

Q3 2017 CORPORATE FACT SHEET

FOUNDED	1997
NASDAQ TICKER	ALGN
HEADQUARTERS	San Jose, CA
EMPLOYEES	8,295
ANNUALIZED REVENUES	\$1.3B*



Align Technology is a global medical device company engaged in the design, manufacture and marketing of the Invisalign® system, the most advanced clear aligner system in the world, and iTero® intraoral scanners and services for orthodontic and restorative dentistry. Align's products help dental professionals achieve the clinical results they expect and deliver effective, cutting-edge dental options to their patients.

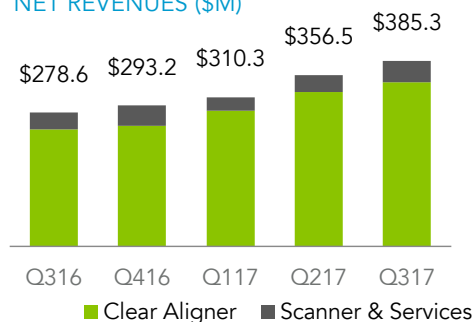
INVISALIGN CLEAR ALIGNERS

The Invisalign system is used for straightening teeth with a series of custom-made aligners for each patient. Invisalign treatment is offered in over 100 countries across the globe. Invisalign treatment is prescribed to teenage and adult patients through Invisalign-trained orthodontists or general practitioner dentists (GP dentists). Patient pricing for Invisalign products is determined by the doctor, depending on the treatment plan.

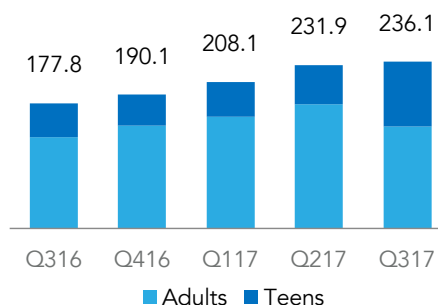
ITERO SCANNER AND SERVICES

The iTero Element scanner uses patented parallel confocal imaging technology to capture an accurate 3D digital impression image of the patient's dentition. The 3D digital file can then be used for various procedures and services including, milling of restorative units such as crowns, implant abutments, and orthodontic workflows. Only the iTero scanner features Invisalign treatment applications.

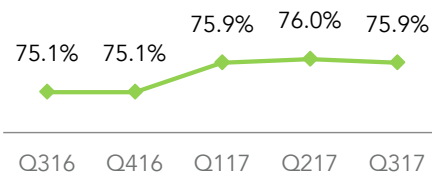
NET REVENUES (\$M)



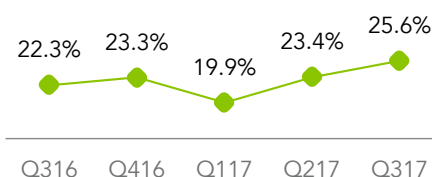
INVISALIGN CASE SHIPMENTS (K)



GROSS MARGIN



OPERATING MARGIN



BUSINESS HIGHLIGHTS (cumulative)

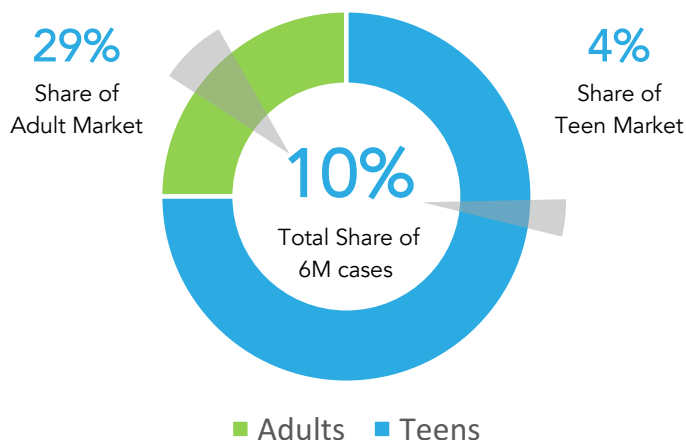
351M+ TOTAL ALIGNERS SHIPPED ⁽¹⁾	127,885 INVISALIGN TRAINED DOCTORS	4.9M+ PATIENTS UP TO DATE
250K+ ALIGNERS MADE PER DAY ⁽²⁾	61,275 ACTIVE INVISALIGN DOCTORS*	901 PATENTS ISSUED (454 U.S., 447 Int'l)

*Rolling four quarters. (1) Includes all aligner appliances. (2) Average over two quarters.

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SERVED AVAILABLE MARKET SHARE

Invisalign is applicable to 6M of the total 10M orthodontic case starts each year



FINANCIAL HIGHLIGHTS

Based on Q3 2017 financial information

Net revenues	\$385.3M
- Clear aligner	\$341.6M
- Scanner & services	\$43.6M
Invisalign cases shipped	236,065
Gross margin	75.9%
Operating margin	25.6%
Net profit	\$82.6M
EPS, diluted	\$1.01
Cash & investments	\$737.9M
Free cash flow	\$70.0M

REVENUE MIX

Based on Q3 2017 net revenues of \$385.3M



GEOGRAPHIC MIX

Based on Q3 2017 Invisalign shipments of 236.1K



- Invisalign Treatment Planning
- Invisalign Manufacturing

OFFICES

U.S.A. Headquarters
Align Technology, Inc.
2820 Orchard Parkway
San Jose, California 95134
Tel: 408 470 1000
Fax: 408 470 1010

EMEA Region Headquarters
Align Technology B.V.
Arlandaweg 161
1043 HS Amsterdam
The Netherlands
Tel: +31 (0) 20 586 3600
Fax: +31 (0) 20 586 3751

APAC Region Headquarters
ICA Ortho Services Pte Ltd.
491B River Valley Road
#16-02/02A Valley Point
Singapore 248373
Tel: +65 6690 3997
Fax: +65 6737 1766

CONTACT US

For Corporate Inquiries
www.aligntech.com/investors or investorinfo@aligntech.com
For Patients
Invisalign patient please call 1-888-822-5446 for assistance

For Dental Professionals
North American doctors: provider.invisalign.com
International doctors: internationaldoctors@aligntech.com