

## About Us

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.

## Invisalign Clear Aligner

Invisalign is used for straightening teeth with a series of custom-made aligners for each patient. The Invisalign system is a combination of proprietary virtual treatment modeling software and removable aligners based on rapid manufacturing processes and mass customization. Invisalign is prescribed to patients through Invisalign-trained Orthodontists and General Practitioner Dentists (GP). Invisalign is sold in over 60 countries using a direct sales model in the U.S., Canada, EMEA, China, Japan and other Asia Pacific countries. Distributors cover smaller country markets. Patient pricing for all Invisalign products is determined by the doctor, depending on the treatment plan.

## iTero Scanner and Services

The iTero scanner uses 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 image instead of, or replacing PVS. The 3D digital file can then be used for various procedures and services including, milling of restorative units such as crowns, implant abutments, orthodontic workflows as well as Invisalign digital impression submission.

### Q2 FY2014 Financial Highlights

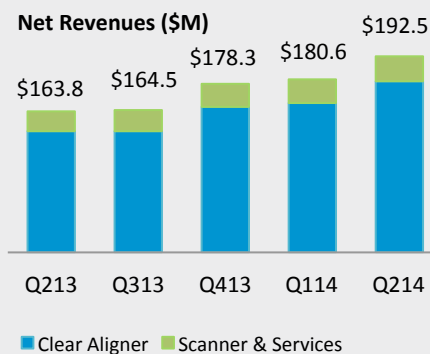
Clear aligner cases shipped	119,300
Net revenues	\$192.5M
- Clear aligner	\$179.7M
- Scanner & services	\$12.8M
Gross margin	75.6%
- Clear aligner	78.8%
- Scanner & services	29.5%
Operating expenses	\$96.7M
Operating margin	25.3%
Net profit	\$35.6M
EPS, diluted	\$0.43
Cash & investments	\$502.7M
Free cash flow	\$64.8M

<b>Founded</b>	1997
<b>NASDAQ Ticker</b>	ALGN
<b>Employees</b>	3,555

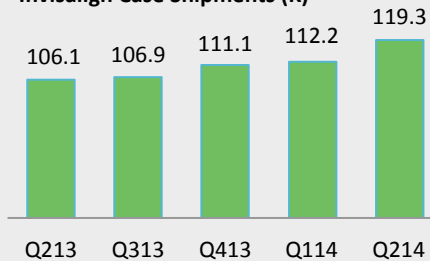
### Business Highlights (cumulative)

Invisalign cases shipped	2.7M
Aligners manufactured	158M
Invisalign-trained doctors	86,750
Active Invisalign doctors <sup>1</sup>	40,555

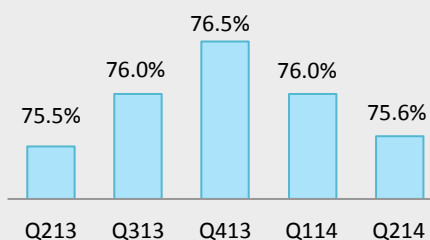
### Net Revenues (\$M)



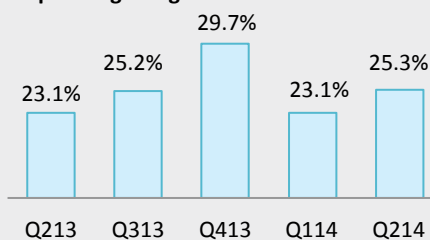
### Invisalign Case Shipments (K)



### Gross Margin



### Operating Margin



## Align Technology Products and Services

Align offers a wide range of digital treatment solutions including Invisalign clear aligner and iTero scanners and services.

### Invisalign Clear Aligner

#### Invisalign Full Products:

**Invisalign Full**  
**Invisalign Teen**  
**Invisalign Assist**

#### 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 Product Group:

**Invisalign Express 10 and 5**  
**Invisalign Lite**  
**Invisalign i7**

Treatment options for less complex orthodontic cases

#### Vivera® Retainer

Used for post-treatment retention, 4 retainer sets are provided.

#### Realine Entry Level Clear Aligner

5-stage clear aligner product available in the U.S. exclusively through Henry Schein Dental.



### Align Technology Intellectual Property

Patent information as of June 30, 2014

Issued worldwide	576 patents (332 U.S., 244 Int'l)
Pending worldwide	246 patents pending

### Contact

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### iTero Scanner and Services

#### iTero Scanner

Optical intra-oral scanning digitally captures the surface and contours of the tooth and gingival structures for use in either orthodontic or restorative treatment.

#### CAD/CAM Services

Services ranging from milled dental models, digital records storage, and scanning options.

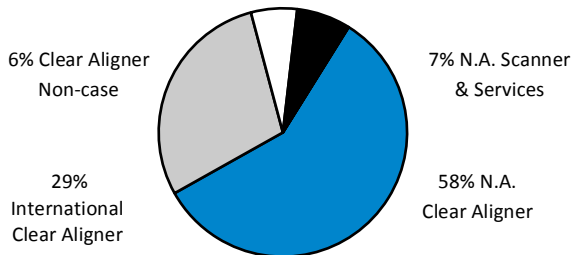
#### iTero Scanner Chair-side Applications

Invisalign Outcome Simulator, an interactive chair-side application that provides dentists and orthodontists an enhanced platform for patient education, is designed to increase patient acceptance by helping them visualize the benefits of Invisalign treatment.



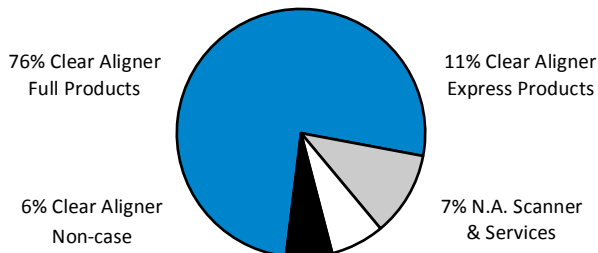
### Q2 FY2014 Geographic Mix

Based on Q2 FY2014 net revenues of \$192.5M



### Q2 FY2014 Product Mix

Based on Q2 FY2014 net revenues of \$192.5M



For Dental Professionals

North American doctors: [provider.invisalign.com](http://provider.invisalign.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)

For Patients

Invisalign patient please call 1-888-822-5446 for assistance