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invisalign®

iTero®

# Leading the Digital Future with Invisalign

/ **ZELKO RELIC**

CTO & SVP, Global Research & Development

/ **New York, May 23, 2018**

# Forward Looking Statement

During this presentation and corresponding commentary we may make forward-looking statements, including statements regarding Align's strategy for future growth, plans related to global expansion of operational presence, our expectations regarding our ability to develop and commercialize new products, planned geographic expansion and anticipated impact on our growth, our expectations related to sales force coverage on, among other things, customer adoption, as well as statements related to Align's business outlook for 2018 and beyond. Any such forward-looking statements contained in this presentation and corresponding commentary are based upon information available to Align as of the date hereof. These forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions that are difficult to predict. As a result, actual results may differ materially and adversely from those expressed in any forward-looking statement. Factors that may cause such a difference include, but are not limited to, the factors that are discussed in more detail in Align Technology's Forms 10-K and 10-Q, as well as in other reports and documents filed from time to time with the Securities and Exchange Commission. Align undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

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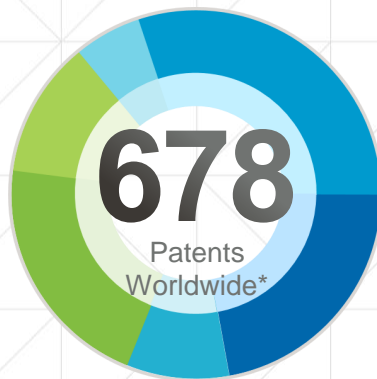
# Technology Leadership

# 21 Years of Align Technology

## 2016



Tremendous  
R&D investment



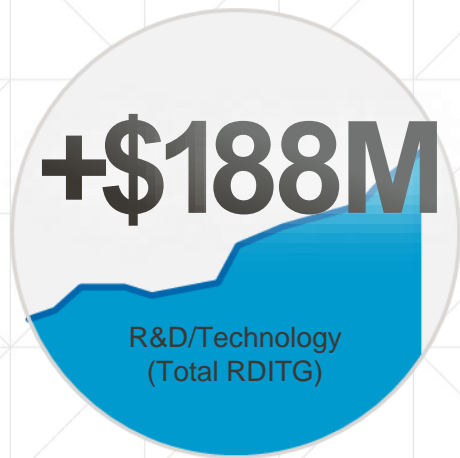
Clinical &  
Product Expertise



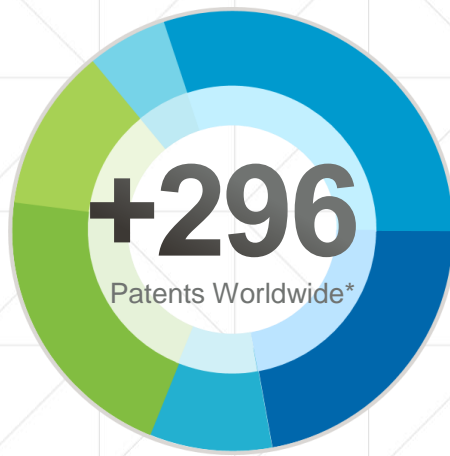
Patients

# 21 Years of Align Technology

## 2016-2018



Tremendous  
R&D investment



Clinical &  
Product Expertise

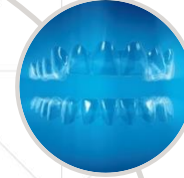


Patients

Automated Treatment  
Planning & Manufacturing



Biomechanics



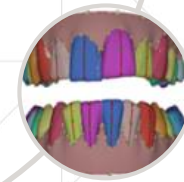
Materials

**2016**  
Experience Treating  
**4M** Patients

Intraoral Imaging



3D Design & Modeling

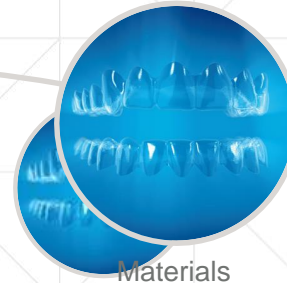


Data Analytics  
Machine Learning





Biomechanics



Materials



Web Mobile  
Cloud



3D Design &  
Modeling



Data Analytics  
Machine Learning



Intraoral Imaging



Automated Treatment  
Planning & Manufacturing



Information  
Security

# 2018 Experience Treating **5.5M** Patients

# Long History of Clinical Innovations

2009-2010



## 1.5 Release

Optimized Tooth Movements

2010-2011



## Invisalign G3

Smartforce® Features  
For Rotations & Lingual  
Root Torque

2011



## Invisalign G4

Anterior Open Bites &  
Mesial Distal Root Tip  
Control

2013



## Smarttrack™

Improved Control Of  
Tooth Movements

2014



## Invisalign G5

Deep Bite Correction

2015



## Invisalign G6

First Premolar Extraction  
(Maximum Anchorage)

2016



## Invisalign G7

Predictability &  
1- Week Aligner Wear

2017



## Invisalign Teen

Mandibular  
Advancement For Class  
II Correction

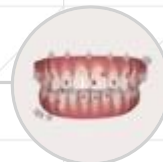
2018



## Invisalign G+

G6 & G7 Enhancements

2018



## Invisalign Go

Chairside Digital Platform  
For New GP Dentists

2018



## Invisalign First

Invisalign For Phase I  
Treatment



# Doctors Prefer Invisalign for Open Bite



“Since open bites are a difficult malocclusion to address, treat, and maintain after treatment, I have focused Invisalign as the only appliance I use for patients who present with this type of orthodontic issue.”

- **Dr. David Boschken**

“I tell my patients who present with open bite that I will not treat them with braces. Since 2008, Invisalign clear aligners has been my only appliance of choice for treating anterior open bites for effective and predictable treatment.”

- **Jonathan Nicosisis**

“As our only choice in open bite treatments, Invisalign clear aligners provide effective, efficient and predictable results each and every time.”

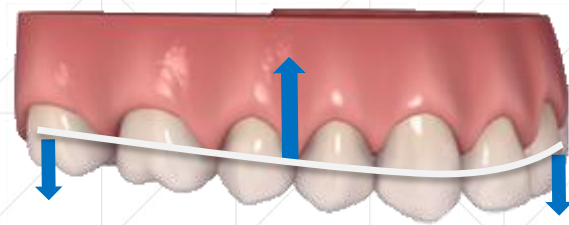
- **Dr. Donna Galante**

# Open Bite Treatment with



vs

## Wire System



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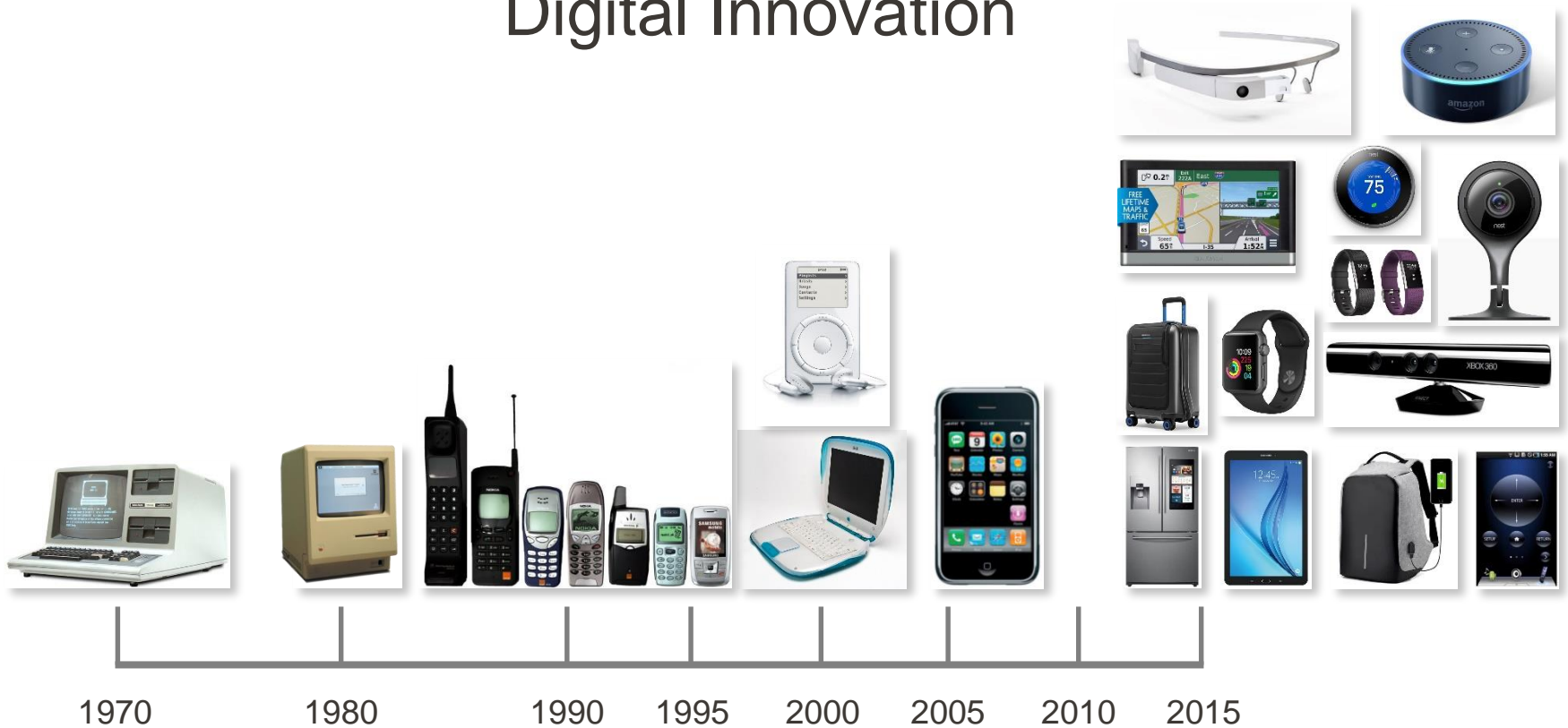


invisalign®

iTero®

# Leading Digital Revolution

# Digital Innovation



Traditional



Digital





# Digital Orthodontic System

Digital  
Patient Data



Digital  
Analysis &  
Diagnosis



Digital  
Treatment  
Planning



Digital  
Orthodontic  
Appliances



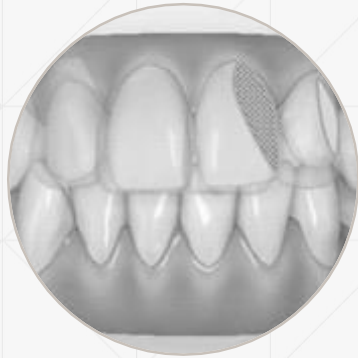


# Digital Orthodontic System

## Digital Patient Data



## Digital Analysis & Diagnosis



## Digital Treatment Planning



## Digital Orthodontic Appliances



# Digitally Submitted Invisalign Treatments

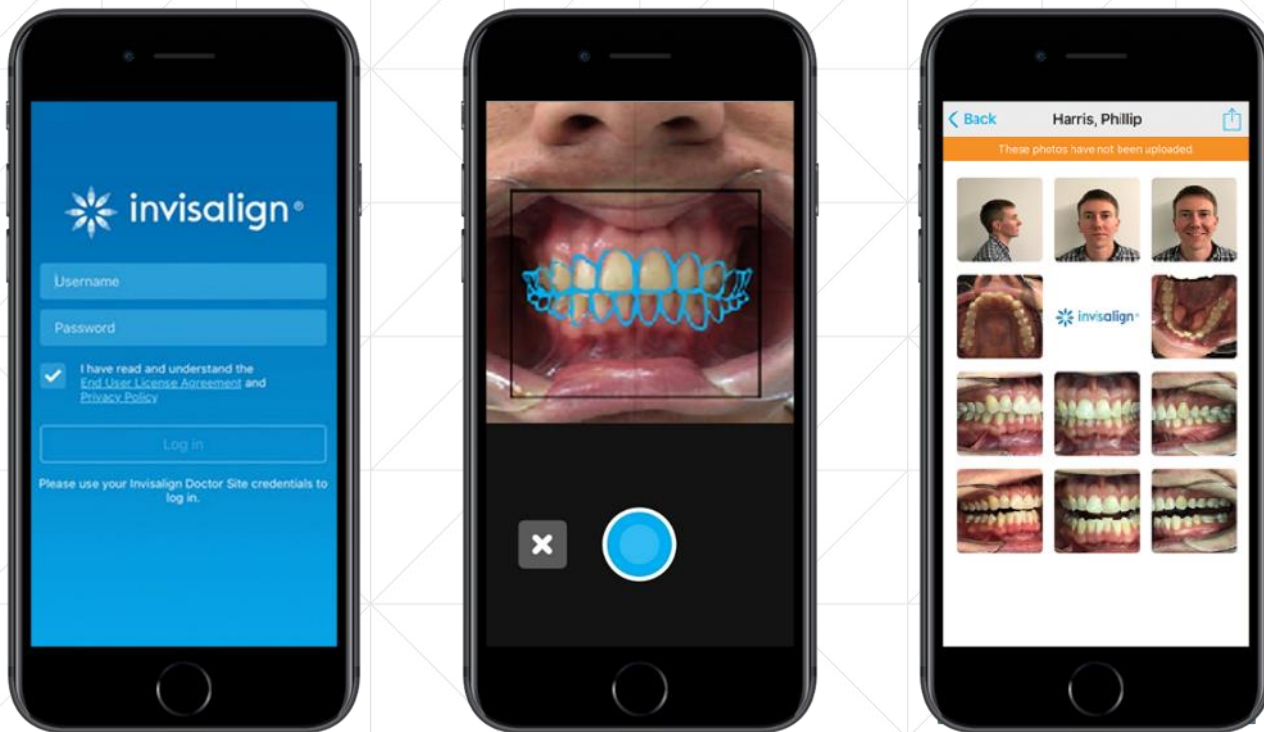


**iTero Element 2**  
High Performance  
Portability



**iTero Element Flex**  
Flexibility  
Transportability

# Mobile Photo Uploader



# Digital Orthodontic System

Digital  
Patient Data



Digital  
Analysis &  
Diagnosis



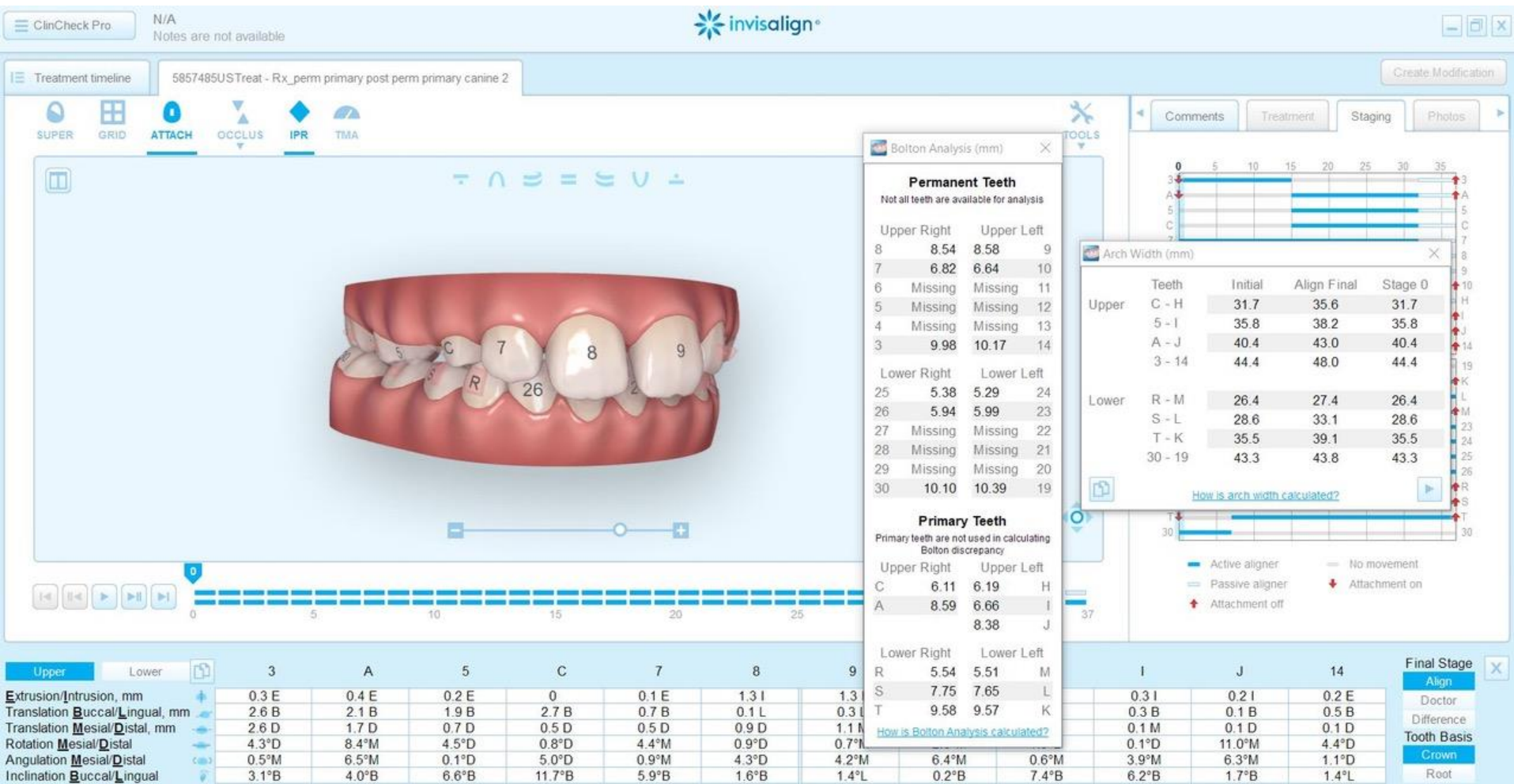
Digital  
Treatment  
Planning



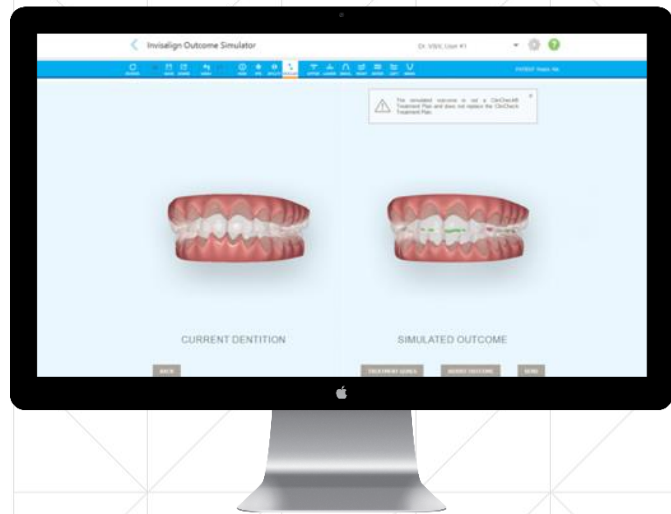
Digital  
Orthodontic  
Appliances











Invisalign  
Outcome Simulator



Invisalign  
Progress Assessment



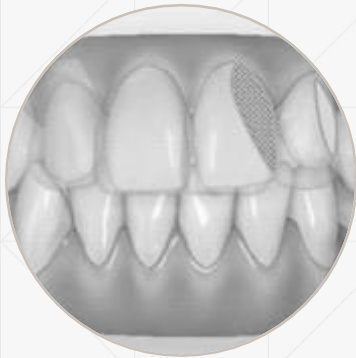
iTero  
Time Lapse

# Digital Orthodontic System

Digital  
Patient Data



Digital  
Analysis &  
Diagnosis



Digital  
Treatment  
Planning



Digital  
Orthodontic  
Appliances



# Invisalign Multiple Treatment Plans

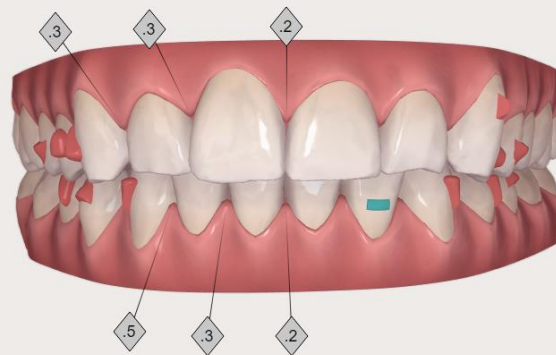




Initial Malocclusion



Invisalign Go



IPR used ▾

Attachments: Yes ▾

Both arches ▾

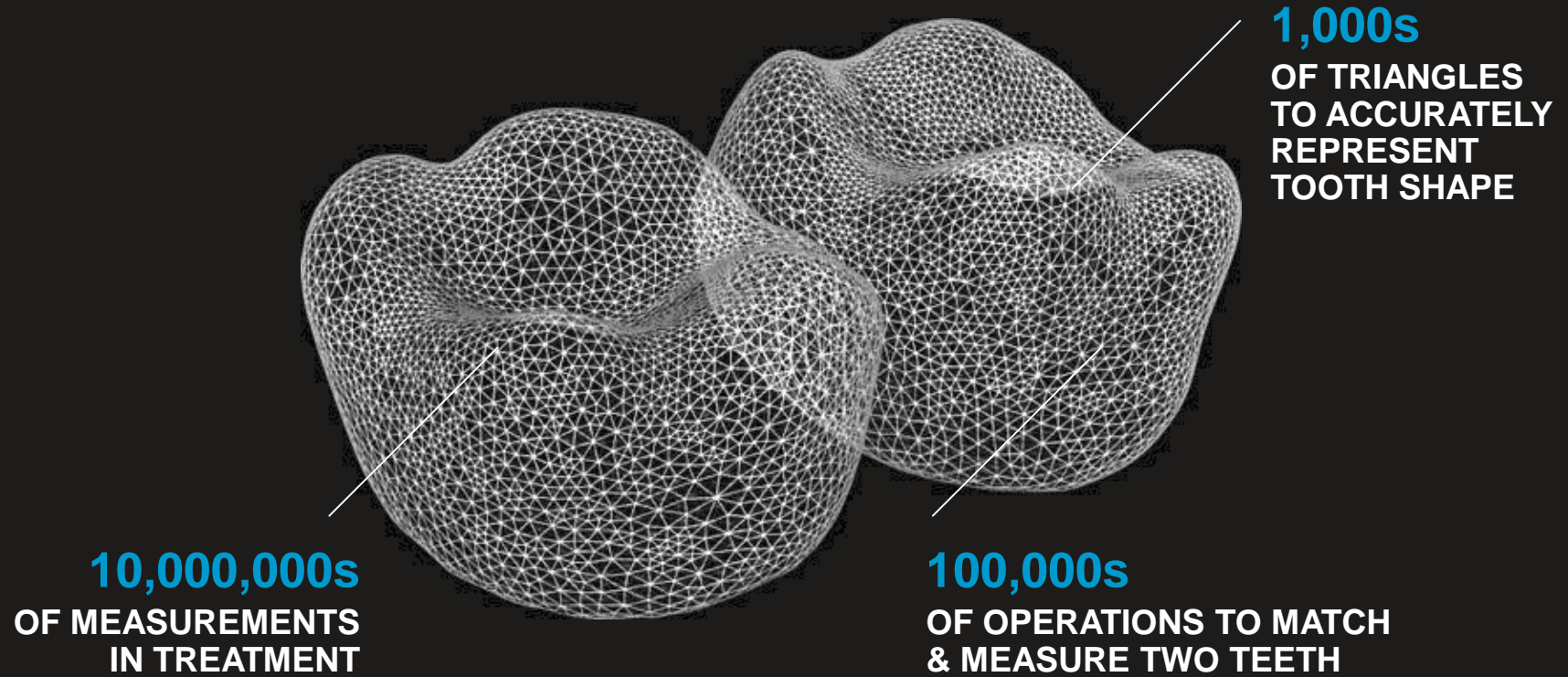
10 stages

View



Compare

# Power of Digital Treatment Planning



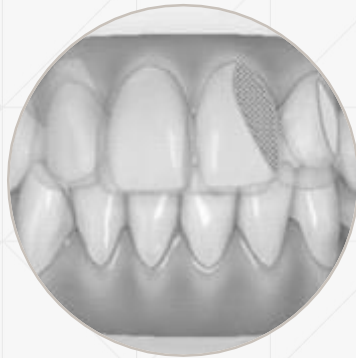


# Digital Orthodontic System

Digital  
Patient Data



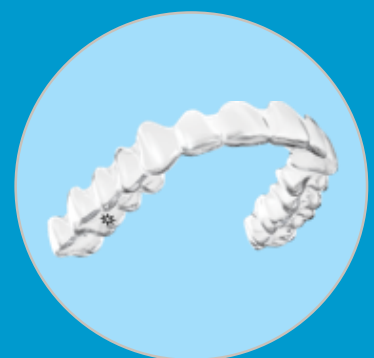
Digital  
Analysis &  
Diagnosis



Digital  
Treatment  
Planning



Digital  
Orthodontic  
Appliances

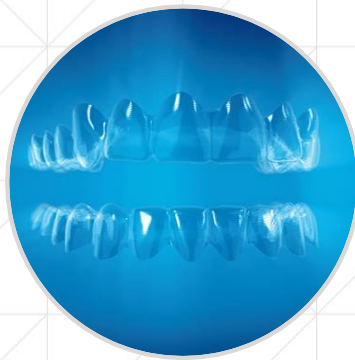




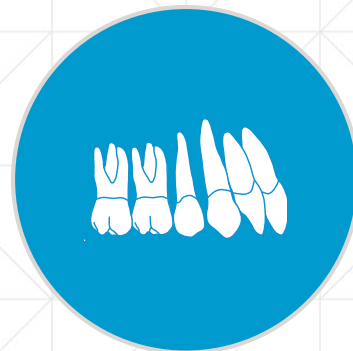
# Invisalign “Smart” Technology Advantage



SmartForce® Features

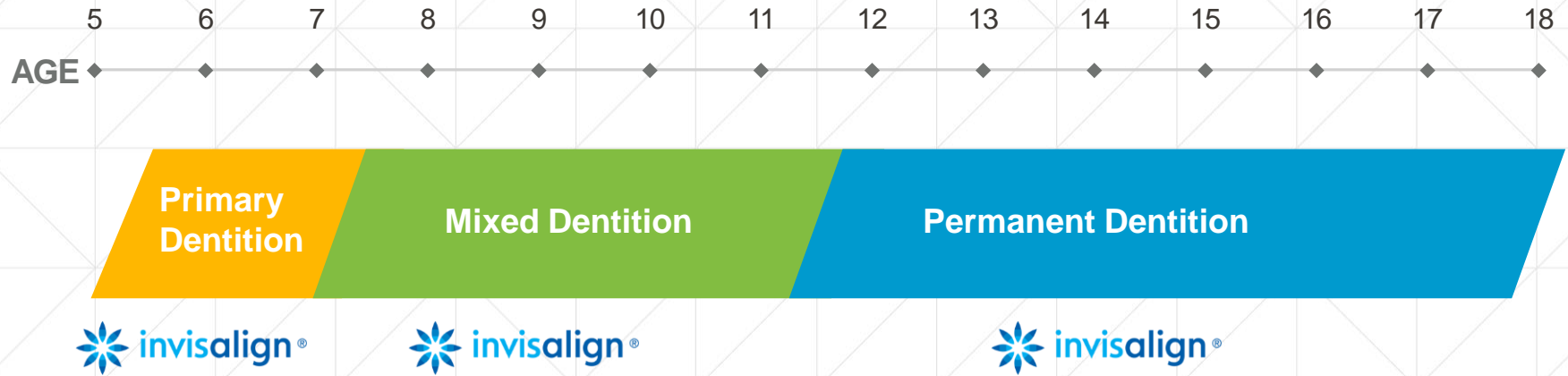


SmartTrack™ Material



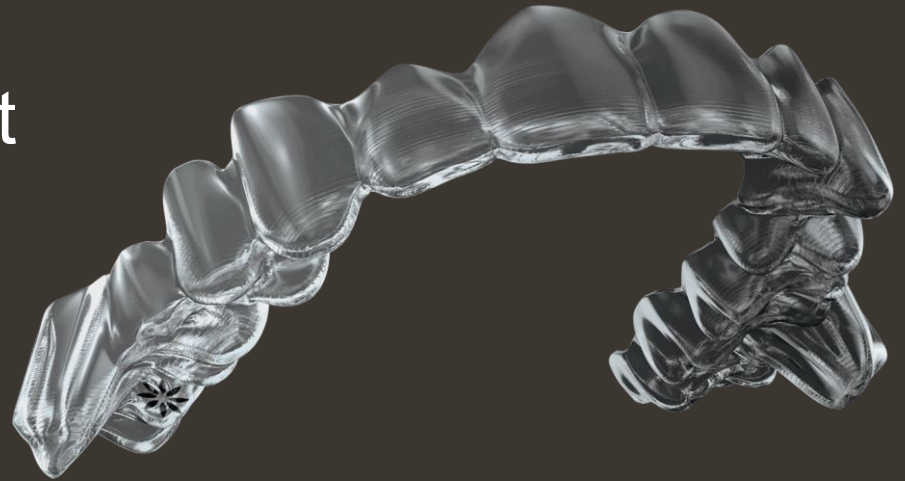
SmartStage Technology

# Treating Patients of All Ages



# From Smart Dental Movements to Smart Skeletal Movements

## Invisalign Treatment with Mandibular Advancement



# Invisalign First Clear Aligners



Molar Move First  
(Default)



Simultaneous  
Expansion



Optimized Expansion  
Support Attachment



Incisor EC

## Phase 1 Treatment

(typically at ages 6-10 years old)  
20% of case starts each year



# Palatal Expansion

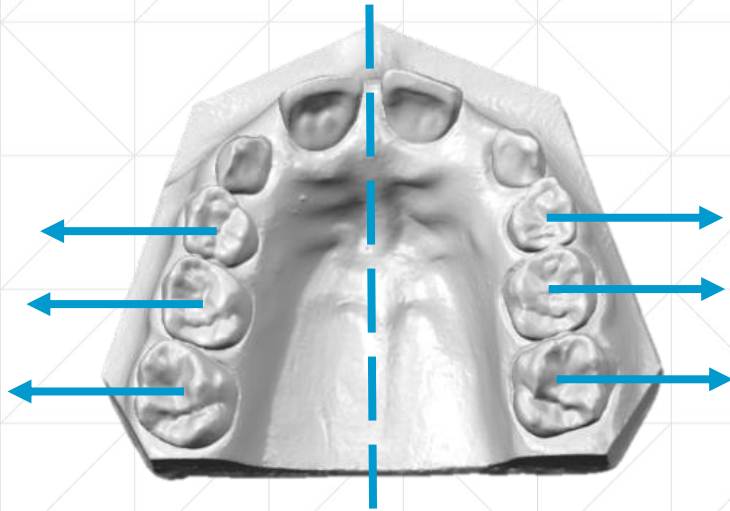


Metal Palatal  
Expander

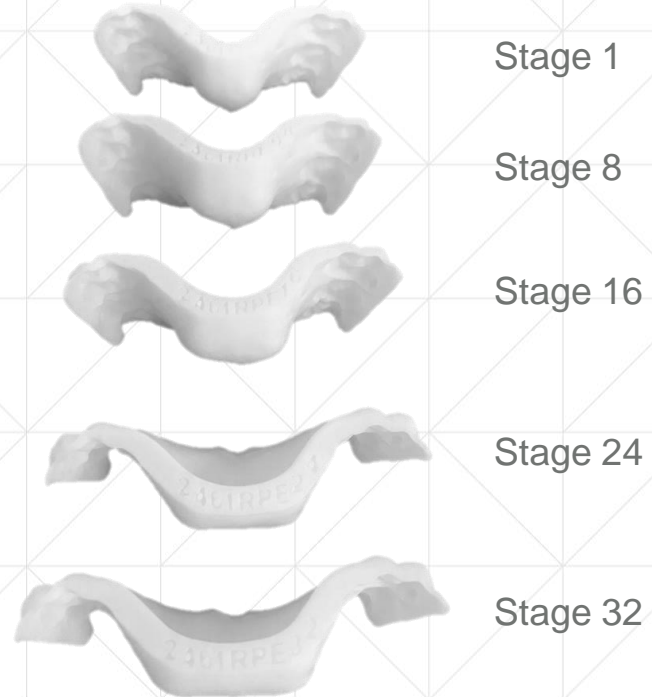


Proaligner Palatal  
Expander

# Invisalign Palatal Expander Staging



0.25 mm / stage  
Exchanged daily



Stage 1

Stage 8

Stage 16

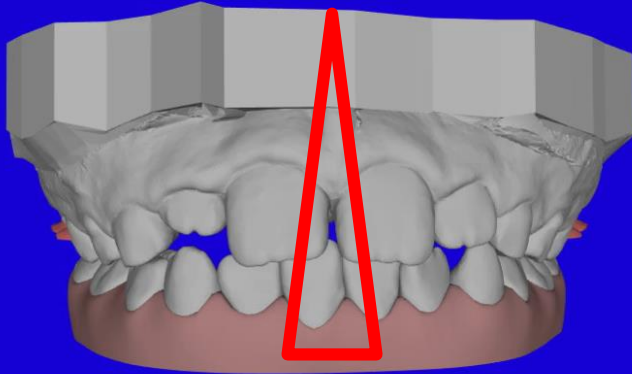
Stage 24

Stage 32

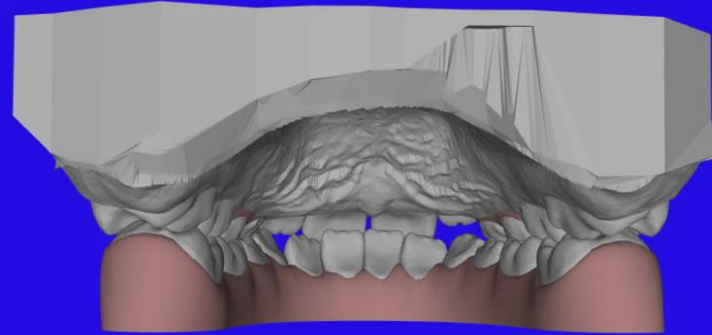


# Physiological Staging of the Maxilla During Palatal Expansion

FRONT VIEW



BACK VIEW



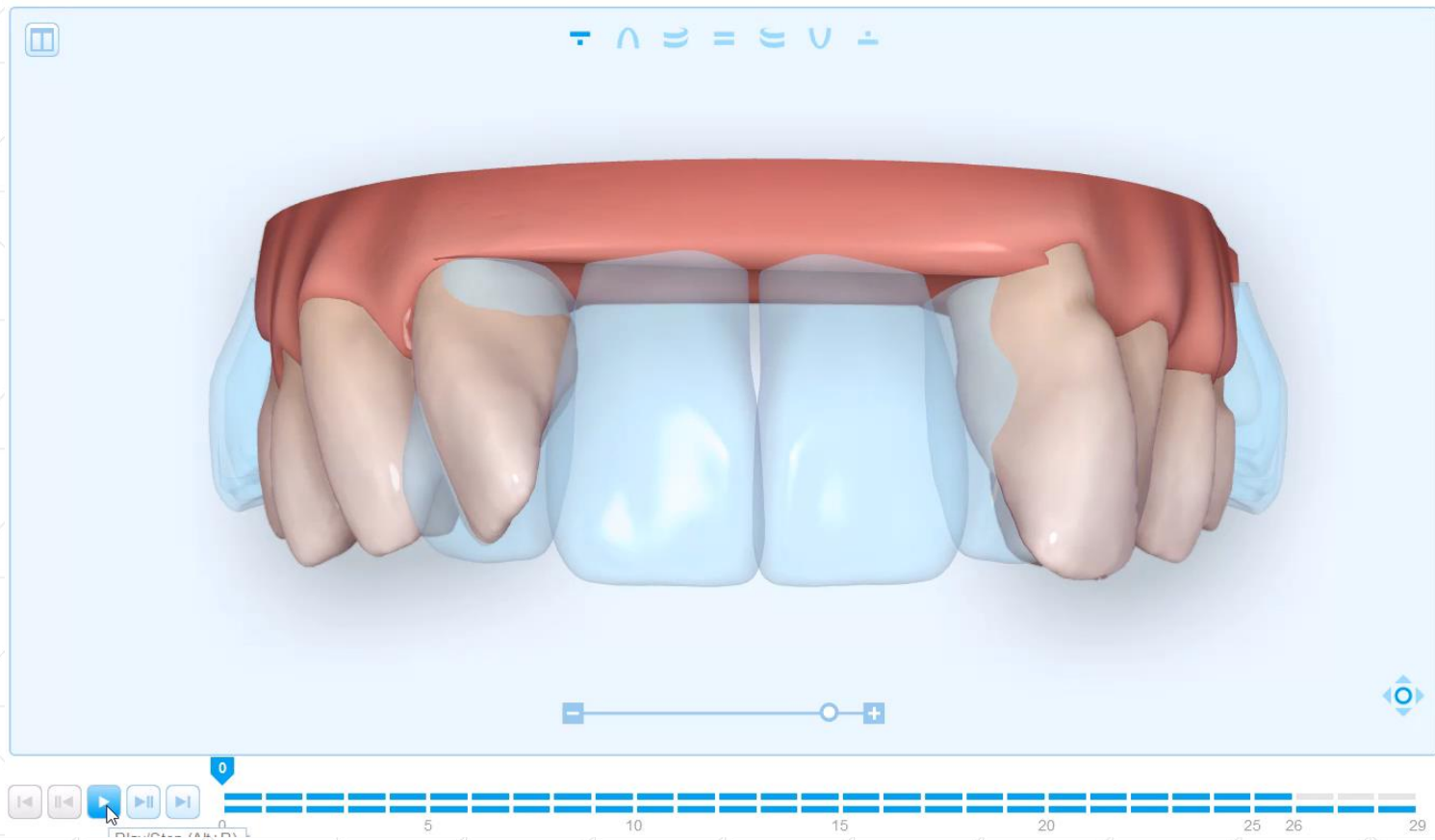
align



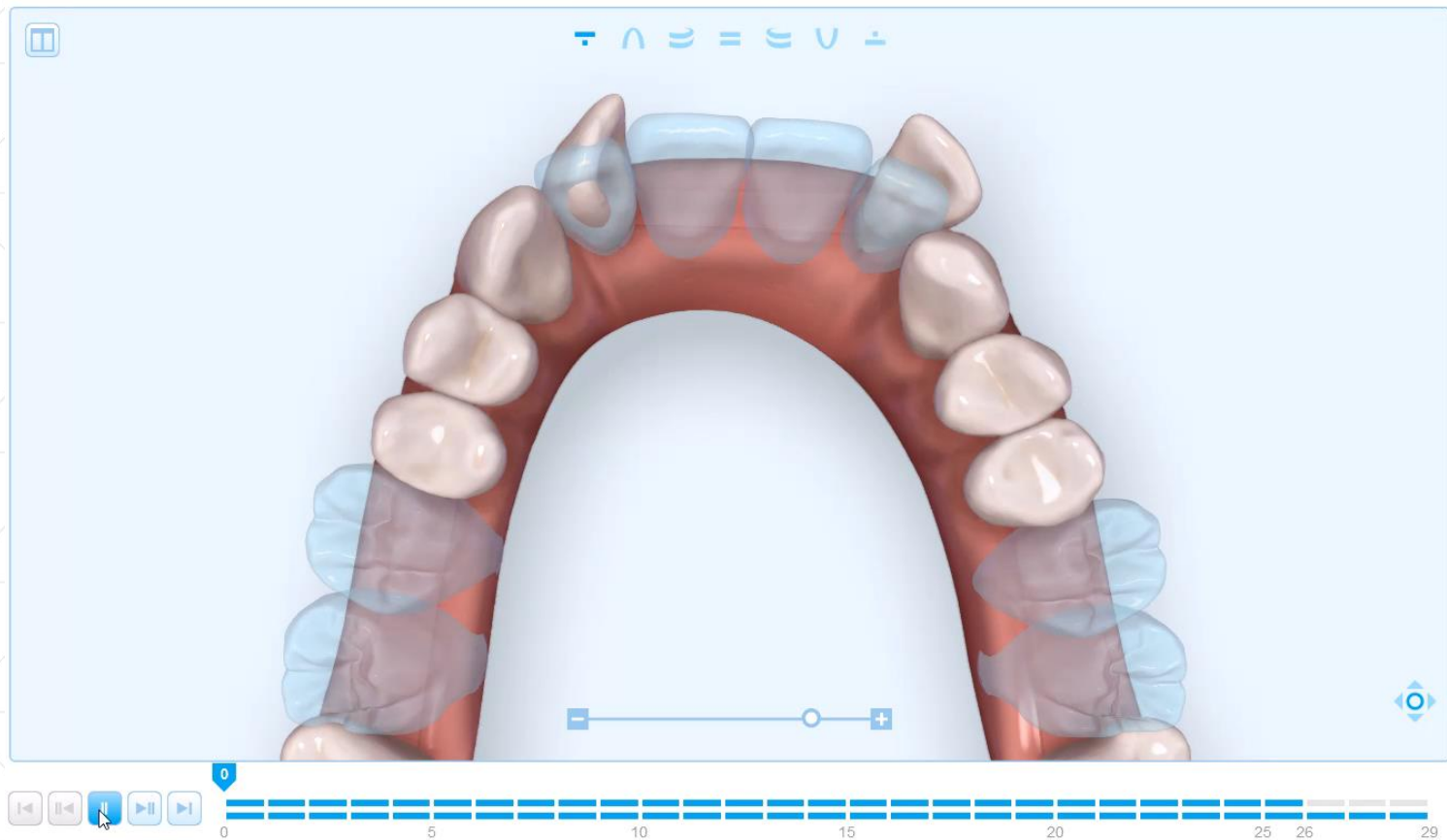
Seeing is Believing



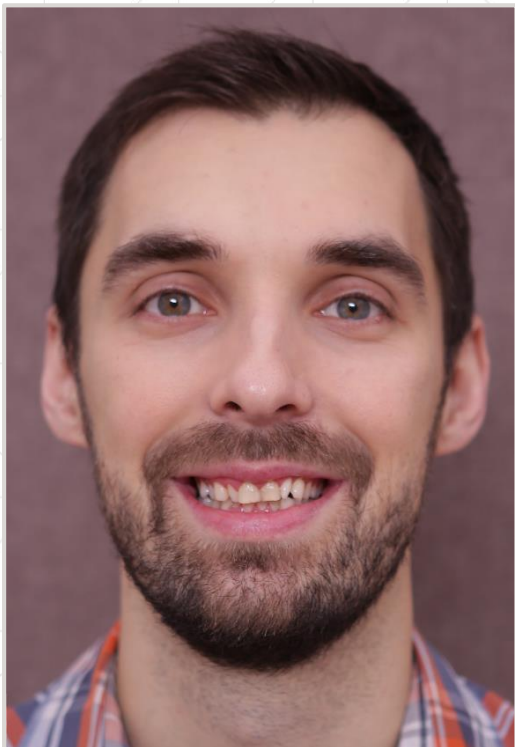




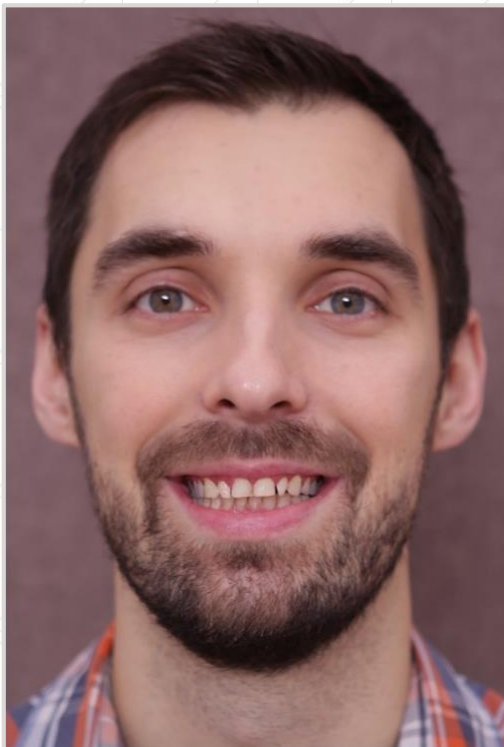




**INITIAL**



**AFTER ORTHO**



**FINAL**



**INITIAL**

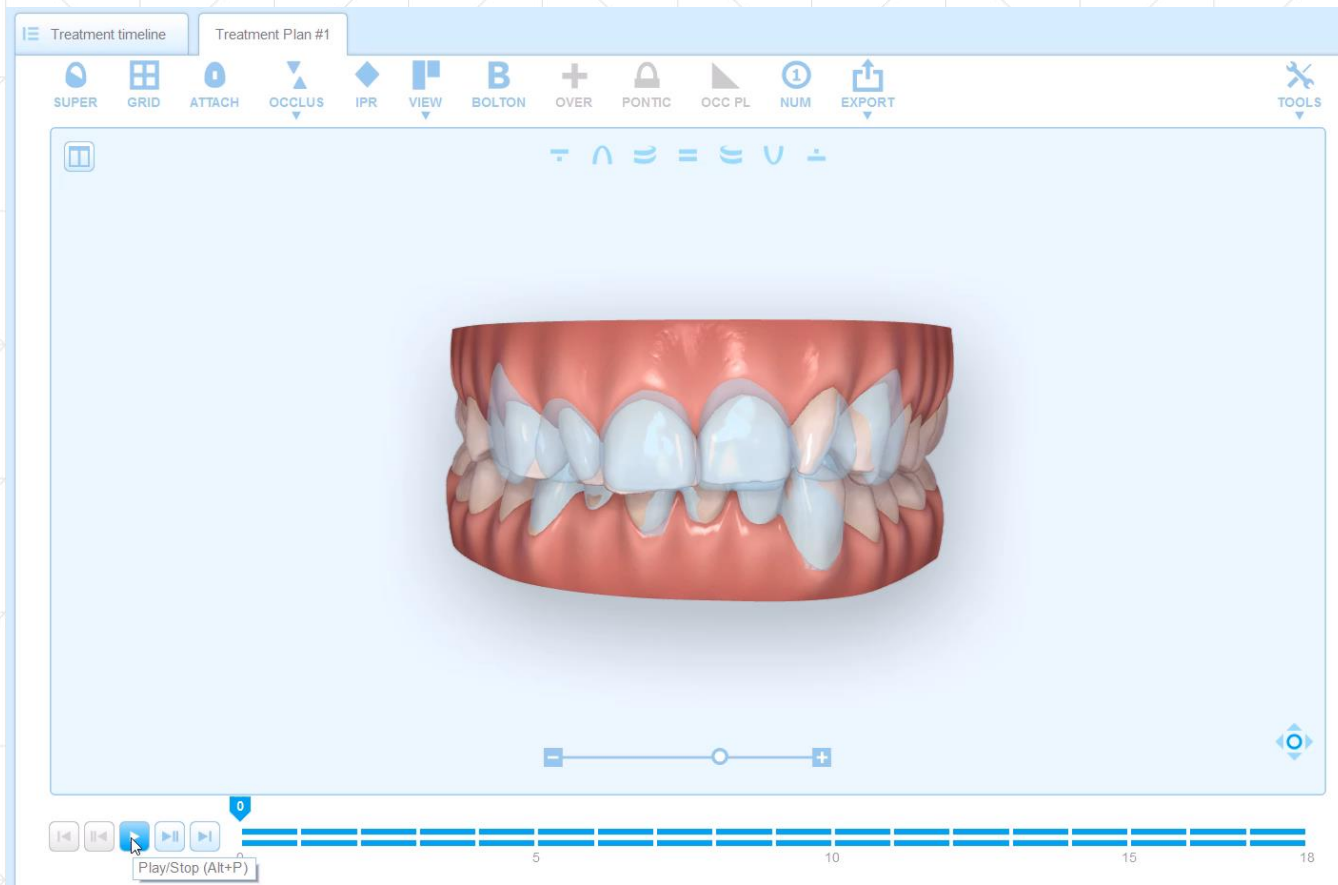


**AFTER ORTHO**

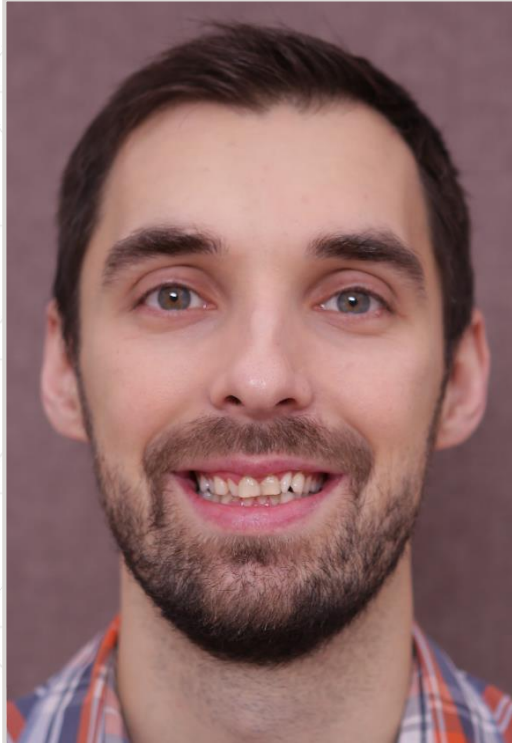


**FINAL**





**INITIAL**



**AFTER ORTHO**



**FINAL**





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