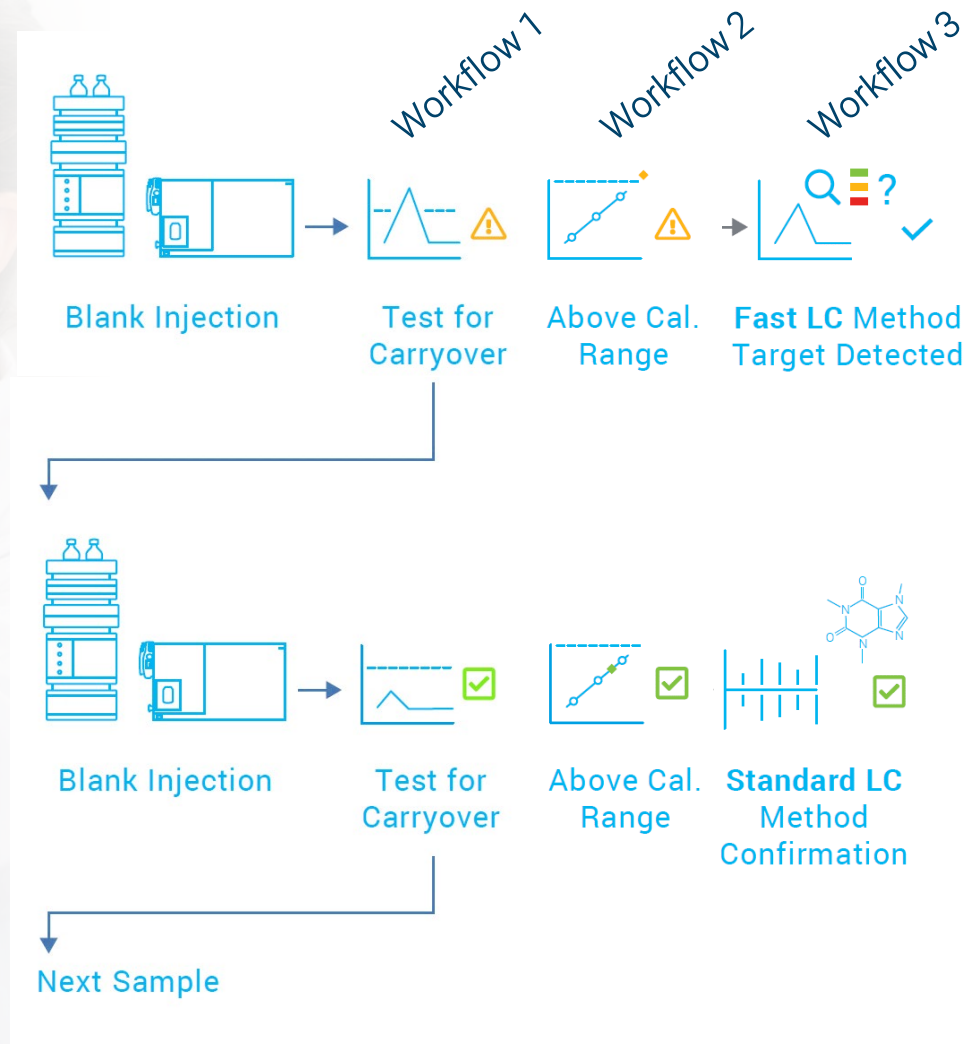
Game Changing Logic-Driven Error Prevention to intelligently modify the worklist



Revolutionary

“The Mass Hunter Intelligent Reflex feature allowed the **same day** acquisition of **screening and confirmatory tests** from the same well-plates for **hundreds of specimens**. The intelligence built into the software prompts only the presumptive positive specimens, identified during screening, to be scheduled for confirmatory testing **without any user intervention.**”

Government Agency



Discover the Possibilities

with the Smartest & Most Intelligent MS instruments

Take a Closer Look at the Lab of the Future

HydroInert Ion Source

Automated Sequence Confirmation

Adaptive SWARM Autotune

Intelligent Reflex



“ If you're not worried about the maintenance,
then you can actually do the science ”

- Brett Marsh





Agilent

Trusted Answers