

3M to Acquire TOP-Service für Lingualtechnik GmbH

3M announced today it has entered into a definitive agreement to acquire TOP-Service für Lingualtechnik GmbH, a Germany-based orthodontic technology and services company offering the novel Incognito brand system, a digital lingual orthodontic solution. Terms of the transaction were not disclosed.

TOP will produce synergies with Lingualcare Inc., which was acquired by 3M Unitek in 2007 and sells lingual orthodontic solutions under the iBraces brand. TOP and Lingualcare both address the exploding demand for effective and invisible orthodontic solutions with the same custom appliance system. Unlike conventional braces, the Incognito and iBraces systems are bonded to the tongue side of teeth so they are truly invisible. And unlike clear aligners, the Incognito system can treat the vast majority of orthodontic cases.

The acquisition reunites TOP founder Dr. Dirk Wiechmann with the co-founders of the iBraces system, Lea Nesbit and Ruedger Rubbert of Lingualcare. “3M’s expertise in marketing and global resources will help to grow our business and enhance our offering in computer-controlled, individually-formed lingual brackets and custom-bent arch wires,” said Dr. Wiechmann, CEO, TOP-Service für Lingualtechnik GmbH.

The addition of TOP expands 3M’s digital orthodontic products offering into Europe and Asia. “TOP complements 3M’s full-line of orthodontic solutions and further broadens our aesthetic and digital orthodontic platforms,” said Paul Keel, president, 3M Unitek. “The addition of TOP allows us to better serve customers in Europe and Asia, in addition to our customers in North America, South America, and Australia.” “We see strong technical, sales, and manufacturing synergies with TOP,” added Kurt Wiethoff, managing director, 3M Germany.

For over 60 years, Unitek has been a global leader providing the orthodontic profession with novel innovations such as Clarity ceramic braces, APC adhesive pre-coated brackets, and most recently, SmartClip self-ligating braces, and Clarity SL ceramic self-ligating braces. Today, 3M Unitek delivers more than 14,000 orthodontic products and solutions worldwide. Complementary acquisitions such as this support 3M’s core business and strategy to expand its digital orthodontic solutions.

TOP employs approximately 120 people at its headquarters in Bad Essen, Germany. The transaction is expected to close in the third quarter, subject to customary closing conditions.

About TOP-Service für Lingualtechnik GmbH

TOP-Service für Lingualtechnik GmbH was founded in 1997 and has since become a major player in the field of lingual orthodontics. The services offered range from computer-controlled production of individually formed lingual brackets and arch wires to high-grade professional courses for interested orthodontists, posters and patient information material. For more information, visit www.lingualtechnik.de/en/top/index.html.

About 3M

A recognized leader in research and development, 3M produces thousands of innovative products for dozens of diverse markets. 3M’s core strength is applying its more than 40 distinct technology platforms – often in combination – to a wide array of customer needs. With \$24 billion in sales, 3M employs 75,000 people worldwide and has operations in more than 60 countries. For more information, visit www.3M.com.

Clarity, APC, SmartClip, Clarity SL and iBraces are trademarks of 3M.

Incognito is a trademark of TOP-Service für Lingualtechnik GmbH.

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