



Frank Quinn to Rejoin Align Technology as Executive Vice President and Managing Director of the Americas Region

October 23, 2024

TEMPE, Ariz.--(BUSINESS WIRE)--Oct. 23, 2024-- Align Technology, Inc. (Nasdaq: ALGN), a leading global medical device company that designs, manufactures, and sells the Invisalign® System of clear aligners, iTero™ intraoral scanners, and exocad™ CAD/CAM software for digital orthodontics and restorative dentistry, today announced Frank Quinn, formerly Align vice president and general manager of the United States, will rejoin the company as executive vice president and managing director of the Americas region, reporting to Joe Hogan, Align president and CEO. As part of the global organizational restructuring plan that the company announced separately today, Raj Pudipeddi's position as executive vice president and managing director of the Americas region and chief marketing officer has been eliminated and he will leave Align in the fourth quarter of 2024.

Commenting on today's announcement, Joe Hogan, Align Technology president and CEO said, "I am pleased to welcome Frank Quinn back to Align as the EVP and Managing Director, Americas. Frank's experience, deep understanding of the orthodontic and dental industries, and insights into what digital means for our doctor customers is key and he is excited to be rejoining the company. He is a well-established leader with a solid customer focus and proven track record, and I am confident Frank will help facilitate growth and adoption of our products and drive focused execution across the Americas region. We thank Raj for his contributions to Align over the past 5+ years in leading our marketing and product innovation/management as well as overseeing the APAC and Americas regions and we wish Raj well."

Frank Quinn, Executive Vice President and Managing Director, Americas

Frank Quinn serves as the Executive Vice President and Managing Director of the Americas region. He has responsibility for market development and operational execution of all Align Technology products and services in the Americas region. Mr. Quinn re-joined Align in October 2024 after spending two years at LightForce Orthodontics, where he served as Chief Revenue Officer. Prior to his role at LightForce, Mr. Quinn spent nearly 9 years at Align serving in multiple roles including Vice President and General Manager, where he was responsible for driving continued growth and profitability for the United States. During his time at Align, Mr. Quinn's other positions included Senior Sales Director of Special Markets and iTero, Vice President of Special Markets, Business Development and Education. Mr. Quinn has a wealth of experience driving growth, strategy and revenue in the orthodontics industry. As a successful executive leader across the medical and technology industries, he combines strong sales leadership experience with expertise in business development, innovation, professional education, commercial operations and culture building. Mr. Quinn has also served as a Board Member of the American Association of Orthodontics Foundation (AAOF) and the American Academy of Clear Aligners (AACA). He holds a BS in Business Administration and Marketing from Montclair State University.

About Align Technology, Inc.

Align Technology designs and manufactures the Invisalign® System, the most advanced clear aligner system in the world, iTero™ intraoral scanners and services, and exocad™ CAD/CAM software. These technology building blocks enable enhanced digital orthodontic and restorative workflows to improve patient outcomes and practice efficiencies for over 271 thousand doctor customers and are key to accessing Align's 600 million consumer market opportunity worldwide. Over the past 27 years, Align has helped doctors treat approximately 18.9 million patients 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 GP dentists, and lab/partners. Visit www.aligntech.com for more information.

For additional information about the Invisalign System or to find an Invisalign doctor in your area, please visit www.invisalign.com. For additional information about the iTero digital scanning system, please visit www.itero.com. For additional information about exocad dental CAD/CAM offerings and a list of exocad reseller partners, please visit www.exocad.com.

Invisalign, iTero, exocad, Align, Align Digital Platform and iTero Lumina are trademarks of Align Technology, Inc.

Forward-Looking Statements

This news release contains forward-looking statements, including statements of beliefs and expectations regarding our ability to successfully control our business and operations and pursue our strategic growth drivers, our expectations for market opportunities, our expectations for the growth and adoption of our products and commercial execution across the Americas region, and other matters discussed in this news release that are not purely historical data. Forward-looking statements contained in this news release relating to expectations about future events or results are based upon information available to Align as of the date hereof. Readers are cautioned that these forward-looking statements reflect our best judgments based on currently known facts and circumstances 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 might cause such a difference include, but are not limited to:

- macroeconomic conditions, including inflation, fluctuations in currency exchange rates, high interest rates, market volatility, weakness in general economic conditions and recessions and the impact of efforts by central banks and federal, state and local governments to combat inflation and recession;
- customer and consumer purchasing behavior and changes in consumer spending habits as a result of, among other things, prevailing macroeconomic conditions, levels of employment, salaries and wages, debt obligations, discretionary income,

inflationary pressure, declining consumer confidence, and the military conflict in Ukraine and in the Middle East;

- variations in our geographic, channel and product mix, product adoption, and selling prices regionally and globally, including product mix shifts to lower priced products or to products with a higher percentage of deferred revenue;
- competition from existing and new competitors;
- declines in, or the slowing of the growth of, sales of our clear aligners and intraoral scanners domestically and/or internationally and the impact either would have on the adoption of Invisalign products;
- the economic and geopolitical ramifications of the military conflict in the Middle East and Ukraine, including trade disruptions, tariffs, sanctions, or boycotts, retaliatory sanctions, nationalism, supply chain disruptions and other consequences, any of which could adversely impact our operations and assets;
- the possibility that the development and release of new products or enhancements to existing products do not proceed in accordance with the anticipated timeline or may themselves contain bugs, errors or defects in software or hardware requiring remediation and that the market for the sale of these new or enhanced products may not develop as expected;
- the timing and availability and cost of raw materials, components, products and other shipping and supply chain constraints and disruptions;
- unexpected or rapid changes in the growth or decline of our domestic and/or international markets;
- rapidly evolving and groundbreaking advances that fundamentally alter the dental industry or the way new and existing customers market and provide products and services to consumers;
- the willingness and ability of our customers to maintain and/or increase product utilization in sufficient numbers;
- the risks relating to our ability to sustain or increase profitability or revenue growth in future periods (or minimize declines) while controlling expenses;
- expansion of our business and products;
- the impact of excess or constrained capacity at our manufacturing and treat operations facilities and pressure on our internal systems and personnel;
- the compromise of our systems or networks, including any customer and/or patient data contained therein, for any reason;
- the timing of case submissions from our doctor customers within a quarter as well as an increased manufacturing costs per case; and
- the loss of key personnel, labor shortages or work stoppages for us or our suppliers.

The foregoing and other risks are detailed from time to time in our periodic reports filed with the Securities and Exchange Commission ("SEC"), including, but not limited to, our Annual Report on Form 10-K for the year ended December 31, 2023, which was filed with the SEC on February 28, 2024 and our latest Quarterly Report on Form 10-Q for the quarter ended June 30, 2024, which was filed with the SEC on August 2, 2024. Align undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

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