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.

**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 including the North America, Europe, Asia Pacific and select Middle Eastern, African and Latin American countries. Invisalign treatment is prescribed to teenage and adult patients through Invisalign-trained orthodontists or general practitioner dentists (GP dentists). Patient pricing for all Invisalign products is determined by the doctor, depending on the treatment plan.

**iTERO SCANNER AND SERVICES**
The iTeron Element scanner uses patented parallel confocal imaging technology to capture the contours of the patient’s dentition, which results in an accurate 3D digital impression image. 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.

**BUSINESS HIGHLIGHTS (cumulative)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Q315</th>
<th>Q415</th>
<th>Q116</th>
<th>Q216</th>
<th>Q316</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Invisalign Cases Shipped</strong></td>
<td>147.5</td>
<td>160.4</td>
<td>163.7</td>
<td>177.0</td>
<td>177.7</td>
</tr>
<tr>
<td><strong>Invisalign Aligners</strong></td>
<td>4.1M+</td>
<td></td>
<td></td>
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<tr>
<td><strong>Invisalign Trained Doctors</strong></td>
<td>111,770</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>iTeron Digital Scans</strong></td>
<td>4.8M+</td>
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<tr>
<td><strong>Active Invisalign Doctors</strong></td>
<td>52,695</td>
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<td></td>
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<tr>
<td><strong>Patents Issued</strong></td>
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</tr>
</tbody>
</table>

*Rolling 4 quarters.

**Net Revenues ($M)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Clear Aligner</th>
<th>Scanner &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q315</td>
<td>$207.6</td>
<td></td>
</tr>
<tr>
<td>Q415</td>
<td>$230.3</td>
<td></td>
</tr>
<tr>
<td>Q116</td>
<td>$238.7</td>
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<tr>
<td>Q216</td>
<td>$269.4</td>
<td></td>
</tr>
<tr>
<td>Q316</td>
<td>$278.6</td>
<td></td>
</tr>
</tbody>
</table>

**Invisalign Case Shipments (K)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Adults</th>
<th>Teens</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q315</td>
<td>147.5</td>
<td></td>
</tr>
<tr>
<td>Q415</td>
<td>160.4</td>
<td></td>
</tr>
<tr>
<td>Q116</td>
<td>163.7</td>
<td></td>
</tr>
<tr>
<td>Q216</td>
<td>177.0</td>
<td></td>
</tr>
<tr>
<td>Q316</td>
<td>177.7</td>
<td></td>
</tr>
</tbody>
</table>

**Gross Margin**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q315</th>
<th>Q415</th>
<th>Q116</th>
<th>Q216</th>
<th>Q316</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>75.9%</td>
<td>75.0%</td>
<td>75.7%</td>
<td>76.2%</td>
<td>75.1%</td>
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</table>

**Operating Margin**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q315</th>
<th>Q415</th>
<th>Q116</th>
<th>Q216</th>
<th>Q316</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>18.3%</td>
<td>22.3%</td>
<td>24.2%</td>
<td>22.3%</td>
<td></td>
</tr>
</tbody>
</table>
PRODUCTS AND SERVICES
Align offers a wide range of digital treatment solutions including Invisalign clear aligners and iTero scanners and services.

Invisalign Treatment Options
Invisalign Full | Invisalign Teen
Used to treat a wide range of malocclusion. Features can 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 and designed with built-in features that provide more clinical guidance and support throughout treatment.

Invisalign Express 10 | Invisalign Express 5 | Invisalign Lite | Invisalign i7
Shorter-duration options for alignment of teeth and treating minor crowding-spacing cases.

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

iTero Scanner and Services
iTero Element 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 Invisalign case assessment as well as patient education.

FINANCIAL HIGHLIGHTS Q3 2016
Clear aligner cases shipped 177,755
Net revenues $278.6M
- Clear aligner $243.7M
- Scanner & services $34.9M
Gross margin 75.1%
Operating margin 22.3%
Net profit $51.4M
EPS, diluted $0.63
Cash & investments $675.8M
Free cash flow $42.5M

GEOGRAPHIC MIX
Based on Q3 2016 net revenues of $278.6M
30% Clear Aligner
6% Clear Aligner Non-case
65% Clear Aligner
12% Scanner & Services
52% Clear Aligner
35% Clear Aligner International
North America International
Non-case

VOLUME MIX
Based on Q3 2016 Invisalign shipments of 177.7K
65% Clear Aligner
35% Clear Aligner International
North America International

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