



Bold Innovation to Solve Healthcare Problems That Matter

Cagatay Guler

Vice President and Chair EMEA

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Solventum Overview

On April 1, 2024 3M Health Care spun off from 3M Company, creating a new stand-alone world class health care company.

That new company is called **Solventum**, where we're focused on enabling better, smarter, safer healthcare to improve lives.

3M Health Care is now Solventum



Same great people



Same great service & support



Same great products







Cagatay Guler

(Pronunciation: Cha-Tie)

Vice President, EMEA Solventum

Cagatay is a seasoned business leader who combines experiences from a variety of leadership roles he held over 25 years. Currently he leads Solventum (formerly 3M Healthcare) in EMEA as its regional chairman in addition to leading the Dental Solution Business.

Throughout his career he lived and worked in four continents and held leadership positions in general management, sales and marketing, operations, business development and transformation.

Cagatay holds BSc and MSc degrees in Mechanical Engineering and an MBA.

He currently resides in Brussels with his wife Sibel and daughter Melis.

He is an avid believer of Einstein's Three Rules of Work: "Out of clutter, find simplicity. Out of discord, find harmony. In the middle of difficulty, lies opportunity".

Powering innovation with technology platforms expertise

70+

year history of discovering and innovating advanced solutions to solve our customers' toughest challenges



7,300+

patents issued globally

7%

of 2023 sales invested in R&D (ex-amortization)

~2,000+

R&D employees globally

Legacy

Building on fundamental strength

-
- Innovation culture
 - Materials Science
 - High vertical integration

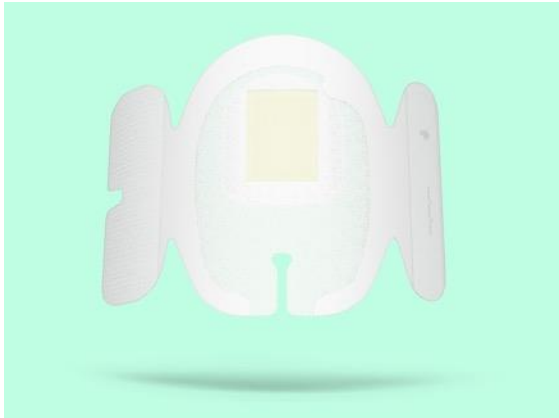


Roadmap to the mission



Business segments

Creating breakthrough solutions for our customers' toughest challenges



Medical Surgical

- 1.6M hard-to-heal wounds treated annually with our solutions

Dental Solutions

- **2B+** dental restorations worldwide using 3M™ Filtek™ Dental Restoratives
- More than **1 million patients** have been treated with 3M™ Clarity™ Advanced Brackets

Health Information Systems

- 75% of hospitals in the U.S. use our data solutions

Expand utilization through innovation and clinical evidence

Simplify the delivery of V.A.C.® therapy

V.A.C.® Peel and Place Dressing

Why it is a game changer:

Easy-to-apply dressing requires less clinician training

Fewer dressing changes means increased therapy adherence and patient comfort

7-day extended wear time reduces total cost of care



“It is really going to revolutionize the ability to deliver V.A.C. therapy in a much more cost-effective way for the healthcare system, while doing so in a much more comfortable way for the patient.”

Dot Weir, RN, CWON, CWS, Co-Chair Symposium on Advanced Wound Care

Leverage clinical data to globalize Prevena™ for closed surgical incisions

Clinical and health economics data awareness and training

Prevena™ Therapy PROMISES RCT¹

Prevena™ therapy reduces risk of surgical site complications

↓ 4x less likely to have a complication with Prevena™ therapy

↓ 3x less likely to be readmitted with Prevena™ therapy

↓ ~2x Lower total cost of care with Prevena™ therapy

¹ Higuera-Rueda C, Emara AK, Nieves-Maloure Y, et al. The Effectiveness of Closed Incision Negative Pressure Therapy versus Silver-Impregnated Dressings in Mitigating Surgical Site Complications in High-Risk Patients after Revision Knee Arthroplasty: The PROMISES Randomized Controlled Trial. J Arthroplasty (2021), doi: <https://doi.org/10.1016/j.arth.2021.02.076>

Holistic approach to delivering integrated comprehensive oral care

Delivering smile innovation across *the life of the tooth*



Infusing AI through autonomous coding

Models are automating between

50-90% of cases, depending on the service line,
with **95%+ accuracy**

The HIS value proposition



- Uses generative AI and rules-based models to enable automated coding
- Improves coding accuracy
- Measures confidence levels for direct to bill decisions
- Reduces the need for human coders



Our path to differentiation



- Volume of data to train AI models
- Coding expertise
- Workflows to handle auto coding and complex cases
- Provide curated codes based on achieving regulatory and compliance requirements

Insight & Discover Phase Diligence: Market-Focused Customer Insight Collection & Activation

Assess Opportunities & Identify:

1 **Important Problems Worth Solving**

Solvers Ideate & prioritize focus per Motivation to Adopt Potential Solutions:

2 **Valuable Solutions**

Define healthcare **Jobs To Be Done**
(Care Pathway & Total Product Life Cycle)

Assess **Satisfaction with current state** & identify motivation & barriers to change

Define **Desired Outcomes** & Unmet Needs

Prioritize & Refine Important Problem insights

For array of **Key Stakeholders**, **boldly innovate** to cultivate hopper that addresses high priority pain points

Clinicians, Patients, Hospital Administrators, Economic Buyers / Payers, Quality, Regulators, etc.

Better?
Faster?
Cheaper?

Prioritize & Refine Valuable Solutions

Diligently Collect, Organize and Activate **CUSTOMER INSIGHTS** to inform key decisions & accelerate bold innovation to drive growth

- Surveys
- Interviews
- Hospital Visits

Our NPI process



Front End Innovation

- Building global insights
- Strong early cross functional collaboration
- Hoppering and prioritizing high value problems to solve

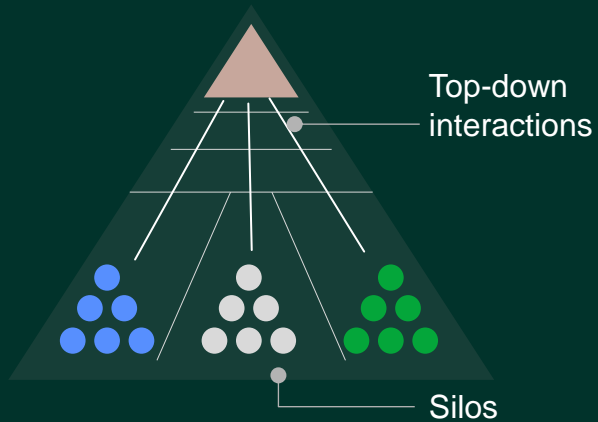
Business Cas

- Maximize patient reach with our innovation
- Market expansion
- Prioritization and resource bias

Execution

- Rigorous program management with enhanced NPI governance
- Commercialization effectiveness with Global launches and GTM model innovation

Agile principles at every stage of the process: NPD, Launch, Post-Launch



Traditional



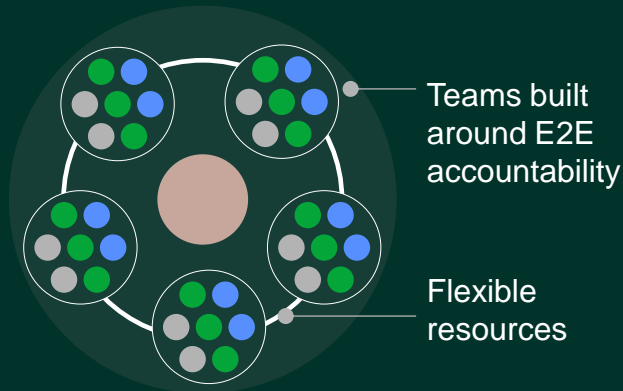
Teams are stretched across multiple projects



Siloed handoffs slow progress



Rigid, linear development processes



Agile



Dedicated, accountable teams



Cross-functional collaboration



Agile, iterative development

Continue to expand what's possible together

Legacy

Independence

Opportunity

Growth



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