CIN: L31300KA1987PLC013543

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August 5, 2016

The Corporate Relationship Department Bombay Stock Exchange Limited, 1st Floor, New Trading Ring, Rotunda Building P.J. Towers, Dalal Street, Fort Mumbai - 400 001

Scrip Code - 523395

The Secretary National Stock Exchange of India Limited Exchange Plaza, Bandra – Kurla Complex Bandra (E), Mumbai – 400 051

Scrip Code - 3MINDIA

Dear Sirs/ Madam,

# Sub: Proceedings of 29th Annual General Meeting held on August 5, 2016

Pursuant to the provisions of Reg. 30 read with Sch. III – Para A of Part A of the SEBI (LODR) Regulations, 2015, please be informed that the following businesses were transacted at the 29<sup>th</sup> Annual General Meeting of the Company today viz., August 5, 2016 at 11.00 A.M at the Trinity Hall, Vivanta by Taj, 41/3, M. G. Road, Bangalore – 560 001.The Meeting started at 11.00 A.M and ended at 12.25 P.M.

### ORDINARY BUSINESS

- 1. Adoption of Financial Statements for the year ended March 31, 2016.
- Re-appointment of Mr. Ramesh Ramadurai, who retires by rotation.
- Appointment of Messrs. BSR & Co., LLP, Chartered Accountants, Bangalore as Auditors for a period of 5 Years and fixing their remuneration

#### SPECIAL BUSINESS

- 4. Appointment of Ms. Radhika Rajan as an Independent Director.
- Ratification of remuneration payable to Messrs. Rao, Murthy & Associates, Cost Auditors for the FY ending 2016-17.
- 6. Appointment of Ms. Debarati Sen as Director of the Company.
- 7. Appointment of Ms. Debarati Sen as managing Director of the Company.
- Approval of Estimated Material Related Party Transactions for the year 2016-17 with 3M Company, USA..
- Payment of Remuneration by way of Commission to Non-Executive Directors of the Company for 5 years commencing from the FY April 1, 2016.

Also please find enclosed a copy of the Chairman's Speech, delivered by Mr. Bharat D Shah, Chairman of the Board at the 29th Annual General Meeting held today viz., August 5, 2016.

Please bring the above to the notice of your members.

Thanking you,

Encl: as above

(V. Srinivasan) Company Secretary

Yours faithfully, For 3M India Limited

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Regd. Office & Factory: Plot Nos. 48-51, Electronic City, Hosur Road, Bangalore – 560100

## 3M INDIA LIMITED 29<sup>th</sup> Annual General Meeting CHAIRMAN'S SPEECH

### Dear Members of the Company,



On behalf of 3M India Board of Directors, I am happy to welcome all of you as Chairman of the Board to this Twenty Ninth Annual General Meeting of your Company. Thank you for your presence here today. I trust the Notice convening the Meeting, the Boards' Report and the Audited Financial Statements for the year ended March 31, 2016 have been with you for some time.

As you are perhaps aware, there were changes in the composition of the Board of Directors during the year 2015-16.

- Mr. B.S.lyer, Chairman of the Board, ceased to be a Director on the Board of the Company upon completion of his term as Independent Director with effect from the closing hours on March 31, 2016;
- Ms. Radhika Rajan was appointed as an Additional, Non-Executive Independent Director for a period of five consecutive years from May 27, 2016;
- Mrs. Sadhana Kaul, Non-Executive Director of the Company, resigned from the closing hours of May 27, 2016 due to her pre-occupation and other commitments; and,
- Ms. Debarati Sen was appointed as an Additional Director and as Managing Director of the Company for a period of five years from June 1, 2016 in place of Mr. Amit Laroya consequent upon his appointment as Managing Director of 3M Korea. Mr. Amit Laroya ceased to be Managing Director of the Company from the closing hours of May 31, 2016. However he continues as a Non-Executive Director of the Company from June 1, 2016.

The appointments of Ms. Radhika Rajan and Ms. Debarati Sen are placed before the Members for approval as set out at item Nos. 4, 6 and 7 of the Notice of Annual General Meeting.

On your behalf, I would like to extend a warm welcome to Ms. Radhika Rajan and Ms. Debarati Sen to the Board. I would also like to thank on behalf of myself and on your behalf to Mr. B.S. Iyer, Mr. Amit Laroya and Mrs. Sadhana Kaul for their significant contributions to the growth of the Company and to the deliberations of the Board during their respective terms.

The Year 2015-16 was a fundamentally important year for the future of our Company. Your Company delivered strong results in a tough external environment, while at the same time taking significant actions to position us for long-term success. In addition to delivering strong financial results, the Company made significant progress in positioning for success in both 2016-17 and well into the future.

Your Company has leveraged on the long term optimism of the Indian Economy while carefully managing the environmental challenges. With a firm eye on productivity, your Company has posted excellent results for the year 2015-16. The Company was able to consolidate and accelerate on a strong foundation of productivity-led growth which helped to register a solid financial performance.

A strong performance of any organization is always enabled by the aspiration, will and efforts of its employees. 3M India and its employees are committed to building a bigger, bolder and smarter Company which never loses sight of its customers. I am happy to share that the initiatives during the year under review demonstrated this bigger, bolder and smarter thinking which is based on strong customer insights.

Ladies and Gentlemen, coming to the performance of the Company for the year 2015-16, the Company registered an overall turnover growth of 14.31% at Rs. 2,120 crores for the financial year ended March 31, 2016 compared to Rs.1, 855 crores in the previous year. The Profit before Interest and Depreciation was at Rs. 359 crores compared to Rs. 218 crores for the previous year. The operating margin for the current year was at 16.94% compared to 11.73% for the last year. Profit before Tax was at Rs.308 crores compared to Rs. 165 crores for the previous year. Profit after Tax was at Rs. 201 crores compared to Rs.108 crores for the previous year. Lower material cost and interest cost, portfolio prioritization and productivity-led initiatives increased the profitability at all levels for the year under review. Export Sales was at Rs.47 crores for the year ended March 31, 2016 compared to Rs. 39 crores in the previous year, an increase of 18.50%. The Industrial business

grew by 9.90%; Health Care business grew by 15.51%: Safety and Graphics business grew by 16.71%; Consumer business grew by 16.81% and Energy business grew by 30.12%.

Ladies and Gentlemen, let me now give you an update on the performance of the Company for the first quarter April – June 2016, the results of which were announced yesterday evening.

For the Quarter Apr-June 2016, your Company achieved a turnover of Rs.608 crores, an increase of 14.72 % compared to Rs. 530 crores for the quarter Apr-Jun 2015 last year. The Profit before Tax was at Rs. 92 crores, an increase of 48.39 % compared to Rs.62 crores for the quarter Apr-June 2015 last year. The Profit after Tax was at Rs. 60 crores, an increase of 62.16% as compared to Rs. 37 crores for the quarter Apr-June 2015 last year.

We continue to contribute towards initiatives that drive societal change in the communities where we operate, while ensuring that our growth is sustainable. The Company's Corporate Social Responsibility initiative under the brand name of *Embrace* is helping ignite new possibilities for underprivileged children, budding innovators and a young breed of women who are aspiring to lead better lives.

Ladies and Gentlemen, coming to the present Economic situation - Britain's decision to move out of the European Union comes at a time when the global economy is not in great shape and growth forecasts for 2016 have been marked down. "Brexit", therefore, has added to the weakness, fragility and uncertainty, and not surprisingly shaken the markets.

The channels through which global shocks get transmitted to India include trade, credit, investments and capital flows. Also transmitted is the element of confidence. During the peak of global financial crisis in 2008-09, and also at the height of the Greek crisis, we saw all of these at play. Given the uncertainty with the Brexit process, it should not be merely viewed as an event but as a process that will gradually unfold with intermittent mini-frights thrown in as negotiations proceed. We have already seen how capital flows affect the stock and currency markets. Brexit is unlikely to have a notable impact on our GDP growth in fiscal 2017 which is forecasted at 7.9%, with agriculture as the swing factor.

The Current Account Deficit (CAD) is projected at 1.3% of GDP in fiscal 2017, 20 basis points more than the 1.1% seen in fiscal 2016. Overall, export growth will be tepid through calendar 2016 given that global growth forecasts are edging lower. For yet another year, low imports (due to subdued oil and commodity prices) will protect India's CAD. But there will be some upside from core imports (non-oil, non-gold), which are expected to rise on the back of a pick-up in domestic consumption and to some extent investment demand. This will put upward pressure on CAD.

Inflation rose to 5.8%, a 22-month high in June on the back of rising food inflation. A normal monsoon, as forecast by the India Meteorological Department (IMD) and proactive steps taken by the government to manage food supply will rein in food inflation this fiscal. After the Reserve Bank of India (RBI) kept its policy rate unchanged at 6.5% at its June 7 meeting, we expect the central bank to deliver another rate cut in August. IIP growth perked up in May, growing by 1.2% on-year compared to -1.3% in April, as the manufacturing sector crawled back in the positive zone after two months of negative growth. The mild improvement in manufacturing was seen in both the consumer oriented and industrial and investment oriented segments. (Source: CRISIL RESEARCH)

Before I conclude, Ladies and Gentlemen, I would like to express our sincere thanks to the Government of India and the State Governments of Karnataka, Maharashtra and Gujarat for their continued support. My thanks also go to our customers, dealers, suppliers, bankers, shareholders, 3M Company, USA and other 3M Group Companies worldwide for their support and co-operation. My special thanks and appreciation to the employees of the Company at all levels for their hard work, dedication and commitment and also extend my gratitude to my fellow Directors on the Board for their counsel and commitment to the Company.

And of course, Dear Members, I once again look forward to your continued support and goodwill that is critical to the success of our Company.

Bengaluru August 5, 2016

Bharat D Shah Chairman of the Board

Note: This does not purport to be a record of the proceedings of the Annual General Meeting.