



## **Align Technology Brings Invisalign Method for Straightening Teeth to Germany**

Santa Clara, Calif. - August 22, 2001 -- Align Technology, Inc. (Nasdaq: ALGN), the inventor of the Invisalign<sup>®</sup> System, a proprietary method of straightening teeth without unsightly wires and brackets, today announced the launch of Invisalign in Germany. Align Germany, headquartered in Frankfurt, is now selling this breakthrough orthodontic treatment to a potential market of more than 50 million patients in Germany, Switzerland and Austria.

The Invisalign System straightens teeth using a series of clear, nearly invisible, removable plastic appliances called "aligners." Invisalign is manufactured using advanced 3-D imaging and computer graphics technology, which allows for precise, customized treatment.

The launch of German operations marks the first step in Align's European market strategy. The company has now certified more than half of all German orthodontists to use the new technology and currently has more than 130 issued or pending foreign patents. This is the latest milestone for Align Technology. Align has trained more than 70% of orthodontists in the U.S. and Canada and treated thousands of patients since June 1999.

Some of Germany's leading professors have already accepted patients into treatment with Invisalign. In addition, Prof. Dr. Reginald Miethke, Department of Orthodontics at the Charité University of Berlin, Germany, has cases currently in treatment.

"We have experienced overwhelming demand from orthodontists to receive training and begin selling to the German market," said Dirk R. Gieselmann, Managing Director, Align Germany. "We have recently co-sponsored a joint effort with Berufsverband Deutscher Kieferorthopäden (German Society of Orthodontists), which is an impressive endorsement of Invisalign's efficacy", added Gieselmann.

### **About Align Technology**

Align Technology designs, manufactures and markets the Invisalign System, a proprietary new method for treating malocclusion, or the misalignment of teeth. The Invisalign System corrects malocclusion using a series of clear, nearly invisible, removable appliances that gently move teeth to a desired final position. Because it does not rely on the use of metal or ceramic brackets and wires, the Invisalign System significantly reduces the aesthetic and other limitations associated with braces. Invisalign is appropriate for treating adults and older teens. Align Technology was founded in March 1997 and received FDA clearance to market the Invisalign System in 1998.

This release contains forward-looking statements based on Align Technology's current expectations. Forward-looking statements in this release include, without limitation, references to the launch of sales of the Invisalign System in Germany, Switzerland and Austria, future launches in European markets and their impact on Align's business overall and its expansion in markets outside of the U.S. and Canada. These forward-looking statements involve risks and uncertainties. A number of important factors could cause actual results to differ materially from those in the forward-looking statements. These factors include Align Technology's ability to achieve profitability in international markets, the ability to control costs and continue to achieve efficiencies, the adoption by orthodontists, dentists and consumers of the Invisalign System in international markets, Align Technology's successful enforcement of its intellectual property and avoidance of infringement on third party patents, Align Technology's ability to establish and maintain reliable, high-volume manufacturing capacity and Align Technology's ability to manage its significant growth and retain its key personnel. These factors, as well as other factors that could cause actual results to differ materially, are discussed in more detail in Align Technology's Annual Report on Form 10-K, its most recent Quarterly Report on Form 10-Q, as well as other reports and documents filed from time to time with the Securities and Exchange Commission.