

## Q4 and 2017 CORPORATE FACT SHEET

FOUNDED	1997
NASDAQ TICKER	ALGN
HEADQUARTERS	San Jose, CA
EMPLOYEES	8,715
ANNUAL REVENUES	\$1.47B*



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.

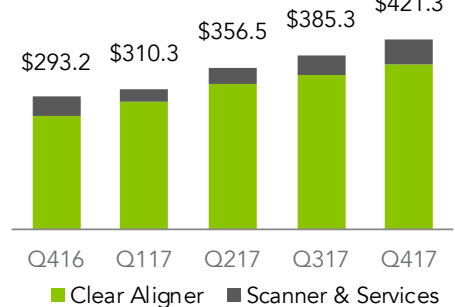
### INVISALIGN CLEAR ALIGNERS

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.

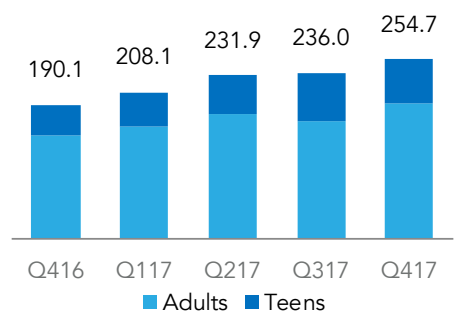
### ITERO SCANNER AND SERVICES

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.

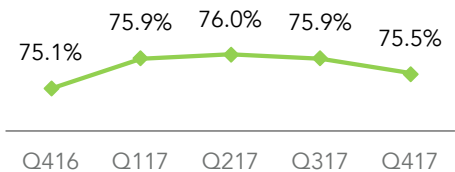
#### NET REVENUES (\$M)



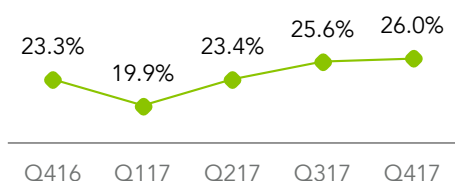
#### INVISALIGN CASE SHIPMENTS (K)



#### GROSS MARGIN



#### OPERATING MARGIN



### BUSINESS HIGHLIGHTS (cumulative)

**377M+**

TOTAL ALIGNERS  
SHIPPED<sup>(1)</sup>

**131,970**

INVISALIGN TRAINED  
DOCTORS

**5.2M+**

PATIENTS  
TO DATE

**280K+**

ALIGNERS MADE  
PER DAY<sup>(2)</sup>

**64,405**

ACTIVE INVISALIGN  
DOCTORS\*

**876**

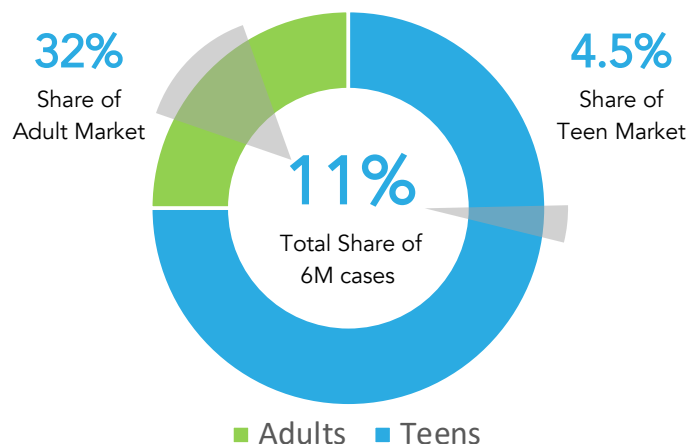
PATENTS ISSUED  
(420 U.S., 456 Int'l)

\*Rolling four quarters. (1) Includes all aligner appliances. (2) Average over two quarters.

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## SERVED AVAILABLE MARKET SHARE

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



## FINANCIAL HIGHLIGHTS

Based on 2017 financial information

Net revenues	\$1.47B
- Clear aligner	\$1.31B
- Scanner & services	\$164.2M
Invisalign cases shipped	931,045
Gross margin	75.8%
Operating margin	24.0%
Net profit	\$231.4M
EPS, diluted	\$2.83
Cash & investments	\$761.5M
Free cash flow	\$242.8M

## REVENUE MIX

Based on 2017 net revenues of \$1.47B



## GEOGRAPHIC MIX

Based on 2017 Invisalign shipments of 931.0K



- Invisalign Treatment Planning
- Invisalign Manufacturing

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