

## Align Technology, Inc. – Corporate Fact Sheet

Q3 FY11 financials as of September 30, 2011



Align Technology is a global medical device company engaged in the design, manufacture and marketing of the Invisalign® system, the world's leading invisible orthodontic product, as well as 3D digital scanning products and services for orthodontic and restorative dentistry. Align is committed to helping doctors achieve success in practice by creating healthy, beautiful smiles for their patients.

### The Invisalign System

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. Invisalign is prescribed to patients through trained Invisalign Orthodontists and General Practitioner Dentists (GP). Invisalign is sold in over 40 countries

using a direct sales model in the U.S., Canada, Europe, China, and Japan, and distributors in other markets including Asia Pacific, Latin America, and the Europe, Middle East and Africa regions. Depending on the treatment plan and patient needs, the doctor determines patient pricing for the Invisalign system, including aligners.

### Intra-oral scanners and CAD/CAM Services

Digital scanning technology delivers increased efficiency to general practitioners by eliminating traditional impressions, integrating Invisalign case submission and reducing prosthetic remakes while supporting comprehensive full function dentistry. The iTero and iOC intra oral scanners use patented parallel confocal imaging technology to capture the contours of the patient's dentition, gingival structures and the bite, without the use of any powder, which results in an accurate 3D digital impression ready for immediate viewing on the screen. The 3D digital model file can then be used for various procedures and services including, milling of physical dental models for use by labs to create restorative units such as veneers, inlays, onlays, crowns, bridges and implant abutments and Invisalign digital impression submission. The iTero and iOC scanners are available to Orthodontists and GP Dentists.

## Strategy to Drive Product Adoption

### Product Innovation and Clinical Effectiveness

Product evolution is key to addressing the distinctive needs of our customers and their patient needs. Our continued focus is to evolve our products to better meet those needs and become more widely applicable while increasing product 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 utilizing our products.

### 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 25% of our total revenue. We continue to focus on expanding the number of Invisalign-trained doctors as well as scanners and CAD/CAM services users.

<b>Founded</b>	1997
<b>Nasdaq Ticker</b>	ALGN
<b>Employees</b>	2,415

### Third Quarter 2011 Business Highlights (Cumulative Since Inception)

Invisalign Cases Shipped	1.6M
Aligners manufactured	80M
Invisalign-Trained Doctors	67,730

### Third Quarter 2011 Financial Highlights (Non-GAAP financials as noted)

Invisalign Cases Shipped	79,360
Net Revenue	\$125.9M
Non-GAAP Gross Margin	73.9%
Non-GAAP Op Expense	\$63.8M
Non-GAAP Op Margin	23.2%
Non-GAAP Net Profit	\$21.9M
Non-GAAP EPS, Diluted	\$0.27
Cash & Investments	\$211.1M
Cash Flow from Operations	\$41.6M

## Align Technology Products and Services

Whether a dental practitioner is viewing a 3D treatment plan for orthodontics or dental restoration, our technology is leading the evolution of digital dentistry.

### 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.

### 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

For anterior alignment and aesthetically-oriented cases with added support throughout the treatment process.

### Invisalign Express/Invisalign Lite

Shorter duration treatment option for less complex orthodontic cases. Invisalign Express is sold in the U.S. and Canada. Invisalign Lite is sold in our International regions.

### Vivera® Retainers

Used for post-treatment retention, a series of 4 retainer sets are provided through an annual subscription.

### iTero and iOC Scanners

Optical scanning digitally captures the surface and contours of the tooth and gingival structures for use in orthodontic and restorative treatment procedures.

### CAD/CAM Services

Services ranging from milled dental models, digital records storage, scanning options to digitally guided bracket placement.

## Contacts

### U.S.A. Headquarters

Align Technology, Inc.  
2560 Orchard Parkway  
San Jose, California 95131  
Tel: 408-470-1000  
Fax: 408-470-1010

### International Headquarters

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

### For Dental Professionals

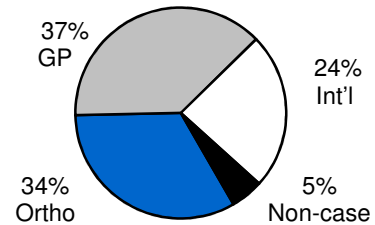
North American doctors: [www.aligntechinstitute.com](http://www.aligntechinstitute.com)  
International doctors: [internationaldoctors@aligntech.com](mailto:internationaldoctors@aligntech.com)

### For Corporate Inquiries

[www.aligntech.com/investors](http://www.aligntech.com/investors) or [investorinfo@aligntech.com](mailto:investorinfo@aligntech.com)

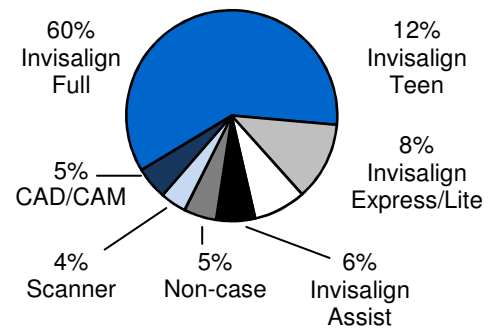
### Third Quarter 2011 Customer Mix

Based on Q3 2011 revenues of \$125.9M



### Third Quarter 2011 Product Mix

Based on Q3 2011 revenues of \$125.9M



### 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

### Intellectual Property

Patent information as of September 30, 2011

Issued Worldwide	416 patents (245 U.S., 171 Int'l)
Pending Worldwide	273 patents pending