Traceability from Manufacturer’s Perspective

October 2014
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

<table>
<thead>
<tr>
<th>Sales</th>
<th>$5.3 billion</th>
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<tbody>
<tr>
<td>Operating Income</td>
<td>$1.7 billion</td>
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3M Healthcare’s International Footprint

3M Healthcare at a Glance (Year-end 2013)

- Global sales: $5.3 billion
- International (non-US) sales: 65 percent of total
- 3M products sold in nearly 200 countries.

Global Manufacturing, Global Customers
# Traceability throughout the Supply Chain

<table>
<thead>
<tr>
<th>Implementation of ERP Globally</th>
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<tbody>
<tr>
<td>Set Data rules</td>
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<tr>
<td>Ensure AIDC added to all products during manufacture</td>
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<tr>
<td>Agreement on external standards</td>
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Distribution Network Handoffs
Traceability Benefits:
- Visibility through Supply Chain Network
  - Lots tracked from DC to DC to Customer
  - Inventory visibility
  - Allows specific lot allocation to customer/country
  - Gray market clarity
    - Knowledge of which batches went where
Other Benefits

Recalls –
- visibility of specific lots vs. mass communication

Real time reporting –
- move from batch reporting to live data tracking