



3M India Limited

WeWork Prestige Central
3rd Floor, 36 Infantry Road
Bengaluru 560001, India
Tel: +91 80 22231414
www.3M.com/in

June 2, 2022

The Corporate Relationship Department
Bombay Stock Exchange Limited,
1st Floor, New Trading Ring, Rotunda Building
P.J. Towers, Dalal Street, Fort
Mumbai - 400 001

Scrip Code - 523395

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, Bandra – Kurla Complex
Bandra (E), Mumbai – 400 051

Scrip Code – 3MINDIA

Dear Sirs,

Sub: Meeting with Analyst/Institutional Investors- Outcome/Presentation.

Ref: Regulations 30 of SEBI (LODR) Regulations, 2015.

In pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015 and in continuation of our earlier letter dated June 1, 2022 intimating scheduled Management Participation at the Annual Investor Conference organized by B&K Securities convened on June 2, 2022, please find attached Presentation made thereat.

This is for your information.

Thanking you,

Yours faithfully,

For 3M India Limited

Ramesh Ramadurai

Managing Director

(DIN: 07109252)

3M Science.
Applied to Life.™

Purpose led Performance – Long Term Value Creation

Ramesh Ramadurai
3M India Limited
2nd June 2022





Safe Harbour Statement

This presentation is meant for the current audience and discussion only. This presentation may contain statements about business prospects & market conditions that may involve substantial risks and uncertainties.

You are cautioned not to place undue reliance on these statements. Forecasts and hypothetical examples are subject to uncertainty & contingencies. Past performance is not a reliable indication of future performance.

Agenda

- **Purpose**
- 3M India Performance
- Growth & Value Creation
- Holistic & Sustainable Growth
- Q & A



Our purpose

Why 3M exists

Powered by Purpose

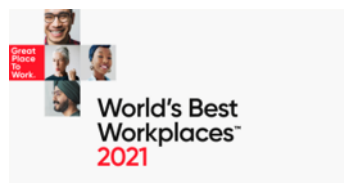
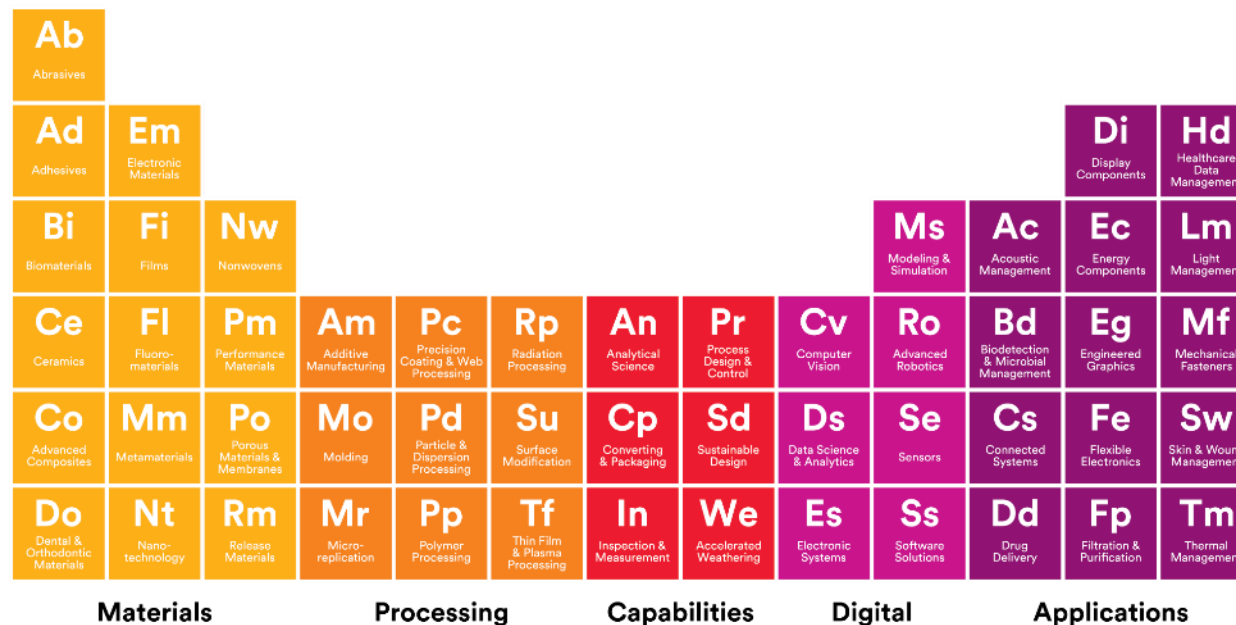
Delivering Growth



Unlock the power of people,
ideas, and science to reimagine
what's possible



120 Years Strong - Our Global Brand and Innovation engine



Global Sales

\$35.4B

R&D investment

\$2B

Patents

129,000+

Employees

95,000

(2021 Global year-end results)

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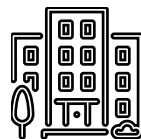
3M in India: 35 years of Innovation



(March 31, 2021 data)



Incorporated in **1987**
Publicly listed since **1991**



5 Branch Offices
3 Manufacturing facilities
3 Innovation Centers



INR 3336 crores
(consol. FY 2021-22)



1200+ Employees
100 R&D Professionals

Serving our customers through four Business Groups



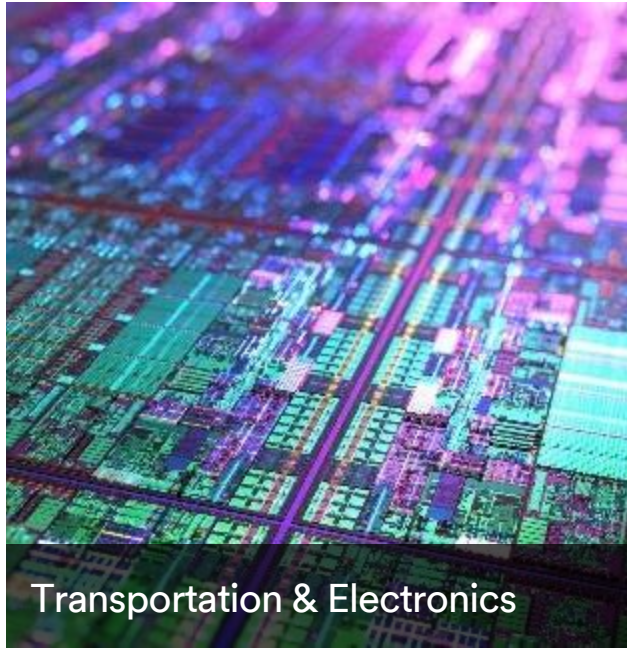
(FY 2021-22 consol. sales in INR shown at bottom of slide with sales mix%)



Safety & Industrial

Transforming how work gets done

1194 cr.
36% mix



Transportation & Electronics

Solving tough customer challenges to advance a connected world

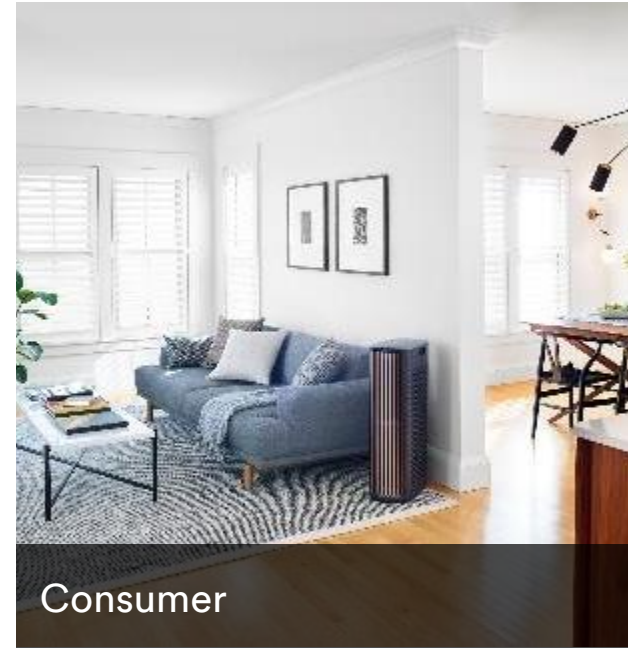
1174 cr.
35% mix



Health Care

Enabling better, smarter, safer healthcare

552 cr.
17% mix



Consumer

Bringing 3M to the hearts and minds of consumers

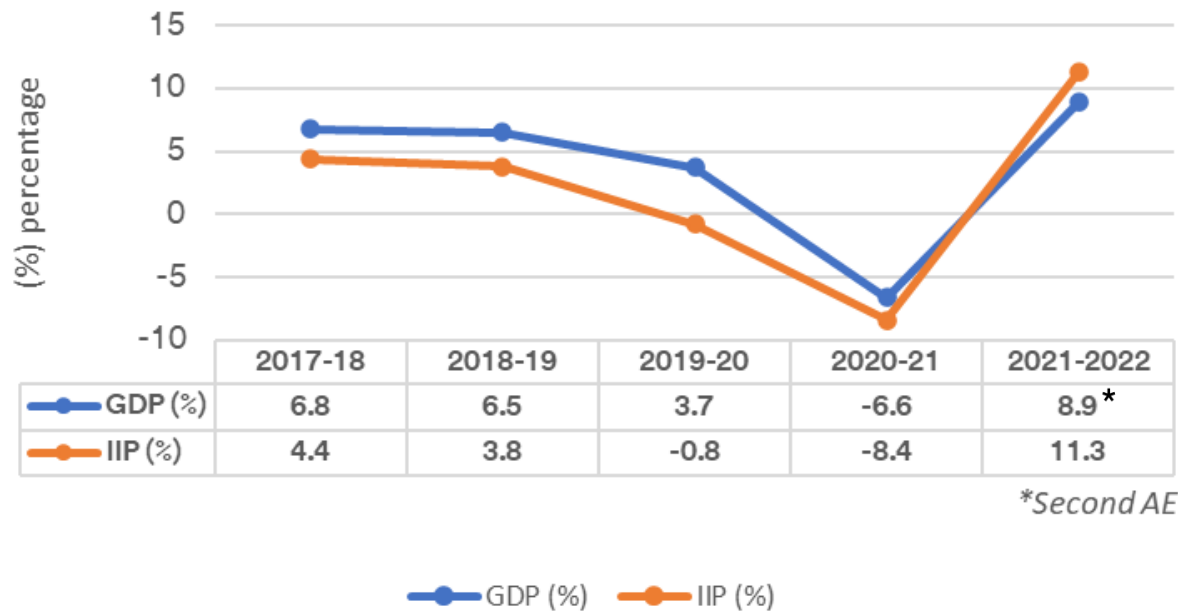
388 cr.
12% mix



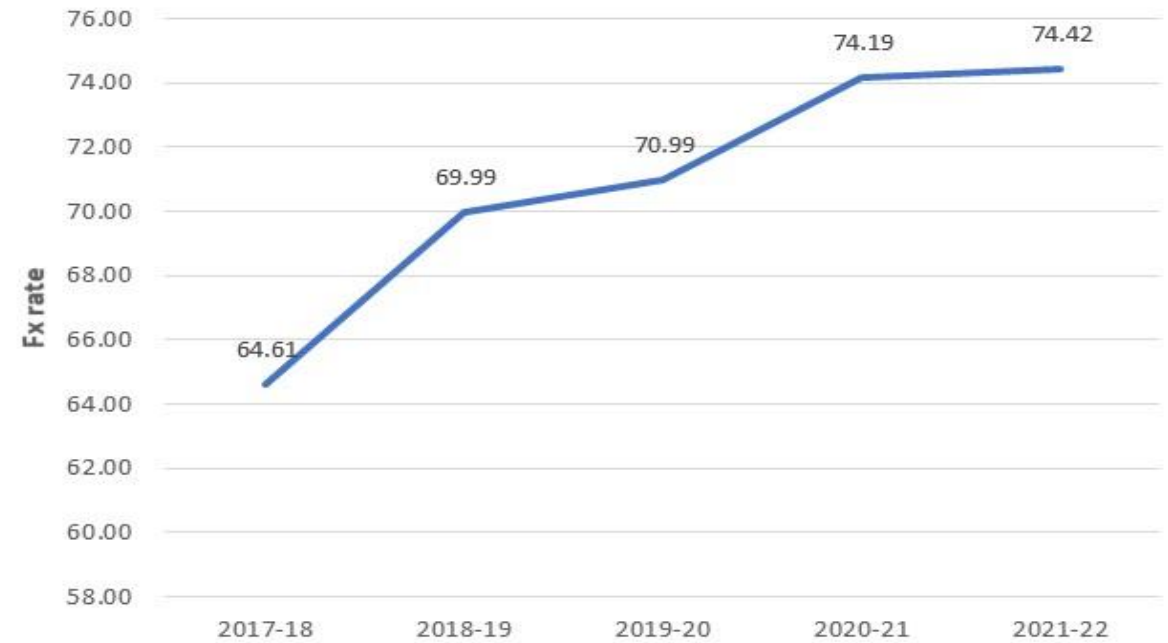
Macros & FX



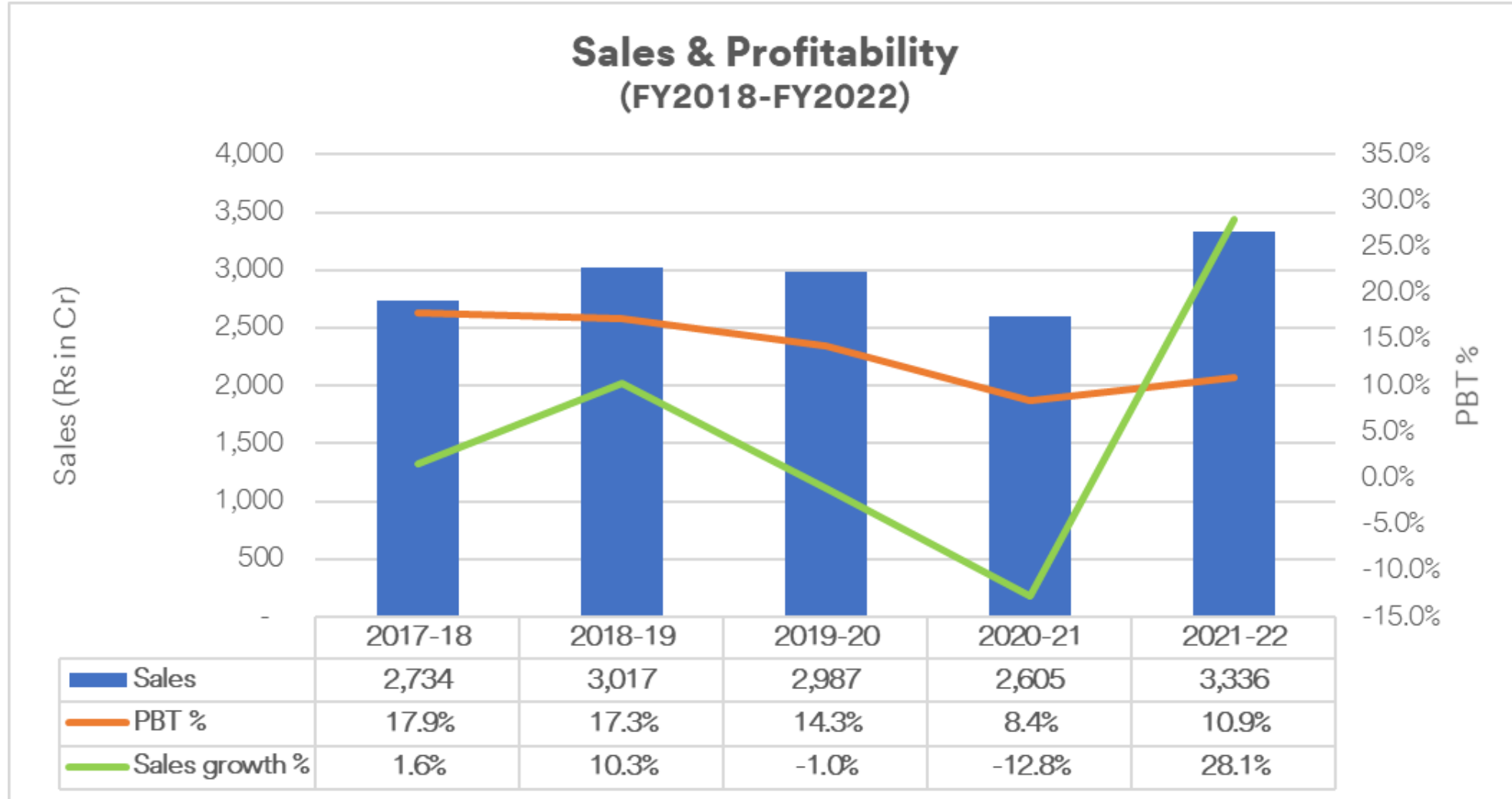
GDP & IIP



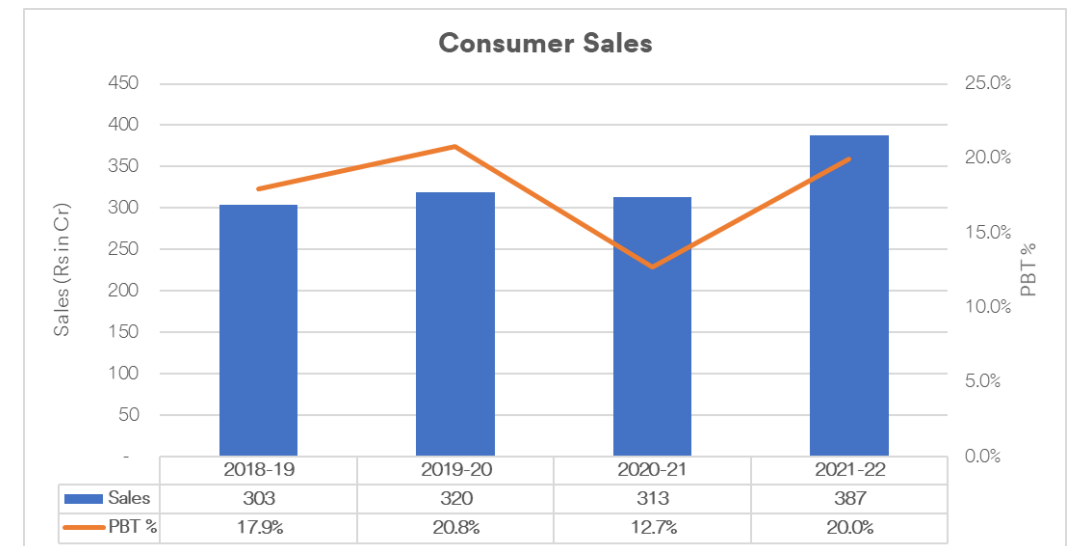
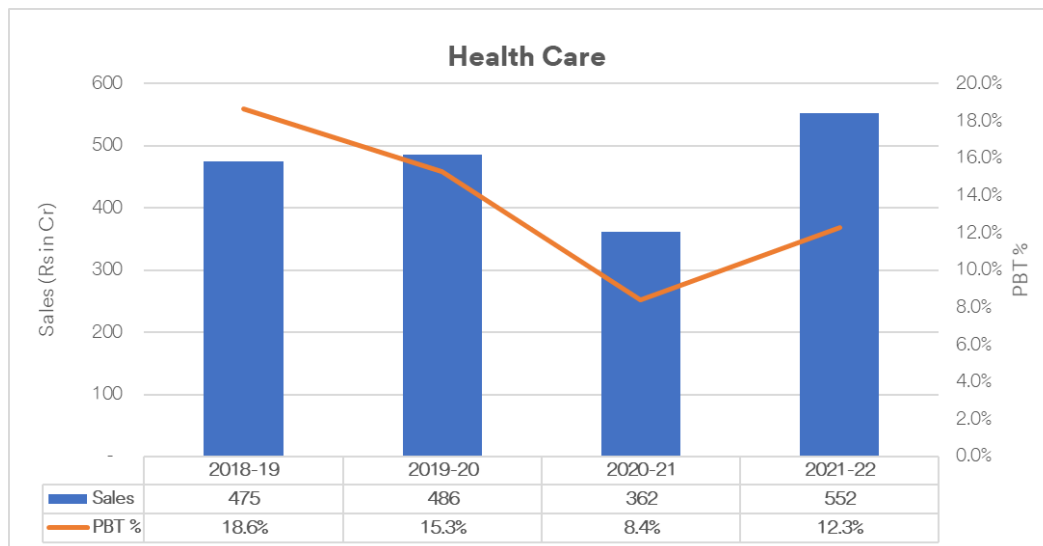
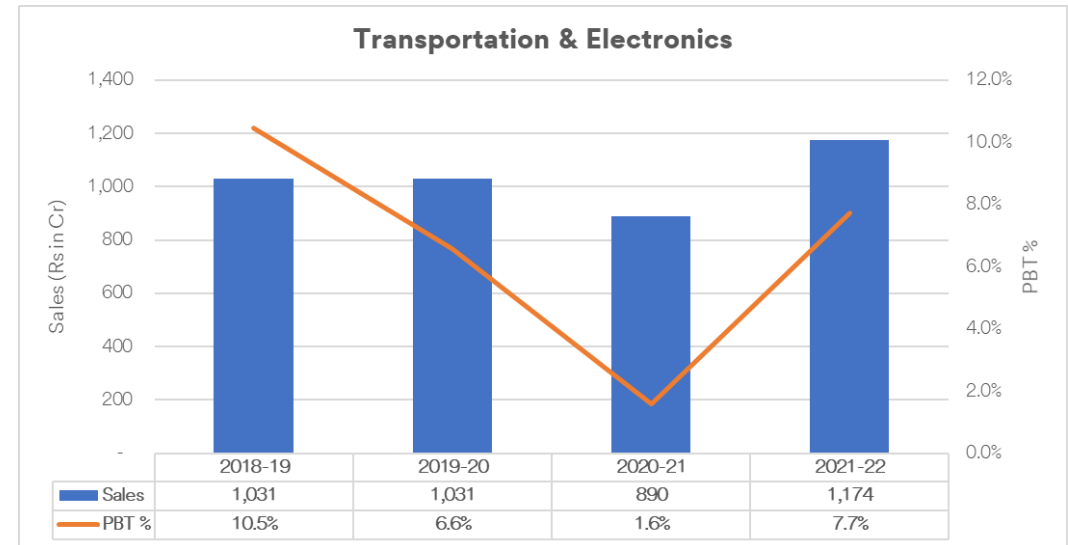
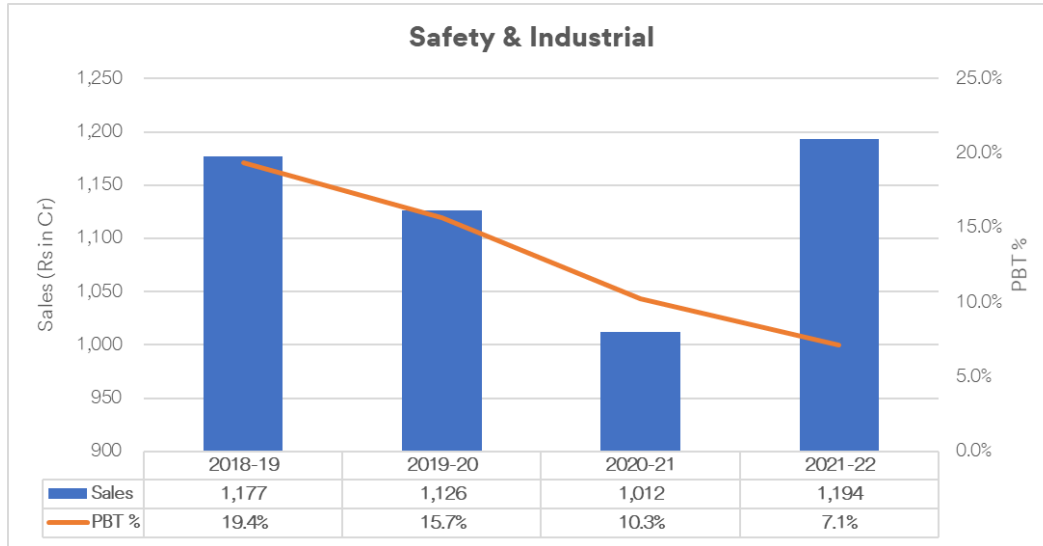
USD vs INR FX rate (annual avg)



Five Year Sales & PBT Trends (Consolidated)



Four Year Segment Sales & PBT Trends (FY2019 – FY2022)



Delivering Growth & Value Realization



Portfolio Management

- Faster growing segments
- Digital & e-Commerce
- Exit 2W graphics

New products

- Acoustics portfolio
- Road furniture solutions
- Respirators
- Scouring portfolio
- Medical products
- Car interior hygiene solutions

Transformation

- Digital customer connect (AE)
- Digital operations (mfg., business processes)
- GTM optimization

Localization

- Local manufacturing

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Connecting 3M's Fundamental Strengths to India's Growth Opportunities

Sectoral Growth Drivers



Consumer



- Portfolio expansion to include all cleaning categories
- New trends : Hybrid working, air quality, DIY home décor, personal mobility
- High Ecommerce adoption

Healthcare



- COVID impact on rise in infection prevention solutions
- Increasing use of biopharma filtration technologies
- Digitization, automation and analytics

Sectoral Growth Drivers



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Infrastructure



- Budget allocations for accelerating road construction
- Improving urban safety & mobility
- Emphasis on rural roads & safety

Transportation & Mobility



- Auto PLI – auto OEMs, components, ACC
- Regulations
- Vibrant EV eco-system
- Usage of light weight & low VOC materials

Sectoral Growth Drivers



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Manufacturing



- Development of vertical value chains
- Greater emphasis on safety practices
- Automation

Others



- Brand Owner Solutions
- Hygiene
- Vehicle Appearance

Amplified by Strong Government Initiatives



Production Linked Incentive Schemes

- High relevance for several 3M portfolios
- Pharma & Allied, Mobile Handheld & Television: Electronics, Automotive / EV, Solar PV Mfrs. & allied suppliers

GATI SHAKTI PLAN

Digital portal for coordinated planning & implementation of infra projects

16 ministries & departments will be part of it

Ensure faster implementation of projects & keep costs under control

Gati Shakti – Multi Modal Infra

- Roadways and railways transport capacity to be increased
- Renewable capacity to be increased to 225GW by FY25
- Around 200 new airports, heliports & water aerodromes envisioned

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Leadership during COVID: Across all relevant stakeholders



Our focus was on **employee safety and vaccinations**, enhanced manufacturing to meet growing demand for essential commodities, supporting **emerging community needs** and bringing new solutions for our customers to combat the pandemic.

Investing in our Communities in India

Meaningful partnerships, community engagement and causes aligned to SDGs



Education

Helping our children and young people harness their potential



From early child/ girl child education to supporting and mentoring young scientists & innovators



Community

Empowering the sustainability of our communities



From empowering women to public health and safety initiatives



Environment

Empowering communities with access to clean water & energy resources



From lake rejuvenation to rural solar electrification



COVID

Supporting frontlines and underserved communities



From Food security programs to Community Vaccination initiatives

Selected Recognition in India



Great Place to Work
Amongst the **Top 10**
companies for COVID support
2021



Working Mother & AVTAR
Best Companies for
Women in India
Amongst **100 Best Companies for**
Women in India
2021 & 2019



Recognized by Government authorities in Pune (PCMC) and Bangalore (BBMP) for supporting Government's fight against COVID through **community vaccination initiatives**.
2021



3M Electronics City plant
awarded the **State Level Safety**
award under **Large Category**
Industries by Department of
Factories, Boilers, Industrial Safety
and Health, **Govt. of Karnataka**.
2022

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