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致：瓦里安公司客户

主题：安捷伦科技公司（Agilent Technologies）并购瓦里安公司（Varian Inc.）为客户提供更多服务

因为您是最受尊敬的客户，在此我想亲自告诉您：安捷伦科技公司刚刚签署了一项协议，将收购美国瓦里安公司。

您知道，安捷伦是另一家长期在科学仪器市场处于领先与创新地位的公司，安捷伦和瓦里安均来自拥有早期硅谷核心创新先驱的丰富资产及集成。今天，安捷伦和瓦里安公司拥有互补的技术、产品和人力，每个公司在不同的地域和应用领域，均带来非常专业的技术知识。虽然我们是不同的企业，但这两家公司都有着对客户满意度深刻的承诺。

综上所述，两个强大的公司因优势互补与共同的价值观而结合。最令我们兴奋的是：我们将协力合作，为客户提供行业内最全面的解决方案。我们也希望此次并购能加强我们在全世界各地的服务和支持的力度。

您或许会有一些问题：是有关此次的并购从现在起将如何影响到您和您与瓦里安的互动发展。这取决于监管机构的批准，安捷伦预计将在 2009 公历年结束前完成并购程序。在此之前，我们仍保持两个独立的公司，一切商业运作照常。我们将成立核心专业团队来处理并购业务与程序，因此我们的销售团队及国外工厂的所有人员将不受任何干扰地继续为客户服务。

在并购工作结束前，安捷伦和瓦里安公司将继续分别推广和销售他们各自的产品。即将成立的整合团队将致力于所有并购的计划。一旦交易结束时，其中多数计划将被传达沟通。请注意在组成一个实体前，两家公司中没有人能够预期或分享合并后的情况。整合规划中的某些方面，例如未来整合化产品的发展与计划，有可能将在并购结束后继续进行。

瓦里安公司将继续为您的应用与产品提供支持服务。同时在安捷伦和瓦里安公司合并后，我们将努力确保平稳过渡，使您对提供仪器的服务支持确信无疑。事实上，提高我们对您的服务，正是这次并购的主要目标之一。

我们希望能与您分享我们对此次合并的热情，我们也预期能有更多的更宽广的机会，为您提供服务。

顺致问候

Garry W. Rogerson, Ph.D.  
Chairman and Chief Executive Officer  
Varian, Inc.

Bill Sullivan  
President and Chief Executive Officer  
Agilent Technologies

## **Additional Information and Where to Find It**

Varian, Inc. ("Varian") plans to file with the Securities and Exchange Commission (the "SEC") and furnish to its stockholders a proxy statement in connection with the proposed merger with **Cobalt** Acquisition Corp., pursuant to which Varian would be acquired by Agilent Technologies, Inc. (the "Merger"). The proxy statement will contain important information about the proposed Merger and related matters. INVESTORS AND STOCKHOLDERS ARE URGED TO READ THE PROXY STATEMENT CAREFULLY WHEN IT BECOMES AVAILABLE. Investors and stockholders will be able to obtain free copies of the proxy statement and other documents filed with the SEC by Varian through the web site maintained by the SEC at [www.sec.gov](http://www.sec.gov). In addition, investors and stockholders will be able to obtain free copies of the proxy statement from Varian by contacting Investor Relations by telephone at +1 (650) 424-5471, by mail at Varian, Inc., 3120 Hansen Way, Palo Alto, California 94304-1030, Attn: Investor Relations, by e-mail at [ir@varianinc.com](mailto:ir@varianinc.com), or by going to Varian's Investor Relations page on its corporate web site at [www.varianinc.com](http://www.varianinc.com) (click on "Investors", then on "SEC Filings").

Varian and its directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of Varian in connection with the proposed Merger. Information regarding the interests of these directors and executive officers in the transaction described herein will be included in the proxy statement described above. Additional information regarding these directors and executive officers is also included in Varian's proxy statement for its 2009 Annual Meeting of Stockholders, which was filed with the SEC on December 19, 2008. This document is available free of charge at the SEC's web site at [www.sec.gov](http://www.sec.gov), and from Varian by contacting Investor Relations by telephone at +1 (650) 424-5471, by mail at Varian, Inc., 3120 Hansen Way, Palo Alto, California 94304-1030, Attn: Investor Relations, by e-mail at [ir@varianinc.com](mailto:ir@varianinc.com), or by going to Varian's Investor Relations page on its corporate web site at [www.varianinc.com](http://www.varianinc.com) (click on "Investors", then on "SEC Filings").

## **Note on Forward-Looking Statements**

This letter contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including but not limited to, statements regarding the expected benefits of the proposed Merger, the ability of the parties to consummate the proposed Merger and the expected timing of the closing of the proposed Merger. These forward-looking statements involve certain risks and uncertainties that could cause actual results to differ materially from those indicated in such forward-looking statements, including, but not limited to, the ability of the parties to consummate the proposed Merger, satisfaction of closing conditions precedent to the consummation of the proposed Merger, the ability of Agilent to successfully integrate Varian's operations and employees, the ability to realize anticipated synergies and cost savings of the proposed Merger, and such other risks as identified in Varian's Annual Report on Form 10-K for the fiscal year ended October 3, 2008, and Varian's most recent Quarterly Report on Form 10-Q, each as filed with the SEC, which contain and identify important factors that could cause the actual results to differ materially from those contained in the forward-looking statements. Varian assumes no obligation to update any forward-looking statement contained in this letter.