# 3M Fourth-Quarter Sales Rise 9.6 Percent to \$6.7 Billion; Full-Year Sales and EPS Rise 15 Percent and 25 Percent, Respectively

--- Company Raises 2011 Earnings Expectations ---

**ST. PAUL, Minn.** – Jan. 25, 2011 – 3M (NYSE: MMM) today reported fourth-quarter sales of \$6.7 billion, up 9.6 percent year-on-year including an 8.6 percent increase in organic volumes. Net income was \$928 million, or \$1.28 per share, versus \$935 million, or \$1.30 per share in the corresponding period last year.

Quarterly organic sales volumes increased in all six of 3M's businesses, led by a 19.8 percent increase in the Electro and Communications business and a 14.7 percent increase in Display and Graphics. On a geographic basis, organic volume growth was strongest in Asia Pacific at 18.1 percent and Latin America at 12.2 percent.

The company posted full-year 2010 sales of \$26.7 billion and earnings per share of \$5.63, up 15.3 percent and 24.6 percent, respectively. Excluding special items (a-c), 2010 earnings increased 22.6 percent to \$5.75 per share. All businesses posted positive organic volume growth, led by Electro and Communications at 26.9 percent, Display and Graphics at 26.5 percent and Industrial & Transportation at 16.9 percent.

"3M made great progress in 2010 as we achieved record sales and earnings per share for the year, and made significant investments to improve long-term growth," said George W. Buckley, 3M chairman, president and chief executive officer. "For example, our research and development investments of \$1.4 billion fueled innovation and drove new product sales as a percent of total to 31 percent. We also accelerated sales and marketing investments in high-growth markets to help secure future growth. Overall, I could not be more proud of the 3M team for their effort in 2010."

The company also noted good sales momentum entering 2011. Fourth-quarter sales grew nearly 10 percent to a record \$6.7 billion, despite negative comparisons from H1N1 and moderating sales growth in optical films for LCD TVs. Sales growth was broad-based, with organic volumes expanding in all businesses and geographies during the quarter.

3M increased its 2011 earnings expectation to a range of \$5.95 to \$6.20 per share versus a prior expectation of \$5.90 to \$6.10. Included in this estimated range is a \$0.22 per share year-on-year increase in pension and postretirement benefit expense. Excluding the pension and postretirement expense increase, 2011 earnings would be in the range of \$6.17 to \$6.42 per share, an increase of 10 to 14 percent year over year. The company also expects double-digit sales growth in 2011, with organic sales volume growing 5.5 to 7.5 percent, currency effects adding 1 to 2 percent and acquisitions adding 4 to 6 percent to sales for the year.

### **Fourth Quarter Key Financial Highlights**

Fourth quarter worldwide sales totaled \$6.7 billion, up 9.6 percent compared to the fourth quarter of 2009. Organic volumes grew 8.6 percent, acquisitions added 1.8 percent to sales, foreign exchange reduced sales by 0.5 percent and selling prices reduced sales by 0.3 percent year-over-year. All six of the company's business segments posted higher year-on-year sales in local currencies, with Electro and Communications up 20.3 percent, Industrial and Transportation up 10.4 percent,

Display and Graphics up 10.2 percent, Consumer and Office up 8.4 percent, Safety, Security and Protection Services up 8.1 percent, and Health Care up 5.9 percent. Operating income margins were 19.4 percent versus 21.9 percent in the fourth quarter of 2009. Net income was \$928 million, or \$1.28 per share, versus \$935 million, or \$1.30 per share, in the corresponding period last year.

### **Full Year Key Financial Highlights**

Sales for the full year 2010 were \$26.7 billion, up 15.3 percent compared to 2009. Organic volume increased 13.7 percent, with acquisitions adding 0.9 percent to sales, foreign exchange adding 1 percent to sales, and selling prices down 0.2 percent year-on-year. Local-currency sales grew by 27 percent in Electro and Communications, 23 percent in Display and Graphics, 17.5 percent in Industrial and Transportation, 10 percent in Consumer and Office, 7.5 percent in Safety, Security and Protection Services, and 5.2 percent in Health Care. Operating income margins were 22.2 percent versus 20.8 percent in 2009. Full year net income was \$4.1 billion or \$5.63 per share, versus \$3.2 billion, or \$4.52 per share, in 2009.

### **Business Segment Discussion**

(All figures are on GAAP basis and include the impact of special items (b-c))

### Industrial and Transportation

- Fourth Quarter 2010:
  - o Sales of \$2.1 billion, up 10.4 percent in local currency.
  - o Local-currency sales up 75 percent in renewable energy business.
  - o Double-digit local-currency sales growth in abrasive systems, automotive OEM, energy/advanced materials and aerospace.
  - o Sales rose in all geographies, led by Asia Pacific.
  - o Operating income of \$423 million; operating margin of 19.8 percent.
- Full Year 2010:
  - o Sales of \$8.6 billion, up 17.5 percent in local currency.
  - o Double-digit local-currency sales growth in all geographic regions and in nearly all businesses.
  - o Operating income of \$1.8 billion; operating margin of 21 percent.

### Health Care

- Fourth Quarter 2010:
  - Sales of \$1.2 billion, up 5.9 percent in local-currency, including 4.3 percent from acquisitions (Arizant).
  - Local-currency sales up double digits in infection prevention solutions, high single digits in health information systems and skin/wound care and mid single digits in drug delivery and food safety; local-currency sales rose slightly in oral care.
  - o Sales rose in every geographic region, led by Asia Pacific.
  - o Operating income of \$347 million; operating margin of 29 percent.
- Full Year 2010:
  - o Sales of \$4.5 billion, up 5.2 percent in local currency.
  - o Sales rose in all businesses and geographic regions.
  - o Operating income of \$1.4 billion; operating margin of 30.2 percent.

### Consumer and Office

- Fourth Ouarter 2010:
  - Sales of \$961 million, up 8.4 percent in local currency, including 2.6 percentage points from acquisitions.

- O Double-digit local-currency sales growth in the home care and office supply businesses; sales up single digits in both DIY and stationery products businesses.
- o Sales rose at a double-digit rate in both Asia Pacific and Latin America.
- Operating income increased 9.8 percent to \$175 million; operating margin of 18.2 percent.

#### Full Year 2010:

- o Sales of \$3.9 billion, up 10 percent in local currency, including 2.9 percent from acquisitions.
- o Broad-based local-currency sales growth, with increases in all businesses and geographic regions.
- Operating income increased 12.3 percent to \$840 million, with operating margins of 21.8 percent.

### Display and Graphics

- Fourth Quarter 2010:
  - o Sales of \$903 million, up 10.2 percent in local-currency.
  - o Double-digit sales growth in the commercial graphics and optical systems businesses; sales up slightly in traffic safety systems.
  - Double-digit sales growth in Latin America/Canada, Asia Pacific and the United States.
  - o Operating income of \$144 million; operating margin of 15.9 percent.

#### • Full Year 2010:

- o Sales of \$3.9 billion, up 23 percent in local currency.
- o Sales rose in all businesses, with strongest growth in optical systems and commercial graphics businesses.
- o Regional growth was strongest in Asia Pacific and Latin America.
- o Operating income rose 60 percent to \$946 million; operating margin of 24.4 percent.

### Safety, Security and Protection Services

- Fourth Quarter 2010:
  - Sales rose 8.1 percent in local currency to \$847 million, including 4.3 percent from acquisitions (Cogent and Attenti); H1N1-related comps reduced sales growth by 12.5 percent.
  - Local currency sales up 150 percent in security systems, largely due to higher organic volumes but also boosted by acquisitions.
  - o All geographic regions posted positive local-currency growth, led by Europe.
  - Operating income declined 14.3 percent to \$165 million; operating margin of 19.5 percent.

### • Full Year 2010:

- o Sales of \$3.3 billion, up 7.5 percent in local currency.
- o Positive local-currency growth in all businesses, led by security systems, and in all geographic areas, led by Latin America.
- o Operating income of \$707 million; operating margin of 21.4 percent.

### Electro and Communications

- Fourth Quarter 2010:
  - o Sales of \$759 million, up 20.3 percent in local currency.
  - O Double-digit growth in businesses that serve the electronics industry and in electrical products.
  - o Geographic growth led by Asia Pacific and Latin America/Canada.

- Operating income increased 32.2 percent to \$156 million; operating margin of 20.6 percent.
- Full Year 2010:
  - o Sales of \$2.9 billion, up 27 percent in local currency.
  - o 25 percent-plus local currency growth in electronics markets materials, electronic solutions and touch systems.
  - o Strongest regional growth in Asia Pacific and the United States.
  - Operating income of \$631 million, up 96 percent year on year, with operating margins of 21.6 percent.

George W. Buckley, 3M chairman, president and chief executive officer, and Patrick D. Campbell, senior vice president and chief financial officer, will conduct an investor teleconference at 9 a.m. Eastern Time (8:00 a.m. Central Time) today. Investors can access a Webcast of this conference, along with related charts and materials, at <a href="http://investor.3M.com">http://investor.3M.com</a>.

### **Forward-Looking Statements**

This news release contains forward-looking information about 3M's financial results and estimates and business prospects that involve substantial risks and uncertainties. You can identify these statements by the use of words such as "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "will," "target," "forecast" and other words and terms of similar meaning in connection with any discussion of future operating or financial performance or business plans or prospects. Among the factors that could cause actual results to differ materially are the following: (1) worldwide economic and capital markets conditions; (2) competitive conditions and customer preferences; (3) foreign currency exchange rates and fluctuations in those rates; (4) the timing and acceptance of new product offerings; (5) the availability and cost of purchased components, compounds, raw materials and energy (including oil and natural gas and their derivatives) due to shortages, increased demand or supply interruptions (including those caused by natural and other disasters and other events); (6) the impact of acquisitions, strategic alliances, divestitures, and other unusual events resulting from portfolio management actions and other evolving business strategies, and possible organizational restructuring; (7) generating fewer productivity improvements than estimated; and (8) legal proceedings, including significant developments that could occur in the legal and regulatory proceedings described in the company's Annual Report on Form 10-K for the year ended December 31, 2009 and its subsequent Quarterly Reports on Form 10-Q (the "Reports"). Changes in such assumptions or factors could produce significantly different results. A further description of these factors is located in the Reports under "Risk Factors" in Part I, Item 1A (Annual Report) and in Part II, Item 1A (Quarterly Report). The information contained in this news release is as of the date indicated. The company assumes no obligation to update any forwardlooking statements contained in this news release as a result of new information or future events or developments.

#### About 3M

3M captures the spark of new ideas and transforms them into thousands of ingenious products. Our culture of creative collaboration inspires a never-ending stream of powerful technologies that make life better. 3M is the innovation company that never stops inventing.

With \$27 billion in sales, 3M employs about 80,000 people worldwide and has operations in more than 65 countries. For more information, visit www.3M.com or follow @3MNews on Twitter.

# CONSOLIDATED STATEMENT OF INCOME

(Millions, except per-share amounts)
(Unaudited)

	Three-months ended December 31,				Twelve-months ende December 31,			
	2	2010		2009		2010		2009
Net sales	\$	6,709	\$	6,122	\$	26,662	\$	23,123
Operating expenses								
Cost of sales		3,575		3,189		13,831		12,109
Selling, general and administrative expenses		1,445		1,265		5,479		4,907
Research, development and related expenses		388		326		1,434		1,293
Total operating expenses		5,408		4,780		20,744		18,309
Operating income		1,301		1,342		5,918		4,814
Interest expense and income								
Interest expense		50		54		201		219
Interest income		(11)		(11)		(38)		(37)
						(= = )		( )
Total interest expense (income)		39		43		163		182
Income before income taxes		1,262		1,299		5,755		4,632
Provision for income taxes		319		348		1,592		1,388
Net income including noncontrolling interest	\$	943	\$	951	\$	4,163	\$	3,244
Less: Net income attributable to noncontrolling interest		15		16		78		51
noncontrolling interest		13		10		70		31
Net income attributable to 3M	\$	928	\$	935	\$	4,085	\$	3,193
Weighted average 3M common shares outstanding – basic		714.6		708.7		713.7		700.5
Earnings per share attributable to 3M common shareholders – basic	\$	1.30	\$	1.32	\$	5.72	\$	4.56
W. L. I								
Weighted average 3M common shares outstanding – diluted		727.8		719.6		725.5		706.7
Earnings per share attributable to 3M common shareholders – diluted	\$	1.28	\$	1.30	\$	5.63	\$	4.52
Cash dividends paid per 3M common share	\$	0.525	\$	0.51	\$	2.10	\$	2.04

# SUPPLEMENTAL CONSOLIDATED STATEMENT OF INCOME INFORMATION RECONCILIATION OF GAAP TO NON-GAAP FINANCIAL MEASURES

(Millions, except per-share amounts)
(Unaudited)

In addition to reporting financial results in accordance with U.S. generally accepted accounting principles (GAAP), the company also discusses non-GAAP measures that exclude special items. Operating income, net income attributable to 3M (hereafter referred to as "net income"), and diluted earnings per share attributable to 3M common shareholders (hereafter referred to as "diluted earnings per share") are all measures for which 3M provides the reported GAAP measure and an adjusted measure (excluding special items). Special items are not in accordance with, nor are they a substitute for, GAAP measures. Special items represent significant charges or credits that are important to an understanding of the company's ongoing operations. The company uses these non-GAAP measures to evaluate and manage the company's operations. The company believes that discussion of results excluding special items provides a useful analysis of ongoing operating trends. The determination of special items may not be comparable to similarly titled measures used by other companies.

The reconciliation provided below reconciles the non-GAAP financial measures with the most directly comparable GAAP financial measures for the three-months and twelve-months ended December 31, 2010.

		Three-months ended December 31, 2010						Twelve-months ended December 31, 2010				
					D	iluted					D	iluted
	Or	erating		Net	ea	rnings	Or	perating		Net	ea	rnings
		income	in	come	per	share		income	inc	ome	per	share
Reported GAAP measure	\$	1,301	\$	928	\$	1.28	\$	5,918	\$ 4,	085	\$	5.63
Special items: Medicare tax change (a)		_		_		_		_		84		0.12
Adjusted Non-GAAP measure	\$	1,301	\$	928	\$	1.28	\$	5,918	\$ 4,	,169	\$	5.75

(a) The twelve-months ended December 31, 2010 includes a one-time, non-cash income tax charge of \$84 million, or 12 cents per diluted share, resulting from the March 2010 enactment of the Patient Protection and Affordable Care Act, including modifications made in the Health Care and Education Reconciliation Act of 2010 (collectively, the "Act"). The charge is due to a reduction in the value of the Company's deferred tax asset as a result of the Act's change to the tax treatment of Medicare Part D reimbursements.

The reconciliation provided below reconciles the non-GAAP financial measures with the most directly comparable GAAP financial measures for the three-months and twelve-months ended December 31, 2009.

		Three-months ended December 31, 2009					Twelve-months ended December 31, 2009					
		Diluted							I	Diluted		
	Or	erating		Net	ea	rnings	Or	perating	Net		earnings	
		income	in	come	pei	share		income	i	ncome	per share	
Reported GAAP measure	\$	1,342	\$	935	\$	1.30	\$	4,814	\$	3,193	\$	4.52
Special items:												
Restructuring actions (b)		_		_		_		209		128		0.18
Gain on sale of real estate (c)								(15)		(9)		(0.01)
Adjusted Non-GAAP measure	\$	1,342	\$	935	\$	1.30	\$	5,008	\$	3,312	\$	4.69

- (b) During the first three quarters of 2009, management approved and committed to undertake certain restructuring actions, which resulted in a pre-tax charge for the twelve-months ended December 31, 2009 of \$209 million. This charge was comprised of employee-related liabilities for severance/benefits and other of approximately \$190 million and fixed asset impairments of approximately \$19 million. All business segments were impacted by these actions. For the twelve-months ended December 31, 2009, these charges were recorded in cost of sales; selling, general and administrative expenses; and research, development and related expenses, with these expenses totaling \$110 million, \$91 million and \$8 million, respectively.
- (c) In June 2009, 3M completed the sale of a New Jersey roofing granule facility and recorded a pretax gain of \$15 million. This gain was recorded in cost of sales within the Safety, Security and Protection Services business segment.

The reconciliation provided below reconciles the non-GAAP operating income measure by business segment with the most directly comparable GAAP financial measure for the three-months and twelve-months ended December 31, 2009. There were no special items that impacted operating income for the three-months and twelve-months ended December 31, 2010. As discussed in more detail later in the section entitled "Business Segments," 3M made certain product moves between its business segments in the first quarter of 2010. Segment information for all periods presented has been reclassified to reflect these changes.

		Three-months ended						Twelve-months ended					
		Dec	embe	er 31,	, 200	9		Dec	emb	er 31,	200	9	
OPERATING	Re	Reported Adjusted			R	eported				Adjusted			
INCOME BY		GAAP	Spe	cial	No	n-GAAP		GAAP	Sp	ecial	No	n-GAAP	
<b>BUSINESS SEGMENT</b>	n	neasure	ite	ems		measure	n	neasure	neasure items			measure	
								_					
Industrial and Transportation	\$	406	\$	_	\$	406	\$	1,259	\$	89	\$	1,348	
Health Care		375		_		375		1,350		20		1,370	
Consumer and Office		159		_		159		748		13		761	
Display and Graphics		141		_		141		590		22		612	
Safety, Security and													
Protection Services		192		_		192		724		1		725	
Electro and Communications		118		_		118		322		11		333	
Corporate and Unallocated		(28)		_		(28)		(100)		38		(62)	
Elimination of Dual Credit		(21)		_		(21)		(79)		_		(79)	
					,								
<b>Total Operating Income</b>	\$	1,342	\$		\$	1,342	\$	4,814	\$	194	\$	5,008	

# CONDENSED CONSOLIDATED BALANCE SHEET

(Dollars in millions) (Unaudited)

ASSETS		Dec. 31, 2010	Dec. 31, 2009		
Current assets					
Cash and cash equivalents	\$	3,377	\$	3,040	
Marketable securities – current		1,101		744	
Accounts receivable – net		3,615		3,250	
Inventories		3,155		2,639	
Other current assets		967		1,122	
Total current assets	-	12,215		10,795	
Marketable securities – non-current		540	-	825	
Investments		146		103	
Property, plant and equipment – net		7,279		7,000	
Prepaid pension benefits		74		78	
Goodwill, intangible assets and other assets		9,902		8,449	
Total assets	\$	30,156	\$	27,250	
Current liabilities Short-term borrowings and current portion of long-term debt	\$	1,269	\$	613	
Accounts payable	Ψ	1,662	Ψ	1,453	
Accrued payroll		778		680	
Accrued income taxes		358		252	
Other current liabilities		2,022		1,899	
Total current liabilities		6,089		4,897	
Long-term debt		4,183		5,097	
Pension and postretirement benefits		2,012		2,227	
Other liabilities		1,855		1,727	
Total liabilities	\$	14,139	\$	13,948	
Total equity Shares outstanding December 31, 2010: 711,977,608 shares	\$	16,017	\$	13,302	
December 31, 2009: 710,599,119 shares					
Total liabilities and equity	\$	30,156	\$	27,250	

# CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

(Dollars in millions) (Unaudited)

	T	Twelve-months ended				
		Decem				
		2010		2009		
NET CASH PROVIDED BY	Φ.	5 15 4	Φ.	4.0.41		
OPERATING ACTIVITIES		5,174	_\$_	4,941		
Cash flows from investing activities:						
Purchases of property, plant						
and equipment		(1,091)		(903)		
Acquisitions, net of cash acquired		(1,830)		(69)		
Purchases and proceeds from sale or maturities of						
marketable securities and investments - net		273		(839)		
Other investing activities		(41)		79		
NET CASH USED IN INVESTING ACTIVITIES		(2,689)		(1,732)		
	-					
Cash flows from financing activities:						
Change in debt		(472)		(1,014)		
Purchases of treasury stock		(854)		(17)		
Reissuances of treasury stock		666		431		
Dividends paid to shareholders		(1,500)		(1,431)		
Other financing activities		39		17		
NET CASH USED IN FINANCING ACTIVITIES		(2,121)		(2,014)		
Effect of exchange rate changes						
on cash and cash equivalents		(27)		(4)		
Net increase (decrease) in cash						
and cash equivalents		337		1,191		
_		337		1,191		
Cash and cash equivalents at beginning of year		3,040		1,849		
beginning of year	•	3,010		1,017		
Cash and cash equivalents at						
end of period	\$	3,377	\$	3,040		

# SUPPLEMENTAL CASH FLOW AND OTHER SUPPLEMENTAL FINANCIAL INFORMATION

(Dollars in millions) (Unaudited)

	7	Twelve-months ended				
		December 31,				
		2010		2009		
NON-GAAP MEASURES						
Free Cash Flow:						
Net cash provided by operating activities	\$	5,174	\$	4,941		
Purchases of property, plant and equipment		(1,091)		(903)		
Free Cash Flow (d)	\$	4,083	\$	4,038		

(d) Free cash flow is not defined under U.S. generally accepted accounting principles (GAAP). Therefore, it should not be considered a substitute for income or cash flow data prepared in accordance with U.S. GAAP and may not be comparable to similarly titled measures used by other companies. The company defines free cash flow as net cash provided by operating activities less purchases of property, plant and equipment. It should not be inferred that the entire free cash flow amount is available for discretionary expenditures. The company believes free cash flow is a useful measure of performance and uses this measure as an indication of the strength of the company and its ability to generate cash.

	December 31,		
	2010	2009	
OTHER NON-GAAP MEASURES:		_	
Net Working Capital Turns (e)	5.3	5.5	

(e) The company uses various working capital measures that place emphasis and focus on certain working capital assets and liabilities. 3M's net working capital index is defined as quarterly net sales multiplied by four, divided by ending net accounts receivable plus inventory less accounts payable. This measure is not recognized under U.S. generally accepted accounting principles and may not be comparable to similarly titled measures used by other companies.

# SALES CHANGE ANALYSIS

(Unaudited)

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i nree-	MIONING	Ended	Decem	ner ·	1 I	70110
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			Europe,		
			Middle	Latin	
Sales Change Analysis	United	Asia-	East and	America/	World-
By Geographic Area	States	Pacific	Africa	Canada	Wide
Volume – organic	3.5 %	18.1 %	6.2 %	9.2 %	8.6 %
Price	0.1	(1.8)	0.2	1.1	(0.3)
Organic local-currency sales	3.6	16.3	6.4	10.3	8.3
Acquisitions	2.7	1.3	1.4	1.7	1.8
Local-currency sales	6.3	17.6	7.8	12.0	10.1
Divestitures	_	_	(0.1)	_	_
Translation		4.5	(5.9)	(1.2)	(0.5)
Total sales change	6.3 %	22.1 %	1.8 %	10.8 %	9.6 %

# Three-Months Ended December 31, 2010

	Organic					
Worldwide	local-		Local-			Total
Sales Change Analysis	currency	Acqui-	currency	Divest-	Trans-	sales
By Business Segment	sales	sitions	sales	itures	lation	change
				· ·		
<b>Industrial and Transportation</b>	10.1 %	0.3 %	10.4 %	- %	(0.3) %	10.1 %
Health Care	1.6 %	4.3 %	5.9 %	(0.1) %	(1.5) %	4.3 %
Consumer and Office	5.8 %	2.6 %	8.4 %	- %	(0.1) %	8.3 %
Display and Graphics	10.2 %	- %	10.2 %	- %	0.3 %	10.5 %
Safety, Security and						
Protection Services	3.8 %	4.3 %	8.1 %	- %	(1.2) %	6.9 %
Electro and Communications	20.3 %	- %	20.3 %	- %	0.5 %	20.8 %

# 3M Company and Subsidiaries **SALES CHANGE ANALYSIS**

(Unaudited)

7D 1 3 4 41	T 1 1	D 1	$^{\circ}$	2010
Twelve-Months	Hnded	December	3 I	-7010
I WCIVC IVIOIIUIS	Lilucu	December	$\mathcal{I}_{\mathbf{I}}$	. 2010

			Latin		
Sales Change Analysis	United	Asia-	East and	America/	World-
By Geographic Area	States	Pacific	Africa	Canada	Wide
Volume – organic	7.0 %	30.3 %	7.4 %	12.1 %	13.7 %
Price	0.1	(1.6)	0.1	1.1	(0.2)
Organic local-currency sales	7.1	28.7	7.5	13.2	13.5
Acquisitions	1.1	0.9	0.4	1.3	0.9
Local-currency sales	8.2	29.6	7.9	14.5	14.4
Divestitures	_	_	(0.3)	_	(0.1)
Translation		5.3	(2.8)	2.7	1.0
Total sales change	8.2 %	34.9 %	4.8 %	17.2 %	15.3 %

# Twelve-Months Ended December 31, 2010

	Organic					
Worldwide	local-		Local-			Total
Sales Change Analysis	currency	Acqui-	currency	Divest-	Trans-	sales
By Business Segment	sales	sitions	sales	itures	lation	change
<b>Industrial and Transportation</b>	17.3 %	0.2 %	17.5 %	- %	1.2 %	18.7 %
Health Care	4.0 %	1.2 %	5.2 %	(0.2) %	0.3 %	5.3 %
Consumer and Office	7.1 %	2.9 %	10.0 %	- %	1.0 %	11.0 %
Display and Graphics	23.0 %	- %	23.0 %	- %	1.0 %	24.0 %
Safety, Security and						
Protection Services	6.3 %	1.2 %	7.5 %	- %	0.5 %	8.0 %
Electro and Communications	27.0 %	- %	27.0 %	(0.5) %	1.9 %	28.4 %

### **BUSINESS SEGMENTS**

(Dollars in millions) (Unaudited)

Effective in the first quarter of 2010, 3M made certain product moves between its business segments in its continuing effort to drive growth by aligning businesses around markets and customers. Segment information for all periods presented has been reclassified to reflect this new segment structure. Refer to 3M's Current Report on Form 8-K filed May 17, 2010, which updated 3M's Annual Report on Form 10-K filed February 16, 2010, for discussion of these product moves.

BUSINESS SEGMENT INFORMATION	Three-months ended			Twelve-months ended				
NET SALES	Decemb			ber 31,		December 31,		
(Millions)	2010		2009		2010		2009	
Industrial and Transportation	\$	2,140	\$	1,944	\$	8,581	\$	7,232
Health Care		1,198		1,149		4,521		4,294
Consumer and Office		961		887		3,853		3,471
Display and Graphics		903		817		3,884		3,132
Safety, Security and Protection Services		847		792		3,308		3,064
Electro and Communications		759		628		2,922		2,276
Corporate and Unallocated		(4)		-		9		12
Elimination of Dual Credit		(95)		(95)		(416)		(358)
Total Company	\$	6,709	\$	6,122	\$	26,662	\$	23,123

BUSINESS SEGMENT INFORMATION OPERATING INCOME	Three-months ended December 31,				Twelve-months ended December 31,			
(Millions)	2010		2009		2010		2009	
Industrial and Transportation	\$	423	\$	406	\$	1,799	\$	1,259
Health Care		347		375		1,364		1,350
Consumer and Office		175		159		840		748
Display and Graphics		144		141		946		590
Safety, Security and Protection Services		165		192		707		724
Electro and Communications		156		118		631		322
Corporate and Unallocated		(88)		(28)		(277)		(100)
Elimination of Dual Credit		(21)		(21)		(92)		(79)
Total Company	\$	1,301	\$	1,342	\$	5,918	\$	4,814

For the three-months and twelve-months ended December 31, 2009, refer to the preceding notes (b-c) and the preceding reconciliation of operating income by business segment for a discussion and summary of items that impacted reported business segment operating income.

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