ALIGN TECHNOLOGY, INC.

Quarterly Financial Results
Q1 2009

Align Technology Q1 FY2009 Conference Call

- Speakers:
  - Tom Prescott, president and CEO
  - Ken Arola, vice president of finance and CFO
- Moderator:
  - Shirley Stacy, senior director of investor relations
- Replay and Web cast Archive
  - Telephone replay will be available through 5:30pm ET May 6, 2009
    - Domestic callers: 877-660-6853
    - International callers: 201-612-7415
    - Account #292 and conference #318996
  - Audio web cast archive will be available at http://investor.aligntech.com for approximately 12 months

Safe Harbor and Forward Looking Statement

This presentation contains forward-looking statements, including statements regarding, certain business metrics for the second quarter of 2009, including anticipated revenue, gross margin, operating expense, operating income, earnings per share, case shipments and cash. Forward-looking statements contained in this news release and the tables below relating to expectations about future events or results are based upon information available to Align as of the date hereof. Readers are cautioned that these forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions that are difficult to predict. As a result, actual results may differ materially and adversely from those expressed in any forward-looking statement. Factors that might cause such a difference include, but are not limited to, failure to achieve the expected cost savings and efficiencies related to the restructuring, including a delay in the implementation of the relocation of certain customer facing organizations from Santa Clara, California to Costa Rica and greater than anticipated costs resulting from the relocation, changes in the size of the expected restructuring charge, loss of key personnel responsible for execution of the relocation in a timely manner, failure to effectively manage the relocation resulting in decreased customer service levels, the possibility that the development and release of new products does not proceed in accordance with the anticipated timeline, the possibility that the market for the sale of these new products may not develop as expected, the risks relating to Align's ability to sustain or increase profitability or revenue growth in future periods while controlling expenses, continued customer demand for Invisalign and new products, changes in consumer spending habits as a result of, among other things, prevailing economic conditions, levels of employment, salaries and wages and consumer confidence, the timing of case submissions from our doctors within a quarter, acceptance of Invisalign by consumers and dental professionals, Align's third party manufacturing processes and personnel, foreign operational, political and other risks relating to Align's international manufacturing operations, Align's ability to protect its intellectual property rights, competition from manufacturers of traditional braces and new competitors, Align's ability to develop and successfully introduce new products and product enhancements, and the loss of key personnel. These and other risks are detailed from time to time in Align's periodic reports filed with the Securities and Exchange Commission, including, but not limited to, its Annual Report on Form 10-K for the fiscal year ended December 31, 2008, which was filed with the Securities and Exchange Commission on February 27, 2009. Align undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

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Q1 FY2009 Overview

Tom Prescott
President and CEO

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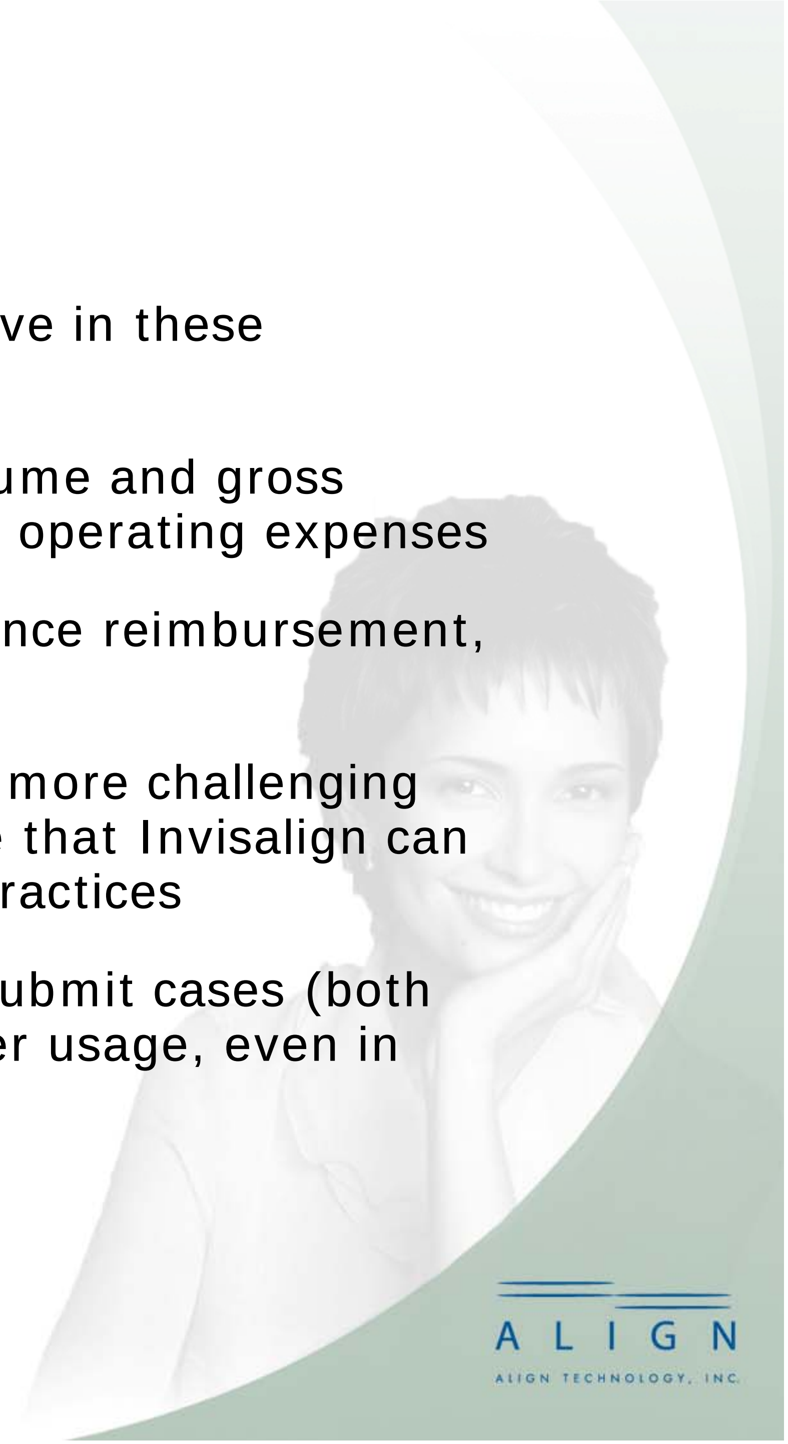
Q1 FY2009 Financial Highlights

- Q1 09 was a solid quarter – a real positive in these challenging times
- Higher than expected revenue, case volume and gross margin, as well as the benefit of a lower operating expenses
- Combined with a $1.5M credit for insurance reimbursement, earnings per share exceeded guidance
- Customers are continuing to adjust to a more challenging economic environment and most believe that Invisalign can – and is – making a difference in their practices
- Q1 09 had a record number of doctors submit cases (both Orthos and GPs), which suggests broader usage, even in this difficult economic environment



Our Strategy to Drive Adoption

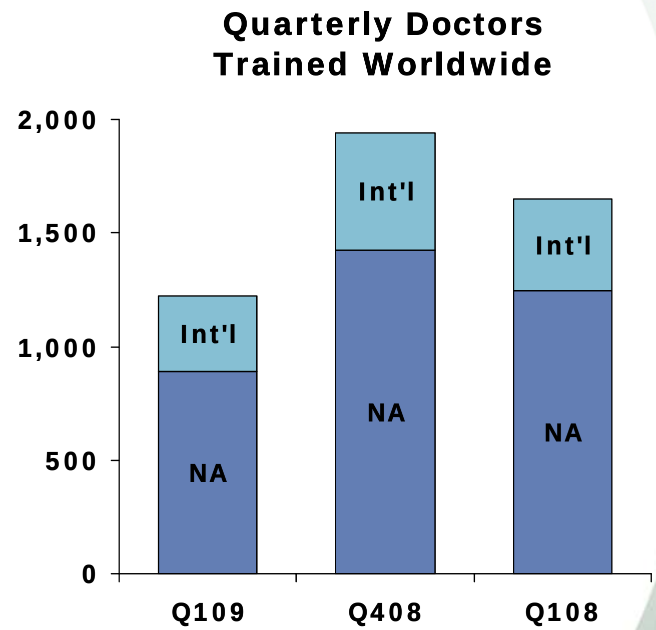
Drive Adoption Growth

Product Innovation	Customer Experience	Consumer Demand	International Expansion
- broader reach	- clinical education	- new media type	- core geographies focus
- wider applicability	- customer support	- increase efficiency	- new markets expansion
- greater predictability	- sales coverage	- new products	- distribution for additional coverage
- easier to use	- practice development	- public relations	- Internationalize offered solutions

Scalable Operations

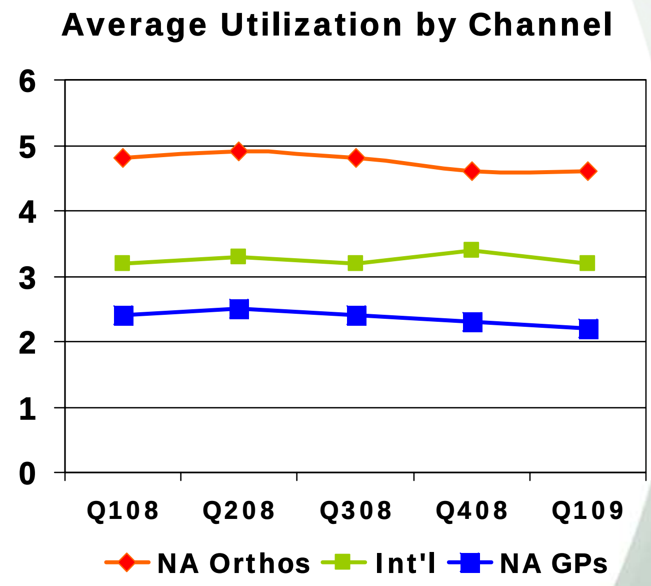
Adoption Metrics – Doctor Training

- Q109 trained 1,220 new doctors
  - 890 in North America, 330 internationally
- Based on our current training run rate, we lowered our expectations and now plan to train ~ 3,500 new N.A. doctors for 2009
- Lower than expected N.A. training related to doctors more conservative and less interested in learning new, higher value procedures
- In addition, following the October restructuring, we made changes to the new dentist recruiting team along with adjustments in our recruiting program, which resulted in a more selective and narrow approach
- We'll continue to evolve our approach to new doctor training with increased focus on ensuring that the doctors we train are more likely to integrate Invisalign into practice



Adoption Metrics – Utilization or "Same Practice Sales"

- As expected with lower volumes, total utilization in Q1 was down compared to Q408 and Q108
- Record number of GP submitters in Q1. GPs "in the game" are doing well, but fewer GPs are actively marketing Invisalign
- Increased traction with N.A. Orthos, driven by Invisalign Full, Teen and Express
  - Invisalign Teen enables salesforce to reach out to Orthos with a product offering that is more relevant to their practices and increases our "share of chair"
  - Invisalign Express is helping Orthos, as well as many GPs, close sales with more value-conscious patients who are increasingly shopping around for the best price



- International increased utilization amongst lower volume doctors. Higher use of Invisalign Express and Anterior as consumers in Europe shop for better value and elect to have partial versus comprehensive treatment

invisalign teen

- Invisalign Teen cases increased 10% sequentially
  - 7.8% of total volume
  - 34% of Orthos submitted 4+ cases
  - twice as many Orthos submitted 12+ cases
- A great tool for re-engaging N.A. Orthos as they look for ways to differentiate and grow their practices in a tough market
- On March 2, Invisalign Teen was made available internationally
  - 753 doctors completed the online Teen training, over 150 cases were submitted, and 22 cases were shipped
- It will take time for Orthos to see the results of their initial Teen cases and fully embrace the product
- Over the long term, we believe adoption will accelerate and expect Invisalign to become a substantial part of the teen market

invisalign | assist™

- Invisalign Assist cases increased 28% sequentially
  - nearly 2% of total volume
  - being used 2-to-1 over Invisalign Full by new GPs
- With fewer than expected trained doctors in Q1, Assist volumes were a bit less than expected
- Assist is still early in commercialization and we are gaining valuable experience about increasing adoption rates for newly trained GPs
- Along with continuing improvements to product, we'll continue to evolve our entire training, start-up, and support model as we learn more about how to accelerate GP adoption of Invisalign into practice

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vivera retainers

- Retention business, including Vivera Retainers continues to grow
- Vivera has been in the market for just over a year now and we continue building momentum with both our GP and Ortho customers
- During Q1, we extended the Vivera product line to now include patients currently wearing lingual wires, or who have missing teeth and want a pontic placed in the space to hide the opening
- Continue to be pleased with the progress of Vivera and will continue looking for opportunities to drive adoption and utilization with our customer base

Consumer Demand

- Significantly adjusted our media mix in Q1 to focus predominantly on direct response TV and on-line digital media, eliminating large national print advertising altogether
- Introduced a very innovative Invisalign Teen PR campaign
  - goal to reach and educate prospective teens and their parents, while further engaging teen practices
  - key highlights include:
    - 60 million media impressions and counting
    - 100+ video news segments ran across the country
    - Nearly 400 radio hits
    - 300+ online placements including Teen Vogue and LA Parent
    - “In the Know” health segment aired during Oprah, Ellen and Rachel Ray
    - Invisalign Teen showcased in the Tyra Banks "Prom Extravaganza" Show (airing 5/6)

- In Q2, launching new Teen ads and collateral with completely new creative, supported with more online media
  - begin to appear in May - in conjunction with events like the AAO
- Excited about the positive momentum we are building in support of Invisalign Teen and for Invisalign overall

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Q1 FY2009 Financial Review

Ken Arola
Vice President, Finance and CFO

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Q1 09 Income Statement Highlights

	Q1 09	Q4 08	Sequential Change	Q1 08	Year/Year Change
Revenue	$70.1M	$74.1M	(5.4%)	$74.8M	(6.2%)
Gross Margin	75.2%	72.7%	+2.5% pts	73.8%	+1.4% pts
Operating Expenses	$47.4M	$52.6M	(9.8%)	$50.5M	(6.2%)
Operating Margin	7.5%	1.8%	+5.7% pts	6.2%	+1.3% pts
GAAP EPS, diluted	$0.04	$0.98	($0.94)	$0.07	($0.03)
Non-GAAP Op Exp	$46.5M	$48.5M	(4.1%)	$50.5M	(8.0%)
Non-GAAP Op Margin	8.8%	7.2%	+1.6% pts	6.2%	+2.6% pts
Non-GAAP EPS, diluted	$0.05	$0.07	($0.02)	$0.07	($0.02)

A reconciliation of GAAP to Non-GAAP can be found at http://investor.aligntech.com under Financial Information > Quarterly Results for each respective quarter.

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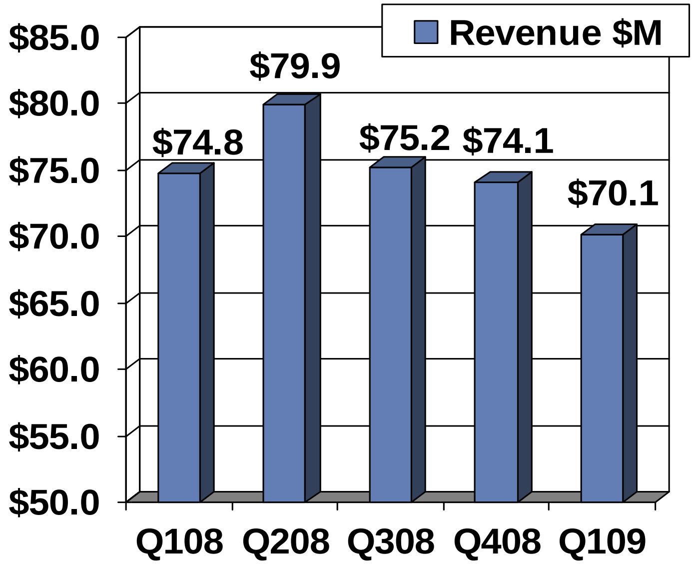
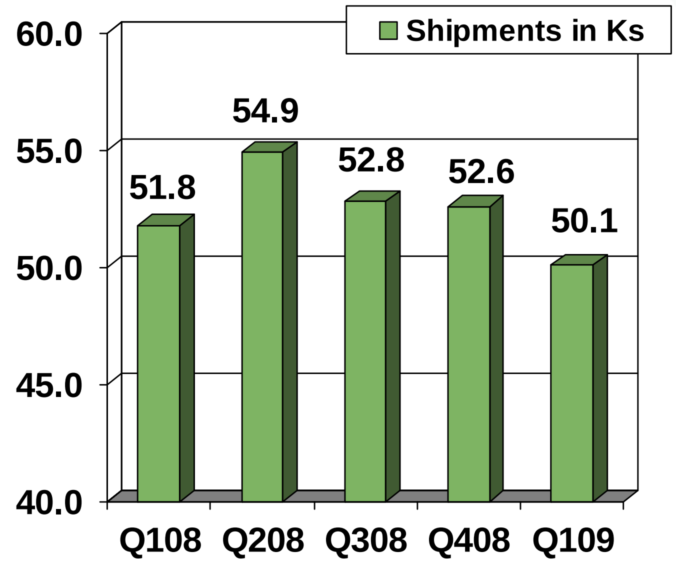
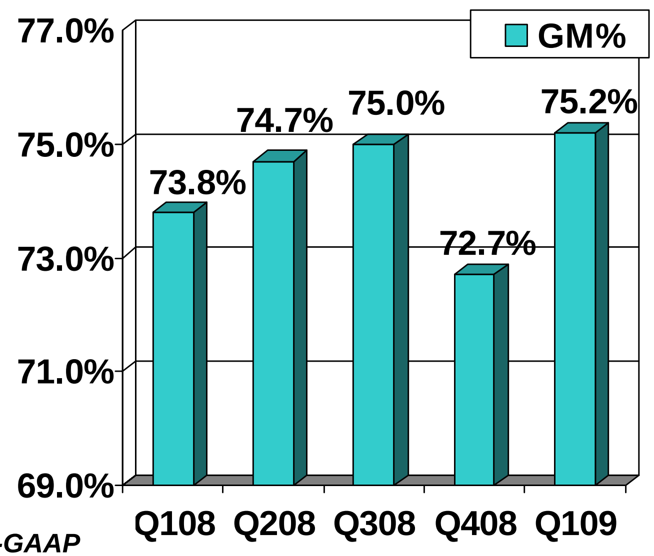
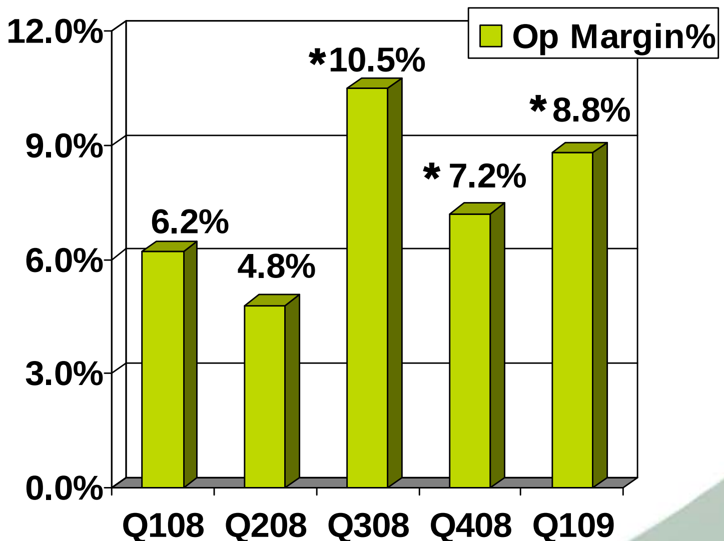
Q1 FY2009 Trended Financials









*** Non-GAAP**

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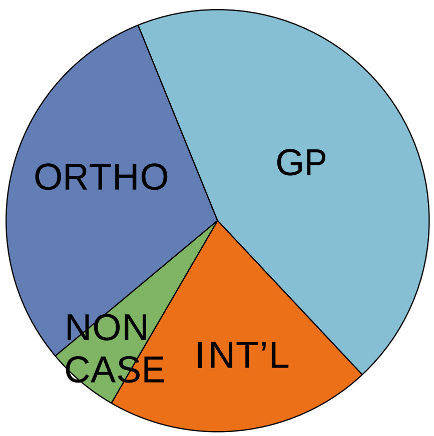
Q1 FY2009 Revenue and Cases by Channel

Q1 09 Revenue: $70.1M

N.A. Ortho: 30.1%
- +1.3% Q/Q
- -6.5% Y/Y

N.A. GP: 44.1%
- -3.7% Q/Q
- -8.9% Y/Y



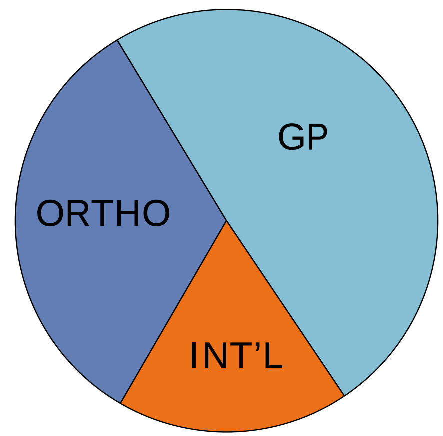
Non-case: 5.5%
- -22.1% Q/Q
- -5.7% Y/Y

Int'l: 20.3%
- -12.2% Q/Q
- +0.5% Y/Y

Q1 09 Case Shipments: 50,060

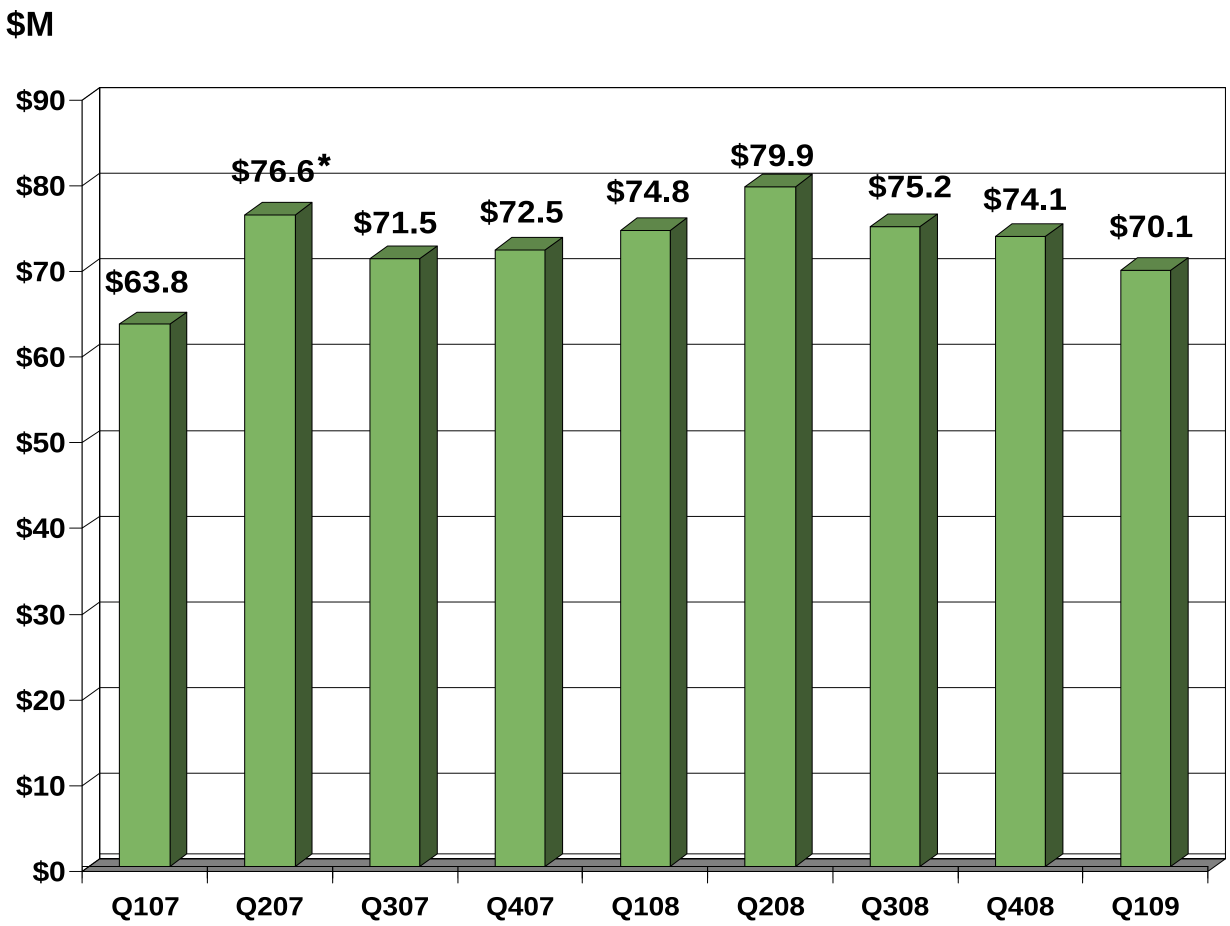
N.A. Ortho: 33.7%
- -0.7% Q/Q
- -4.0% Y/Y

N.A. GP: 46.6%
- -6.1% Q/Q
- -9.7% Y/Y



Int'l: 19.7%
- -8.8% Q/Q
- +18.1% Y/Y

Revenue Trend



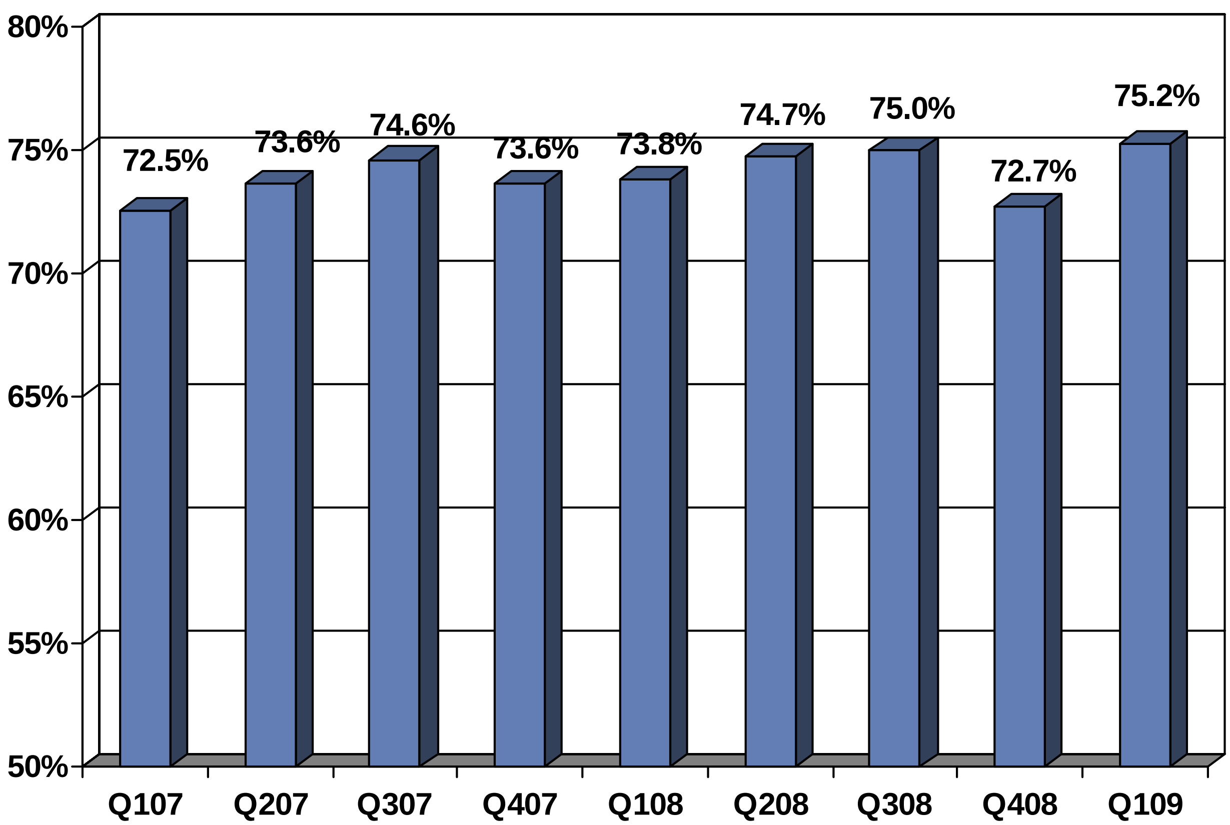
Q109 Revenue Highlights

- Q1 revenue and shipments decreased less than expected
  - Revenue decreased 5.4% Q/Q and 6.2% Y/Y
- Gained traction in the Ortho channel and case shipments exceeded expectations
- Invisalign Express case volume was also better than we had anticipated and offset lower training revenue
- International revenue decreased 12% sequentially, as expected due to seasonality

*Q207 includes 4K cases or $5.2M from the reduction of backlog caused by the allocation of capacity to the Patients First Program during Q406 and Q107.

GAAP Financials

Gross Margin Trend

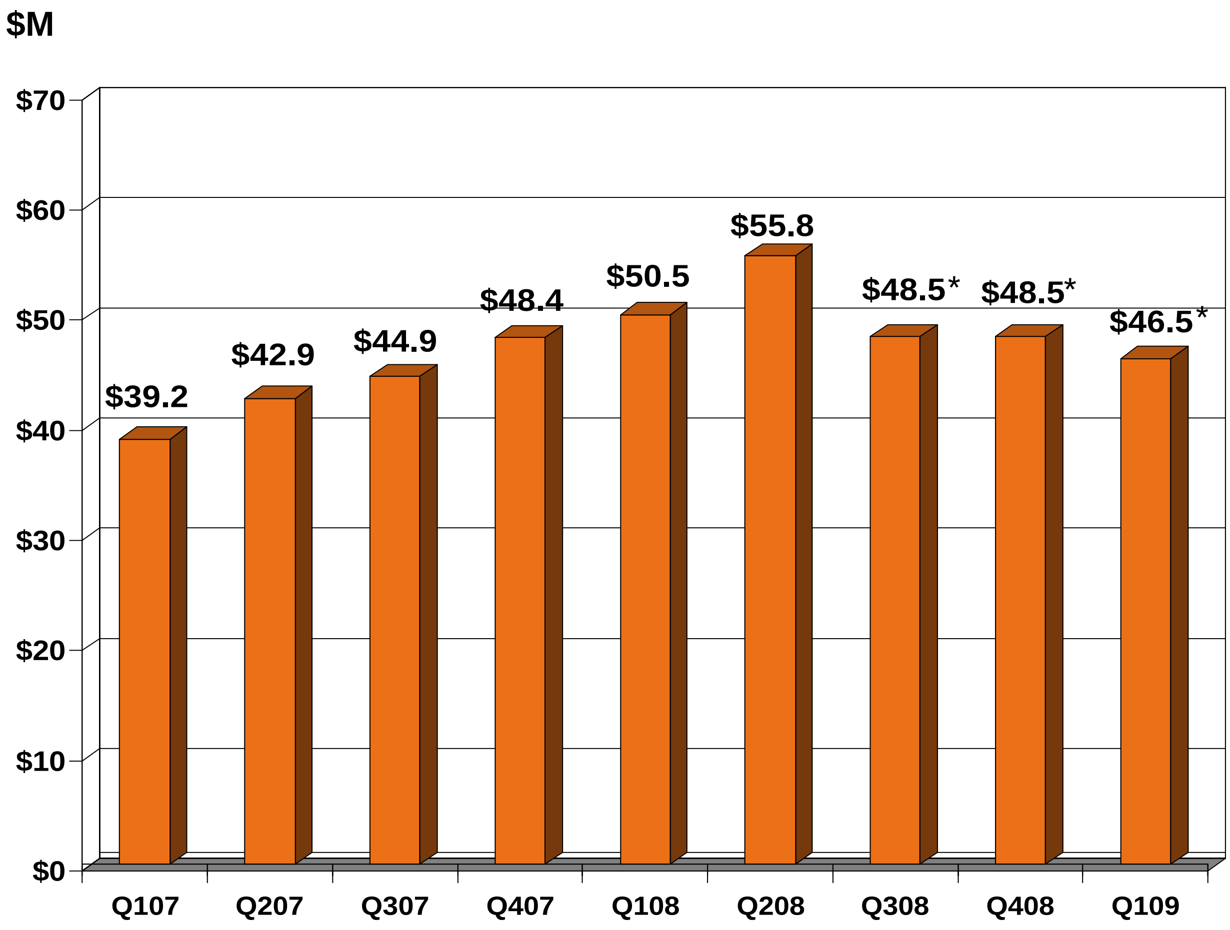


Q109 Gross Margin Highlights

- Increase of 2.5% pts Q/Q and 1.4% pts Y/Y
- Sequential increase in gross margin reflects lower manufacturing-related costs. In addition, lower training revenue had a favorable impact as training carries nominal gross margin
- Includes $386K in stock based compensation expense

GAAP Financials

Operating Expenses Trend



Q109 OpEx* Highlights

- Decreased 4.1% Q/Q and 8.0% Y/Y
- Includes 2 one-time items:
  - $1.5 million credit for insurance reimbursement
  - $910K restructuring charge related to Oct 08 actions

***** Non-GAAP**

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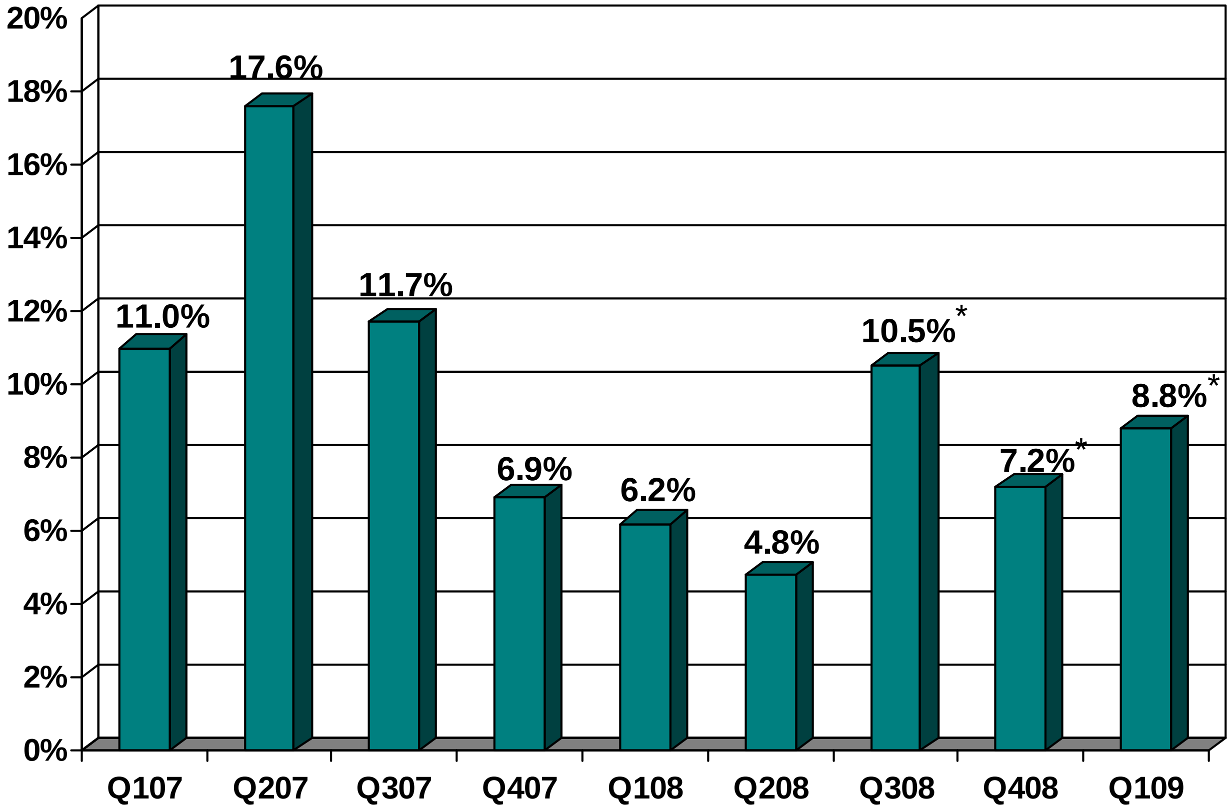
Operating Margin Trend



Q109 Op Margin* Highlights

- Increase of 1.6% pts. Q/Q and 2.6% pts. Y/Y
- Sequential increase in operating margins resulted from higher gross margin, lower operating expenses, and the benefit of a $1.5 million credit for insurance reimbursement.

**** Non-GAAP***

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Balance Sheet Highlights

	Q109	Q408	Q108
Cash, Cash Equivalents, & Short Term Marketable Securities	$124.7	$110.2M	$132.4M
Cash Flow from Operations	$10.6M	$8.8M	$3.2M
DSOs	66 days	64 days	57 days

- In Q1, deferred revenue on the balance sheet has grown by $2.9M or 18% sequentially. This predominantly represents the revenue deferrals associated with Invisalign Teen and Assist. This revenue will begin to be recognized in the P&L as cases complete towards the end of 2009, early 2010.

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Financial Outlook

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Q2 Fiscal 2009 Outlook

	Q2 09 Outlook	Fiscal 2009 Outlook
Revenue	$67.5M – $70.5M	
Gross Margin	74.5% – 75.0%	
Operating Expenses	$50.5M – $52.0M	
Non-GAAP Operating Expenses	$49.9M – $51.4M	
GAAP Operating Margin	0% – 1%	
Non-GAAP Operating Margin	1% - 2%	
GAAP EPS, diluted	$0.00 – $0.01	
Non-GAAP EPS, diluted	$0.01 – $0.02	
Stock based compensation	$4.9M	$17.5M
Diluted shares outstanding	67M	67M
Case Shipments	48K – 50K	
Cash	$122M - $126M	
DSOs	Mid 60's	

A reconciliation of GAAP to Non-GAAP can be found at http://investor.aligntech.com under Financial Information > Quarterly Results for each respective quarter.

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Q2 Fiscal 2009 Business Outlook

- Due to normal seasonality in the Orthodontic business, we anticipate some geographic shift in Q2 revenue, with North America Ortho channel being down sequentially, offset by some growth internationally
- If Euro softens against the dollar, like it did in Q4 08, there may be an impact on revenues
- Just completed the transition to run the Juarez manufacturing operation on an independent basis and will begin to benefit from the cost savings over the remainder of quarter and fiscal year. Approximately 495 employees from our 3rd party service provider are now Align employees
- The sequential growth in OpEx reflects an increase in media advertising including the launch of our Invisalign Teen PR campaign, continued investment internationally, as well as spending related to several major customer events

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Q1 Fiscal 2009 Summary

- Pleased with progress this quarter, particularly in the North American Ortho channel
- Many practices and their patients continue to face financial challenges
- In this environment, we remain focused on our top priorities and continue to manage expenses closely
- Actions we took to lower our cost base will enable us to continue investing in our strategic initiatives while driving for overall profitability in 2009

Major Milestone – Align Ships One Millionth Case

- On April 8, Align shipped its one millionth case to Dr. James Kohl, an orthodontist in Wilmette, Illinois
- Dr. Kohl was one of the first doctors to embrace Invisalign treatment in his practice
- His “one in a million” patient is 16 years old, and she came into Dr. Kohl’s office today to receive her first set of Invisalign Teen aligners

Contact Align Technology Investors Relations at:

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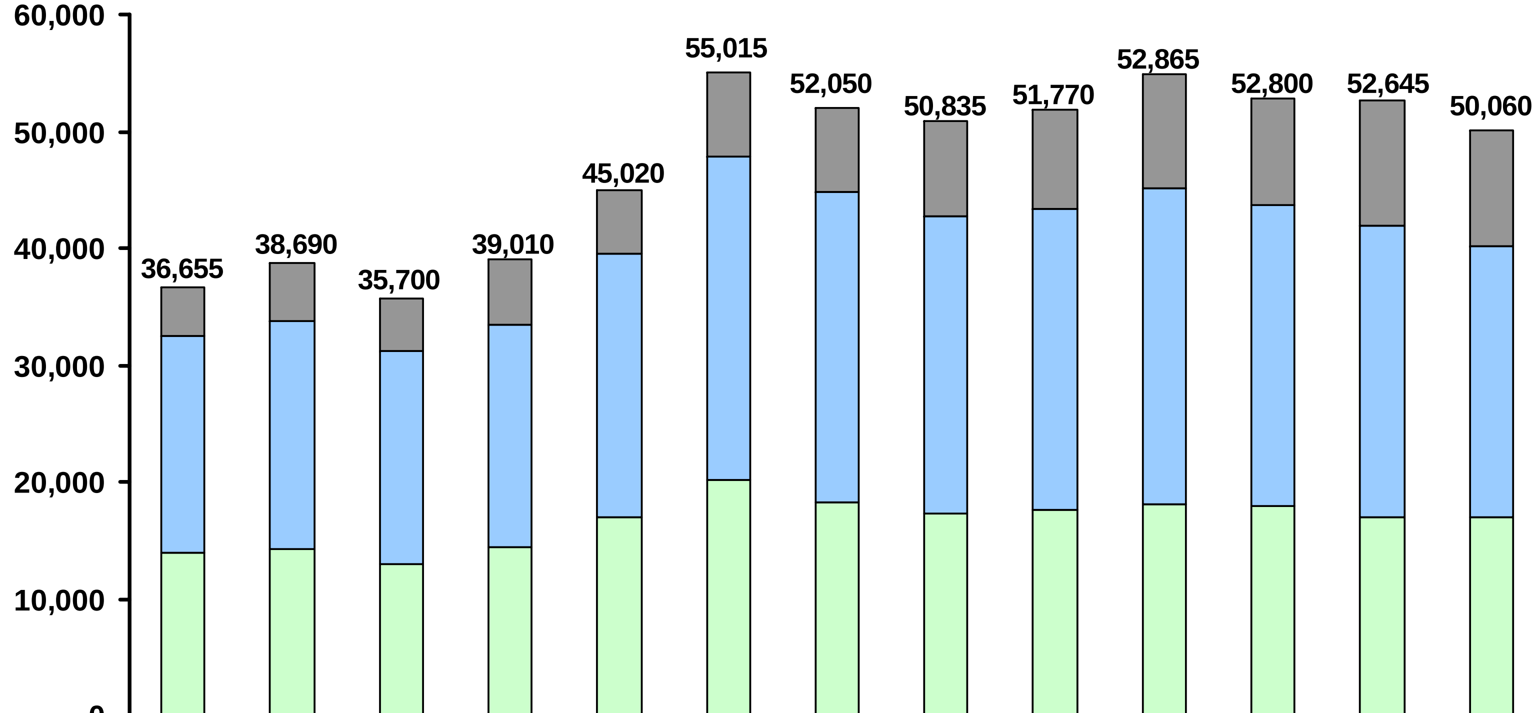
- Shirley Stacy, Senior Director, Investor Relations
- Yin Cantor, Manager, Investor Relations

Additional Data

Historical Information as of 3/31/09

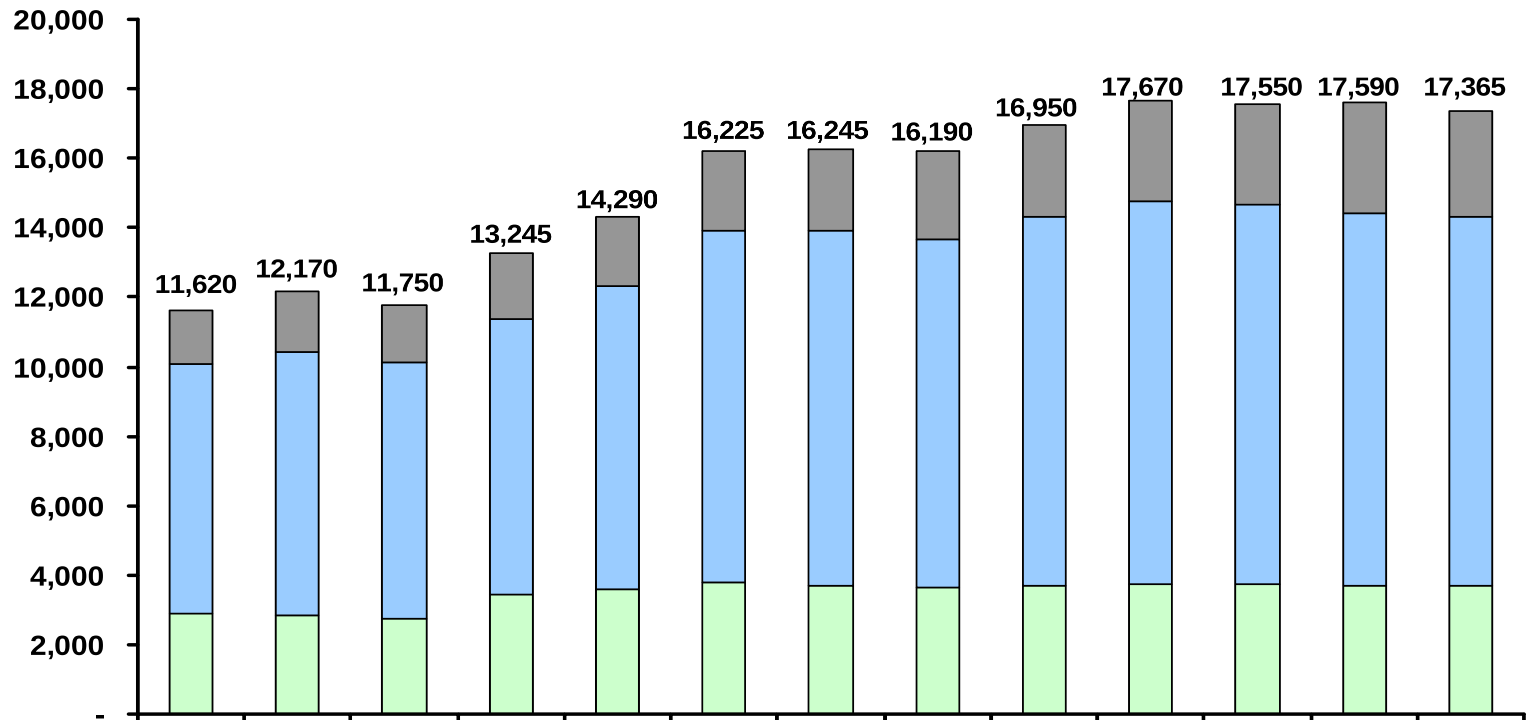
Note: Some previously provided historical information has been adjusted to reflect changes in rounding methodology.

Cases Shipped By Channel



	1Q 06	2Q 06	3Q 06	4Q 06	1Q 07	2Q 07	3Q 07	4Q 07	1Q 08	2Q 08	3Q 08	4Q 08	1Q 09
International	4,215	5,005	4,450	5,535	5,560	7,140	7,290	8,070	8,330	9,675	9,135	10,780	9,835
N.A. GP	18,465	19,515	18,290	19,105	22,450	27,670	26,470	25,430	25,850	27,105	25,695	24,855	23,335
N.A. Ortho	13,975	14,170	12,960	14,370	17,010	20,205	18,290	17,335	17,590	18,085	17,970	17,010	16,890

Total # of Doctors Cases Were Shipped To



	1Q 06	2Q 06	3Q 06	4Q 06	1Q 07	2Q 07	3Q 07	4Q 07	1Q 08	2Q 08	3Q 08	4Q 08	1Q 09
International	1,555	1,750	1,640	1,895	1,960	2,305	2,330	2,510	2,630	2,915	2,900	3,160	3,070
N.A. GP	7,165	7,555	7,360	7,930	8,750	10,135	10,200	10,040	10,640	11,025	10,920	10,760	10,625
N.A. Ortho	2,900	2,865	2,750	3,420	3,580	3,785	3,715	3,640	3,680	3,730	3,730	3,670	3,670

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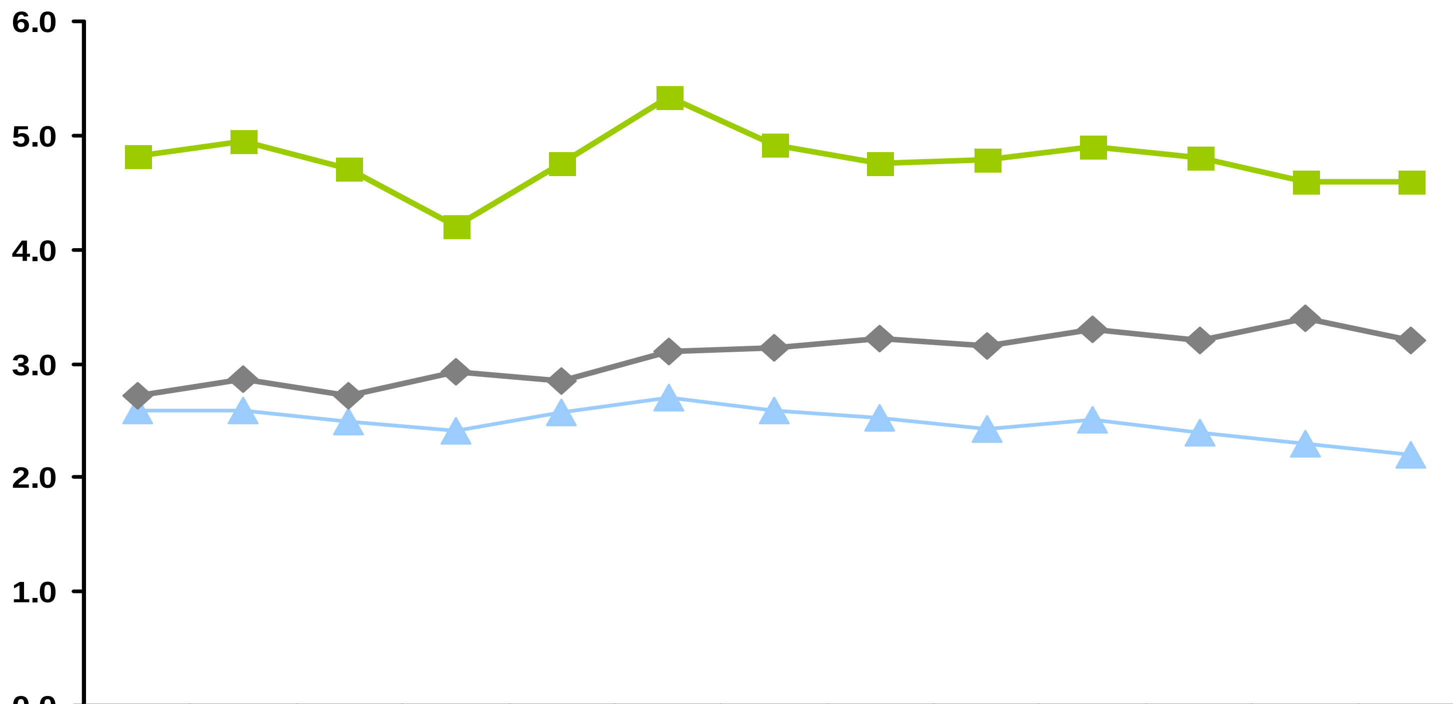
Utilization Rate*



	1Q 06	2Q 06	3Q 06	4Q 06	1Q 07	2Q 07	3Q 07	4Q 07	1Q 08	2Q 08	3Q 08	4Q 08	1Q 09
N.A. Ortho	4.8	5.0	4.7	4.2	4.8	5.3	4.9	4.8	4.8	4.9	4.8	4.6	4.6
N.A. GP	2.6	2.6	2.5	2.4	2.6	2.7	2.6	2.5	2.4	2.5	2.4	2.3	2.2
International	2.7	2.9	2.7	2.9	2.8	3.1	3.1	3.2	3.2	3.3	3.2	3.4	3.2

***Utilization Rate = # of Cases Shipped / # of Doctors Cases Are Shipped To**

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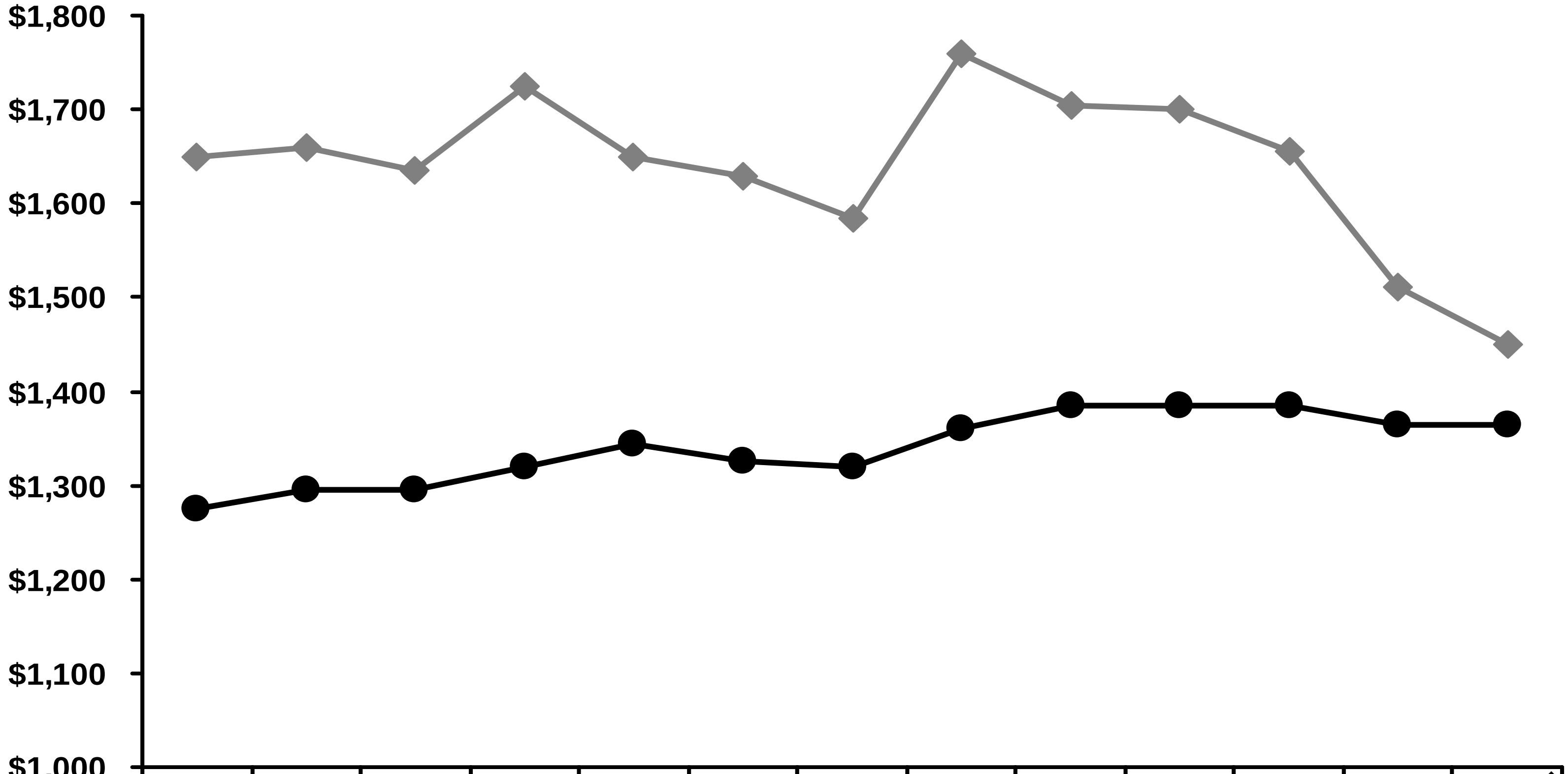
Average Selling Price (ASP)



	1Q 06	2Q 06	3Q 06	4Q 06	1Q 07	2Q 07	3Q 07	4Q 07	1Q 08*	2Q 08	3Q 08	4Q 08	1Q 09◆
International	$1,650	$1,660	$1,635	$1,725	$1,650	$1,630	$1,585	$1,760	$1,705	$1,700	$1,656	$1,510	$1,450
Blended	$1,275	$1,295	$1,295	$1,320	$1,345	$1,325	$1,320	$1,360	$1,385	$1,385	$1,385	$1,365	$1,365

*** Beginning in Q1 2008, ASPs reflect gross revenue prior to impact from new products deferrals**

◆ Beginning in Q1 2009, blended ASPs do not include Align's retainer business

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