

**3M** Science.  
Applied to Life.™

# Growth for good

3M India Ltd.  
32<sup>nd</sup> Annual General Meeting  
14<sup>th</sup> August 2019





## **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.”



# Economic Outlook

# Mega Trends Drive Our Economy



**Make in India**



**Digital India**



**Infrastructure**



**Urban Development**



**Middle Class Growth**



**Demographic Dividends**

# Sectors we play in

## Infrastructure



- **Regulatory excellence**
- **Make in India for India**
- **Coverage & penetration**

## Transportation



- **Regulatory ready solutions**
- **Localisation**
- **EV solutions leveraging global technologies**

# Sectors we play in

## Consumer



- Portfolio expansion
- Brand & eCommerce
- Ethnographic studies & insights

## Healthcare



- Standards & compliance
- Education
- Global best practices



# **Our Global Capabilities & Performance**

# 3M Company



**\$32.8 Billion\***  
**Global Sales**

**\$19.9 Billion\***  
**International Sales**

**70**  
**Countries**

**4**  
**Business Groups\*\***

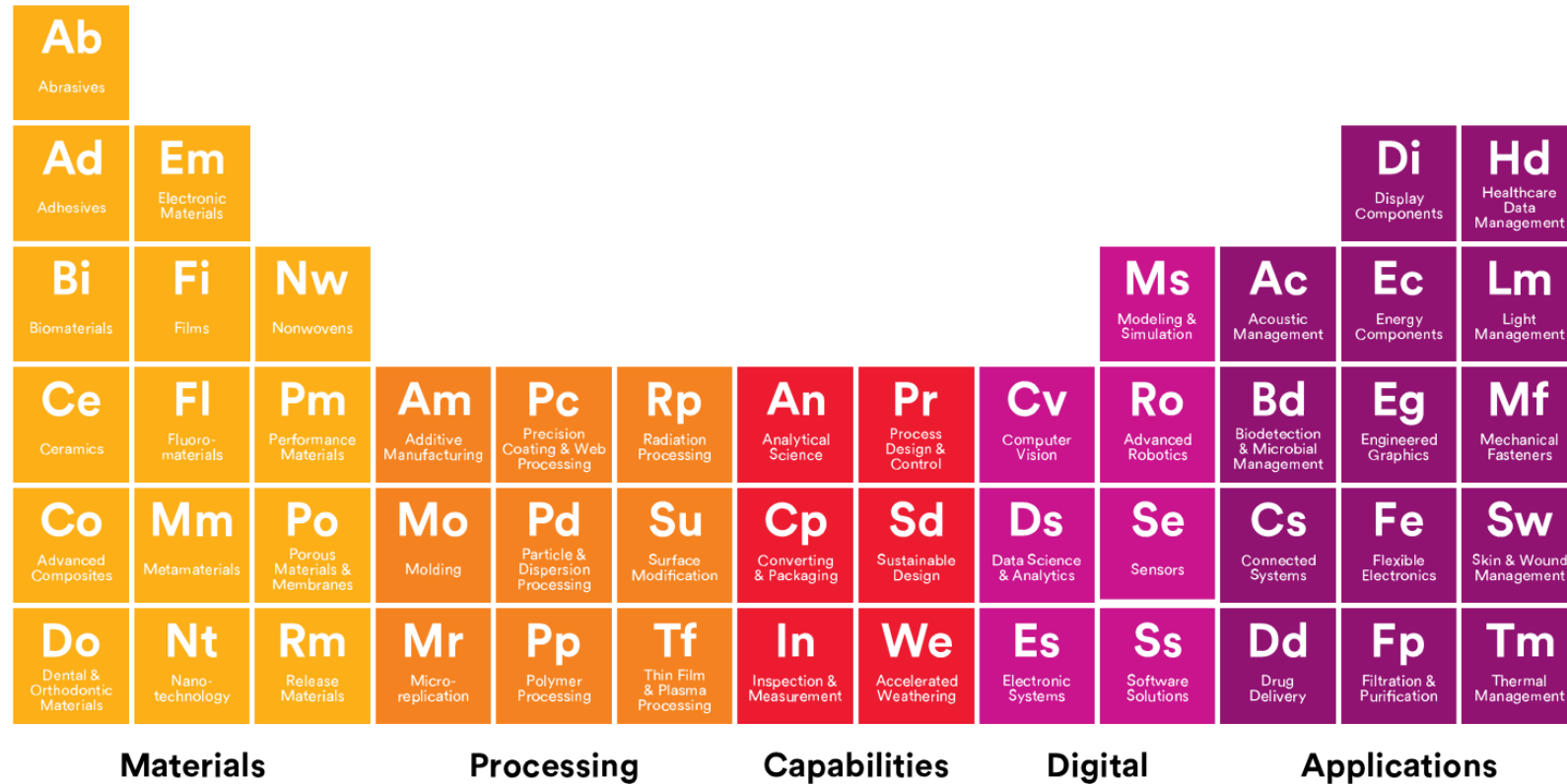
**1.8 Billion**  
**R&D Investment**

**117,000+**  
**Patents**

*\*2018 Calendar year results*

*\*\*Effective April 1, 2019*

# 3M Company's 51 Global Technology Platforms



**3M India gains by having access to these technology platforms.**

# Gaining from Access to Global Capabilities

Global R&D Knowledge Transfer & Collaborations



## Access to

- **Global Technologies & Intellectual Property**
- **Differentiated product portfolio with 3M IP**
- **Global customer product specifications**
- **Global scientific community**

# Gaining from Access to Global and Regional Capabilities

Global Systems, Platforms and Processes

## Digital Resource Center



**Digital Marketing  
expertise and support**

## Global Systems & Platforms



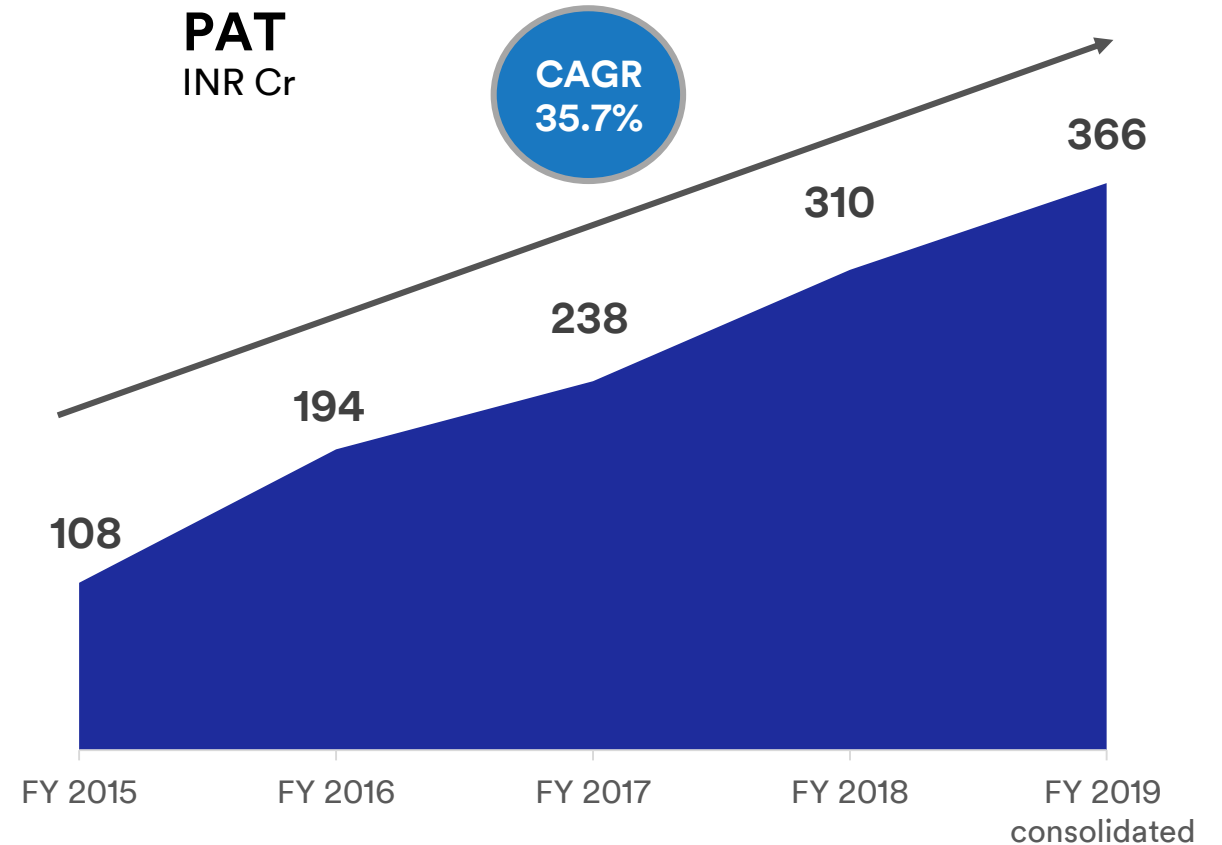
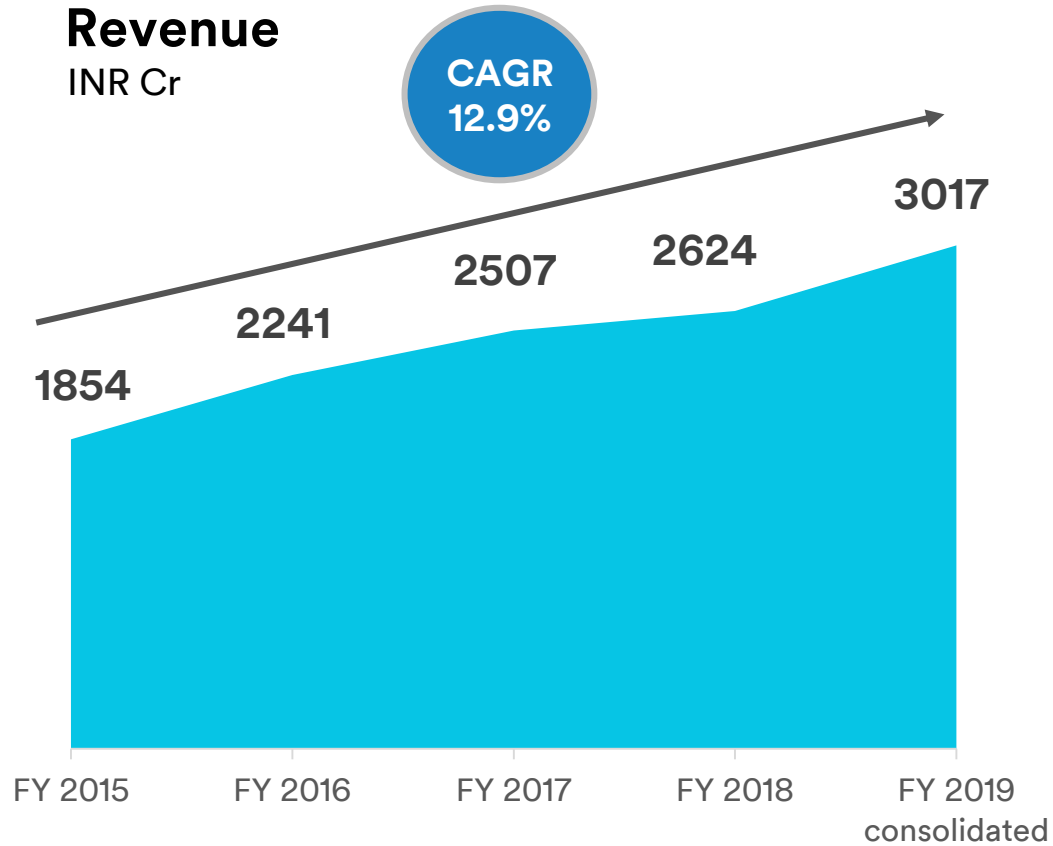
- **Salesforce**
- **Data Analytics**



# Growth for good

**3M India Ltd.**

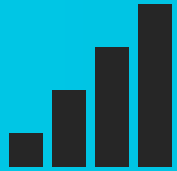
# Financial performance trend



**Reinforcing track record of consistent performance.**

# FY 2019 Highlights (Consolidated)

## Revenue Growth



**+10.3%**

Consolidated  
basis

## Earnings per share



**INR 325**

+9.8% YOY

## EBITDA



**18.9%**

+5.3% YOY

Total revenue  
**INR 3017 Cr**

Profit after tax  
**INR 366 Cr**

# Positive revenue growth and performance across segments

Industrial



Healthcare



Safety & Graphics



Consumer



Electronics & Energy



6.3%

6.6%

7.8%

11.2%

32.2%

2018-19 segment reporting | Consolidated basis

**Strong customer focus, innovation, coverage and brand.**



**Our Playbook to Win**

**3M India Ltd.**

# Customer at our Core



**Sampark initiative with strategic key accounts for deep customer connect.**

# Innovating for India

## Signage and Branding for Kumbh Mela



**3M™ weather-resistant graphic films for Kumbh Mela bound trains.**

## Varanasi Smart City Branding & Beautification



**3M™ graphic films and Variable Messaging Signages for city branding & beautification.**

# Innovating for India

## Easy Home décor and organization



**3M™ Command™ Hooks and Strips for easy home décor and organization.**

## Easy Home Cleaning for All



**An expanded range of Scotch-Brite® cleaning tools for the whole family.**

# Humanising Technology through Design

## 3M Design Center, India



**One of 5 global design hubs to accelerate growth through design-led innovation.**

## Design-led innovation for Indian Railways



**Re-imagining coach building using design capabilities.**


# Expanding product portfolio with 3M E&C




Forging into the electrical and electronics market with differentiated technology platforms

# Commitment to Environment, Health and Safety


## Raw Materials

 **21%** Reduction of waste  
(Kg/MT of production)

## Water

 **57%** Reduction of water  
(KL/ MT of production)

## Energy & Climate

 **28%** Reduction of energy  
(MMTU/ MT of production)  
**17%** increase in renewable energy share



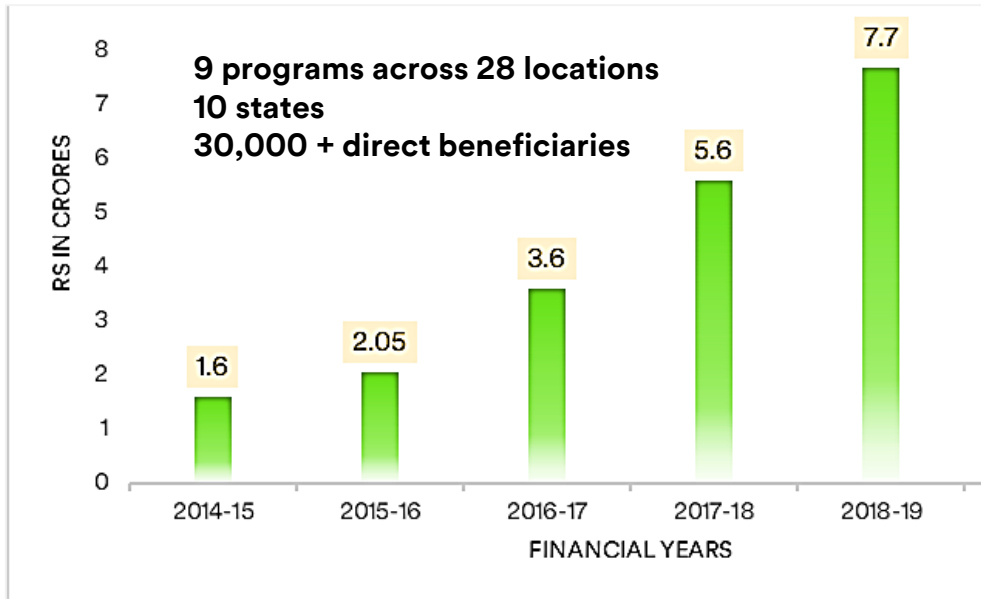
**All manufacturing plants certified to OHSAS 18001:2007**

**Road Safety Awareness Safety on Wheels initiative**

# Creating Meaningful Impact through CSR

100% of CSR Budget deployed in FY 2018-19

## Growing CSR Budgets



## Expanding Geographic Coverage & Impact



Education



Empowering our children and young people to harness possibilities



Community



Empowering the sustainability of our communities



Environment



Empowering communities with clean water resources

Size & Scale of Impact

Sustainability of Impact

Resonates with our Values

# Earning wide recognition from Customers, Industry and Councils

## Business Performance



### Outlook Business

List of High Performance Companies for **3rd** consecutive year for stock return over sensx for last 5 years

## Manufacturing Excellence



**Frost & Sullivan**  
**Gold Award for Manufacturing Excellence**

## Business Leadership



**Franchise India**  
**Franchisor of the Year**  
**Franchise Awards 2018**

## Safety



**National Safety Council Award**  
**3M Ranjangaon and Pimpri plants**

## Customer Recognition



**Automotive OEM Excellence**  
**Quality and Service**

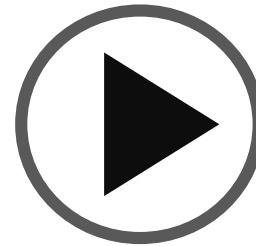
## Industry Leadership



**Food Safety Authority of India**  
**Developing standards and capacity in Microbiology**



**Thank you Shareholders for being a part of our journey**



**3M**

**PLAY VIDEO**