3M Health Care Business

"Innovative solutions – from a trusted supplier – for better health"

We're a global leader offering innovative products and solutions for medical, oral care, health information management, drug delivery and food safety. We leverage 3M technology, world-class manufacturing and global reach to provide trusted products that help promote health and improve the quality, cost and outcomes of care.

Medical: Infection Prevention
We offer the broadest array of solutions in the fight against hospital-acquired infections. Our products are backed by a diverse portfolio of educational programs and knowledgeable technical service to provide practical support for your patients and staff.
www.3M.com/infectionprevention

Medical: Skin and Wound Care
Our extensive line of trusted products helps simplify and improve skin health and the treatment of wounds, both acute and chronic. These products provide cost-effective solutions and are supported by educational services, professional and technical support.
www.3M.com/skinhealth

3M™ Littmann® Stethoscopes
A trusted leader in auscultation technology. Littmann brand stethoscopes are renowned worldwide for unsurpassed quality, precision, acoustical superiority, innovative design and exceptional performance.
www.3M.com/littmann

Medical Specialties and OEM Products
The trusted source for medical device and product manufacturers. We offer innovative solutions, technologies and services for the medical device component market, including medical, surgical, ostomy, electrodes, optical, retail and diagnostics.
www.3M.com/medicalspecialties

Health Information Systems
Software and consulting services solutions across the health care continuum for transcription, speech recognition, clinical documentation improvement, document management, computer-assisted coding, quality, and revenue cycle management.
www.3Mhis.com

Oral Care: Dental (3M ESPE)
One of the largest dental supply companies in the world, 3M ESPE works collaboratively with dental professionals around the globe to find ways to make dentistry faster, easier and better for professionals and their patients.
www.3MESPE.com

Oral Care: Orthodontics (3M Unitek)
Offering more than 14,000 orthodontic solutions worldwide, we're an industry leader differentiated by our unwavering commitment to superior customer service and high quality products and services for straightening teeth and improving healthy smiles.
www.3MUnitek.com

Food Safety (Microbiology)
3M designs, manufactures and markets a full line of testing and monitoring products globally that assist food processors in providing healthy, wholesome and safe food by managing their quality and safety risk.
www.3M.com/microbiology

Drug Delivery Systems
We partner with pharmaceutical and biotech companies to team their molecules with our inhalation or transdermal drug delivery technology offering a full range of feasibility, development and contract manufacturing capabilities.
www.3M.com/dds

Veterinary Products (Animal Care)
Extending its health care expertise to animals, 3M provides high quality products and services to veterinary professionals, trainers and pet owners in the companion animal and equine marketplaces.
www.3M.com/animalcare

"We are committed to meeting the needs of health care professionals and our other partners. With a strong technology foundation and a deep understanding of our customers, 3M is well-positioned to deliver unparalleled value through innovative products and solutions across the health care and food processing industries."

– Brad Sauer, Executive Vice President, 3M Health Care Business

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3M Health Care – Delivering Value for the Advancement of Health Practices and Outcomes

For more than a century, people worldwide have looked to 3M for new products and ideas that solve everyday problems and make their lives easier and better. For decades, hospitals, clinics, dental offices and laboratories have trusted 3M as a dedicated partner supplying essential products designed to meet the unique needs of health professionals, thereby contributing to the advancement of better health practices, outcomes and quality of care.

Key points in Our History

- 1948: 3M provides tapes for the medical market and pioneers sterile surgical drapes based on the company's innovative adhesives and films technology.
- 1950: Autoclave tape marks 3M's first entry into sterilization assurance business.
- 1956: 3M creates the first metered-dose inhaler.
- 1964: 3M strength in materials science allows entry to the dental care market and launch of Addent™ Anterior Restorative, the first tooth-colored filling material.
- 1967: Littmann® stethoscopes become part of the 3M family through an acquisition.
- 1970: 3M acquires Riker Laboratories, a global prescription pharmaceutical R&D business
- 1980: 3M launches Scotchcast brand casting tape, the first water-activated synthetic casting tape.
- 1981: 3M introduces Tegaderm™ clear dressings for effective treatment of chronic wounds.
- 1984: 3M introduces Petrifilm™ Plates sample ready microbial testing for the food & beverage industry.
- 1988: 3M DuraPrep™ surgical solution helps maintain a sterile surface throughout surgery.
- 1995: 3M introduces the first CFC-free metered-dose inhaler, for asthma treatment.
- 1997: 3M Dental Products wins a Malcolm Baldrige National Quality Award.
- 2001: 3M acquires ESPE AG, creating 3M ESPE, one of the global leading providers of dental products.
- 2006: 3M divests its branded pharmaceuticals division to focus on its other health care businesses.
- 2007: 3M launches Protemp™ Crown, the world's first pre-formed, malleable temporary crown.
- 2008: 3M introduces Tegaderm™ CHG dressing for IV sites, designed to help prevent bloodstream infections.
- 2008: 3M offers dose-counting metered-dose inhalers for asthma and dry-powder inhalation technology.

Recent 3M Acquisitions

- Brontes Technologies: New chair-side oral scanner positions 3M as the leader in digital dentistry.
- SoftMed expands 3M Health Information Systems offerings in records management software.
- Biotrace International complement the widely used 3M Petrifilm™ Plate product line for food safety.
- OMNI Oral Pharmaceuticals broadens 3M ESPE's preventive dentistry product line.
- DMS Chile expands 3M's hospital surgical supplies offerings throughout the Latin America region.
- Abzil (Brazil) allows 3M Unitek to offer wider range of orthodontic products to emerging regions.
- Solumed (Canada) further broadens 3M's infection prevention product offerings.
- Imtec Corp. adds dental implants and cone beam imaging technology to 3M's dental product line.
- LingualCare (US) and TOP-Service für Lingualtechnik (Germany) makes 3M the world leader in highly aesthetic and digital orthodontic solutions.

Recognition of Our Efforts

- 3M Health Care receives Frost & Sullivan Customer Service Leadership award for its performance in the U.S. wound care market (2006).
- For the 3rd year in a row, 3M ESPE Dental Products ranked as the most innovative company in the industry by Dental Industry Review/Anaheim Group (2008).
- 3M Food Safety (Microbiology) receives prestigious Black Pearl Award for its outstanding achievement of corporate excellence in advancing food safety and quality from the International Association for Food Protection (2008).

3M Facts and Figures – 2010

3M Sales Worldwide . . . . . $26 billion International . . . . . $17.3 billion (63% of company's total) **Health Care Sales** . . . . . $4.5 billion (18% of company's total)	**Employees** Worldwide (approximate). . . . . 80,000 **R&D & Related Expenditures** 2010. . . . . .$1.4 billion Last 5 years. . . . . $6.7 billion

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