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)**

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Aligners Shipped*</td>
<td>305M+</td>
</tr>
<tr>
<td>Invisalign Trained Doctors</td>
<td>118,730</td>
</tr>
<tr>
<td>iTero Digital Scans</td>
<td>4.8M+</td>
</tr>
<tr>
<td>Aligners Made Per Day*</td>
<td>222K+</td>
</tr>
<tr>
<td>Active Invisalign Doctors**</td>
<td>56,160</td>
</tr>
<tr>
<td>Patents Issued (433 U.S., 406 Int’l)</td>
<td>839</td>
</tr>
</tbody>
</table>

* Includes all aligner appliances. **Rolling 4 quarters.
SERVED AVAILABLE MARKET SHARE
Invisalign is applicable to 6M of the total 10M orthodontic case starts each year

25% Share of Adult Market
3% Share of Teen Market
9% Total Share of 6M cases

REVENUE MIX
Based on Q1 2017 net revenues of $310.3M

32% Clear Aligner International
53% Clear Aligner North America
6% Clear Aligner Non-case
9% Scanner & Services

GEOGRAPHIC MIX
Based on Q1 2017 Invisalign shipments of 208.1K

64% Invisalign North America
36% Invisalign International

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FINANCIAL HIGHLIGHTS

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

CONTACT US
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