

Q1 2017 CORPORATE FACT SHEET

INVISALIGN PATIENTS TO DATE	4.5 M
FOUNDED	1997
NASDAQ TICKER	ALGN
HEADQUARTERS	San Jose, CA
EMPLOYEES	6,765



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

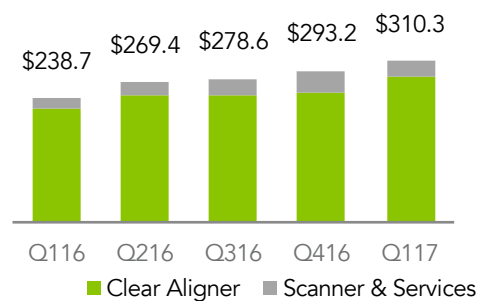
The iTero Element scanner uses patented parallel confocal imaging technology to capture an accurate 3D digital impression image of the patient's dentition. The 3D digital file can then be used for various procedures and services including, milling of restorative units such as crowns, implant abutments,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

BUSINESS HIGHLIGHTS (cumulative)

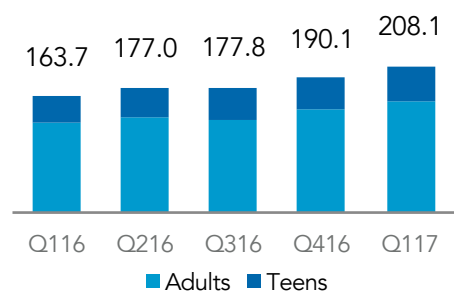
305M+ TOTAL ALIGNERS SHIPPED*	118,730 INVISALIGN TRAINED DOCTORS	4.8M+ ITERO DIGITAL SCANS
222K+ ALIGNERS MADE PER DAY*	56,160 ACTIVE INVISALIGN DOCTORS**	839 PATENTS ISSUED (433 U.S., 406 Int'l)

* Includes all aligner appliances. **Rolling 4 quarters.

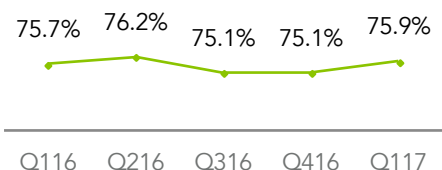
NET REVENUES (\$M)



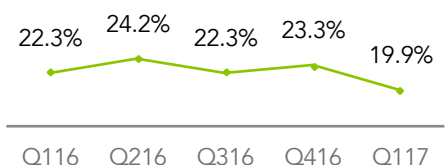
INVISALIGN CASE SHIPMENTS (K)



GROSS MARGIN

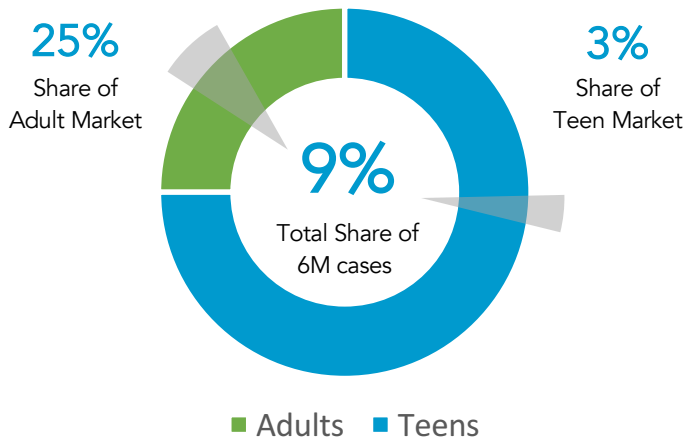


OPERATING MARGIN



SERVED AVAILABLE MARKET SHARE

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



FINANCIAL HIGHLIGHTS

	Q1 2017	FY 2016
Net revenues	\$310.3M	\$1.1B
- Clear aligner	\$282.4M	\$958.3M
- Scanner & services	\$27.9M	\$121.5M
Invisalign cases shipped	208,060	708,500
Gross margin	75.9%	75.5%
Operating margin	19.9%	23.1%
Net profit	\$69.4M	\$189.7M
EPS, diluted	\$0.85	\$2.33
Cash & investments	\$644.2M	\$700.0M
Free cash flow	\$(11.9)M	\$177.1M

REVENUE MIX

Based on Q1 2017 net revenues of \$310.3M



GEOGRAPHIC MIX

Based on Q1 2017 Invisalign shipments of 208.1K



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