Sustainability at 3M
Solving our Customers Sustainability Challenges

Together in Growth
Sustaining Our Future

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Sustainability

Company Profile

- Sales: $23.1 B
- Net income: $3.3 B
- R&D investment $1.3 B (5.6% to sales)
- International sales $14.6 B (63% of company total)
- Companies in more than 60 countries
- Sales in nearly 200 countries
- ~ 75,000 employees
- ~ 10,000 technical employees
- 55,000+ products
- 45 established Technology Platforms
- 396 U.S. patents issued in 2009
- 40,000 issued and pending patents

Six Market Leading Businesses

Consumer and Office  Display and Graphics  Electro and Communications  Safety, Security and Protection Services  Health Care  Industrial and Transportation

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### 45 Core Technology Platforms

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<td>Advanced Materials</td>
<td>Display</td>
<td>Flexible Electronics</td>
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<td>Analytical</td>
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<td>Energy Components</td>
<td>Fluoromaterials</td>
<td>Inspection &amp; Measurement</td>
<td>Medical Data Mgmt</td>
<td>Predictive Engineering &amp; Modeling</td>
<td>Sensors</td>
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**Successful New Product Growth Builds On Uncommon Connections**
Sustainability

3M is a Global Company

Sustainability Is a Global Objective
What is “Sustainability”?

"Meeting the Needs of Society Today, While Respecting the Ability of Future Generations to Meet Their Needs"
Society’s Expectations for Industry

(1) Do No Harm:

BP Oil Spill, May 2010

(2) Contribute to Society:

Clean Air, Water & Land

Safety & Health of Employees & Customers

Advanced Product Solutions to Solve World’s EHS Challenges
3M’s Corporate Values

- Act with uncompromising honesty and integrity in everything we do
- Satisfy our customers with innovative technology and superior quality, value and service
- Provide our investors an attractive return through sustainable, global growth
- Respect our social and physical environment around the world
- Value and develop our employees' diverse talents, initiative and leadership
- Earn the admiration of all those associated with 3M worldwide

Corporate values form the foundation for our sustainability efforts
3M Strategic Sustainability Principles

- **Economic Success**
  Build lasting customer relationships by developing differentiated, practical and ingenious solutions to their sustainability challenges.

- **Environmental Protection**
  Provide practical and effective solutions and products to address environmental challenges for ourselves and our customers.

- **Social Responsibility**
  Engage key stakeholders in dialogue and take action to improve 3M’s sustainability performance.
Sustainability is the Lens by which Customers, Investors, and Society View 3M

- Growing Customer & Consumer Interest in Green Products
- Socially responsible investing is the fastest growing sector of investment
- Institutional investors are demanding greater transparency
- Job seekers place a premium on sustainable companies
Environmental and Sustainability Recognition

- 2009/10 Gold Member of the Dow Jones Sustainability Index (Recognized as an index member since its inception in 1999)
- 2005-2010 Energy Star Sustained Excellence Award for six consecutive years
- 2009 Business Week's Greener China Business Award
- 2009 Carbon Trust Standard awards to 3M UK & Ireland
- 2007 U.S. EPA Clean Air Excellence Award
- 2005 US EPA Climate Protection Award
3M’s Sustainability Journey: A Series of Firsts

1930s
- Pension Plans & Disability Coverage
- 3M Foundation
- 3M Safety & Environmental Management

1970
- 3P: Pollution Prevention Pays
- Environmental Targets
- Life Cycle Management

Today
- Environmental Solutions
Dr. Joe Ling: The Father of Pollution Prevention

“Pollution is … unused raw material. By reducing the amount of pollution, … [3M can] save money both on pollution control and on raw materials the next time around. It's a win-win situation.”

Dr. Ling launched 3M’s Pollution Prevention Pays program in 1975
Pollution Prevention Pays (3P)

3M’s History and Future

- 3M’s 3P program served as the foundation for governmental environmental policies/programs across the globe
- Environmental benefits can occur within 3M or for our customers and suppliers
- Today 3P is a fundamental 3M philosophy and foundation for environmental sustainability

3M’s 3P Results
(aggregate first year savings)

- Over 3.0 billion pounds of pollution prevented
- Nearly $1.4 Billion saved
Sustainability

3P at Work

3M™ Neutral Cleaner Concentrate Reformulation

- Reformulated via 3P Project in 2008
- Part of Twist 'n Fill Cleaning Chemical Management System
- Reduced VOC Emissions from Use by more than 87%
- Project saved $100,000s in Manufacturing Costs

Worldwide Energy Use (million Btu / million dollars sales)

Worldwide Greenhouse Gas Emissions (million metric tons CO₂eq absolute)

Total Waste (excludes recycling) (pounds / million dollars sales)

Recordable & Lost Time Safety & Health Trends

44% Reduction

50% Reduction

77% Reduction

32% & 34% Reduction
3M’s Life Cycle Management (LCM) process ensures our products address environmental, health and safety (EHS) opportunities and risks throughout their life cycle.

- LCM is a component of 3M’s formal New Product Introduction Process
  - Bringing EHS and energy considerations into each stage of product development
  - Covering products from the idea phase through commercialization
Life Cycle Management at Work

Novec™ 1230 Fire Protection Fluid

- Next-generation halon alternative
- Superior performance in extinguishing efficiency, safety, and global warming impact
  - Zero ozone depletion potential
  - 5-day atmospheric lifetime
  - A global warming potential of 1 (compared to alternative with GWPs of 1300 - 12,000)

3M™ Novec™ 1230 has prevented more lbs of CO₂ equivalent emissions than 3M emitted in 2007
3M Product Catalog of Environmental Solutions

- Features over 400 products with an environmental and/or energy advantage
- Includes products that
  - save energy,
  - reduce greenhouse gas emissions,
  - are Green Seal & Green Guard certified,
  - are manufactured with fewer solvents,
  - contain recycled content,
  - made with natural materials,
  - can be used to support L.E.E.D. certification,
  - and much more…

Making it easier for our customers to find products that help them reach their environmental goals
Example: 3M™ Window Film

3M™ Amber LowE Sun Control Window Film 35

3M™ Amber LowE Sun Control Window Film 35 makes light a welcome addition to your environment. Since 1966, 3M has been improving light with window films. As a leader in both adhesive and film technologies, 3M brings together these disciplines to create the finest products available. The quality of our window films is confirmed by the satisfaction of hundreds of thousands of users worldwide. 3M Window Films are designed to reduce the effects of solar heat and visible light on your furnishings and will block up to 99% of the sun's harmful ultraviolet rays, which are the single largest cause of fading. These all season, low-e films offer environmental benefits in areas where significant climate changes take place.

Number: 1-866-499-8857
Website: www.3m.com/windowfilm

LEED® Claim: Use of this product helps contribute to LEED® NC v2.2, EB V2.0- EA Prerequisite 2: Minimum Energy Performance; and LEED® NC v2.2, EB V2.0- EA Credit 1: Optimize Energy Performance.

Environmental/Energy Advantage: Our films block up to 99% of the sun's damaging UV rays which are the single largest cause of fading and sun damage. Additional benefits include an elegant appearance, reduced glare and improved comfort. Amber LowE Sun Control Window Film rejects up to 75% of the sun's heat that comes through the window. By reducing heat gain, you will save on your energy costs. The Skin Cancer Foundation recommends many 3M™ Window Films as effective UV protection.
3M’s Approach to “Green” Products

- No product is “Green“ …. although many of 3M’s products have environmental / energy advantages
- Global marketing claims policy
- Corporate Environmental Claims Guidance
  - Provides assistance on the articulation of environmental claims
  - Includes legal, environmental, toxicology, marketing, sustainability, & product responsibility functions
- In-house ISO/IEC 17025:2005 certified laboratory providing environmental science and analytical testing services.
Environmental Claim: *Post-it® Greener Notes*

- Same performance expected from Post-it® Notes
- Made from 100% recycled paper with 30% PCW
  - *No new trees were used.*
- Certified by SFI / PEFC for chain of custody
- Made with 67% plant-based adhesive
  - *The plant material used to make the adhesive was replenished after harvesting.*
- Recyclable
Corporate Social Responsibility

- Providing a safe and healthy work place
- Supporting continuous learning and knowledge sharing
- Ensuring ethical operations
- Partnering with governments, non-governmental organizations, communities to achieve sustainability
- Supporting communities where we operate
### Partnering to Achieve Sustainability

| US EPA & DOE | - Climate Leaders  
| - Design for the Environment (DfE)  
| - Safer Detergents Stewardship Initiative  
| - ENERGY STAR  
| - Save Energy Now |
|---|---|
| More than $5.5 million donated over the last few years to protect more than 70,000 acres of wildlife in Minnesota, Texas, and Brazil. |
| Harvard Medical School | - Partnering with the Center for Health and the Global Environment to improve environmental education in the United States |
Partnering to Enhance Biodiversity and Ecosystem Preservation

- **The Nature Conservancy**
  - $5.5 million from the 3M Foundation to safeguard critical habitat preserve biodiversity in the United States and Brazil.

- **Conservation International**
  - $3 million multi-year grant from the 3M Foundation to protect endangered wildlife and restore the threatened forests in China.
  - $1 million in 2007 to the Forest Restoration for Climate, Community, and Biodiversity project to address water issues resulting from forest degradation.

More than 85,000 Acres Protected with 3M Support
Supplier Engagement on Sustainability

- 3M’s Standard for Suppliers: Environmental, Health, Safety, Transportation, and Labor/Human Resources
  - Global applicability
  - Applies to selection & retention of suppliers worldwide
  - Intent is to drive continuous improvement
  - Developing new Sustainability Goal to review progress

- A copy is available on-line at 3M.com Sustainability Website:

Demanding More from Our Suppliers to Respond to Our Customers
Employee Contributions & Volunteerism

- United Way, 2009 U.S. Results
  - Over $7.4 million in pledges

- Employee Volunteer Program since 1953
  - Volunteer Match
  - 3M's Science Training Encouragement Program
  - 3M Visiting Wizards-- half a million students have been educated and entertained since 1985
Community Giving

- Decentralized with 3M subsidiaries in each country administering a program that reflects the local culture and needs

- Example: the United States
  - Over 49 million in 2009
  - Giving around education, health & human services, environment, and arts & culture

- Example: Brazil
  - Nearly $500,000 to Social Innovation Institute
  - Driving social development in Brazil
Sustainability at 3M

- **Environmental Protection**
  - Operational Excellence / Increased Manufacturing Efficiency
  - Risk Reduction Through EHS Performance Improvement

- **Social Responsibility**
  - Stakeholder Engagement/Partnerships
  - Community Giving
  - Enhanced Employee Recruitment/Retention

- **Economic Success**
  - Innovation/Market Opportunities
  - Enhanced Reputation/Brand
  - Resource Protection / Business Continuity

All three legs of sustainability are interdependent and crucial for success

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Thank You!