# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, DC 20549** 

# FORM 8-K

# CURRENT REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported): January 24, 2013

# **3M COMPANY**

(Exact Name of Registrant as Specified in Its Charter)

# Delaware

(State or Other Jurisdiction of Incorporation)

File No. 1-3285 (Commission File Number) 41-0417775 (IRS Employer Identification No.)

**3M Center, St. Paul, Minnesota** (Address of Principal Executive Offices)

**55144-1000** (Zip Code)

(651) 733-1110

(Registrant's Telephone Number, Including Area Code)

(Former Name or Former Address, if Changed Since Last Report)

	theck the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions deneral Instruction A.2. below):
Г	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Item 2.02. Results of Operations and Financial Condition

On January 24, 2013, 3M Company issued a press release reporting fourth-quarter and full-year 2012 results (attached hereunder as Exhibit 99 and incorporated herein by reference).

Item 9.01. Financial Statements and Exhibits

(d) Exhibits

Exhibit Number Description

Press Release, dated as of January 24, 2013, of 3M Company (furnished pursuant to Item 2.02 hereof)

# SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

3M COMPANY

By: /s/ Gregg M. Larson

Gregg M. Larson,

Deputy General Counsel and Secretary

Dated: January 24, 2013

# 3M Delivers Fourth-Quarter Sales of \$7.4 Billion and Earnings of \$1.41 per Share; Company Posts Record Full-Year Sales of \$29.9 Billion and Earnings of \$6.32 per Share

ST. PAUL, Minn. — January 24, 2013 - 3M (NYSE: MMM) today reported fourth-quarter earnings of \$1.41 per share, an increase of 4.4 percent versus the fourth quarter of 2011. Operating income was \$1.4 billion and operating income margins for the quarter were 19.5 percent. Fourth-quarter net income was \$1.0 billion and free cash flow was \$1.2 billion.

Sales rose 4.2 percent year-on-year to \$7.4 billion, an all-time fourth-quarter record. Organic local-currency sales grew 4.3 percent, acquisitions added 0.9 percent to sales and currency impacts reduced sales by 1.0 percent year-on-year.

Organic local-currency sales growth was 8.7 percent in Consumer and Office, 8.3 percent in Display and Graphics, 5.9 percent in Health Care, 3.9 percent in Industrial and Transportation and 1.8 percent in Electro and Communications; Safety, Security and Protection Services declined 1.7 percent year-on-year. On a geographic basis, organic local-currency sales grew 9.7 percent in Latin America/Canada, 5.8 percent in Asia Pacific, 5.2 percent in the U.S. and declined 1.0 percent in EMEA (Europe, Middle East and Africa).

For the full year 2012, 3M posted record sales of \$29.9 billion, up 1.0 percent year-on-year. Organic local-currency sales grew 2.6 percent and acquisitions added 0.8 percent to sales. Foreign currency translation reduced sales by 2.4 percent year-on-year.

Four of the company's six business segments posted full-year organic local-currency growth, led by Health Care at 4.7 percent and Industrial and Transportation at 4.5 percent. Latin America/Canada was the fastest-growing geographic region in 2012 at 10.9 percent followed by the U.S. at 4.2 percent.

Full-year 2012 earnings were \$6.32 per share, an increase of 6.0 percent. Operating margins were 21.7 percent and return on invested capital was 20 percent.

"Fourth-quarter was a good finish to a successful year for 3M," said Inge G. Thulin, 3M chairman, president and chief executive officer. "Our people executed well in the face of challenging macroeconomic conditions and we have built good momentum to innovate and move forward in 2013."

3M affirmed its 2013 full-year performance expectations. The company anticipates 2013 earnings to be in the range of \$6.70 to \$6.95 per share with organic local-currency sales growth of 2 to 5 percent. 3M also expects free cash flow conversion to be in the range of 90 to 100 percent.

# Fourth-Quarter Business Segment Discussion

# Industrial and Transportation

- · Sales of \$2.5 billion, up 3.8 percent in U.S. dollars. Organic local-currency sales increased 3.9 percent, acquisitions (Ceradyne) added 1.2 percent to sales and foreign currency translation reduced sales by 1.3 percent.
- · On an organic local-currency basis:
  - Sales growth was strongest in liquid filtration, aerospace, industrial adhesives and tapes, abrasives and automotive OEM; both the advanced materials and the renewable energy businesses declined year-on-year.
  - · Sales increased in Latin America/Canada, the U.S. and Asia Pacific and were flat in EMEA.
- · Operating income was \$469 million, down 0.4 percent year-on-year; operating margin of 18.8 percent.

# Health Care

- · Sales of \$1.3 billion, up 5.6 percent in U.S. dollars. Organic local-currency sales increased 5.9 percent, acquisitions (CodeRyte) added 0.5 percent and foreign currency translation reduced sales by 0.8 percent.
- On an organic local-currency basis:
  - · Sales increased in all businesses, with the strongest growth in food safety, health information systems, skin/wound care and oral care.
  - Positive sales growth in all major geographies, with double-digit growth in Latin America/Canada and Asia Pacific.
- Operating income increased 10.8 percent to \$430 million; operating margin of 32.3 percent.

# Consumer and Office

- Sales of \$1.1 billion, up 7.7 percent in U.S. dollars. Organic local-currency sales increased 8.7 percent and foreign currency translation reduced sales by 1.0 percent.
- On an organic local-currency basis:
  - Growth was led by consumer health care, DIY and stationery and office supplies.
  - · Sales rose in all major geographies with double-digit growth in the U.S. and Latin America/Canada.
- · Operating income increased 28.8 percent to \$230 million; operating margin of 21.0 percent.

# Display and Graphics

- Sales of \$910 million, up 10.6 percent in U.S. dollars. Organic local-currency sales increased 8.3 percent, acquisitions (Federal Signal Technologies) added 3.2 percent and foreign currency translation reduced sales by 0.9 percent.
- · On an organic local-currency basis:
  - Sales increased at a double-digit rate in optical systems; sales also increased in architectural markets, traffic safety systems and commercial graphics.
  - Sales increased in Asia Pacific, Latin America/Canada and the U.S. and declined year-on-year in EMEA.
- Operating income decreased 3.6 percent to \$152 million; operating margin of 16.7 percent.

# Safety, Security and Protection Services

Sales of \$904 million, down 2.5 percent in U.S. dollars. Organic local-currency sales decreased 1.7 percent, divestitures reduced sales by 0.1 percent and foreign currency translation reduced sales by 0.7 percent.

- On an organic local-currency basis:
  - Sales growth was strongest in infrastructure protection, personal safety and roofing granules; sales declined year-on-year in security systems.
  - · Sales increased in Latin America/Canada and Asia Pacific; sales declined in the U.S. and EMEA.
  - Operating income decreased 5.2 percent to \$162 million; operating margin of 18.0 percent.

- · Sales of \$776 million, up 1.0 percent in U.S. dollars. Organic local-currency sales increased 1.8 percent and foreign currency translation reduced sales by 0.8 percent.
- On an organic local-currency basis:
  - · Sales increased in both electrical and telecom markets, partially offset by a decline in consumer electronics-related businesses.
  - Sales increased in Latin America/Canada, the U.S. and Asia Pacific and declined year-on-year in EMEA.
- Operating income of \$142 million, down 6.5 percent; operating margin of 18.4 percent.

3M will conduct an investor teleconference at 9:00 a.m. EST (8:00 a.m. CST) today. Investors can access this conference via the following:

- · Live webcast at http://investor.3M.com.
- · Live telephone:
  - Call 800-762-2596 within the U.S. or +1 212-231-2916 outside the U.S. Please join the call at least 10 minutes before the start time.
- · Webcast replay:
- Go to 3M's Investor Relations website at http://investor.3M.com and click on "Quarterly Earnings."
- · Telephone replay:
  - Call 800-633-8284 (for both U.S. and outside the U.S.; access code is 21609530).
  - The telephone replay will be available until 10:00 a.m. CST on January 29, 2013.

# 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 and other factors beyond the Company's control, including natural and other disasters affecting the operations of the Company or its customers and suppliers; (2) the Company's credit ratings and its cost of capital; (3) competitive conditions and customer preferences; (4) foreign currency exchange rates and fluctuations in those rates; (5) the timing and market acceptance of new product offerings; (6) 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); (7) 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; (8) generating fewer productivity improvements than estimated; (9) security breaches and other disruptions to the Company's information technology infrastructure; and (10) 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, 2011, 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 "Cautionary Note Concerning Factors That May Affect Future Results" and "Risk Factors" in Part I, Items 1 and 1A (Annual Report) and in Part I, Item 2 and 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 forward-looking statements contained in this news release as a result of new information or future events or developments.

# 3M Company and Subsidiaries

# CONSOLIDATED STATEMENT OF INCOME

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

	Three-months ended December 31,			Twelve-months en December 31,			
		2012	 2011		2012		2011
Net sales	\$	7,387	\$ 7,089	\$	29,904	\$	29,611
Operating expenses	<u>-</u>		 	·		•	<u> </u>
Cost of sales		3,991	3,824		15,685		15,693
Selling, general and administrative expenses		1,535	1,522		6,102		6,170
Research, development and related expenses		418	379		1,634		1,570
Total operating expenses	<u>-</u>	5,944	5,725		23,421		23,433
Operating income		1,443	 1,364		6,483		6,178
Interest expense and income							
Interest expense		44	45		171		186
Interest income		(10)	(10)		(39)		(39)
Total interest expense – net		34	35		132		147
Income before income taxes		1,409	1,329		6,351		6,031
Provision for income taxes		405	355		1,840		1,674
Net income including noncontrolling interest	\$	1,004	\$ 974	\$	4,511	\$	4,357
Less: Net income attributable to noncontrolling interest		13	20		67		74
Net income attributable to 3M	\$	991	\$ 954	\$	4,444	\$	4,283
Weighted average 3M common shares outstanding - basic		691.5	 701.2		693.9		708.5
Earnings per share attributable to 3M common shareholders – basic	\$	1.43	\$ 1.36	\$	6.40	\$	6.05
Weighted average 3M common shares outstanding – diluted		701.2	 707.5	_	703.3		719.0
Earnings per share attributable to 3M common shareholders – diluted	\$	1.41	\$ 1.35	\$	6.32	\$	5.96
Cash dividends paid per 3M common share	\$	0.59	\$ 0.55	\$	2.36	\$	2.20

3M Company and Subsidiaries

CONDENSED CONSOLIDATED BALANCE SHEET

(Dollars in millions) (Unaudited)

ASSETS		
Current assets		
Cash and cash equivalents	\$ 2,883	\$ 2,219
Marketable securities — current	1,648	1,461
Accounts receivable — net	4,061	3,867
Inventories	3,837	3,416
Other current assets	 1,201	1,277
Total current assets	13,630	12,240
Marketable securities — non-current	 1,162	896
Investments	163	155
Property, plant and equipment — net	8,378	7,666
Goodwill and intangible assets — net	9,310	8,963
Prepaid pension benefits	16	40
Other assets	 1,217	 1,656
Total assets	\$ 33,876	\$ 31,616
LIABILITIES AND EQUITY		
Current liabilities		
Short-term borrowings and		
current portion of long-term debt	\$ 1,085	\$ 682
Accounts payable	1,762	1,643
Accrued payroll	701	676
Accrued income taxes	371	355
Other current liabilities	 2,281	 2,085
Total current liabilities	 6,200	 5,441
Long-term debt	4,916	4,484
Pension and postretirement benefits	3,086	3,972
Other liabilities	 1,634	1,857
Total liabilities	\$ 15,836	\$ 15,754
Total equity	\$ 18,040	\$ 15,862
Shares outstanding		
December 31, 2012: 687,091,650 shares		
December 31, 2011: 694,970,041 shares		
Total liabilities and equity	\$ 33,876	\$ 31,616

# 3M Company and Subsidiaries CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

(Dollars in millions) (Unaudited)

	Twelve-months ended December 31,		
	2012	2011	
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$ 5,300	\$ 5,284	
Cash flows from investing activities:			
Purchases of property, plant and equipment	(1,484)	(1,379)	
Acquisitions, net of cash acquired	(1,046)	(649)	
Purchases and proceeds from sale or maturities of marketable securities and investments — net	(211)	(745)	
Other investing activities	55	55	
NET CASH USED IN INVESTING ACTIVITIES	(2,686)	(2,718)	
Cash flows from financing activities:	·-		
Change in debt	722	(307)	
Purchases of treasury stock	(2,204)	(2,701)	
Proceeds from issuances of treasury stock pursuant to stock option and benefit plans	1,012	902	
Dividends paid to shareholders	(1,635)	(1,555)	
Other financing activities	47	(14)	
NET CASH USED IN FINANCING ACTIVITIES	(2,058)	(3,675)	
	·		
Effect of exchange rate changes on cash and cash equivalents	108	(49)	
Net increase (decrease) in cash and cash equivalents	664	(1,158)	
Cash and cash equivalents at beginning of year	2,219	3,377	
Cash and cash equivalents at end of period	\$ 2,883	\$ 2,219	

# 3M Company and Subsidiaries SUPPLEMENTAL CASH FLOW AND OTHER SUPPLEMENTAL FINANCIAL INFORMATION (Dollars in millions) (Unaudited)

Three-mon		Twelve-mont	
Decemb	er 31,	Decembe	r 31,
2012	2011	2012	2011

NON-GAAP MEASURES

Free Cash Flow:

Net cash provided by operating activities	\$ 1,738	\$ 1,738	\$ 5,300	\$ 5,284
Purchases of property, plant and equipment	(507)	(517)	(1,484)	(1,379)
Free Cash Flow (a)	\$ 1,231	\$ 1,221	\$ 3,816	\$ 3,905

(a) Free cash flow is not defined under U.S. GAAP. Therefore, it should not be considered a substitute for income or cash flow data prepared in accordance with 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.

	2012	2011
OTHER NON-GAAP MEASURES:		
Net Working Capital Turns at Dec. 31 (b)	4.8	5.0
Return on Invested Capital for the twelve-months ended Dec. 31 (c)	19.8 %	19.9 %

- (b) 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. GAAP and may not be comparable to similarly titled measures used by other companies.
- (c) The company uses non-GAAP measures to focus on shareholder value creation. 3M uses Return on Invested Capital (ROIC), defined as annualized after-tax operating income (including interest income) divided by average operating capital. Operating capital is defined as net assets (total assets less total liabilities) excluding debt. This measure is not recognized under U.S. GAAP and may not be comparable to similarly titled measures used by other companies.

# 3M Company and Subsidiaries SALES CHANGE ANALYSIS (Unaudited)

# Sales Change Analysis By Geographic Area

	Three-months ended December 31, 2012					
	United States	Asia- Pacific	Europe, Middle East and Africa	Latin America/ Canada	World- Wide	
Volume — organic	3.8%	7.4%	(2.4)%	6.6%	3.6%	
Price	1.4	(1.6)	1.4	3.1	0.7	
Organic local-currency sales	5.2	5.8	(1.0)	9.7	4.3	
Acquisitions	1.9	_	0.6	0.4	0.9	
Translation		(0.7)	(1.8)	(2.9)	(1.0)	
Total sales change	7.1%	5.1%	(2.2)%	7.2%	4.2%	

# Worldwide Sales Change Analysis By Business Segment

		Three-months ended December 31, 2012					
	Organic local- currency sales	Acqui- sitions	Divest- itures	Trans- lation	Total sales change		
Industrial and Transportation	3.9%	1.2%	<u> </u>	(1.3)%	3.8%		
Health Care	5.9%	0.5%	—%	(0.8)%	5.6%		
Consumer and Office	8.7%	-%	—%	(1.0)%	7.7%		
Safety, Security and Protection Services	(1.7)%	%	(0.1)%	(0.7)%	(2.5)%		
Display and Graphics	8.3%	3.2%	—%	(0.9)%	10.6%		
Electro and Communications	1.8%	—%	—%	(0.8)%	1.0%		

# Sales Change Analysis By Geographic Area

	Twelve-months ended December 31, 2012						
	United States	Asia- Pacific	Europe, Middle East and Africa	Latin America/ Canada	World- Wide		
Volume — organic	2.1%	1.3%	(2.8)%	6.9%	1.2%		
Price	2.1	(1.2)	2.2	4.0	1.4		
Organic local-currency sales	4.2	0.1	(0.6)	10.9	2.6		
Acquisitions	0.8	0.3	1.9	0.1	0.8		
Translation		(0.6)	(6.2)	(6.3)	(2.4)		
Total sales change	5.0%	(0.2)%	(4.9)%	4.7%	1.0%		

# Worldwide Sales Change Analysis By Business Segment

Inc

, Daviness segment		Twelve-months ended D	ecember 31, 2012		
	Organic				
	local-			Total	
	currency	Acqui-	Trans-	sales	
	sales	sitions	lation	change	
ndustrial and Transportation	4.5%	1.1%	(2.9)%	2.7%	

Health Care	4.7%	0.3%	(2.5)%	2.5%
Consumer and Office	3.8%	2.0%	(1.9)%	3.9%
Safety, Security and Protection Services	2.2%	—%	(2.7)%	(0.5)%
Display and Graphics	(2.4)%	0.9%	(1.6)%	(3.1)%
Electro and Communications	(0.8)%	—%	(1.6)%	(2.4)%

# 3M Company and Subsidiaries

# **BUSINESS SEGMENTS**

(Dollars in millions) (Unaudited)

# BUSINESS SEGMENT INFORMATION

NET SALES

(Millions)

	Three-months ended December 31,				Twelve-months ended December 31,			
	2012		2011		2012		2011	
Industrial and Transportation	\$	2,493	\$	2,402	\$	10,346	\$	10,073
Health Care		1,332		1,261		5,158		5,031
Consumer and Office		1,097		1,019		4,316		4,153
Safety, Security and Protection Services		904		927		3,802		3,821
Display and Graphics		910		823		3,560		3,674
Electro and Communications		776		768		3,228		3,306
Corporate and Unallocated		1		2		5		11
Elimination of Dual Credit		(126)		(113)		(511)		(458)
Total Company	\$	7,387	\$	7,089	\$	29,904	\$	29,611

# BUSINESS SEGMENT INFORMATION

OPERATING INCOME

(Millions)

	Three-months ended December 31,				Twelve-months ended December 31,			
	2012		2011		2012		2011	
Industrial and Transportation	\$	469	\$	472	\$	2,258	\$	2,057
Health Care		430		389		1,646		1,489
Consumer and Office		230		179		930		840
Safety, Security and Protection Services		162		171		847		814
Display and Graphics		152		157		693		788
Electro and Communications		142		153		691		712
Corporate and Unallocated		(114)		(132)		(469)		(421)
Elimination of Dual Credit		(28)		(25)		(113)		(101)
Total Company	\$	1,443	\$	1,364	\$	6,483	\$	6,178

# 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 \$30 billion in sales, 3M employs 88,000 people worldwide and has operations in more than 70 countries.

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