

Varian Inc. Greater China
The 4th Floor, 16 East Building
Creative Cross-Border Industrial Park
No. 140 Tian Lin Road
200233 Shanghai, China
www.varianinc.com



致：瓦里安公司客戶

主題：安捷倫科技公司（Agilent Technologies）併購瓦里安公司（Varian Inc.）為客戶提供更多服務

因為您是最受尊敬的客戶，在此我想親自告訴您：安捷倫科技公司剛剛簽署了一項協議，將收購美國瓦里安公司。

您知道，安捷倫是另一家長期在科學儀器市場處於領先與創新地位的公司，安捷倫和瓦里安均來自擁有早期矽谷核心創新先驅的豐富資產及集成。今天，安捷倫和瓦里安公司擁有互補的技術、產品和人力，每個公司在不同的地域和應用領域，均帶來非常專業的技術知識。雖然我們是不同的企業，但這兩家公司都有著對客戶滿意度深刻的承諾。

綜上所述，兩個強大的公司因優勢互補與共同的價值觀而結合。最令我們興奮的是：我們將協力合作，為客戶提供行業內最全面的解決方案。我們也希望此次併購能加強我們在全球各地的服務和支持的力度。

您或許會有一些問題：是有關此次的併購從現在起將如何將影響到您和您與瓦里安的互動發展。這取決於監管機構的批准，安捷倫預計將在 2009 公曆年結束前完成併購程序。在此之前，我們仍保持兩個獨立的公司，一切商業運作照常。我們將成立核心專業團隊來處理併購業務與程序，因此我們的銷售團隊及國外工廠的所有人員將不受任何干擾地繼續為客戶服務。

在併購工作結束前，安捷倫和瓦里安公司將繼續分別推廣和銷售他們各自的產品。即將成立的整合團隊將致力於所有併購的計劃。一旦交易結束時，其中多數計劃將被傳達溝通。請注意在組成一個實體前，兩家公司中沒有人能夠預期或分享合併後的情況。整合規劃中的某些方面，例如未來整合化產品的發展與計劃，有可能將在併購結束後繼續進行。

瓦里安公司將繼續為您的應用與產品提供支持服務。同時在安捷倫和瓦里安公司合併後，我們將努力確保平穩過渡，使您對提供儀器的服務支持確信無疑。事實上，提高我們對您的服務，正是這次併購的主要目標之一。

我們希望能與您分享我們對此次合併的熱情，我們也預期能有更多的更寬廣的機會，為您提供服務。

順致問候

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. 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, or by going to Varian's Investor Relations page on its corporate web site at 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, 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, or by going to Varian's Investor Relations page on its corporate web site at 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.