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 intraoral scanner models feature Invisalign treatment applications.

BUSINESS HIGHLIGHTS (cumulative)

- **TOTAL ALIGNERS SHIPPED**: 628M+
- **INVISALIGN TRAINED DOCTORS**: 168,691
- **PATIENTS TO DATE**: 7.5M
- **ALIGNERS MADE PER DAY**: 454K+
- **ACTIVE INVISALIGN DOCTORS**: 90,816
- **ACTIVE PATENTS**: 952

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

NET REVENUES ($M)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Clear Aligner</th>
<th>Scanner &amp; Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q318</td>
<td>$505.3</td>
<td>$534.0</td>
</tr>
<tr>
<td>Q418</td>
<td>$549.0</td>
<td>$600.7</td>
</tr>
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<td>Q119</td>
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<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Q319</td>
<td></td>
<td></td>
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</tbody>
</table>

INVISALIGN CASE SHIPMENTS (K)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Adults</th>
<th>Teens</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q318</td>
<td>319.3</td>
<td></td>
</tr>
<tr>
<td>Q418</td>
<td>333.8</td>
<td></td>
</tr>
<tr>
<td>Q119</td>
<td>349.2</td>
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<td></td>
</tr>
<tr>
<td>Q319</td>
<td>385.4</td>
<td></td>
</tr>
</tbody>
</table>

OPERATING MARGIN

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<th>Q119</th>
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</thead>
<tbody>
<tr>
<td>GROSS MARGIN</td>
<td>24.8%</td>
<td>22.6%</td>
<td>16.0%</td>
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<td>20.9%</td>
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</tr>
</tbody>
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Invisalign treat operations

Manufacturing operations & Order acquisition

GEOGRAPHIC MIX
Based on Q3 2019 Invisalign shipments of 385.4K

46% Share of Adult Market
7% Share of Teen Market
17% Total Share of 8M cases

43% Clear Aligner Americas
37% Clear Aligner International
15% Scanner & Services
5% Clear Aligner Non-case

FINANCIAL HIGHLIGHTS
Based on Q3 2019 financial information

Net revenues $607.3M
- Clear aligner $516.3M
- Scanner & services $91.1M
Invisalign cases shipped 385.4K
Gross margin 72.0%
Operating margin 20.9%
Net profit $102.5M
EPS, diluted $1.28
Cash & investments $782.4M
Free cash flow $208.0M

46% Share of Adult Market
7% Share of Teen Market
17% Total Share of 8M cases

REVENUE MIX
Based on Q3 2019 net revenues of $607.3M

37% Clear Aligner International
43% Clear Aligner Americas
5% Clear Aligner Non-case
15% Scanner & Services

SERVED AVAILABLE MARKET SHARE
Invisalign is applicable to 8M of the total 12M orthodontic case starts each year

CONTACT US
For Corporate Inquiries
www.aligntech.com/investors or investorinfo@aligntech.com
For Patients
Invisalign patient please call 1-888-822-5446 for assistance

For Dental Professionals
North American doctors: provider.invisalign.com
International doctors: internationaldoctors@aligntech.com

ALIGN OFFICES:
Global Headquarters (HQ)
Align Technology, Inc.
2820 Orchard Parkway
San Jose, California 95134
Tel: 408 470 1000
Fax: 408 470 1010

AMERICAS Region HQ
Align Technology, Inc.
3030 Slater Road
Morrisville, NC 27560
Tel: 984 833 5700

LATAM Region HQ
Align Technology do Brasil Ltda
Rua Bandeira Paulista 600
Itaim Bibi São Paulo
SP 04532-001 Brazil
Tel: +55 (11) 3054-3880

EMEA Region HQ
Align Technology B.V.
Arlandaweg 161
1043HS Amsterdam,
The Netherlands
Tel: +31 (0) 20 586 3600
Fax: +31 (0) 20 586 3751

APAC Region HQ
Invisalign Singapore Pte Ltd
491B River Valley Road
#08-01/04 Valley Point
Singapore 248373
Tel: +65 6690 3997
Fax: +65 6737 1766

Align offices
Invisalign treat operations
Manufacturing operations & Order acquisition
Order acquisition