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.
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.

**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

- 6% Clear Aligner Non-case
- 29% International Clear Aligner
- 58% N.A. Clear Aligner
- 7% N.A. Scanner & Services

**Q2 FY2014 Product Mix**
Based on Q2 FY2014 net revenues of $192.5M

- 76% Clear Aligner Full Products
- 6% Clear Aligner Non-case
- 11% Clear Aligner Express Products
- 7% N.A. Scanner & Services

**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

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