



align™

Transforming smiles, changing lives.

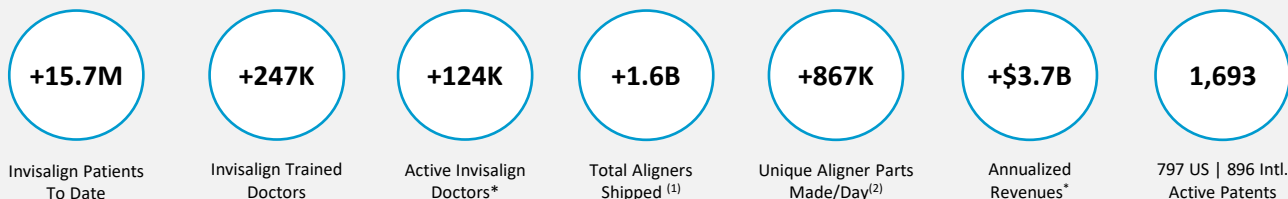
Align Technology designs, manufactures, and offers the Invisalign® System, the most advanced clear aligner system in the world, iTero™ intraoral scanners and services, and exocad™ CAD/CAM software.

Nasdaq: **ALGN**
Founded: **1997**

Global Headquarters: **Tempe, AZ**
Global Employees: **+23K**

Q2 2023 Corporate Fact Sheet

Business Highlights (cumulative)



Our Technology

The Invisalign® System, iTero™ intraoral scanners and services, and exocad™ CAD/CAM software are the technology building blocks that enable enhanced digital orthodontic and restorative workflows to improve patient outcomes and practice efficiencies for over 247K doctor customers and are key to accessing Align's 500M consumer market opportunity worldwide. Align has helped Invisalign trained doctors treat over 15.7M patients, including 4.3M teens, with the Invisalign System and is driving the evolution in digital dentistry through the Align Digital Platform,™ our integrated suite of unique, proprietary technologies and services delivered as a seamless, end-to-end solution for patients and consumers, orthodontists and general practitioner ("GP") dentists, and lab/partners.

Invisalign® Clear Aligner System

The Invisalign System is used for straightening teeth with a series of custom-made aligners for each patient. Invisalign treatment is offered in over 120 markets across the globe. Invisalign treatment is prescribed to growing children, adolescents, and adult patients through Invisalign-trained orthodontists or GP dentists. Patient pricing for Invisalign products is determined by the doctor, depending on the treatment plan.

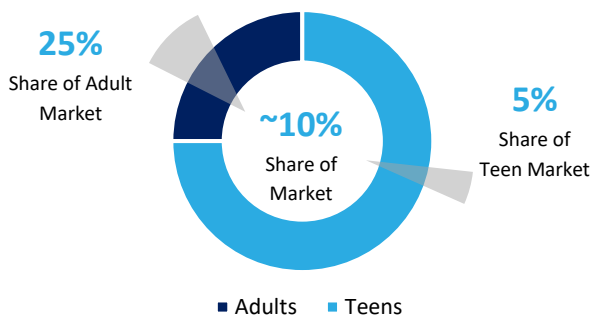
Imaging Systems and CAD/CAM Services

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. exocad CAD/CAM software broadens the reach of the Align Digital Platform by adding technology that addresses restorative needs in an end-to-end digital platform workflow to facilitate ortho-restorative and comprehensive dentistry.

Our Market Opportunity

Served Available Market Share

Invisalign® treatment is applicable to 19M of the total 21M annual orthodontic case starts



Total Addressable Market

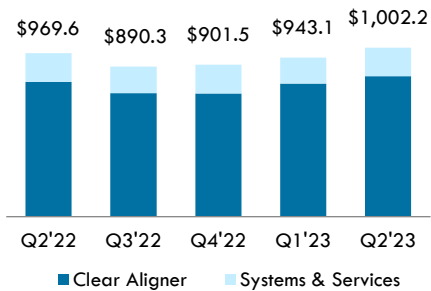


Visit www.aligntech.com for more information.

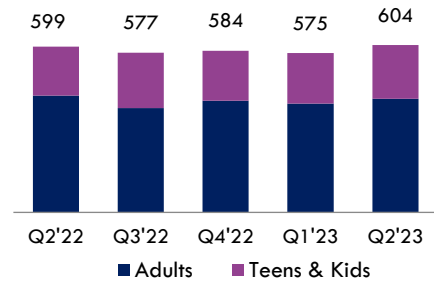
⁽¹⁾ Includes all aligner appliances. ⁽²⁾ Average over two quarters. *Rolling four quarters.

Trended GAAP Financials as of Q2 2023

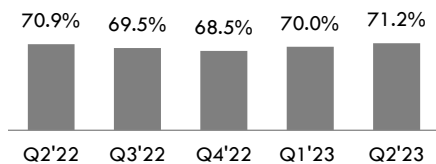
Net Revenues (\$M)



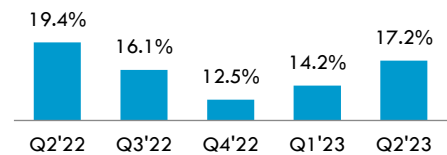
Clear Aligner Shipments (K)



Gross Margin %

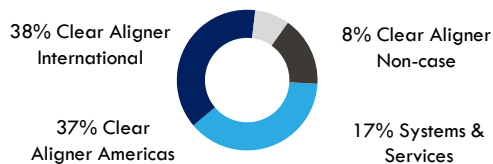


Operating Margin %



Revenue Mix

Based on Q2'23 net revenues of \$1,002.2M



Geographic Mix

Based on Q2'23 Clear Aligner shipments of 604K



Q2 2023 GAAP Financial Highlights

Net revenues	\$1,002.2M	Gross Margin	71.2%
- Clear Aligner	\$832.7M	Operating Margin	17.2%
- Systems & Services	\$169.5M	Cash & Investments	\$1,033.8M
Clear Aligner Case Shipments	604.4K	Free Cash Flow	\$193.3M
Net Profit	\$111.8M	Diluted Earnings Per Share	\$1.46

For full second quarter 2023 financial results, please click [here](#).

Align Headquarter Locations

Corporate Headquarters (HQ)
Align Technology, Inc.
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Suite 1300
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