Implementation of GS1 Standards
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Who we are
3M – A Global Diversified Technology Company

2010 3M Facts:

- **Global Sales**: $26.6 Billion (65% International)
- **Net Income**: $4.0 Billion
- **R&D & Related Investment**: $1.4 Billion
- **Employees**: ~80,000 (~60% International)
- **Worldwide Operations**: 65+ Countries
- **Global Reach**: Sales in ~200 Countries
- **One of 30 companies in DJIA Stock Index**
- **Earned 589 U.S. Patents**
Making Progress Possible All Around Us
3M’s Technologies Extend Into Multiple Markets

Technology Platforms
- Adhesives
- Abrasives
- Ceramics
- Electronic packaging
- Micro replication
- Optics
- Specialty materials
- Non-woven Materials
- Polymer melting
- Software

Markets
- Architecture & Const.
- Auto. & Aerospace
- Electronics Manuf.
- Graphic Arts
- Health Care
- Home and Leisure
- Industrial OEM
- Consumer & Office
- Safety & Security
- Telecoms and Utilities

More Than 50,000 Products
3M Ranks Among the Best

Innovation executives we surveyed voted overwhelmingly for Apple, Google, and 3M as the most innovative companies.

For the 50 most admired companies overall, FORTUNE’s survey asked businesspeople to vote for the companies that they admired most from any industry.

3M Listed in Gartner 2011 Supply Chain Top 25
Six Market-Leading Business Segments

- Industrial & Transportation
- Health Care
- Safety, Security & Protection Services
- Consumer & Office
- Display & Graphics
- Electro & Communications
For Our Customers – Professionals & Patients:

- We provide innovative solutions to improve treatment, increase efficiency, lower costs and achieve better health.
- Our products help improve lives everywhere in the world.

For Our Employees:

- We strive to be the most talented and energized team in the industry. We hire the best individuals throughout the world and provide them with opportunities for growth, challenge, development, recognition and rewards.

For Our Shareholders:

- We aim for top 1% financial performance in sales and profit growth, which provides the means to invest in continued innovation and sustainable long-term growth.
- Diversification provides stability. We focus on five highly attractive segments with leading positions, strong brands and winning technologies worldwide.

Our Goal: Be the World’s Best Diversified Health Care Business
3M Health Care
From Preventing Infections to Making Smiles Brighter

- Preventing infections
- Caring for skin, healing wounds
- Improving treatment coding, health care reimbursement and hospital efficiency
- Enabling delivery of medicine
- Protecting the food supply
- Making smiles brighter with advanced dental and orthodontic solutions
Health Care Business – Portfolio

- Medical
  - Infection Prevention
  - Skin & Wound Care

- Oral Care
  - Dental
  - Orthodontics

- Drug Delivery Systems

- Health Information Systems

- Food Safety
Implementation of GS1 Standards

- Countries adopting standards
- US GPOs publish Sunrise Dates
- Recognition of benefits to the supply chain
- Implementation timeline estimated 3-5 years
- Early adopter
- Benefit of GS1 membership
Implementation of GS1 Standards

- Understand the baseline situation
- Estimate the cost of implementation
- Set timeline for implementation
- Participation in GS1 Standards organization
3M Healthcare’s International Footprint

3M Healthcare at a Glance (Year-end 2010)

Global sales: $4.5 billion
International (non-US) sales: 65 percent of total
3M products sold in nearly 200 countries.

Global Manufacturing, Global Customers
Estimate Costs

GLNs -

Migration from account numbers to GLNs
- Graduated implementation among accounts

GTINs – concatenated bar codes
- Clarity of pack levels impacted, risk based approach
- In Line printing vs. print and apply
- New printing technologies

Data Collection -
- Aggregation of data attributes for syndication
- Graduated implementation among accounts
- Internal processes to be developed to maintain attribute data
- Number of attributes requested varies
Estimated Timeline

- Implementation of work centers globally
  - More than 100 supply points
- Over Ten Thousand customer GLNs
- Development of sources for data attributes
- Graduated implementation of standards among customer base
  - Spain and Japan already using standards
  - US GPO’s Sunrise Dates
  - UK sometime in the future
- 5-7 year implementation, recognizing we are already behind in some markets
3M Deliverables

- GTIN and Concatenated Bar Code Implementation
- GLN Enumeration
- Data Attribute Alignment and Syndication
Benefits to joining GS1

- Participation in work groups to help set direction, understand the future requirements early
  - Multiple Bar codes
  - National Healthcare Reimbursement Number
  - GSMP Level Below the Each (Unit Dose)
  - GSMP Identification Standards Maintenance Group (SMG)
  - GSMP Bar Codes
  - GSMP Global Data Synchronization (GDS)
  - GSMP Data Accuracy
Benefits to joining GS1

- Communicate the benefits to a risk based approach
- Represent the issues surrounding Medical Device manufacturers
- Learning from the network of participants
Enabling customer success

Thank you