ALIGN TECHNOLOGY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands except per share data)

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	YTD 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	YTD 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	YTD 2012
Revenues															
Clear Aligner:															
North America	$ 65,395	$ 66,517	$ 67,949	$ 62,711	$ 262,572	$ 74,258	$ 79,755	$ 79,678	$ 81,789	$ 315,480	$ 86,871	$ 92,997	$ 89,568	$ 91,686	$ 361,122
North America Ortho	28,195	29,143	31,169	28,911	117,418	35,017	37,112	37,450	37,939	147,518	41,688	43,942	43,090	43,812	172,532
North America GP	37,200	37,374	36,780	33,800	145,154	39,241	42,643	42,228	43,850	167,962	45,183	49,055	46,478	47,874	188,590
International	20,027	22,006	23,221	24,831	90,085	25,179	27,898	28,346	30,054	111,477	29,700	32,883	29,700	32,513	124,796
Teen Deferred Revenue Release	-	14,298	-	-	14,298	-	-	-	-	-	-	-	-	-	-
Non-case (1)	4,668	5,375	4,777	5,351	20,171	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663
Total Clear Aligner Revenue	90,090	108,196	95,947	92,893	387,126	104,856	113,647	114,278	118,932	451,713	123,328	133,669	126,725	132,859	516,581
Scanner and CAD/CAM Services:															
North America Scanner and CAD/CAM Services	-	-	-	-	-	-	5,241	9,098	9,611	23,950	11,120	11,752	9,439	9,940	42,251
International Scanner and CAD/CAM Services	-	-	-	-	-	-	1,198	2,518	362	4,078	631	205	332	41	1,209
Scanner	-	-	-	-	-	-	2,735	5,420	5,228	13,383	5,361	6,032	4,023	4,643	20,059
CAD/CAM Services	-	-	-	-	-	-	3,704	6,196	4,745	14,645	6,390	5,925	5,748	5,338	23,401
Total Scanner and CAD/CAM Revenue	-	-	-	-		-	6,439	11,616	9,973	28,028	11,751	11,957	9,771	9,981	43,460
Total Revenue:															
Total North America Revenue	65,395	78,688	67,949	62,711	274,743	74,258	84,996	88,776	91,400	339,430	97,991	104,749	99,007	101,626	403,373
Total International Revenue	20,027	22,006	23,221	24,831	90,085	25,179	29,096	30,864	30,416	115,555	30,331	33,088	30,032	32,554	126,005
Total Non-case Revenue	4,668	5,375	4,777	5,351	20,171	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663
Total Worldwide Revenue	90,090	108,196	95,947	92,893	387,126	104,856	120,086	125,894	128,905	479,741	135,079	145,626	136,496	142,840	560,041
Cost of Revenue:															
Cost of revenue Clear Aligner	20,380	21,178	21,014	21,137	83,709	22,630	24,600	24,465	25,375	97,070	25,939	28,052	28,391	28,229	110,611
Cost of revenue Scanner and CAD/CAM Services	-	-	-	-	-	-	4,349	9,059	7,980	21,388	8,380	8,774	7,755	8,133	33,042
Total cost of revenue	20,380	21,178	21,014	21,137	83,709	22,630	28,949	33,524	33,355	118,458	34,319	36,826	36,146	36,362	143,653
Gross profit	69,710	87,018	74,933	71,756	303,417	82,226	91,137	92,370	95,550	361,283	100,760	108,800	100,350	106,478	416,388
Operating Expenses:															
Sales and marketing	27,946	28,939	26,905	30,223	114,013	32,821	38,586	34,655	36,112	142,174	38,717	39,087	36,468	37,769	152,041
General and administrative	14,951	15,005	16,203	18,631	64,790	18,992	26,094	21,609	22,457	89,152	22,626	22,152	23,896	27,166	95,840
Research and development	6,116	6,396	6,592	6,893	25,997	9,390	9,270	8,926	9,568	37,154	10,526	10,680	9,952	11,711	42,869
Litigation settlement costs	-	-	3,310	1,239	4,549	-	-	-	-	-	-	-	-	-	-
Insurance settlement	-	(8,666)	-	-	(8,666)	-	-	-	-	-	-	-	-	-	-
Impairment of goodwill	-	-	-	-	-	-	-	-	-	-	-	-	24,665	11,926	36,591
Amortization of acquired intangible assets	-	-	-	-	-	-	592	868	983	2,443	885	869	866	835	3,455
Total operating expenses	49,013	41,674	53,010	56,986	200,683	61,203	74,542	66,058	69,120	270,923	72,754	72,788	95,847	89,407	330,796
Profit from operations:	20,697	45,344	21,923	14,770	102,734	21,023	16,595	26,312	26,430	90,360	28,006	36,012	4,503	17,071	85,592
Interest and other income (expense), net	(553)	156	(83)	(251)	(731)	89	(306)	(118)	(84)	(419)	(812)	541	(353)	(672)	(1,296)
Profit before provision for income taxes	20,144	45,500	21,840	14,519	102,003	21,112	16,289	26,194	26,346	89,941	27,194	36,553	4,150	16,399	84,296
Provision for income taxes	5,214	12,897	5,025	4,614	27,750	5,271	5,127	6,930	5,897	23,225	6,210	8,061	4,494	6,840	25,605
Net profit (loss)	$ 14,930	$ 32,603	$ 16,815	$ 9,905	$ 74,253	$ 15,841	$ 11,162	$ 19,264	$ 20,449	$ 66,716	$ 20,984	$ 28,492	$ (344)	$ 9,559	$ 58,691
Net profit (loss) per share															
- basic	$ 0.20	$ 0.43	$ 0.22	$ 0.13	$ 0.98	$ 0.21	$ 0.14	$ 0.25	$ 0.26	$ 0.86	$ 0.26	$ 0.35	$ (0.00)	$ 0.12	$ 0.73
- diluted	$ 0.19	$ 0.42	$ 0.22	$ 0.13	$ 0.95	$ 0.20	$ 0.14	$ 0.24	$ 0.25	$ 0.83	$ 0.26	$ 0.34	$ (0.00)	$ 0.12	$ 0.71
Shares used in computing net profit (loss) per share															
- basic	75,166	75,703	76,081	76,333	75,825	76,844	77,888	78,455	78,737	77,988	79,235	80,384	81,437	81,043	80,529
- diluted	77,597	77,607	78,109	78,724	78,080	79,361	80,321	80,266	80,849	80,294	81,856	82,954	81,437	82,981	83,040
Margin Analysis:															
Gross margin	77.4%	80.4%	78.1%	77.2%	78.4%	78.4%	75.9%	73.4%	74.1%	75.3%	74.6%	74.7%	73.5%	74.5%	74.3%
-Clear Aligner	77.4%	80.4%	78.1%	77.2%	78.4%	78.4%	78.4%	78.6%	78.7%	78.5%	79.0%	79.0%	77.6%	78.8%	78.6%
-Scanner and CAD/CAM Services	-	-	-	-	-	-	32.5%	22.0%	20.0%	23.7%	28.7%	26.6%	20.6%	18.5%	24.0%
Sales and marketing	31.0%	26.7%	28.0%	32.5%	29.5%	31.3%	32.1%	27.5%	28.0%	29.6%	28.7%	26.8%	26.7%	26.4%	27.1%
General and administrative	16.6%	13.9%	16.9%	20.1%	16.7%	18.1%	21.7%	17.2%	17.4%	18.6%	16.8%	15.2%	17.5%	19.0%	17.1%
Research and development	6.8%	5.9%	6.9%	7.4%	6.7%	9.0%	7.7%	7.1%	7.4%	7.7%	7.8%	7.3%	7.3%	8.2%	7.7%
Litigation settlement costs	0.0%	0.0%	3.4%	1.3%	1.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Impairment of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	18.1%	8.3%	6.5%
Insurance settlement	0.0%	-8.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortization of acquired intangible assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.5%	0.7%	0.8%	0.5%	0.7%	0.6%	0.6%	0.6%	0.6%
Operating margin	23.0%	41.9%	22.8%	15.9%	26.5%	20.0%	13.8%	20.9%	20.5%	18.8%	20.7%	24.7%	3.3%	12.0%	15.3%
Net margin	16.6%	30.1%	17.5%	10.7%	19.2%	15.1%	9.3%	15.3%	15.9%	13.9%	15.5%	19.6%	-0.3%	6.7%	10.5%
Year Over Year Analysis:															
Revenue	28.5%	41.8%	21.0%	7.2%	23.9%	16.4%	11.0%	31.2%	38.8%	23.9%	28.8%	21.3%	8.4%	10.8%	16.7%
-Clear Aligner	28.5%	41.8%	21.0%	7.2%	23.9%	16.4%	5.0%	19.1%	28.0%	16.7%	17.6%	17.6%	10.9%	11.7%	14.4%
-Scanner and CAD/CAM Services	-	-	-	-	-	-	-	-	-	-	-	85.7%	-15.9%	0.1%	N/A
Gross profit	32.3%	50.1%	27.0%	12.5%	29.9%	18.0%	4.7%	23.3%	33.2%	19.1%	22.5%	19.4%	8.6%	11.4%	15.3%
Operating expense	3.4%	-19.4%	-55.5%	15.9%	-25.0%	24.9%	78.9%	24.6%	21.3%	35.0%	18.9%	-2.4%	45.1%	29.4%	22.1%
Profit from operations	466.4%	625.2%	-136.4%	0.9%	-402.1%	1.6%	-63.4%	20.0%	78.9%	-12.0%	33.2%	117.0%	-82.9%	-35.4%	-5.3%
Net profit	466.4%	617.3%	-133.7%	-13.8%	-337.5%	6.1%	-65.8%	14.6%	106.5%	-10.2%	32.5%	155.3%	-101.8%	-53.3%	-12.0%
Quarter Over Quarter Analysis (Sequential):															
Revenue	4.0%	20.1%	-11.3%	-3.2%		12.9%	14.5%	4.8%	2.4%		4.8%	7.8%	-6.3%	4.6%	
-Clear Aligner	4.0%	20.1%	-11.3%	-3.2%		12.9%	8.4%	0.6%	4.1%		3.7%	8.4%	-5.2%	4.8%	
-Scanner and CAD/CAM Services	-	-	-	-		-	-	80.4%	-14.1%		17.8%	1.8%	-18.3%	2.1%	
Gross profit	9.3%	24.8%	27.2%	-4.2%		14.6%	10.8%	1.4%	3.4%		5.5%	8.0%	-7.8%	6.1%	
Operating expense	-0.3%	-15.0%	27.2%	7.5%		7.4%	21.8%	-11.4%	4.6%		5.3%	0.0%	31.7%	-6.7%	
Profit from operations	29.9%	119.1%	-51.7%	-32.6%		42.3%	-21.1%	58.6%	0.4%		6.0%	28.6%	-87.5%	279.1%	
Net profit	29.9%	118.4%	-48.4%	-41.1%		59.9%	-29.5%	72.6%	6.2%		2.6%	35.8%	-101.2%	990300.0%	

(1) Non-case revenue includes the retainer business, training revenues, and ancillary offerings under our Clear Aligner product lines

ALIGN TECHNOLOGY
NON-GAAP CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands except per share data)

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	YTD 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	YTD 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	YTD 2012
Revenues															
Clear Aligner:															
North America	$ 65,395	$ 66,517	$ 67,949	$ 62,711	$ 262,572	$ 74,258	$ 79,755	$ 79,678	$ 81,789	$ 315,480	$ 86,871	$ 92,997	$ 89,568	$ 91,686	$ 361,122
North America Ortho	28,195	29,143	31,169	28,911	117,418	35,017	37,112	37,450	37,939	147,518	41,688	43,942	43,090	43,812	172,532
North America GP	37,200	37,374	36,780	33,800	145,154	39,241	42,643	42,228	43,850	167,962	45,183	49,055	46,478	47,874	188,590
International	20,027	22,006	23,221	24,831	90,085	25,179	27,898	28,346	30,054	111,477	29,700	32,883	29,700	32,513	124,796
Non-case Revenue (1)	4,668	5,375	4,777	5,351	20,171	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663
Total Clear Aligner Revenue	90,090	93,898	95,947	92,893	372,828	104,856	113,647	114,278	118,932	451,713	123,328	133,669	126,725	132,859	516,581
Scanner and CAD/CAM Services:															
North America Scanner and CAD/CAM Services	-	-	-	-	-	-	5,241	9,098	9,611	23,950	11,120	11,752	9,439	9,940	42,251
International Scanner and CAD/CAM Services	-	-	-	-	-	-	1,198	2,518	362	4,078	631	205	332	41	1,209
Scanners	-	-	-	-	-	-	2,735	5,420	5,228	13,383	5,361	6,032	4,023	4,643	20,059
CAD/CAM Services	-	-	-	-	-	-	3,704	6,196	4,745	14,645	6,390	5,925	5,748	5,338	23,401
Total Scanner and CAD/CAM Revenue	-	-	-	-	-	-	6,439	11,616	9,973	28,028	11,751	11,957	9,771	9,981	43,460
Total Revenue:															
Total North America Revenue	65,395	66,517	67,949	62,711	262,572	74,258	84,996	88,776	91,400	339,430	97,991	104,749	99,007	101,626	403,373
Total International Revenue	20,027	22,006	23,221	24,831	90,085	25,179	29,096	30,864	30,416	115,555	30,331	33,088	30,032	32,554	126,005
Total Non-case Revenue	4,668	5,375	4,777	5,351	20,171	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663
Total Worldwide Revenue	90,090	93,898	95,947	92,893	372,828	104,856	120,086	125,894	128,905	479,741	135,079	145,626	136,496	142,840	560,041
Cost of Revenue:															
Cost of revenue Clear Aligner	19,553	21,178	21,014	21,137	82,882	22,630	24,601	24,408	25,375	97,014	25,939	28,052	28,391	28,229	110,611
Cost of revenue Scanner and CAD/CAM Services	-	-	-	-	-	-	4,108	8,472	6,977	19,557	7,685	8,335	7,448	7,932	31,400
Total cost of revenue	19,553	21,178	21,014	21,137	82,882	22,630	28,709	32,880	32,352	116,571	33,624	36,387	35,839	36,161	142,011
Gross profit	70,537	72,720	74,933	71,756	289,946	82,226	91,377	93,014	96,553	363,170	101,455	109,239	100,657	106,679	418,030
Operating Expenses:															
Sales and marketing	27,946	28,939	26,905	30,223	114,013	32,821	38,454	34,433	35,769	141,477	38,429	38,908	36,288	37,769	151,394
General and administrative	14,951	15,005	16,203	18,631	64,790	17,511	20,515	20,685	21,747	80,458	22,397	22,133	23,872	27,166	95,568
Research and development	6,116	6,396	6,592	6,893	25,997	9,390	9,131	8,704	9,360	36,585	10,321	10,568	9,872	11,711	42,472
Total operating expenses	49,013	50,340	49,700	55,747	204,800	59,722	68,100	63,822	66,876	258,520	71,147	71,609	70,032	76,646	289,434
Profit from operations:	21,524	22,380	25,233	16,009	85,146	22,504	23,277	29,192	29,677	104,650	30,308	37,630	30,625	30,033	128,596
Interest and other income (expense), net	(553)	156	(83)	(251)	(731)	89	(306)	(118)	(84)	(419)	(812)	541	(353)	(672)	(1,296)
Profit before provision for income taxes	20,971	22,536	25,150	15,758	84,415	22,593	22,971	29,074	29,593	104,231	29,496	38,171	30,272	29,361	127,300
Provision for income taxes	5,430	6,081	5,815	4,793	22,119	5,650	6,692	7,133	6,612	26,087	7,374	9,573	6,572	7,033	30,552
Net profit	$ 15,541	$ 16,455	$ 19,335	$ 10,965	$ 62,296	$ 16,943	$ 16,279	$ 21,941	$ 22,981	$ 78,144	$ 22,122	$ 28,598	$ 23,700	$ 22,328	$ 96,748
Net profit per share															
- basic	$ 0.21	$ 0.22	$ 0.25	$ 0.14	$ 0.82	$ 0.22	$ 0.21	$ 0.28	$ 0.29	$ 1.00	$ 0.28	$ 0.36	$ 0.29	$ 0.28	$ 1.20
- diluted	$ 0.20	$ 0.21	$ 0.25	$ 0.14	$ 0.80	$ 0.21	$ 0.20	$ 0.27	$ 0.28	$ 0.97	$ 0.27	$ 0.34	$ 0.28	$ 0.27	$ 1.17
Shares used in computing net profit per share															
- basic	75,166	75,703	76,081	76,333	75,825	76,844	77,888	78,455	78,737	77,988	79,235	80,384	81,437	81,043	80,529
- diluted	77,597	77,607	78,109	78,724	78,080	79,361	80,321	80,266	80,849	80,294	81,856	82,954	83,906	82,981	83,040
Margin Analysis:															
Gross margin	78.3%	77.4%	78.1%	77.2%	77.8%	78.4%	76.1%	73.9%	74.9%	75.7%	75.1%	75.0%	73.7%	74.7%	74.6%
-Clear Aligner	78.3%	77.4%	78.1%	77.2%	77.8%	78.4%	78.4%	78.6%	78.7%	78.5%	79.0%	79.0%	77.6%	78.8%	78.6%
-Scanner and CAD/CAM Services	-	-	-	-	-	-	36.2%	27.1%	30.0%	30.2%	34.6%	30.3%	23.8%	20.5%	27.7%
Operating Margin	23.9%	23.8%	26.3%	17.2%	22.8%	21.5%	19.4%	23.2%	23.0%	21.8%	22.4%	25.8%	22.4%	21.0%	23.0%
Net Margin	17.3%	17.5%	20.2%	11.8%	16.7%	16.2%	13.6%	17.4%	17.8%	16.3%	16.4%	19.6%	17.4%	15.6%	17.3%
Year Over Year Analysis:															
Revenue	28.5%	23.0%	21.0%	7.2%	19.4%	16.4%	27.9%	31.2%	38.8%	28.7%	28.8%	21.3%	8.4%	10.8%	
Gross profit	33.8%	25.4%	23.0%	5.4%	21.0%	16.6%	25.7%	24.1%	34.6%	25.3%	23.4%	19.5%	8.2%	10.5%	
Operating expense	5.4%	-1.9%	0.4%	13.4%	4.2%	21.8%	35.3%	28.4%	20.0%	26.2%	19.1%	5.2%	9.7%	14.6%	
Profit from operations	247.5%	235.9%	121.6%	-15.3%	97.3%	4.6%	4.0%	15.7%	85.4%	22.9%	34.7%	61.7%	4.9%	1.2%	
Net Profit	387.0%	240.9%	117.1%	-9.7%	114.3%	9.0%	-1.1%	13.5%	109.6%	25.4%	30.6%	75.7%	8.0%	-2.8%	
Quarter Over Quarter Analysis (Sequential):															
Revenue	4.0%	4.2%	2.2%	-3.2%		12.9%	14.5%	4.8%	2.4%		4.8%	7.8%	-6.3%	4.6%	
Gross profit	3.6%	3.1%	3.0%	-4.2%		14.6%	11.1%	1.8%	3.8%		5.1%	7.7%	-7.9%	6.0%	
Operating expense	-0.3%	2.7%	-1.3%	12.2%		7.1%	14.0%	-6.3%	4.8%		6.4%	0.6%	-2.2%	9.4%	
Profit from operations	13.9%	4.0%	12.7%	-36.6%		40.6%	3.4%	25.4%	1.7%		2.1%	24.2%	-18.6%	-1.9%	
Net profit	28.0%	5.9%	17.5%	-43.3%		54.5%	-3.9%	34.8%	4.7%		-3.7%	29.3%	-17.1%	-5.8%	
Reconciliation of GAAP Net Profit to non-GAAP Net Profit:															
GAAP Net profit	$ 14,930	$ 32,603	$ 16,815	$ 9,905	$ 74,253	$ 15,841	$ 11,162	$ 19,264	$ 20,449	$ 66,716	$ 20,984	$ 28,492	$ (344)	$ 9,559	$ 58,691
Teen deferred revenue release	-	(14,298)	-	-	(14,298)	-	-	-	-	-	-	-	-	-	-
Ormco royalties	827	-	-	-	827	-	-	-	-	-	-	-	-	-	-
Acquisition and integration related costs related to cost of revenues	-	-	-	-	-	-	57	202	139	398	134	72	55	-	261
Amortization of acquired intangibles related to cost of revenues	-	-	-	-	-	-	183	267	285	735	261	232	213	201	907
Severance and benefit costs related to cost of revenues	-	-	-	-	-	-	-	175	579	754	300	135	39	-	474
Litigation settlement costs	-	-	3,310	1,239	4,549	-	-	-	-	-	-	-	-	-	-
Insurance settlement	-	(8,666)	-	-	(8,666)	-	-	-	-	-	-	-	-	-	-
Acquisition and integration related costs related to operating expenses	-	-	-	-	-	1,481	5,850	1,296	1,005	9,632	570	261	179	-	1,010
Amortization of acquired intangibles related operating expenses	-	-	-	-	-	-	592	868	983	2,443	885	869	866	835	3,455
Severance and benefit costs related to operating expenses	-	-	-	-	-	-	-	72	256	328	152	49	105	-	306
Impairment of goodwill	-	-	-	-	-	-	-	-	-	-	-	-	24,665	11,926	36,591
Income tax-related adjustments	(216)	6,816	(790)	(179)	5,631	(379)	(1,565)	(203)	(715)	(2,862)	(1,164)	(1,512)	(2,078)	(193)	(4,947)
Non-GAAP net profit	$ 15,541	$ 16,455	$ 19,335	$ 10,965	$ 62,296	$ 16,943	$ 16,279	$ 21,941	$ 22,981	$ 78,144	$ 22,122	$ 28,598	$ 23,700	$ 22,328	$ 96,748

(1) Non-case revenue includes the retainer business, training revenues, and ancillary offerings under our Clear Aligner product lines

ALIGN TECHNOLOGY
Q4 2012 EARNINGS RELEASE ADDITIONAL DATA
REVENUE PERFORMANCE AND CLEAR ALIGNER METRICS
(in thousands except per share data)

	Q1 2012	Q2 2012	Q3 2012	Q4 2012	FISCAL 2012
Invisalign Clear Aligner Revenues by Geography:					
North America	$ 86,871	$ 92,997	$ 89,568	$ 91,686	$ 361,122
North American Orthodontists	41,688	43,942	43,090	43,812	172,532
North American GP Dentists	45,183	49,055	46,478	47,874	188,590
International	29,700	32,883	29,700	32,513	124,796
Non-case*	6,757	7,789	7,457	8,660	30,663
Total Clear Aligner Revenue	$ 123,328	$ 133,669	$ 126,725	$ 132,859	$ 516,581
YoY % growth	*17.6%*	*17.6%*	*10.9%*	*11.7%*	*14.4%*
QoQ % growth	*3.7%*	*8.4%*	*-5.2%*	*4.8%*	
**includes Invisalign training, ancillary products, and retainers*					
Invisalign Clear Aligner Revenues by Product:					
Invisalign Full	$ 82,424	$ 88,617	$ 80,294	$ 87,265	$ 338,600
Invisalign Express/Lite	11,806	13,632	12,779	13,269	51,486
Invisalign Teen	15,148	16,380	19,144	16,455	67,127
Invisalign Assist	7,193	7,251	7,051	7,210	28,705
Non-case*	6,757	7,789	7,457	8,660	30,663
Total Clear Aligner Revenue	$ 123,328	$ 133,669	$ 126,725	$ 132,859	$ 516,581
Average Invisalign Selling Price (ASP), as billed:					
Total Worldwide Blended ASP	$1,370	$1,335	$1,320	$1,375	$1,350
International ASP	$1,485	$1,455	$1,355	$1,455	$1,440
Invisalign Clear Aligner Cases Shipped by Geography:					
North America	65,280	72,685	70,610	68,140	276,715
North American Orthodontists	32,235	35,420	35,885	33,505	137,045
North American GP Dentists	33,045	37,265	34,725	34,635	139,670
International	19,985	22,595	21,905	22,340	86,825
Total Cases Shipped	85,265	95,280	92,515	90,480	363,540
Invisalign Clear Aligner Cases Shipped by Product:					
Invisalign Full	57,145	62,510	57,400	57,920	234,975
Invisalign Express/Lite	12,855	15,300	14,610	15,940	58,705
Invisalign Teen	9,935	11,860	15,265	11,255	48,315
Invisalign Assist	5,330	5,610	5,240	5,365	21,545
Total Cases Shipped	85,265	95,280	92,515	90,480	363,540
Number of Invisalign Doctors Cases Shipped to:					
North American Orthodontists	4,460	4,575	4,660	4,615	5,665
North American GP Dentists	11,365	12,120	11,925	11,685	19,285
International	5,085	5,480	5,400	5,715	9,285
Total Doctors Cases were Shipped to Worldwide	20,910	22,175	21,985	22,015	34,235
Invisalign Doctor Utilization Rates*:					
North American Orthodontists	7.2	7.7	7.7	7.3	24.2
North American GP Dentists	2.9	3.1	2.9	3.0	7.2
International	3.9	4.1	4.1	3.9	9.4
Total Utilization Rates	4.1	4.3	4.2	4.1	10.6
* # of cases shipped/# of doctors to whom cases were shipped					
Number of Invisalign Doctors Trained:					
North American Orthodontists	90	95	125	75	385
North American GP Dentists	720	995	675	920	3,310
International	715	965	685	780	3,145
Total Doctors Trained Worldwide	1,525	2,055	1,485	1,775	6,840
Total to Date Worldwide	71,180	73,235	74,720	76,495	76,495
Scanner and CAD/CAM Services Revenue:					
North America Scanner and CAD/CAM Services	$ 11,120	$ 11,752	$ 9,439	$ 9,940	$ 42,251
International Scanner and CAD/CAM Services	631	205	332	41	1,209
Total Scanner and CAD/CAM Revenue	$ 11,751	$ 11,957	$ 9,771	$ 9,981	$ 43,460
Scanner Revenue	$ 5,361	$ 6,032	$ 4,023	$ 4,643	$ 20,059
CAD/CAM Services Revenue	6,390	5,925	5,748	5,338	23,401
Total Scanner and CAD/CAM Services Revenue	$ 11,751	$ 11,957	$ 9,771	$ 9,981	$ 43,460
Total Revenue by Geography:					
Total North America Revenue	$ 97,991	$ 104,749	$ 99,007	$ 101,626	$ 403,373
Total International Revenue	30,331	33,088	30,032	32,554	126,005
Total Non-case Revenue	6,757	7,789	7,457	8,660	30,663
Total Worldwide Revenue	$ 135,079	$ 145,626	$ 136,496	$ 142,840	$ 560,041
YoY % growth	*28.8%*	*21.3%*	*8.4%*	*10.8%*	*16.7%*
QoQ % growth	*4.8%*	*7.8%*	*-6.3%*	*4.6%*	

Note: Historical public data may differ due to rounding. Additional GAAP and Non-GAAP 12-Quarter Financial Model - Ending Q4 2012