

Align Technology, Inc. – Corporate Fact Sheet

Q4 and FY10 financials as of December 31, 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, while helping our customers' practices flourish.

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 in over 40 countries using a direct sales model in the U.S., Canada, U.K., France, Germany, Italy, Spain, Austria, Switzerland, and Japan at a base price to doctors. We use distributors for the less strategic country markets in Asia Pacific, Latin America, and EMEA. Depending on the treatment plan and patient needs, the doctor determines patient pricing for the Invisalign system, including aligners.

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 customer facing systems and programs, 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 Growth and Expansion

International is nearly 25% of our total volume. We continue to focus on expanding the number of Invisalign-trained doctors and the availability of our products worldwide.

Intellectual Property

Patent information as of December 31, 2010

| | |
|-------------------|----------------------------------|
| Issued Worldwide | 227 patents (152 U.S., 75 Int'l) |
| Pending Worldwide | 264 patents pending |

| | |
|----------------------|--------------|
| Headquarters | San Jose, CA |
| Founded | 1997 |
| Nasdaq Ticker | ALGN |
| Employees | 2,100 |

Fiscal 2010 Business Highlights (Cumulative Since Inception)

| | |
|-----------------------|---------|
| Cases Shipped | 1.4M |
| Aligners manufactured | 66.5M |
| Trained Doctors | 63,825 |
| University Programs | 41 U.S. |

Fiscal 2010 Financial Highlights (Non-GAAP financials as noted)

| | |
|---------------------------|----------|
| Non-GAAP Net Revenue | \$372.8M |
| Non-GAAP Gross Margin | 77.8% |
| Non-GAAP Op Expense | \$204.8M |
| Non-GAAP Operating Margin | 22.8% |
| Non-GAAP Net Profit | \$62.3M |
| Non-GAAP EPS, Diluted | \$0.80 |
| Cash & Investments | \$312.4M |
| Cash Flow from Operations | \$129.5M |

Invisalign® Products

At the heart of the Invisalign system is Align's proprietary technology that translates a doctor's prescription into a virtual 3D treatment plan that is used to fabricate a series of clear aligners that gently move teeth in precise increments. The introduction of Invisalign G3 in October 2010 includes new features such as Precision Cuts and SmartForce™ that were engineered to deliver even better clinical results and make it easier for doctors to treat more complex cases.

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 and can be used for adults and older teenagers who have all their permanent teeth in place.

Invisalign Teen

Used for non-adult comprehensive patients (teens 11 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 Lite

A lower priced solution for less complex orthodontic cases, used for minor crowding, spacing, and as a pre-cursor to restorative or cosmetic treatments. Invisalign Express uses up to 10 sets of aligners and is sold in the U.S. and Canada. Invisalign Lite uses up to 14 sets of aligners and is sold in our International regions.

Vivera® Retainers

Used for post-treatment retention. Available for both Invisalign and non-Invisalign patients, new retainers are provided through a convenient annual subscription plan which includes a new set of aligners every 3 months.

Operations

San Jose, California, U.S.A.

Corporate headquarters.

Amsterdam, Netherlands

International headquarters.

San Jose, Costa Rica

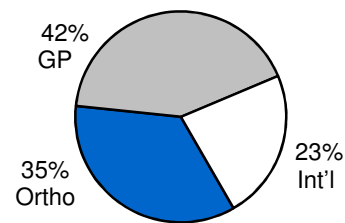
Digital treatment, dental modeling facility and customer care. Using Align's proprietary Treat software, a customized, 3D treatment plan simulating doctor-prescribed tooth movement called a ClinCheck® setup, is created for every patient.

Juarez, Mexico

Order entry and aligner manufacturing facility. Using stereo lithography 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.

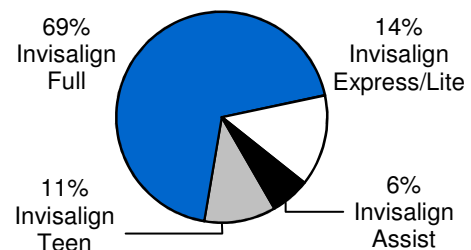
2010 Customer Mix

Based on 260,830 cases shipped in 2010



2010 Product Mix

Based on 260,830 cases shipped in 2010



Fourth Quarter 2010 Financial Highlights

(Non-GAAP financials as noted)

| | |
|---------------------------|----------|
| Cases Shipped | 63,490 |
| Net Revenue | \$92.9M |
| Gross Margin | 77.2% |
| Non-GAAP Op Expense | \$55.7M |
| Non-GAAP Op Margin | 17.2% |
| Non-GAAP Net Profit | \$11.0M |
| Non-GAAP EPS, Diluted | \$0.14 |
| Cash & Investments | \$312.4M |
| Cash Flow from Operations | \$32.5M |
| Blended ASP to Doctors | \$1,525 |

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:
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