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

	Q1 2007	Q2 2007	Q3 2007	Q4 2007	FY 2007	Q1 2008	Q2 2008	Q3 2008	Q4 2008	FY 2008	Q1 2009	Q2 2009	Q3 2009	Q4 2009	YTD 2009
N.A. Ortho Revenue YOY % growth	\$ 21,323 23.5%	\$ 24,733 39.8%	\$ 22,257 37.2%	\$ 21,204 21.6%	\$ 89,517 30.5%	\$ 22,551 5.8%	\$ 22,994 -7.0%	\$ 21,951 -1.4%	\$ 20,826 -1.8%	\$ 88,322 -1.3%	\$ 21,087 -6.5%	\$ 21,574 -6.2%	\$ 22,722 3.5%	\$ 25,036 20.2%	\$ 90,419
QOQ % growth N.A GP Revenue	22.3%	16.0%	-10.0%	-4.7%	404 700	6.4%	2.0%	-4.5%	-5.1%	405 400	1.3%	2.3%	5.3%	10.2%	100 750
YOY % growth	29,248 29.7%	35,727 48.2%	34,129 50.4%	32,694 33.3%	131,798 40.4%	33,935 16.0%	35,577 -0.4%	33,861 -0.8%	32,095 -1.8%	135,468 2.8%	30,916 -8.9%	31,756 -10.7%	33,908 0.1%	36,172 12.7%	132,752
QOQ % growth	19.2%	22.2%	-4.5%	-4.7%		3.8%	4.8%	-4.8%	-5.2%	,	-3.7%	2.7%	6.8%	6.7%	
International	9,178	11,635	11,539	14,202	46,554	14,196	16,436	15,128	16,248	62,008	14,267	18,058	18,460	21,259	72,044
Non-case Revenue*	4,012	4,508	3,526	4,417	16,463	4,094	4,895	4,233	4,956	18,178	3,862	4,928	4,179	4,149	17,118
Revenues YOY % growth	63,761 30.4%	76,603 43.9%	71,451 45.7%	72,517 31.4%	284,332 37.8%	74,776 17.3%	79,902 4.3%	75,173 5.2%	74,125 2.2%	303,976 6.9%	70,132 -6.2%	76,316 -4.5%	79,269 5.4%	86,616 16.9%	312,333
QOQ % growth	15.5%	20.1%	-6.7%	1.5%		3.1%	6.9%	-5.9%	-1.4%		-5.4%	8.8%	3.9%	9.3%	
Cost of revenues	17,529	20,247	18,132	19,127	75,035	19,608	20,243	18,766	20,233	78,850	17,425	18,338	20,268	22,810	78,841
Gross Profit	46,232	56,356	53,319	53,390	209,297	55,168	59,659	56,407	53,892	225,126	52,707	57,978	59,001	63,806	233,492
Operating Expenses:	00.450	04.050	04.000	00 500	00.004	00.050	00.404	00.014	00.005	115 000	07.054	00.400	07.007	07.000	110 5 10
Sales and marketing General and administrative	23,150 12,185	24,353 11,880	24,226 13,949	26,502 15,266	98,231 53,280	28,059 15,188	32,464 16,322	28,214 14,395	26,325 16,249	115,062 62,154	27,854 13,468	29,108 16,539	27,687 16,224	27,893 15,487	112,542 61,718
Research and development	5,693	6,675	6,749	6,610	25,727	7,295	7,001	5,918	5,951	26,165	5,191	5,669	5,611	5,781	22,252
Restructuring Charges	-	- 0,075	- 0,745	- 0,010	-	7,255	7,001	2,189	4,042	6,231	910	409	-	-	1,319
Patient first program	(1,796)	-	-	-	(1,796)	-	-	-,	.,	-	-	-	-	-	-
Litigation settlement costs					-					-			69,673		69,673
Total operating expenses	39,232	42,908	44,924	48,378	175,442	50,542	55,787	50,716	52,567	209,612	47,423	51,725	119,195	49,161	267,504
Profit (loss) from operations Interest and other income (expense), net	7,000 455	13,448 680	8,395 1,108	5,012 852	33,855 3.095	4,626 966	3,872 443	5,691 264	1,325 (111)	15,514 1,562	5,284 148	6,253 557	(60,194) (271)	14,645 (315)	(34,012) 119
Profit (loss) before provision for income taxes	7.455	14.128	9.503	5.864	36,950	5.592	443	5.955	1,214	17.076	5,432	6.810	(60,465)	14.330	(33,893)
Provision for (benefit) from income taxes	477	510	43	196	1.226	288	285	798	(64,282)	(62,911)	2,796	2,265	(10,523)	2.838	(2.624)
Net profit (loss)	6.978	13.618	9,460	5.668	35.724	5.304	4.030	5.157	65,496	79.987	2,636	4,545	(49,942)	11,492	(31,269)
Net profit (loss) per share															
- basic	\$ 0.11	\$ 0.20	\$ 0.14	\$ 0.08	\$ 0.53	\$ 0.08	\$ 0.06	\$ 0.08	\$ 0.99	\$ 1.20	\$ 0.04	\$ 0.07	\$ (0.72)	\$ 0.15	\$ (0.45)
- diluted	\$ 0.10	\$ 0.19	\$ 0.13	\$ 0.08	\$ 0.50	\$ 0.07	\$ 0.06	\$ 0.08	\$ 0.98	\$ 1.18	\$ 0.04	\$ 0.07	\$ (0.72)	\$ 0.15	\$ (0.45)
Shares used in computing net profit (loss) per share - basic	65 433	66 696	67 970	68,562	67,176	69 053	68 581	67.367	66.440	66 812	65 983	66 285	69 528	74,482	69 094
- diluted	69,331	71,207	72,230	71,864	71,444	70,860	69,916	68,704	66,816	68,064	66,447	67,373	69,528	76,831	69,094
Margin Analysis:															
Gross Margin	72.5%	73.6%	74.6%	73.6%	73.6%	73.8%	74.7%	75.0%	72.7%	74.1%	75.2%	76.0%	74.4%	73.7%	74.8%
Sales and Marketing	36.3%	31.8%	33.9%	36.5%	34.5%	37.5%	40.6%	37.5%	35.5%	37.9%	39.7%	38.1%	34.9%	32.2%	36.0%
General and administrative Research and development	19.1% 8.9%	15.5% 8.7%	19.5% 9.4%	21.1% 9.1%	18.7% 9.0%	20.3% 9.8%	20.4% 8.8%	19.1% 7.9%	21.9% 8.0%	20.4% 8.6%	19.2% 7.4%	21.7% 7.4%	20.5% 7.1%	17.9% 6.7%	19.8% 7.1%
Restructuring	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	2.9%	5.5%	2.0%	1.3%	0.5%	0.0%	0.0%	0.4%
Patients First Program and Settlement Costs (credits)	-2.8%	0.0%	0.0%	0.0%	-0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	87.9%	0.0%	0.0%
Operating Margin	11.0%	17.6%	11.7%	6.9%	11.9%	6.2%	4.8%	7.6%	1.8%	5.1%	7.5%	8.2%	-75.9%	16.9%	-10.9%
Net Margin	10.9%	17.8%	13.2%	7.8%	12.6%	7.1%	5.0%	6.9%	88.4%	26.3%	3.8%	6.0%	-63.0%	13.3%	-10.0%
Year Over Year Analysis	00.40/	10.00/	45 70/	04.400	07.00/	17.00/	1.00/	5.00/	0.00/	0.000	0.00/	4.50/	5 40/	10.00/	0.70/
Revenue Brofit (Loca) from Operations	30.4%	43.9%	45.7%	31.4%	37.8%	17.3%	4.3%	5.2%	2.2%	6.9%	-6.2%	-4.5%	5.4%	16.9%	2.7%
Profit (Loss) from Operations Operating Expense	-234.3% -1.5%	-508.6% 7.2%	-176.6% 4.0%	-127.7% -13.7%	-190.2% -2.1%	-33.9% 28.8%	-71.2% 30.0%	-32.2% 12.9%	-73.6% 8.7%	-54.2% 19.5%	14.2% -6.2%	61.5% -7.3%	-1157.7% 135.0%	1005.3% -6.5%	-319.2% 27.6%
Net Profit (Loss)	-246.5%	-621.7%	-191.7%	-132.8%	-202.2%	-24.0%	-70.4%	-45.5%	1055.5%	123.9%	-50.3%	12.8%	-1068.4%	-82.5%	-139.1%
Quarter Over Quarter Analysis (Sequential)															
Revenue	15.5%	20.1%	-6.7%	1.5%		3.1%	6.9%	-5.9%	-1.4%		-5.4%	8.8%	3.9%	9.3%	
Profit (Loss) from Operations	-138.7%	92.1%	-37.6%	-40.3%		-7.7%	-16.3%	47.0%	-76.7%		298.8%	18.3%	-1062.6%	-124.3%	
Operating Expense	-30.0%	9.4%	4.7%	7.7%		4.5%	10.4%	-9.1%	3.6%		-9.8%	9.1%	130.4%	-58.8%	
Net Profit (Loss)	-140.4%	95.2%	-30.5%	-40.1%		-6.4%	-24.0%	28.0%	1170.0%		-96.0%	72.4%	-1198.8%	-123.0%	

\* Non-case revenue includes the retainer business, training revenues, and ancillary offerings

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

N.A. Ortho Revenue YOY % growth OOO % growth N.A GP Revenue YOY % growth OOO \$ growth International Non-case Revenue* Revenues Cost of revenues	Q1 2007 \$ 21,323 23.5% 29,248 29,7% 19,2% 9,178 4,012 63,761 17,529	Q2 2007 \$ 24,733 39,8% 16,0% 35,727 48,2% 22,2% 11,635 4,508 76,603 20,247	Q3 2007 \$ 22,257 37.2% -10.0% 34,129 50.4% -4.5% 11,539 3,526 71,451 18,132	Q4 2007 \$ 21,204 21.6% -4.7% 32,694 33.3% -4.7% 14,202 4,417 72,517 19,127	FY 2007 \$ 89,517 30.5% 131,798 40.4% 46,554 16,463 284,332 75,035	Q1 2008 \$ 22,551 5.8% 6.4% 33,935 76.0% 3.8% 14,196 4,094 74,776 19,608	Q2 2008 22,994 -7.0% 2.0% 35,577 -0.4% 4.8% 16,436 4,895 79,902 20,243	Q3 2008 \$ 21,951 -1.4% -4.5% 33,861 -0.6% -4.8% 15,128 4,233 75,173 18,766	Q4 2008 20.826 -1.8% -5.1% 32.095 -1.8% -5.2% 16.248 4,956 74,125 20.233	FY 2008 \$ 88,322 -1.3% 135,468 2.8% 62,008 18,178 303,976 78,850	Q1 2009 \$ 21,087 -6.5% 1.3% 30,916 -8.9% -3.7% 14,267 3,862 70,132 17,425	Q2 2009 \$ 21,574 -6.2% 2.3% 31,756 -10.7% 2.7% 18,058 4,928 76,316 18,338	Q3 2009 \$ 22,722 3.5% 5.3% 33,908 0.1% 6.8% 18,460 4,179 79,269 18,362	Q4 2009 \$ 25,036 20.2% 10.2% 36,172 12.7% 6.7% 21,259 4,149 86,616 18,8551	<b>YTD</b> 2009 \$ 90,419 132,752 72,044 17,118 312,333 72,676
Gross Profit Operating Expenses: Sales and marketing General and administrative Research and development Total operating expenses	46,232 23,150 12,185 5,693 41,028	24,353 11,880 6,675 42,908	24,226 13,949 6,749 44,924	26,502 15,266 6,610 48,378	98,231 53,280 25,727 177,238	28,059 15,188 7,295 50,542	32,464 16,322 7,001 55,787	28,214 14,395 5,918 48,527	26,325 53,892 26,325 16,249 5,951 48,525	115,062 62,154 203,381	27,854 13,468 5,191 46,513	29,108 16,539 5,669 51,316	27,687 16,224 5,611 49,522	27,893 15,487 5,781 49,161	112,542 61,718 22,252 196,512
Profit from operations Interest and other income (expense), net Profit before provision for income taxes Provision for income taxes Net profit Net profit Net profit Net profit per share - basic - diluted	5,204 455 5,659 434 5,225 \$ 0.08 \$ 0.08	13,448 680 14,128 510 13,618 \$ 0.20 \$ 0.19	8,395 1,108 9,503 43 9,460 \$ 0.14 \$ 0.13	5,012 852 5,864 196 5,668 \$ 0.08 \$ 0.08	32,059 3,095 35,154 1,183 33,971 \$ 0.51 \$ 0.48	4,626 966 5,592 288 5,304 \$ 0.08 \$ 0.07	3,872 443 4,315 285 4,030 \$ 0.06 \$ 0.06	7,880 264 8,144 884 7,260 \$ 0.11 \$ 0.11	5,367 (111) 5,256 369 4,887 \$ 0.07 \$ 0.07	21,745 1,562 23,307 1,826 21,481 \$ 0.32 \$ 0.32	6,194 148 6,342 3,151 3,191 \$ 0.05 \$ 0.05	6,662 557 7,219 2,392 4,827 \$ 0.07 \$ 0.07	11,385 (271) 11,114 2,208 8,906 \$ 0.13 \$ 0.13	18,904 (315) 18,589 6,443 12,146 \$ 0.16 \$ 0.16	43,145 119 43,264 14,194 29,070 \$ 0.42 \$ 0.41
Shares used in computing net profit per share - basic - diluted Margin Analysis:	<u>65,433</u> <u>69,331</u> 72.5%	<u>66,696</u> 71,207	67,970 72,230 74.6%	68,562 71,864 73.6%	67,176 71,444 73.6%	69,053 70,860 73.8%	68,581 69,916	67,367 68,704 75.0%	<u>66,440</u> <u>66,816</u> 72.7%	66,812 68,064 74,1%	65,983 66,447 75.2%	66,285 67,373 76.0%	69,528 70,926 76.8%	74,482 76,831 78.6%	69,094 70,602 76.7%
Gross Margin Operating Margin Net Margin Year Over Year Analysis Revenue Profit from Operations Net Profit	30.4% -273.0% -353.5%	43.9% -1412.0% 4058.7%	45.7% -196.6% 217.6%	31.4% -420.9% 841.4%	73.6% 11.3% 11.9% 37.8% -324.5% 389.4%	17.3% 6.2% 7.1% 17.3% -11.1% 3.2%	4.3% -71.2% -70.4%	5.2% -6.1% 23.2%	2.2% 6.6% 2.2% 7.1% 13.8%	74.1% 7.2% 7.1% 6.9% -32.2% -36.8%	-6.2% 33.9% -39.8%	-4.5% 72.1% 19.8%	14.4% 11.2% 5.4% 44.5% 22.7%	16.9% 14.0% 16.9% 252.2% 148.5%	2.7% 98.4% 35.3%
Quarter Over Quarter Analysis (Sequential) Revenue Gross Profit Operating Expense Net Profit Reconciliation of GAAP Net Profit (Loss) to non-GAAP Net Profit:	15.5% 21.1% 3.2% 772.6%	20.1% 21.9% 4.6% 160.6%	-6.7% -5.4% 4.7% -30.5%	1.5% 0.1% 7.7% -40.1%		3.1% 3.3% 4.5% -6.4%	6.9% 8.1% 10.4% -24.0%	-5.9% -5.5% -13.0% 80.1%	-1.4% -4.5% 0.0% 32.7%		-5.4% -2.2% -4.1% -34.7%	8.8% 10.0% 10.3% 51.3%	3.9% 5.1% -3.5% 84.5%	9.3% 11.8% -0.7% 36.4%	
GAAP Net profit (loss) Patient first program Ormoo royalties Litigation settlement costs Restructuring Release of tax valuation allowance Tax impact on non GAAP adjustments Non-GAAP net profit	6,978 (1,796) - - - - - - - - - - - - - - - - - - -	13,618 - - - 13,618	9,460 - - - 9,460	5,668 - - - 5,668	35,724 (1,796) - - - - - - - - - - - - - - - - - - -	5,304 - - - - - 5,304	4,030 - - - - 4,030	5,157 - - 2,189 (86) 7,260	65,496 - - - (64,608) (43) - - - - - - - - - - - - - - - - - - -	79,987 - - 6,231 (64,608) (129) 21,481	2,636 - - 910 - (355) 3,191	4,545 - - 409 - (127) 4,827	(49,942) - 1,906 69,673 - - (12,731) 8,906	11,492 - 4,259 - - - (3,605) 12,146	(31,269) 6,165 69,673 1,319 (16,818) 29,070

\* Non-case revenue includes the retainer business, training revenues, and ancillary offerings