



3M India Limited
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June 1, 2023

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 May 26, 2023 intimating scheduled Management Participation at the Annual Flagship Conference organized by B&K Securities convened on June 1, 2023, at Hotel Trident, BKC, Mumbai, please find attached Presentation made thereat.

This is for your information.

Thanking you,

Yours faithfully,

For 3M India Limited

Pratap Rudra Bhuvanagiri
Company Secretary

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Electronics City, Bangalore 560100
CIN No: L31300KA1987PLC013543
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GSTIN: 29AAACB5724H1ZQ

3M Science.
Applied to Life.™

Creating Sustainable Value

Ramesh Ramadurai
3M India Limited

1st June 2023



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Agenda

- 3M Video
- 3M India Financial Results (Q4 & Full Year)
- Growth Focus
- Q & A

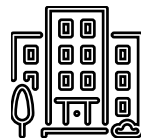
3M in India



(March 31, 2021 data)



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



3 Manufacturing sites
1 R&D Center
2 Innovation Centers



INR 3959 crores
(consol. FY 2022-23)
+18.7% growth



1200+
Employees

FY 2022-23 Q4 & Full Year Consol. Results - Snapshot

Q4

Revenue & Growth

INR 1046 crores; +13.0%

PBT, PBT%, PBT growth

184 cr.; 17.5%; +21.7%

PAT, PAT%, PAT growth

136 cr.; 12.9%; +19.6%

Full Year

Revenue & Growth

INR 3959 crores; +18.7%

PBT, PBT%, PBT growth

607 cr.; 15.1%; +65.3%

PAT, PAT%, PAT growth

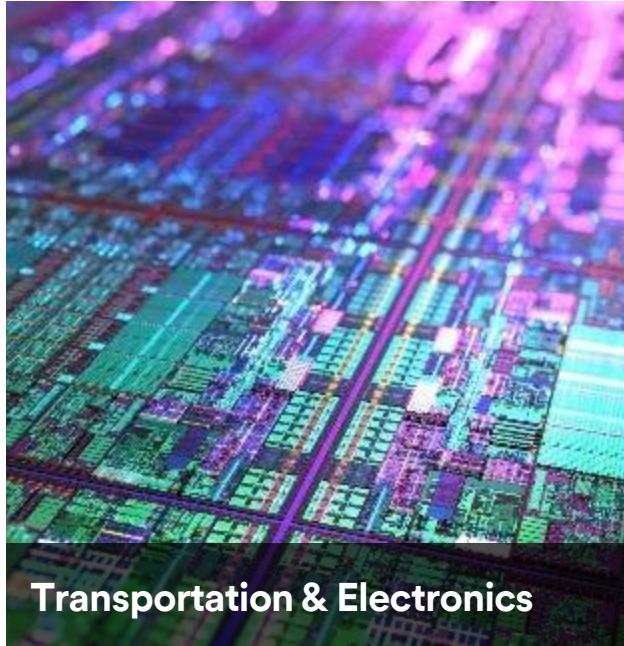
451 cr.; 11.2%; +65.8%

Serving our customers through four Business Groups

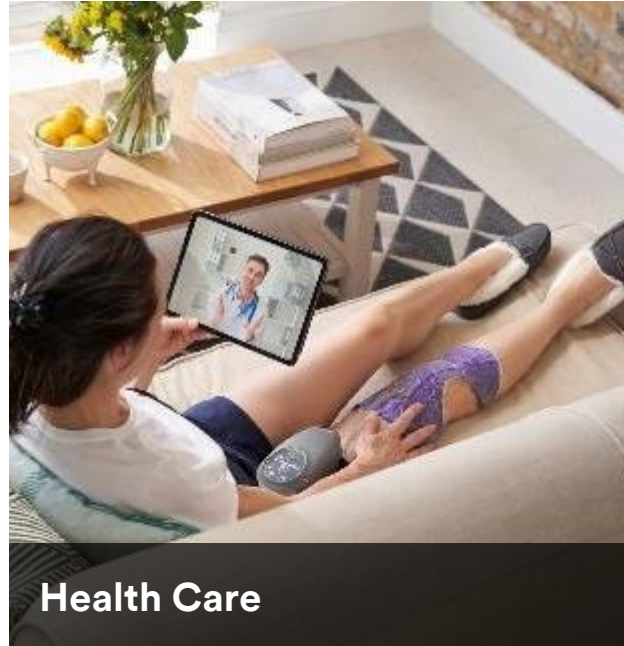
(FY 2022-23 consol sales in INR shown at bottom of slide with sales mix% & growth over prior year)



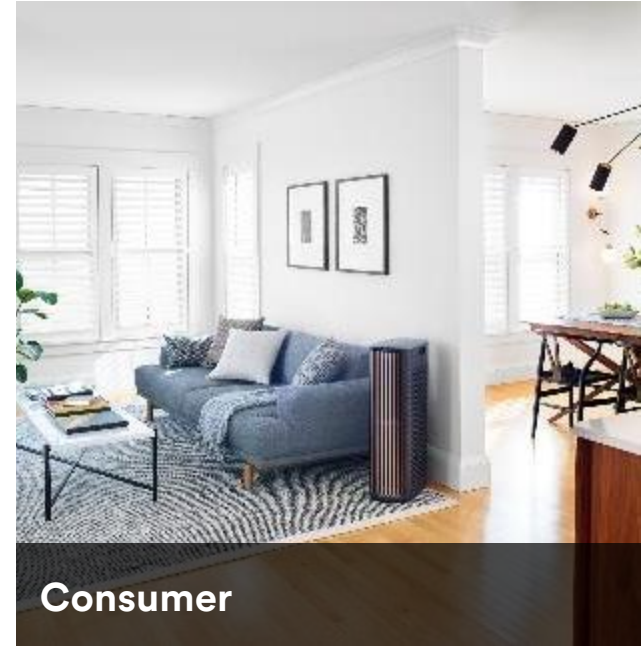
Safety & Industrial



Transportation & Electronics



Health Care



Consumer

Transforming how work gets done

Solving tough customer challenges to advance a connected world

Enabling better, smarter, safer healthcare

Bringing 3M to the hearts and minds of consumers

1301 cr.

33% mix
+ 9.0% growth

1569 cr.

40% mix
+33.6% growth

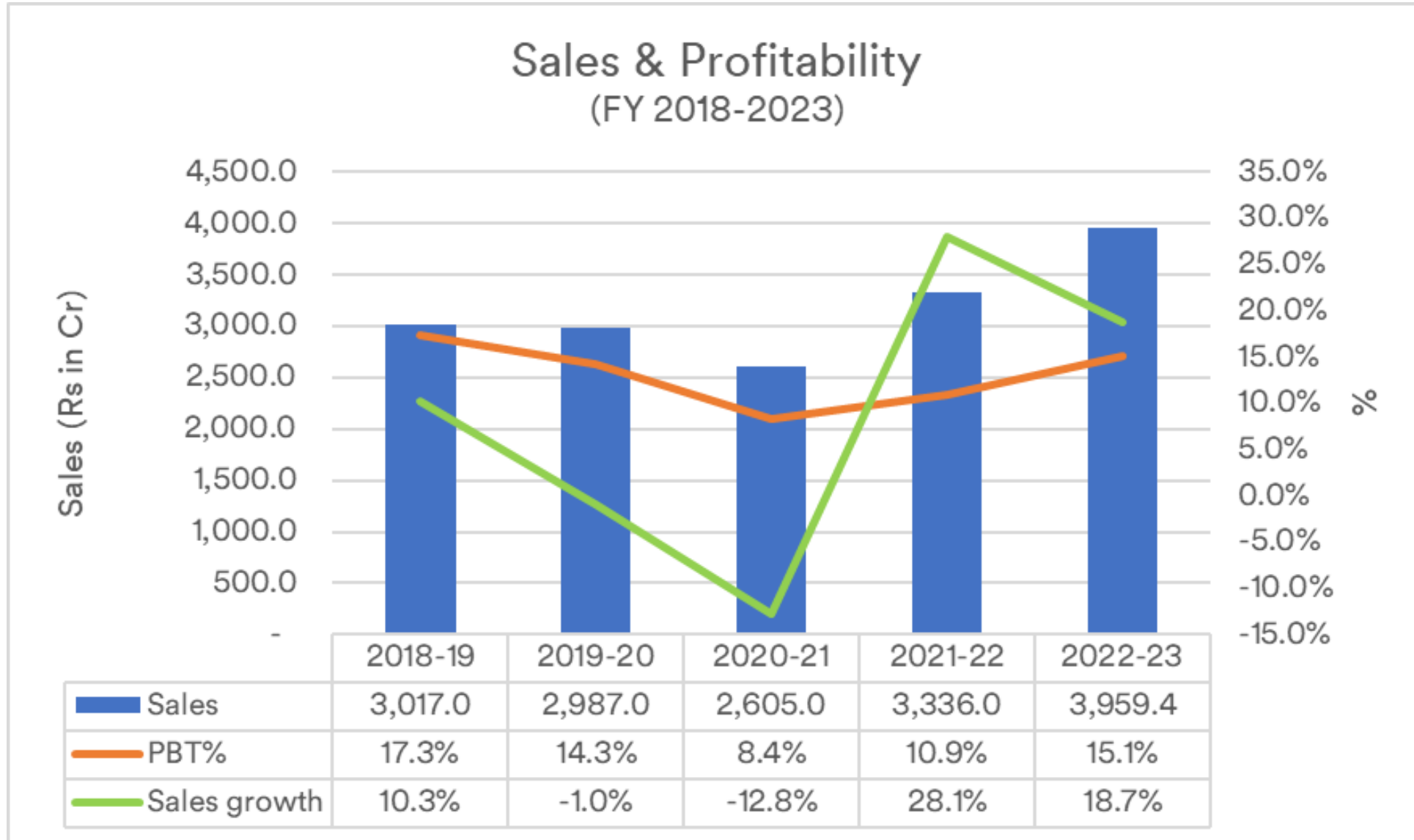
655 cr.

17% mix
+18.6% growth

410 cr.

10% mix
+5.7% growth

Five Year Sales & PBT Trends (Consolidated)



Commentary on FY 2022-23 Financial Results

(consolidated)

Revenues:

- Strong performance in Transportation & Electronics and Health Care, both in Q4 and full year.
- De-stocking in Consumer in Q4.

Margin:

- Material Cost: 30bps improvement in Q4 and 50bps improvement full-year.
- Raw material & FX headwinds offset by price, mix and factory cost improvement actions.
- Spending discipline. Improved cost absorption.

Cash Flow:

- 432 crores (excl. dividend)

Growth Focus

- Automotive value chain (OEMs, tiers, after market)
- Penetration growth in prioritized industrial segments
- Infrastructure.
- Continued focus on practices in hospital settings.
- Consumer product portfolio.



INFUZE launch in partnership with INS India at the 8th INS India Annual conference



Update on Health Care Business

- Proposal for 3M India for continue to operate the Health Care business in India under a manufacturing and distributorship arrangement with the global company.
- Board of Directors of 3M India have granted approval for the management of 3M India to commence discussions and negotiations.

Q&A