

Align Technology, Inc. – Corporate Fact Sheet

Q4 09 financials, reported January 27, 2010



Align Technology is a medical device company that pioneered and leads the invisible orthodontics market with a portfolio of virtually invisible, clear, removable orthodontic treatment options for straightening teeth based on the Invisalign® system. Align's vision is to create healthy, beautiful smiles.

What is Invisalign®?

The Invisalign® System treats the misalignment of teeth, or malocclusion. Using a series of clear removable appliances referred to as aligners, teeth are gently moved to the doctor-prescribed final position.

How is Invisalign sold?

The Invisalign family of products is prescribed to patients through trained Invisalign Orthodontists or General Practitioner Dentists (GP). Align provides clinical education programs and the tools needed for Orthodontists or GP Dentists to offer the treatment options in their practices. Invisalign is sold at a base price to doctors. Depending on the treatment plan and patient needs, the doctor determines patient pricing for the full consultation and course of treatment, including aligners to the patient.

Company Strategy to Drive Adoption of Invisalign

Product Innovation and Clinical Effectiveness

Product evolution and development is critical to addressing the distinctive clinical and practice needs of our customers. Orthodontists require greater customization and GPs prefer a more streamlined, turnkey system for ease of use. Our continued focus is to evolve our base Invisalign system to better meet those needs and become more widely applicable while increasing treatment predictability.

Customer Experience and Adoption

Enhancing our customers' experience through clinical education, customer support, sales coverage, and practice development programs helps increase confidence in treating with Invisalign and ultimately drives adoption. We strive to help newly trained doctors become top Invisalign providers.

Consumer Demand Creation

Marketing to the consumer and creating demand is what drives potential patients into doctors' offices and prompts them to ask for Invisalign by name. We continue to create awareness and motivation among millions of potential patients – both adults and teens through a mix of media including television, print, and web-based approaches.

International Expansion

Outside of North America, we sell Invisalign in 38 countries with a direct sales model in U.K., France, Germany, Italy, Spain, Austria, Switzerland, Belgium and Japan. We use distributors for the less strategic country markets in Asia Pacific, Latin America, and EMEA. We continue to focus on expanding the number of Invisalign-trained doctors and the availability of our products worldwide.

Headquarters Santa Clara, CA

Founded 1997

Nasdaq Ticker ALGN

Employees 1,895

Fourth Quarter 2009 Business Highlights (Cumulative Since Inception)

Cases Shipped	1.2M
Aligners manufactured	53M
Trained Doctors	60,000
University Programs	38 U.S.

Fourth Quarter 2009 Financial Highlights (Non-GAAP Financials as noted)

Cases Shipped	61,100
Net Revenue	\$86.6M
Non-GAAP Gross Margin	78.6%
Non-GAAP Op Expense	\$49.2M
Non-GAAP Op Margin	21.8%
Non-GAAP Net Profit	\$12.1M
Non-GAAP EPS, Diluted	\$0.16
Cash & Investments	\$186.5M
Cash Flow from Operations	\$34.3M
Blended ASP to Doctors	\$1,400

Invisalign Products

At the heart of the Invisalign® System is Align's proprietary technology that translates a doctor's prescription and treatment plan into a series of clear orthodontic appliances that gently move teeth in precise increments.

Invisalign Full

Used for a wide range of malocclusion, Invisalign Full consists of as many aligners as indicated to achieve the doctor's treatment goals. Each custom treatment plan and sets of aligners are unique to the individual patient.

Invisalign Teen

Used for non-adult comprehensive patients (teens 13 to 19 years old). Features include compliance indicators and the ability to accommodate for naturally erupting permanent teeth and supra-eruption.

Invisalign Assist

An integrated approach to selecting, monitoring and finishing Invisalign cases. Key features include case selection and treatment planning assistance, appointment guides, progress checking and staged shipment of aligners.

Invisalign Express

Invisalign Express uses up to ten set of aligners for minor crowding and spacing, and as a pre-cursor to restorative or cosmetic treatments. Invisalign Express is a lower priced solution for less complex orthodontic cases.

Vivera Retainers

Used for post-treatment retention. Available for both Invisalign and non-Invisalign patients, new retainers are provided through a convenient subscription plan.

Intellectual Property

Patent information as of January 27, 2010

Issued Worldwide	199 patents (134 U.S., 65 Int'l)
Pending Worldwide	286 patents pending

Operations

Santa Clara, California, U.S.A.
Corporate headquarters.

Amsterdam, Netherlands
International headquarters.

San Jose, Costa Rica

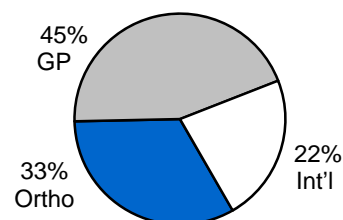
Digital treatment, dental modeling facility and customer care. Using Align's proprietary Treat software, a customized, 3D treatment plan simulating doctor-prescribed tooth movement called a ClinCheck® setup, is created for every patient.

Juarez, Mexico

Order entry and aligner manufacturing facility. Using stereolithography and advanced automation technology, molds are created for each stage of treatment and used to fabricate a patients' full set of aligners. Up to 40,000 unique aligners are manufactured each day.

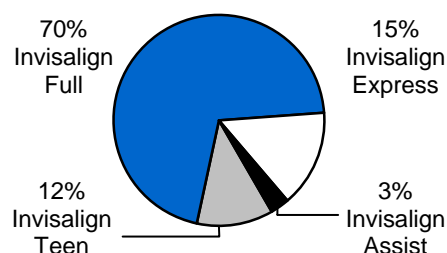
2009 Customer Mix

Based on 220,600 cases shipped in 2009



2009 Product Mix

Based on 220,600 cases shipped in 2009



Fiscal 2009 Financial Highlights

(Non-GAAP financials as noted)

Net Revenue	\$312.3M
Non-Gross Margin	76.7%
Non-GAAP Op Expense	\$196.5M
Non-GAAP Profit from Operations	\$43.2M
Non-GAAP Net Profit	\$29.1M
Non-GAAP EPS, Diluted	\$0.41
Cash & Investments	\$186.5
Cash Flow from Operations	\$74.2M

Did you know?

More than 100 million people worldwide have some degree of malocclusion (misalignment of teeth).

Although treatment length varies by patient, on average a patient requires 1 full year of treatment, equivalent to 24 sets of aligners.

Send Investor Relations questions to:
investorinfo@aligntech.com