

# 3M Price Adjustment, effective 1 February 2021

November 1, 2020

Dear Valued Customer,

We value your relationship with us and appreciate your continued business.

Effective February 1, 2021, 3M will be adjusting general line prices. We understand the impact price adjustments have on customers and we continue to leverage our strong global sourcing network, optimize our manufacturing technologies and accelerate our use of lean processes to minimise these price adjustments.

The overall impact will vary depending on your product mix, and you may see price changes for some materials that differ from the average percentage for the product category.

Full details of pricing for all the products you purchase from 3M can be downloaded at any time via the online customer portal: "bCom". The bCom platform also provides you with full visibility of your account and the status of your orders, 24 hours a day, 7 days a week.

If you are a registered bCom user with a pricing role, simply access bCom site to view your price files. For access please visit: [www.3M.co.uk/bcom](http://www.3M.co.uk/bcom)

For assistance with bCom, and if you are not registered on bCom, please contact our dedicated helpline at [NorthEuropebCom@mmm.com](mailto:NorthEuropebCom@mmm.com) or call 0845 8721477 to request access.

Your dynamic price file will typically take minutes to download but can very occasionally take up to 24 hours. You will be notified via email when your report is ready. Please ensure you check junk or clutter folders in case your email system routes the notification email there.

In addition to the bCom service portal, we will also be sending a separate communication with a direct link to your new price information. This will be shared shortly. Should you require immediate access, please refer to the bCom service portal.

As we know there remains considerable uncertainty as to whether the UK Government and EU Commission will agree a trade deal by 31 December 2020 when the transition period ends. 3M produces several major product-categories in the European Union. We would advise that in the event of a no-deal Brexit, it is likely that our costs relating to those product categories will change due to tariffs; increased trade compliance obligation etc. 3M will use all reasonable efforts to mitigate those costs, however, to the extent that they cannot be [fully] mitigated we reserve our position with regard to [further] price revision in 2021 arising from a no-deal Brexit. We will advise you whether the product categories you purchase are impacted, as soon as we have further information.

We are committed to partnering with you during these unprecedented times and we thank you for your business and continued support. Should you have any questions regarding this communication, please contact your 3M Account Manager or Customer Service Representative.

Yours sincerely

Andrew P Bennett  
Regional Business Group Director  
3M Safety & Industrial Business Group  
North Europe Region



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