## 3M Reports Higher Second-Quarter Earnings

ST. PAUL, Minn. -- July 22, 2002 -- 3M today announced its second-quarter sales and profit results.

The company reported net income of $\$ 466$ million, or $\$ 1.18$ per share, versus $\$ 202$ million, or $\$ 0.50$ per share, in the second quarter of 2001. Excluding non-recurring items,* 3 M earned $\$ 1.36$ per share, up 21.4 percent from $\$ 1.12$ per share in last year's second quarter. Net income, excluding non-recurring items,* was $\$ 539$ million versus $\$ 451$ million in the second quarter of last year. Required changes in goodwill accounting boosted earnings by 4 cents per share.
"The combination of higher sales and continued improvement in operating efficiency produced a solid second-quarter earnings result," said W. James McNerney, Jr., 3M chairman and CEO. "Our five corporate initiatives -- Six Sigma, Global Sourcing Effectiveness, Indirect Cost Control, eProductivity and 3 M Acceleration -- are driving 3 M to new levels of operational excellence, boosting our competitive capability and enhancing our future growth potential. 3M employees across the globe are driving these initiatives at full speed and have dedicated themselves to improving every aspect of what we do. I commend them for an outstanding second-quarter result."

Worldwide sales in second quarter totaled $\$ 4.161$ billion, 2.1 percent higher than in last year's second quarter. Sales volumes increased 0.6 percent. Volumes increased 9.3 percent in the Transportation, Graphics and Safety segment and 6.4 percent in Health Care, while volumes declined by 0.5 percent in Industrial Markets, 2.4 percent in Consumer and Office, 5.9 percent in Specialty Material and 14.9 percent in Electro and Communications. Global selling prices increased 0.7 percent, while currency effects increased worldwide sales by 0.8 percent.

Sales outside the United States totaled $\$ 2.271$ billion, 5.7 percent higher than the second quarter of last year. Volumes increased 2.9 percent, while selling prices increased 1.3 percent. Changes in the value of the U.S. dollar increased international sales by 1.5 percent. Volumes increased 24.6 percent in Asia excluding Japan and 9.5 percent in Japan. Volumes declined 4.3 percent in Europe and 4.5 percent in Latin America.

Sales in the United States totaled $\$ 1.890$ billion, down 1.8 percent from the same quarter of 2001. Volumes declined 1.8 percent, while selling prices were flat.
"While there were signs of sales improvement in the second quarter, we remain cautious about business conditions for the remainder of 2002," McNerney said. "The global economic landscape remains uncertain, and our operating plans will continue to reflect this view. Regardless of nearterm economic trends, we will aggressively drive our five corporate initiatives aimed at accelerating long-term top-line growth, improving process efficiency and increasing cash flow, thereby enhancing our competitive position and enabling investment in future growth."

3M also updated earnings expectations for 2002 in total. For the year, the company now expects reported earnings will be within a range of $\$ 4.88$ to $\$ 5.03$ per share. Excluding non-recurring items, 3 M expects 2002 earnings to be between $\$ 5.15$ and $\$ 5.30$ per share. Both ranges assume a positive 12-cent impact due to cessation of goodwill amortization in accordance with this year's adoption of a new accounting standard. Third-quarter 2002 earnings -- on both a reported and pro forma basis are expected to be in the range of $\$ 1.35$ to $\$ 1.40$ per share.

Patrick D. Campbell, senior vice president and chief financial officer, will conduct an investor teleconference at $9 \mathrm{a} . \mathrm{m}$. Eastern Time ( $8 \mathrm{a} . \mathrm{m}$. Central) today. Investors can access a webcast of this conference, along with related charts and materials, at http://investor.3M.com.

* During second quarter of 2002, under its restructuring plan announced in 2001, 3M incurred pretax charges of $\$ 148$ million ( $\$ 73$ million after-tax) primarily related to employee separation costs and accelerated depreciation charges. It is expected that no additional charges will be incurred going forward related to this plan. The company incurred similar charges in the first quarter of 2002 in the amount of $\$ 54$ million ( $\$ 35$ million after-tax). Second-quarter 2001 pretax charges of $\$ 397$ million ( $\$ 249$ million after-tax) principally related to employee separation costs under the same plan. Firstquarter 2001 includes non-recurring acquisition-related charges of $\$ 23$ million ( $\$ 14$ million aftertax). Effective Jan. 1, 2002, the company adopted Emerging Issues Task Force Issue No. 00-25, "Vendor Income Statement Characterization of Consideration Paid to a Reseller of the Vendor's Products". This adoption resulted in a reclassification of approximately $\$ 25$ million of advertising costs from selling, general and administrative expenses to net sales for each of the years 1999 through 2001, with no impact on operating income. These adjustments were recorded in the company's Consumer and Office segment. Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets" required the cessation of goodwill and other indefinitelived asset amortization effective Jan. 1, 2002. This goodwill and indefinite-lived asset amortization reduced diluted earnings per share by 12 cents in 2001 ( 4 cents in the second quarter of 2001 and 6 cents in the first six months of 2001).


## Forward-Looking Statements

This news release contains forward-looking statements that reflect current views and estimates of 3M's management of future economic circumstances, industry conditions, company performance and financial results. The statements are based on many assumptions and factors including: (1) worldwide economic conditions; (2) foreign currency exchange rates and fluctuations in those rates; (3) the timing and acceptance of new product offerings; (4) purchased components and materials, including shortages and increases in the costs of such components and materials; (5) 3M's ability to successfully manage acquisitions, divestitures and strategic alliances; and (6) legal proceedings. Any changes in such assumptions or factors could produce significantly different results.


#### Abstract

About 3M 3M is a $\$ 16$ billion diversified technology company with leading positions in health care, safety, electronics, telecommunications, industrial, consumer and office, and other markets. Headquartered in St. Paul, Minnesota, the company has operations in more than 60 countries and serves customers in nearly 200 countries. 3 M businesses share technologies, manufacturing operations, brands, marketing channels and other important resources. 3M, which marks its 100th anniversary this year, is one of the 30 stocks that make up the Dow Jones Industrial Average and also is a component of the Standard \& Poor's 500 Index. For more information about 3M go to www.3M.com or www.3M.com/profile/pressbox/index.jhtml.


# 3M Company and Subsidiaries 

SALES CHANGE ANALYSIS
(Unaudited)

Second-Quarter 2002

Volume - core
Volume - acquisitions and divestitures

Price
Translation
Total

| U.S. | Intl. | Worldwide |
| :---: | :---: | :---: |
| (1.8)\% | 2.9\% | 0.6\% |
| 0.0 | 0.0 | 0.0 |
| 0.0 | 1.3 | 0.7 |
| -- | 1.5 | 0.8 |
| (1.8)\% | 5.7\% | 2.1\% |

Six-Months 2002

|  | U.S. | Intl. | Worldwide |
| :---: | :---: | :---: | :---: |
| Volume - core | (4.0)\% | (0.6)\% | (2.1)\% |
| Volume - acquisitions and divestitures | 0.2 | 0.4 | 0.2 |
| Price | 0.4 | 1.0 | 0.7 |
| Translation | -- | (2.0) | (1.1) |
| Total | (3.4)\% | (1.2)\% | (2.3)\% |

3M Company and Subsidiaries
CONSOLIDATED STATEMENT OF INCOME
(Amounts in millions, except per-share amounts)
(Unaudited)

|  | Three-months ended June 30 |  | Six-months ended June 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2002 | 2001 | 2002 | 2001 |
| Net sales | \$4,161 | \$4,073 | \$8,051 | \$8,237 |
| Operating expenses |  |  |  |  |
| Cost of sales | 2,231 | 2,266 | 4,267 | 4,462 |
| Selling, general and administrative expenses | 975 | 1,190 | 1,852 | 2,143 |
| Research, development and related expenses | 269 | 283 | 533 | 561 |
| Total | 3,475 | 3,739 | 6,652 | 7,166 |
| Operating income | 686 | 334 | 1,399 | 1,071 |
| Interest expense and income |  |  |  |  |
| Interest expense | 20 | 33 | 39 | 71 |
| Interest income | (9) | (9) | (18) | (21) |
| Total | 11 | 24 | 21 | 50 |
| Income before income taxes and minority interest | 675 | 310 | 1,378 | 1,021 |
| Provision for income taxes | 210 | 94 | 437 | 332 |
| Minority interest | (1) | 14 | 23 | 34 |
| Net income | \$ 466 | \$ 202 | \$ 918 | \$ 655 |
| Weighted average common shares outstanding - basic | 390.0 | 395.9 | 390.0 | 396.1 |
| Earnings per share - basic | \$ 1.19 | \$ 0.51 | \$ 2.35 | \$ 1.65 |
| Weighted average common shares outstanding - diluted | 396.1 | 402.2 | 395.7 | 402.3 |
| Earnings per share - diluted | \$ 1.18 | \$ 0.50 | \$ 2.32 | \$ 1.63 |

3M Company and Subsidiaries
Supplemental Unaudited Consolidated Statement of Income Information (Dollars in millions, except per-share amounts)

|  | Three-months ended June 30, 2002 |  |  | Three-months ended June 30, 2001 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Excluding nonrecurring items | Nonrecurring items | Reported total | Excluding nonrecurring items | Nonrecurring items | Reported total |
| Net sales | \$4,161 | \$ -- | \$4,161 | \$4,073 | \$ -- | \$4,073 |
| Operating expenses |  |  |  |  |  |  |
| Cost of sales | 2,140 | 91 | 2,231 | 2,125 | 141 | 2,266 |
| Selling, general and administrative expenses | 919 | 56 | 975 | 948 | 242 | 1,190 |
| Research, development and related expenses | 268 | 1 | 269 | 269 | 14 | 283 |
| Total | 3,327 | 148 | 3,475 | 3,342 | 397 | 3,739 |
| Operating income (loss) | 834 | (148) | 686 | 731 | (397) | 334 |
| Interest expense and (income), net | 11 | -- | 11 | 24 | -- | 24 |
| Income (loss) before income taxes and minority interest | 823 | (148) | 675 | 707 | (397) | 310 |
| Provision (benefit) for income taxes | 267 | (57) | 210 | 237 | (143) | 94 |
| Effective tax rate | 32.5\% |  | 31.2\% | 33.5\% |  | 30.4\% |
| Minority interest | 17 | (18) | (1) | 19 | (5) | 14 |
| Net income (loss) | \$ 539 | \$ (73) | \$ 466 | \$ 451 | \$(249) | \$ 202 |
| Per share-diluted | \$ 1.36 | \$ (.18) | \$1.18 | \$1.12 | \$ (.62) | \$ 0.50 |


|  | Six-months ended June 30, 2002 |  |  | Six-months ended <br> June 30, 2001 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Excluding nonrecurring items | Nonrecurring items | Reported total | Excluding nonrecurring items | Nonrecurring items | Reported total |
| Net sales | \$8,051 | \$ -- | \$8,051 | \$8,237 | \$ -- | \$8,237 |
| Operating expenses |  |  |  |  |  |  |
| Cost of sales | 4,146 | 121 | 4,267 | 4,298 | 164 | 4,462 |
| Selling, general and administrative expenses | 1,775 | 77 | 1,852 | 1,901 | 242 | 2,143 |
| Research, development and related expenses | 529 | 4 | 533 | 547 | 14 | 561 |
| Total | 6,450 | 202 | 6,652 | 6,746 | 420 | 7,166 |
| Operating income (loss) | 1,601 | (202) | 1,399 | 1,491 | (420) | 1,071 |
| Interest expense and (income), net | 21 | -- | 21 | 50 | -- | 50 |
| Income (loss) before income taxes and minority interest | 1,580 | (202) | 1,378 | 1,441 | (420) | 1,021 |
| Provision (benefit) for income taxes | 513 | (76) | 437 | 482 | (150) | 332 |
| Effective tax rate | 32.5\% | -- | 31.7\% | 33.5\% | -- | 32.5\% |
| Minority interest | 41 | (18) | 23 | 41 | (7) | 34 |
| Net income (loss) | \$1,026 | \$ (108) | \$ 918 | \$ 918 | \$(263) | \$ 655 |
| Per share-diluted | \$ 2.59 | \$ (.27) | \$ 2.32 | \$ 2.28 | \$ (.65) | \$ 1.63 |

3M Company and Subsidiaries
CONSOLIDATED BALANCE SHEET
(Dollars in millions, except per-share amounts)
(Unaudited)


3M Company and Subsidiaries
BUSINESS SEGMENTS (Unaudited)
3M's net sales and operating income by segment for the second quarter and first six months of 2002 and 2001 follow. Effective January 1, 2002, the company adopted Emerging Issues Task Force Issue (EITF) No. 00-25, "Vendor Income Statement Characterization of Consideration Paid to a Reseller of the Vendor's Products." This adoption resulted in a reclassification of approximately $\$ 25$ million of advertising expenses from selling, general and administrative expenses to net sales for each of the years 1999 through 2001, with no impact on operating income. These adjustments were recorded in the company's Consumer and Office segment.

| BUSINESS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| SEGMENT | Three-months ended June 30 |  | Six-months ended June 30 |  |
| INFORMATION |  |  |  |  |
| (Millions) | 2002 | 2001 | 2002 | 2001 |
| NET SALES |  |  |  |  |
| Transportation, Graphics and Safety | \$ 994 | \$ 907 | \$1,888 | \$1,800 |
| Health Care | 927 | 854 | 1,798 | 1,683 |
| Industrial | 805 | 792 | 1,598 | 1,657 |
| Consumer and Office | 664 | 666 | 1,289 | 1,355 |
| Electro and Communications | 504 | 582 | 967 | 1,188 |
| Specialty Material | 253 | 270 | 485 | 551 |
| Corporate and Unallocated | 14 | 2 | 26 | 3 |
| Total Company | \$4,161 | \$4,073 | \$8,051 | \$8,237 |
| OPERATING INCOME |  |  |  |  |
| Transportation, Graphics and Safety | \$ 244 | \$ 198 | \$456 | \$ 375 |
| Health Care | 217 | 190 | 439 | 355 |
| Industrial | 140 | 123 | 279 | 293 |
| Consumer and Office | 122 | 106 | 239 | 219 |
| Electro and Communications | 84 | 77 | 139 | 145 |
| Specialty Material | 42 | 38 | 73 | 86 |
| Corporate and Unallocated | (163) | (398) | (226) | (402) |
| Total Company | \$ 686 | \$ 334 | \$1,399 | \$1,071 |

First and second quarter 2002 non-recurring charges of $\$ 54$ million and $\$ 148$ million, respectively, (included in Corporate and Unallocated) principally related to employee separation costs and accelerated depreciation charges under the company's previously announced restructuring plan. Second quarter 2001 non-recurring charges of $\$ 397$ million (included in Corporate and Unallocated) principally related to employee separation costs under the same plan. First quarter 2001 operating income includes non-recurring costs of $\$ 23$ million recorded in cost of sales. These first quarter 2001 non-recurring costs (primarily related to acquisitions of inventory that must be recorded at fair market value instead of manufactured cost and the subsequent sale of these acquired inventories) totaled $\$ 10$ million in Health Care; $\$ 7$ million in Transportation, Graphics and Safety; and $\$ 6$ million in the Electro and Communications segment.

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