

Align Technology, Inc. – Corporate Fact Sheet

Q2 10 financials reported July 22, 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 Growth and Expansion

International is 24% of our total volume with Europe making up 75% of International. We sell Invisalign in 38 countries with a direct sales model in U.K., France, Germany, Italy, Spain, Austria, Switzerland, 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	San Jose, CA
Founded	1997
Nasdaq Ticker	ALGN
Employees	1,970

Second Quarter 2010 Business Highlights (Cumulative Since Inception)

Cases Shipped	1.2M
Aligners manufactured	59M
Trained Doctors	61,770
University Programs	38 U.S.

Second Quarter 2010 Financial Highlights (Non-GAAP Financials as noted)

Cases Shipped	67,485
Non-GAAP Revenue	\$93.9M
Non-GAAP Gross Margin	77.4%
Non-GAAP Op Expense	\$50.3M
Non-GAAP Op Margin	23.8%
Non-GAAP Net Profit	\$16.5M
Non-GAAP EPS, Diluted	\$0.21
Cash & Investments	\$244.8M
Cash Flow from Operations	\$42.6M
Blended ASP to Doctors	\$1,355

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/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 North America. Invisalign Lite uses up to 14 sets of aligners and is sold to 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 subscription plan.

Intellectual Property

Patent information as of June 30, 2010

Issued Worldwide	214 patents (140 U.S., 74 Int'l)
Pending Worldwide	256 patents pending

Operations

San Jose, California, U.S.A.

Corporate headquarters.

Amsterdam, Netherlands

International headquarters.

San Jose, Costa Rica

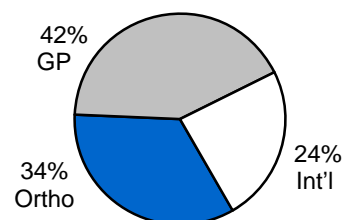
Digital treatment, dental modeling facility and customer care. Using Align's proprietary Treat software, a customized, 3D treatment plan simulating doctor-prescribed tooth movement called a ClinCheck[®] setup, is created for every patient.

Juarez, Mexico

Order entry and aligner manufacturing facility. Using 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.

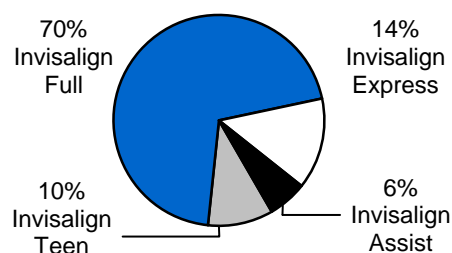
Second Quarter 2010 Customer Mix

Based on 67,485 cases shipped in Q2 2010



Second Quarter 2010 Product Mix

Based on 67,485 cases shipped in Q2 2010



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