January 26, 2012

# 3M Posts Fourth-Quarter Sales of $\mathbf{\$ 7 . 1}$ Billion and Earnings of $\mathbf{\$ 1 . 3 5}$ per Share; Full-Year Sales Rise 11 Percent to \$29.6 Billion 

ST. PAUL, Minn.--(BUSINESS WIRE)--3M (NYSE: MMM) today reported record fourth-quarter sales of $\$ 7.1$ billion, up 5.7 percent year-on-year. Earnings were $\$ 1.35$ per share, an increase of 5.5 percent versus the fourth quarter of 2010 . The company generated $\$ 1.2$ billion in free cash flow during the quarter, equal to 128 percent of net income.

Fourth-quarter organic local-currency sales growth was 3.3 percent, of which 1.3 percent came from organic volume improvement and 2.0 percent from higher year-on-year selling prices. Acquisitions added 2.3 percent to sales and foreign exchange impacts added another 0.1 percent.

Sales growth was strongest in Industrial and Transportation at 14.3 percent, Safety, Security and Protection Services at 9.4 percent, Consumer and Office at 6.1 percent and Health Care at 5.4 percent. Sales declined 2.7 percent in Electro and Communications and 8.8 percent in Display and Graphics, as many customers continued to modify production levels in line with weaker demand. On a geographic basis, sales growth was strongest in Latin America/Canada at 9.7 percent and the U.S. at 7.4 percent.

For the full year 2011, 3M posted sales of $\$ 29.6$ billion, up 11.1 percent. Five of the company's six business segments posted growth for the year, led by Industrial and Transportation at 19.5 percent and Safety, Security and Protection Services at 15.2 percent. Latin America/Canada was the fastest-growing geographic region in 2011 at 15.6 percent. Full-year 2011 earnings were $\$ 5.96$ per share, an increase of 5.9 percent, operating margins were 20.9 percent and return on invested capital was 19.9 percent.
"2011 was a successful year for 3M, with record sales and earnings per share," said George W. Buckley, 3M chairman, president and chief executive officer. "We were resilient enough to achieve these results in the face of deteriorating demand in both Western Europe and consumer electronics. Our commitment to the future continued, with investments of $\$ 1.6$ billion in research and development and $\$ 1.4$ billion in capital expenditures during the year, aimed primarily at faster growing markets. Our 2011 results demonstrate the underlying strength of 3M's business model, as we once again generated double-digit top-line growth and premium return on capital. My thanks to 3Mers everywhere for another outstanding year."

Buckley continued, "Looking ahead, we believe that slower growth will persist into the first half of 2012, so we will increase attention to the bottom line in the near term. We know that in uncertain times, it is even more important that we innovate and differentiate ourselves, therefore we will preserve key investments in R\&D, sales and manufacturing to achieve accelerated growth."

3 M affirmed its 2012 full-year performance expectations. The company expects earnings to be in the range of $\$ 6.25$ to $\$ 6.50$ per share with organic sales volume growth of 2 to 5 percent. Operating income margins are expected to be between 21 and 22.5 percent for the year.

Fourth Quarter Business Segment Discussion

Industrial and Transportation

- Sales of $\$ 2.4$ billion, up 14.3 percent, including 5.9 percent from acquisitions.
- All businesses grew sales in local currencies, with double-digit increases in abrasives, aerospace, industrial adhesives and tapes, energy and advanced materials and automotive.
- Sales increased double-digits in all geographic regions.
- Operating income rose 14.0 percent to $\$ 472$ million; operating income margin of 19.6 percent.
- Sales of $\$ 1.3$ billion, up 5.4 percent.
- Local-currency sales increased in all businesses, led by infection prevention, skin and wound care, health information systems, food safety and drug delivery systems businesses.
- Double-digit sales growth in both Asia Pacific and Latin America/Canada.
- Operating income increased 12.0 percent to $\$ 389$ million; operating income margin of 30.8 percent.


## Consumer and Office

- Sales of $\$ 1.0$ billion, up 6.1 percent, including 3.1 percent from acquisitions.
- Positive local-currency sales growth in DIY, stationery products, office supplies and home care products.
- Sales increased double-digits in Europe, boosted by acquisitions, and in Asia Pacific; sales up just slightly in the U.S.
- Operating income rose 2.4 percent to $\$ 179$ million; operating income margin was 17.6 percent, negatively impacted by recent GPI acquisition.

Safety, Security and Protection Services

- Sales of $\$ 927$ million, up 9.4 percent.
- Double-digit local-currency sales growth in security systems and personal safety; sales up single-digits in building and commercial services.
- Sales in roofing granules business declined due to channel inventory reductions.
- Sales growth was strongest in the U.S. and Latin America/Canada.
- Operating income rose 4.0 percent to $\$ 171$ million; operating margin of 18.5 percent.


## Display and Graphics

- Sales of $\$ 823$ million, down 8.8 percent.
- Local currency sales declined 17 percent in optical systems, impacted by slower consumer electronics activity and lower LCD TV attachment rates.
- Sales in traffic safety systems declined in local currency; government highway funding remains weak, particularly in the U.S. and Western Europe.
- Local-currency sales rose in both architectural markets and commercial graphics.
- Largest sales declines in Asia Pacific, largely electronics-related, and in Europe.
- Operating income rose 9.7 percent to $\$ 157$ million; operating margin of 19.2 percent.


## Electro and Communications

- Sales of $\$ 768$ million, down 2.7 percent.
- Local-currency sales to consumer electronics down high single digits, impacted by decelerating end-market demand.
- Single-digit local currency sales growth in electrical business; communication markets' sales were flat year-on-year.
- Sales rose in Latin America/Canada, the U.S. and Europe; Asia Pacific sales down due to electronics.
- Operating income of $\$ 153$ million, down 7.2 percent; operating margin of 19.8 percent.

3M will conduct an investor teleconference at 9:00 a.m. EST (8:00 a.m. CST) today. Investors can access this conference via the following:

- Live webcast at http://investor.3M.com.
- Live telephone:

Call 800-762-2596 within the U.S. or +1 212-231-2916 outside the U.S. Please join the call at least ten minutes before the start time.

- Webcast replay:

Go to 3M's Investor Relations website at http://investor.3M.com and click on "Quarterly Earnings."

- Telephone replay:

Call 800-633-8284 (for both U.S. and outside the U.S.; access code is 21538619).
The telephone replay will be available until 10:00 a.m. CST on January 31, 2012.

## Forward-Looking Statements

This news release contains forward-looking information about 3M's financial results and estimates and business prospects that involve substantial risks and uncertainties. You can identify these statements by the use of words such as "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "will," "target," "forecast" and other words and terms of similar meaning in connection with any discussion of future operating or financial performance or business plans or prospects. Among the factors that could cause actual results to differ materially are the following: (1) worldwide economic and capital markets conditions and other factors beyond the Company's control, including natural and other disasters affecting the operations of the Company or its customers; (2) the Company's credit ratings and its cost of capital; (3) competitive conditions and customer preferences; (4) foreign currency exchange rates and
fluctuations in those rates; (5) the timing and acceptance of new product offerings; (6) the availability and cost of purchased components, compounds, raw materials and energy (including oil and natural gas and their derivatives) due to shortages, increased demand or supply interruptions (including those caused by natural and other disasters and other events); (7) the impact of acquisitions, strategic alliances, divestitures, and other unusual events resulting from portfolio management actions and other evolving business strategies, and possible organizational restructuring; (8) generating fewer productivity improvements than estimated; and (9) legal proceedings, including significant developments that could occur in the legal and regulatory proceedings described in the company's Annual Report on Form 10-K for the year ended December 31, 2010 and its subsequent quarterly reports on Form 10-Q (the "Reports"). Changes in such assumptions or factors could produce significantly different results. A further description of these factors is located in the Reports under "Cautionary Note Concerning Factors That May Affect Future Results" and "Risk Factors" in Part I, Items 1 and 1A (Annual Report) and in Part I, Item 2 and Part II, Item 1A (Quarterly Report). The information contained in this news release is as of the date indicated. The company assumes no obligation to update any forward-looking statements contained in this news release as a result of new information or future events or developments.

## 3M Company and Subsidiaries CONSOLIDATED STATEMENT OF INCOME (Millions, except per-share amounts) (Unaudited)

|  | Three-months ended <br> December 31, | Twelve-months ended <br> December 31, |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

3M Company and Subsidiaries<br>SUPPLEMENTAL CONSOLIDATED STATEMENT OF INCOME INFORMATION RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES<br>(Millions, except per-share amounts)<br>(Unaudited)

In addition to reporting financial results in accordance with U.S. generally accepted accounting principles (GAAP), the company also discusses non-GAAP measures that exclude special items. Operating income, net income attributable to 3 M (hereafter referred to as "net income"), and diluted earnings per share attributable to 3 M common shareholders (hereafter referred to as "diluted earnings per share") are all measures for which 3M provides the reported GAAP measure and an adjusted measure (excluding special items). Special items are not in accordance with, nor are they a substitute for, GAAP measures. Special items represent significant charges or credits that are important to an understanding of the company's ongoing operations. The company uses these non-GAAP measures to evaluate and manage the company's operations. The company believes that discussion of results excluding special items provides a useful analysis of ongoing operating trends. The determination of special items may not be comparable to similarly titled measures used by other companies.

The reconciliation provided below reconciles the non-GAAP financial measures with the most directly comparable GAAP financial measures for the twelvemonths ended December 31, 2010. There were no special items for the three-months and twelve-months ended December 31, 2011, or for the three-months ended December 31, 2010.

(a) The twelve-months ended December 31, 2010 includes a one-time, non-cash income tax charge of $\$ 84$ million, or 12 cents per diluted share, resulting from the March 2010 enactment of the Patient Protection and Affordable Care Act, including modifications made in the Health Care and Education Reconciliation Act of 2010 (collectively, the "Act"). The charge is due to a reduction in the value of the Company's deferred tax asset as a result of the Act's change to the tax treatment of Medicare Part D reimbursements.

## 3M Company and Subsidiaries <br> CONDENSED CONSOLIDATED BALANCE SHEET <br> (Dollars in millions) <br> (Unaudited)

|  | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2010 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets |  |  |
| Cash and cash equivalents | \$ 2,219 | \$ 3,377 |
| Marketable securities - current | 1,461 | 1,101 |
| Accounts receivable - net | 3,867 | 3,615 |
| Inventories | 3,416 | 3,155 |
| Other current assets | 1,277 | 967 |
| Total current assets | 12,240 | 12,215 |
| Marketable securities - non-current | 896 | 540 |
| Investments | 155 | 146 |
| Property, plant and equipment - net | 7,666 | 7,279 |
| Goodwill and intangible assets - net | 8,963 | 8,640 |
| Prepaid pension benefits | 40 | 74 |
| Other assets (b) | 1,656 | 1,262 |
| Total assets | \$ 31,616 | \$ 30,156 |


| LIABILITIES AND EQUITY |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Short-term borrowings and current portion of long-term debt | \$ 682 | \$ 1,269 |
| Accounts payable | 1,643 | 1,662 |
| Accrued payroll | 676 | 778 |
| Accrued income taxes | 355 | 358 |
| Other current liabilities | 2,085 | 2,022 |
| Total current liabilities | 5,441 | 6,089 |
| Long-term debt | 4,484 | 4,183 |
| Pension and postretirement benefits (b) | 3,972 | 2,013 |
| Other liabilities | 1,857 | 1,854 |
| Total liabilities | \$ 15,754 | \$ 14,139 |
| Total equity (b) | \$ 15,862 | \$ 16,017 |
| Shares outstanding |  |  |
| December 31, 2011: 694,970,041 shares |  |  |
| December 31, 2010: 711,977,608 shares |  |  |
| Total liabilities and equity | \$ 31,616 | \$ 30,156 |

(b) The changes in 3M's defined benefit pension and postretirement plans' funded status, which is required to be measured as of each year-end significantly impacted several balance sheet lines. These required annual measurements increased non-funded pension and postretirement benefits' long-term liabilities by approximately $\$ 2.4$ billion (primarily due to a decrease in discount rates) and decreased stockholders' equity by approximately $\$ 1.6$ billion, with the other major impact primarily related to increased deferred taxes within other assets. Other pension and postretirement changes during the year, such as contributions and amortization, also impacted these balance sheet captions.

## NET CASH PROVIDED BY OPERATING ACTIVITIES

|  | December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |
| \$ | 5,284 | \$ | 5,174 |


| Cash flows from investing activities: |  |  |  |
| :---: | :---: | :---: | :---: |
| Purchases of property, plant and equipment | $(1,379)$ |  | $(1,091)$ |
| Acquisitions, net of cash acquired | (649) |  | $(1,830)$ |
| Purchases and proceeds from sale or maturities of marketable securities and investments - net | (745) |  | 273 |
| Other investing activities | 55 |  | 22 |
| NET CASH USED IN INVESTING ACTIVITIES | $(2,718)$ |  | $(2,626)$ |
| Cash flows from financing activities: |  |  |  |
| Change in debt | (307) |  | (472) |
| Purchases of treasury stock | $(2,701)$ |  | (854) |
| Proceeds from issuances of treasury stock pursuant to stock option and benefit plans | 902 |  | 666 |
| Dividends paid to shareholders | $(1,555)$ |  | $(1,500)$ |
| Other financing activities | (14) |  | (24) |
| NET CASH USED IN FINANCING ACTIVITIES | $(3,675)$ |  | $(2,184)$ |
| Effect of exchange rate changes on cash and cash equivalents | (49) |  | (27) |
| Net increase (decrease) in cash and cash equivalents | $(1,158)$ |  | 337 |
| Cash and cash equivalents at beginning of year | 3,377 |  | 3,040 |
| Cash and cash equivalents at end of period | \$ 2,219 | \$ | 3,377 |

(c) The Company revised the amounts previously presented for cash used in investing activities and cash used in financing activities for the year ended December 31, 2010 by $\$ 63$ million. This revision related to purchases of additional shares (noncontrolling interest) of non-wholly owned consolidated subsidiaries. These immaterial revisions increased cash used in financing activities and decreased cash used in investing activities.

| Three-months ended December 31, |  | Twelve-months ended December 31, |  |
| :---: | :---: | :---: | :---: |
| 2011 | 2010 | 2011 | 2010 |

## NON-GAAP MEASURES

Free Cash Flow:

Net cash provided by operating activities $\quad$| $\$ 1,738$ | $\$ 1,631$ | $\$$ | 5,284 | $\$$ | 5,174 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Purchases of property, plant and equipment

Free Cash Flow (d)

| (517) | (526) | $(1,379)$ | (1, |
| :---: | :---: | :---: | :---: |
| 1,221 | \$ 1,105 | \$ 3,905 | \$ 4,083 |

(d) Free cash flow is not defined under U.S. GAAP. Therefore, it should not be considered a substitute for income or cash flow data prepared in accordance with GAAP and may not be comparable to similarly titled measures used by other companies. The company defines free cash flow as net cash provided by operating activities less purchases of property, plant and equipment. It should not be inferred that the entire free cash flow amount is available for discretionary expenditures. The company believes free cash flow is a useful measure of performance and uses this measure as an indication of the strength of the company and its ability to generate cash.

|  | 2011 | 2010 |
| :---: | :---: | :---: |
| OTHER NON-GAAP MEASURES: |  |  |
| Net Working Capital Turns at Dec. 31 (e) | 5.0 | 5.3 |
| Return on Invested Capital for the twelve-months ended Dec. 31 (f) | 19.9 \% | 20.9 \% |

(e) The company uses various working capital measures that place emphasis and focus on certain working capital assets and liabilities. 3M's net working capital index is defined as quarterly net sales multiplied by four, divided by ending net accounts receivable plus inventory less accounts payable. This measure is not recognized under U.S. GAAP and may not be comparable to similarly titled measures used by other companies.
(f) The company uses non-GAAP measures to focus on shareholder value creation. 3M uses Return on Invested Capital (ROIC), defined as annualized after-tax operating income (including interest income) divided by average operating capital. Operating capital is defined as net assets (total assets less total liabilities) excluding debt. This measure is not recognized under U.S. GAAP and may not be comparable to similarly titled measures used by other companies.

| Sales Change Analysis <br> By Geographic Area | United States | AsiaPacific | Europe, <br> Middle East and Africa | Ameri Canada | WorldWide |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Volume - organic | 3.7 \% | (2.1) \% | (1.5) \% | 8.6 \% | 1.3 \% |
| Price | 3.0 | (0.6) | 2.5 | 4.6 | 2.0 |
| Organic local-currency sales | 6.7 | (2.7) | 1.0 | 13.2 | 3.3 |
| Acquisitions | 0.7 | 3.4 | 4.0 | 0.4 | 2.3 |
| Local-currency sales | 7.4 | 0.7 | 5.0 | 13.6 | 5.6 |
| Translation | - | 2.1 | (0.6) | (3.9) | 0.1 |
| Total sales change | 7.4 \% | 2.8 \% | 4.4 \% | 9.7 \% | 5.7 \% |
|  | Three-Months Ended December 31, 2011 |  |  |  |  |
| Worldwide <br> Sales Change Analysis <br> By Business Segment | $\qquad$ | Acquisitions | Localcurrency sales | Translation | $\begin{array}{r} \text { Total } \\ \text { sales } \\ \text { change } \end{array}$ |
| Industrial and Transportation | 8.3 \% | 5.9 \% | 14.2 \% | 0.1 \% | 14.3 \% |
| Health Care | 5.4 \% | - \% | 5.4 \% | - \% | 5.4 \% |
| Consumer and Office | 3.1 \% | 3.1 \% | 6.2 \% | (0.1) \% | 6.1 \% |
| Safety, Security and Protection Services | 9.8 \% | - \% | 9.8 \% | (0.4) \% | 9.4 \% |
| Display and Graphics | (9.0) \% | - \% | (9.0) \% | 0.2 \% | (8.8) \% |
| Electro and Communications | (3.3) \% | - \% | (3.3) \% | 0.6 \% | (2.7) \% |
|  | Twelve-Months Ended December 31, 2011 |  |  |  |  |
|  |  |  | Europe, <br> Middle | Latin |  |
| Sales Change Analysis <br> By Geographic Area | United States | AsiaPacific | East and Africa | America/ Canada | WorldWide |
| Volume - organic | 4.0 \% | 3.5 \% | 1.6 \% | 7.4 \% | 3.7 \% |
| Price | 1.9 | (1.4) | 1.6 | 3.5 | 1.0 |
| Organic local-currency sales | 5.9 | 2.1 | 3.2 | 10.9 | 4.7 |
| Acquisitions | 3.0 | 3.5 | 4.6 | 1.1 | 3.3 |
| Local-currency sales | 8.9 | 5.6 | 7.8 | 12.0 | 8.0 |
| Translation | - | 4.7 | 5.3 | 3.6 | 3.1 |
| Total sales change | 8.9 \% | $\underline{10.3 \%}$ | 13.1 \% | 15.6 \% | 11.1 \% |
|  | Twelve-Months Ended December 31, 2011 |  |  |  |  |
| Worldwide <br> Sales Change Analysis <br> By Business Segment | $\qquad$ | Acquisitions | Local- currency sales | Translation | $\begin{array}{r} \text { Total } \\ \text { sales } \\ \text { change } \end{array}$ |
| Industrial and Transportation | 10.0 \% | 5.9 \% | 15.9 \% | 3.6 \% | 19.5 \% |
| Health Care | 4.6 \% | 3.8 \% | 8.4 \% | 3.1 \% | 11.5 \% |
| Consumer and Office | 4.0 \% | 1.4 \% | 5.4 \% | 2.4 \% | 7.8 \% |
| Safety, Security and |  |  |  |  |  |
| Protection Services | 7.1 \% | 4.7 \% | 11.8 \% | 3.4 \% | 15.2 \% |
| Display and Graphics | (7.5) \% | 0.1 \% | (7.4) \% | 2.0 \% | (5.4) \% |
| Electro and Communications | 5.2 \% | 0.1 \% | 5.3 \% | 3.3 \% | 8.6 \% |


| BUSINESS SEGMENT INFORMATION NET SALES | Three-months ended December 31, |  |  | Twelve-months ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions) | 2011 |  | 2010 |  | 2011 |  | 2010 |
| Industrial and Transportation | \$ 2,402 | \$ | 2,101 | \$ | 10,073 | \$ | 8,429 |
| Health Care | 1,261 |  | 1,197 |  | 5,031 |  | 4,513 |
| Consumer and Office | 1,019 |  | 961 |  | 4,153 |  | 3,853 |
| Safety, Security and Protection Services | 927 |  | 848 |  | 3,821 |  | 3,316 |
| Display and Graphics | 823 |  | 903 |  | 3,674 |  | 3,884 |
| Electro and Communications | 768 |  | 789 |  | 3,306 |  | 3,043 |
| Corporate and Unallocated | 2 |  | (2) |  | 11 |  | 10 |
| Elimination of Dual Credit | (113) |  | (88) |  | (458) |  | (386) |
| Total Company | \$ 7,089 | \$ | 6,709 | \$ | 29,611 |  | 26,662 |
| BUSINESS SEGMENT INFORMATION OPERATING INCOME | Three-months ended December 31, |  |  | Twelve-months ended December 31, |  |  |  |
| (Millions) | 2011 |  | 2010 |  | 2011 |  | 2010 |
| Industrial and Transportation | \$ 472 | \$ | 414 | \$ | 2,057 | \$ | 1,754 |
| Health Care | 389 |  | 347 |  | 1,489 |  | 1,362 |
| Consumer and Office | 179 |  | 175 |  | 840 |  | 840 |
| Safety, Security and Protection Services | 171 |  | 165 |  | 814 |  | 709 |
| Display and Graphics | 157 |  | 144 |  | 788 |  | 946 |
| Electro and Communications | 153 |  | 164 |  | 712 |  | 670 |
| Corporate and Unallocated | (132) |  | (88) |  | (421) |  | (278) |
| Elimination of Dual Credit | (25) |  | (20) |  | (101) |  | (85) |
| Total Company | \$ 1,364 | \$ | 1,301 | \$ | 6,178 | \$ | 5,918 |

## About 3M

3 M captures the spark of new ideas and transforms them into thousands of ingenious products. Our culture of creative collaboration inspires a never-ending stream of powerful technologies that make life better. 3 M is the innovation company that never stops inventing. With $\$ 30$ billion in sales, 3 M employs 84,000 people worldwide and has operations in more than 65 countries. For more information, visit www.3M.com or follow @3MNews on Twitter.

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## Contact Media Relations

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These contacts are intended only for the media. If you are not a member of the media, please call 1-888-3M HELPS (1-888-364-3577).

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