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Cc: Bill Sullivan, CEO; Mike McCullen, CEO-Elect; Darlene Solomon, Chief Technology Officer

Mr. Kaltenbach, Mr. Sullivan, Mr. McCullen, and Ms. Solomon:

The recent and abrupt decision by Agilent to exit the NMR business has negative consequences for all of the stakeholders: the user community, the Agilent employees and Agilent shareholders. Your decision appears to ignore the complementary and interrelated nature of experimental analysis, which is inherently strengthened by the use of multiple analytic modalities to improve confidence in results. A case in point is the use in metabolomics of NMR as a complement to mass spectrometry, because quantification of metabolites is inherently simpler using NMR than via mass spectrometry. By exiting the NMR business and abandoning a fundamental analytical tool that has served chemistry and biology for over 60 years, Agilent is undermining its stated business objective of providing flexible and powerful solutions to its life sciences and chemistry constituencies. It also greatly diminishes the credibility of Agilent as a reliable partner for any major scientific instrumentation, because it contradicts many unequivocal statements that your company has recently made about its commitment to NMR.

The timing of the announcement also ignores recent developments, including new technologies for further advancing the utility and sensitivity of NMR analyses that were emerging from Agilent with the potential to drive further advances, and the recent report from the National Research Council (NRC) recommending a large federal initiative to advance high magnetic field research. Achieving the aims of the NRC report is likely to entail investments of \$100 million or more in NMR instrumentation.

The negative consequences of your decision fall heavily on the academic & industrial R&D community that invested in Agilent NMR instrumentation. The cost of converting hundreds of millions of dollars of this legacy equipment to instruments with a future upgrade path — now a virtual monopoly held by Bruker Biospin — is staggering to contemplate. With federal, state and private research support already stretched, this amounts to an unbearable tax on the US research enterprise, where the majority of installed Agilent instrumentation resides.

No one disputes the right and responsibility of Agilent to act in the best interests of its shareholders. However, we vigorously dispute the calculus that leads to the conclusion that the decisions to precipitously close down the MRI and subsequently, NMR, divisions are really in the best long-term interest of Agilent. Indeed, it is clear that the damage that sudden decisions like these – which contradict every public statement and assurance made by Agilent's senior

management – will inflict upon Agilent's NMR customer base will ultimately propagate to other Agilent business lines, because the customers for the other instruments and for NMR instruments are largely one and the same.

In consequence, we urge the management and directors of Agilent to take steps to address the future of the NMR division in a way that responsibly addresses the concerns of all the stakeholders, and will restore the credibility of Agilent as a valued partner. Steps that further hinder the research community, including those which could limit access to parts inventories or restrictions on access to documentation, schematic diagrams, or software, would only exacerbate the damage to Agilent's credibility. We strongly suggest that Agilent initiate a dialog with the affected NMR community to identify steps that could mitigate the burdens created by this unfortunate decision.

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- 6. Fabio Almeida, Federal University of Rio de Janeiro, Brazil
- 7. Eugenio Alvarado, University of Michigan, United States
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