Quarterly Financial Results
Q1 2013

Align Technology, Inc.

invisalign® iTero™ iOC™ OrthoCAD®

Align Technology Q1 FY2013 Conference Call

- Speakers:
  - Tom Prescott, president and CEO
  - Roger George, vice president corporate and legal affairs, general counsel and interim-CFO.
  - Karen Silva, vice president finance and corporate controller
- Moderator:
  - Shirley Stacy, vice president, corporate and investor communications
- Replay and Web cast Archive
  - Telephone replay will be available through 5:30pm ET April 25, 2013
    - Domestic callers: 877-660-6853
    - International callers: 201-612-7415
    - Conference # 411500
  - Audio web cast archive will be available at http://investor.aligntech.com for approximately 12 months

Safe Harbor and Forward Looking Statement

This presentation, including the tables below, contains forward-looking statements, including statements regarding certain business metrics for the second quarter of 2013, including anticipated net revenue, gross margin, operating expense, operating income, earnings per share, case shipments and cash. Forward-looking statements contained in this news release and the tables below 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 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 might cause such a difference include, but are not limited to, difficulties predicting customer and consumer purchasing behavior, the willingness and ability of our customers to maintain and/or increase utilization in sufficient numbers, the possibility that the development and release of new products does not proceed in accordance with the anticipated timeline, the possibility that the market for the sale of these new products may not develop as expected, the risks relating to Align's ability to sustain or increase profitability or revenue growth in future periods while controlling expenses, growth related risks, including capacity constraints and pressure on our internal systems and personnel, our ability to successfully achieve the anticipated benefits from the scanner and the CAD/CAM services business, continued customer demand for our existing and new products, changes in consumer spending habits as a result of, among other things, prevailing economic conditions, levels of employment, salaries and wages and consumer confidence, the timing of case submissions from our doctors within a quarter, acceptance of our products by consumers and dental professionals, foreign operational, political and other risks relating to Align's international manufacturing operations, Align's ability to protect its intellectual property rights, continued compliance with regulatory requirements, competition from existing and new competitors, Align's ability to develop and successfully introduce new products and product enhancements, the loss of key personnel and impairments in the book value of goodwill or other intangible assets. These and other risks are detailed from time to time in Align's periodic reports filed with the Securities and Exchange Commission, including, but not limited to, its Annual Report on Form 10-K for the fiscal year ended December 31, 2012, which was filed with the Securities and Exchange Commission on March 1, 2013. Align undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

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Q1 FY2013 Overview

Tom Prescott
President and CEO

Q1 FY2013 Financial Highlights

	Total	Invisalign Clear Aligners		Scanner & CAD/CAM
	$153.6M	$141.6M	98,175cases	$12.0M
QoQ	+7.5%	+6.6%	+8.5%	+20.3%
YoY	+13.7%	+14.8%	+15.1%	+2.2%

- Q1 was a solid quarter across the board. We've started the year with better than expected revenue and earnings driven primarily by record Invisalign case volume.
- Strong Invisalign case shipments in North America, especially among Orthodontists, reflect stable patient traffic in our customers' offices, as well as continued sales and marketing activity to encourage doctor engagement.
- During the quarter we launched SmartTrack, our next generation aligner material. We have received consistently positive feedback from our customers and their patients as they move beyond initial usage. We're excited about the potential for SmartTrack to help build even greater clinical confidence so our doctors will utilize Invisalign more often and on more complex cases.

Q1 FY2013 Invisalign Performance

Highlights

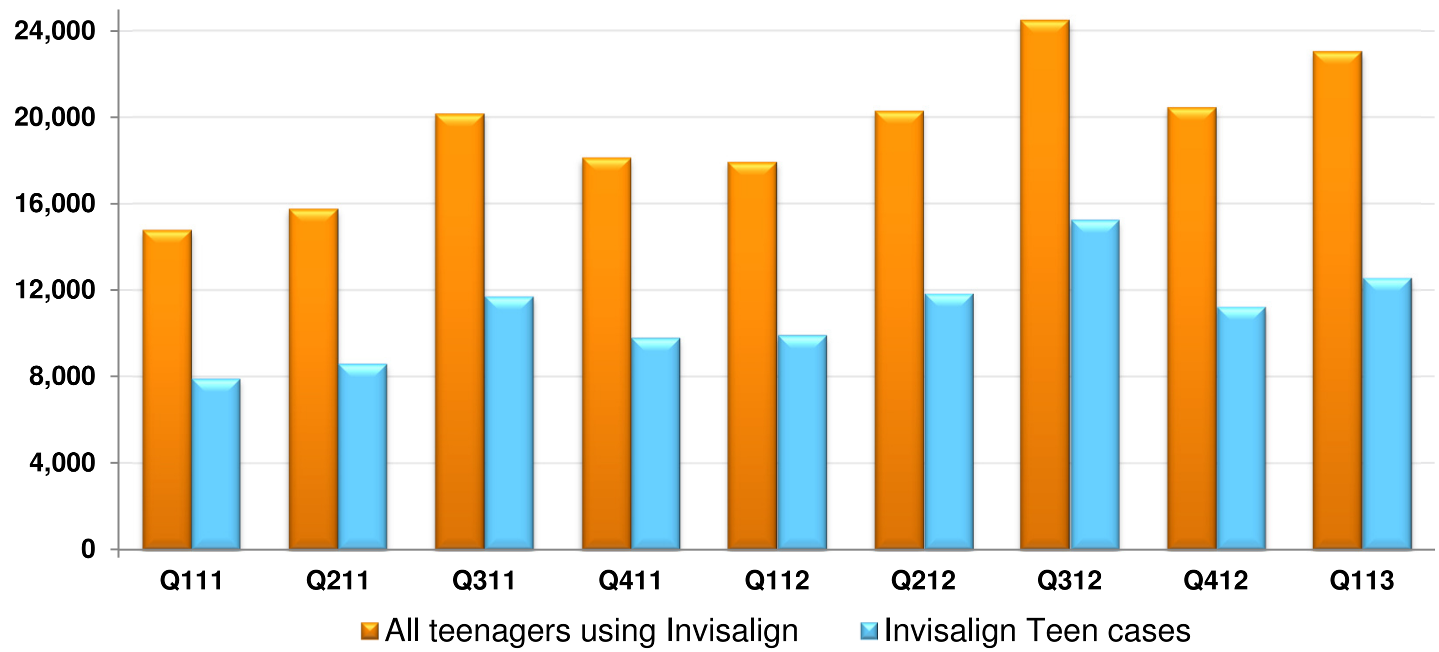
	Worldwide	NA Ortho	NA GP	Int'l
Invisalign Shipments	98,175	38,000	36,730	23,445
Q/Q	*+8.5%*	*+13.4%*	*+6.0%*	*+4.9%*
Y/Y	*+15.1%*	*+17.9%*	*+11.2%*	*+17.3%*

- Year-over-year growth was driven by increased Invisalign utilization, especially among North American Orthodontists as well as customer base expansion for North American GPs.
- Sequential increase primarily reflects strong growth from our North America Orthodontists as well as good growth from both North American GPs and International doctors. From a product perspective, sequential growth was primarily driven by utilization of Invisalign Full and the Invisalign Express products.

Q1 FY2013 Invisalign Performance

Teenage Segment

- Teenage Patient Segment: 23,065 cases, +13% Q/Q, +29% Y/Y
  - Continue to make progress as more teens are being treated with Invisalign
  - Year over year and a sequential increase is a positive indication as we head into this year's summer season.
- Invisalign Teen Product: 12,580 cases, +12% Q/Q, +27% Y/Y
  - Sequential increase primarily driven by North American Orthodontists



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Q1 FY2013 Invisalign Geographic Performance

North America and International

- N.A. Orthodontists: 38,000 Invisalign Shipments, +13.4% Q/Q, +17.9% Y/Y
  - Year-over-year increase reflecting increased utilization of Invisalign as well as cases from new doctors
  - Sequential increase driven by increased usage of Invisalign, especially among higher volume Orthos. We believe the interest in SmartTrack may also have played a role in this improving level of engagement among Orthos.
- N.A. GP Dentists: 36,730 Invisalign Shipments, +6.0% Q/Q, +11.2% Y/Y
  - Year-over-year and sequential increase reflecting continued expansion of our GP base.
- International Doctors: 23,445 Invisalign Shipments, +4.9% Q/Q, +17.3% Y/Y
  - Year-over-year increase reflecting growth across direct and distributor geographies
  - Sequential increase driven by a bit better than expected good growth from our direct countries in Europe and Asia, offset somewhat by our distributors
- International Direct Geographies– Europe
  - Year-over-year growth was led by the Central European countries of Germany, Switzerland and Austria, as well as solid progress in both France and Spain.
  - Sequentially, Spain and Italy were up nicely despite widespread economic challenges
  - Seen good uptake from the launch of Invisalign i7, our minor tooth movement solution, which is now available in all direct markets in Europe.

Q1 FY2013 Invisalign Geographic Performance

International – Direct Geographies – China and Japan

- Asia Pacific
  - New Vice President of Asia Pacific, Julie Tay as of March 1
  - Asia Pacific distributor will become direct region May 1st
  - Formation of a Pan Asia Pacific organization

- Direct Asian country markets of Japan and China continue to make great progress, albeit off of a small base.
  - China
    - Our strategy of leveraging KOL's and focusing on top providers is contributing to continued strong growth in the targeted major cities of Beijing, Shanghai, Shenzhen and Guangzhou.
    - Continue to see growth from our most experienced providers, driven by product and technology with Invisalign G3, G4, and SmartTrack, as well as by word of mouth and increasing interest in Invisalign among GPs and Orthos.
  - Japan
    - Strong quarter for Invisalign case shipments.
    - Pleased for see real progress in this market.
    - Strength in case growth is driven primarily by mid-to high volume Orthos as well as from the cumulative impact of training more doctors over the past few quarters

Q1 FY2013 Invisalign Geographic Performance

International - Distributors

- APAC, EMEA and Latin American regions
  - Q1 was up nicely year over year and yet down slightly from Q4.

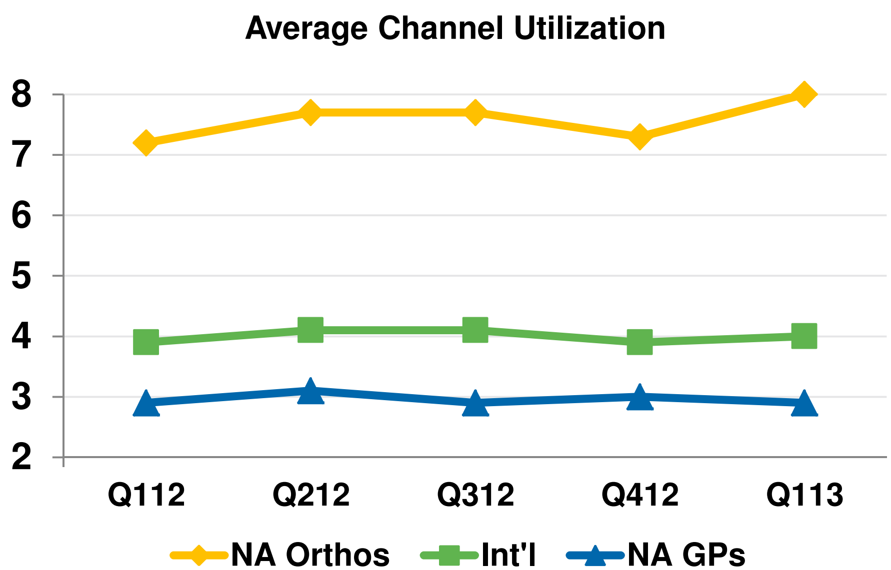
- APAC Distributor
  - On May 1st, our APAC distributor will transition back into a direct region for Align and we are excited about becoming more directly involved and engaged in this tremendous growth opportunity.
  - Announced the hiring of Julie Tay, an experienced global medical device executive from J&J and Bayer to run our Asia Pacific operation
  - Ms. Tay is focused on ensuring great execution for all Align products and services in the Pan Asia Pacific region.
  - Widespread set of countries represents one of the best global growth opportunities for Align over the next three to five years.

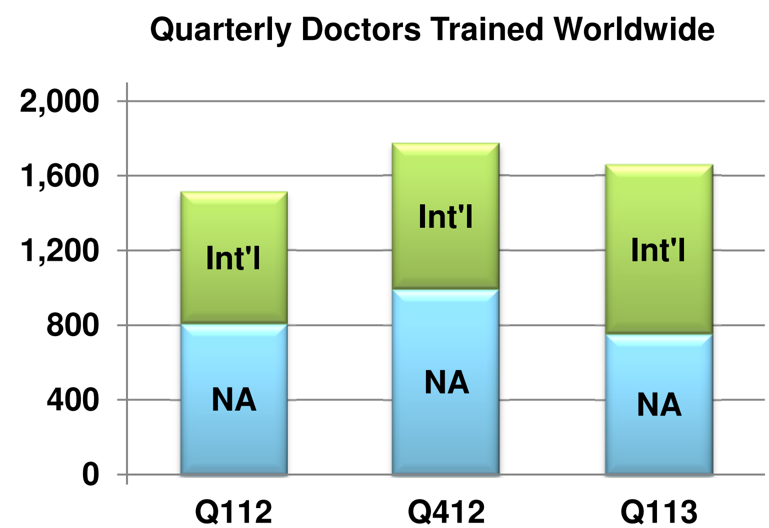
Q1 FY2013 Invisalign Adoption Metrics

Doctor Utilization and Training

- Total utilization was 4.3 cases per doctor compared to 4.1 in Q4 12 and Q4 11
  - N.A. Orthodontists 8.0 cases/doc
  - N.A. GP Dentists 2.9 cases/doc
  - International 4.0 cases/doc

- 1,660 new Invisalign-trained doctors
  - 755 North America
  - 905 International





Utilization = # of cases shipped/# of doctors to whom cases were shipped

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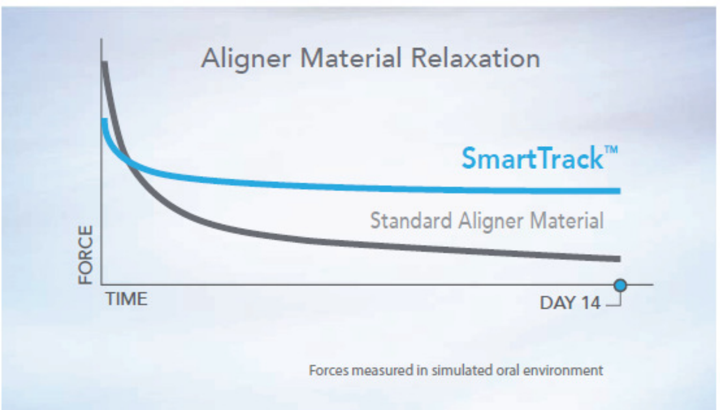
SmartTrack *NEW* Aligner Material

Standard Aligner Material as of Jan 21, 2013*

SmartTrack™

A highly elastic aligner material that delivers more constant force to improve control of tooth movements



*Launched in most international markets

- Continue to receive positive customer feedback from doctors and their patients.
- Recent survey
  - 80% of respondents cited SmartTrack product improvements as the reason satisfaction was up for Invisalign.
  - Based upon detailed data and clinical evidence demonstrating superior performance, doctors report SmartTrack gives them more confidence to use Invisalign more often and on more difficult cases.
- In Europe, our doctors welcomed the SmartTrack launch, with over 870 doctors attending high impact clinical education events, across 11 major cities in February
  - Feedback from our customers confirm the benefits of delivering consistent moderate force and ensuring precise aligner fit.
- In March we held an Invisalign SmartTrack/Clinical Seminar in Tokyo with more than 150 Invisalign providers attending the event.

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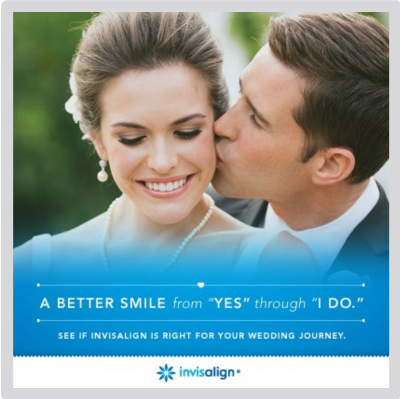
Consumer Demand Strategy

Q1 13 Program Highlights – North America

- Goal to raise awareness of Invisalign and Invisalign Teen as the best option for a healthy, beautiful smile among adults and teens.
- Traditional Media
  - Secured national broadcast coverage reaching a combined audience of more than 9 million consumers.
  - New Invisalign wedding campaign.
  - In Q2, we'll dial-up our efforts in traditional media designed to leverage Mother's Day media opportunities.
- Event Marketing
  - New "Straight Talk" Event Series that combines the reach of social media with the impact of a live event. Multi-tiered live event program in the top 10 Invisalign Teen markets in April and May.
- Web
  - Q1 site visits were up almost 30% from Q4 and we doubled our mobile device traffic from the previous quarter.
- For Q2, new creative for TV, digital and mobile platforms, all focused on the "journey" of Invisalign treatment.
- Europe has seen a significant rise in awareness with increases in web traffic and social media activity across our markets, and will continue our investment in consumer awareness campaigns in Q2.

2013 National TV Ad



Scanner and CAD/CAM Services

Q1 13 Performance

- Recorded an impairment charge for a portion of our long-lived assets and all remaining goodwill related to the scanner and CAD/CAD services unit. These are in addition to the charges recorded in Q3 and Q4 2012.
- Our view of this business remains positive and we will continue to execute plans to be a leader in this business. In addition, we continue to see leverage in the Invisalign business from scanner technology and maintain our belief in the long term benefits of the scanner and CAD/CAM services business.
- Invisalign utilization among scanner customers, particularly Orthos, continues to grow and we expect this positive trend to continue.
- North America continues to perform solidly on the top line.
- Continue to see an increase in Invisalign case submissions from a digital impression
  - Invisalign cases submitted with a digital scan rose to 19% in Q1 compared to 17% in Q4 and 9% in Q1 12
- Looking ahead, we continue to believe there are potentially a few other high quality intra-oral scanners that over time can be made to support interoperability with Invisalign. Before we would move ahead with this, Align will need to ensure the quality of the scan as well as the customer experience is up to our high standards. Just like we do with other R&D initiatives, we do not discuss futures. When there is meaningful news to report, we will do so. Until then, iTero is the only scanner with Invisalign interoperability.

Q1 FY2013 Financial Review

Roger George
Vice President, Corporate and Legal Affairs,
General Counsel and interim-CFO.

Goodwill Impairment

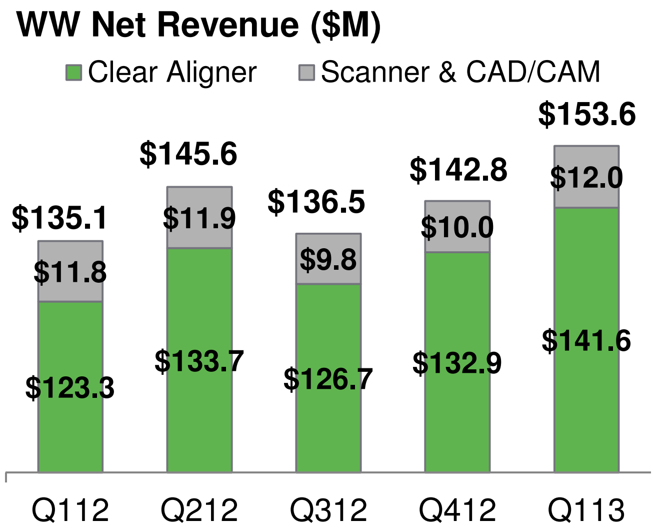
- These results include a $26.3 million impairment of our long-lived assets and a $40.7 million impairment of goodwill.
- Recent changes in the competitive environment, including announcements in March of new lower-priced scanners, have caused us to re-evaluate our outlook for scanner revenue and profitability.
- Our iTero scanner offering is at a premium price due to the technology, utility, and end to end connectivity. However, we believe that our customers may respond to lower-priced scanner with less utility offerings.
- As a result, we reduced our volume projections and this triggered an impairment analysis of long-lived assets and goodwill. From these analyses, we recorded impairment charges for goodwill of $40.7 million and $26.3 million for long lived assets.
- Even though we determined that goodwill and the long lived assets were impaired, this does not deter our belief in the overall long term benefit of intra-oral scanners or in our plans to offer the best technology and utility at a competitive price.

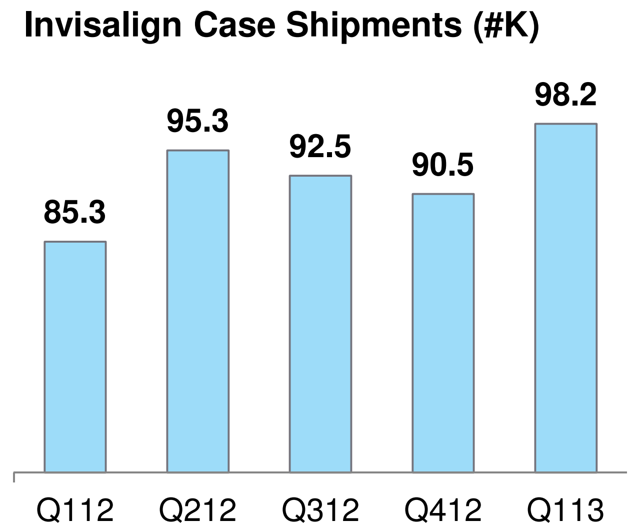
Invisalign Mid-Course Correction Policy

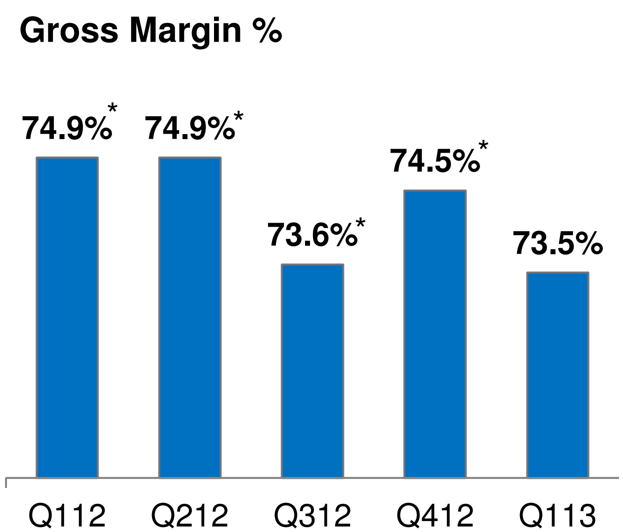
Change and Accounting Impact

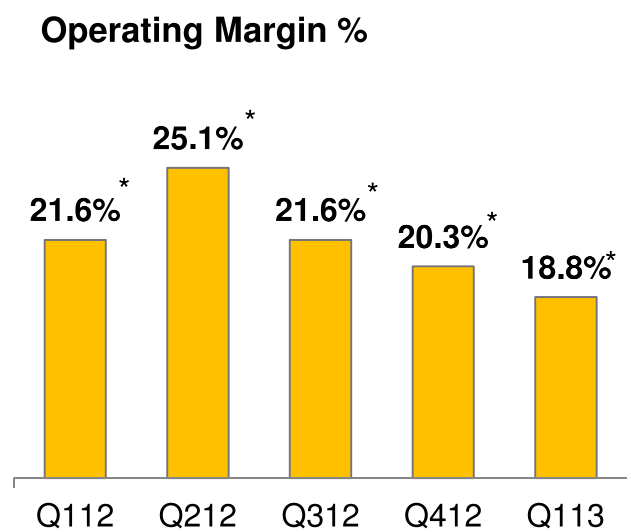
- Mid-course correction provides our customers with the option of requesting a treatment correction during active treatment if the case is not tracking to the original treatment plan or goals, giving doctors the ability to “adjust course” based on the needs of the individual patient.
- Beginning June 15, 2013, we will no longer charge a fee associated with our mid-course correction orders.
- We will include up to three free mid-course correction orders per case free of charge in our list prices for Invisalign Full and Invisalign Teen
- Invisalign clear aligner revenues for Q1 13 were decreased by $2.7 million for open cases that we expect to be eligible for free mid-course correction when this new policy takes effect June 15.
- We will have an additional deferral in Q2 for the cases shipped April 1 through June 15.
- The ongoing revenue impact is primarily due to no longer charging for mid-course correction orders (currently $300 per order in North America).
- The usage rate for mid-course correction orders is expected to approximate the revenue deferrals and will therefore offset each other.

Q1 FY2013 Trended Financials









** Non-GAAP*

A reconciliation of GAAP to Non-GAAP can be found at http://investor.aligntech.com under Financial Information > Quarterly Results for each respective quarter.

Q1 FY2013 Revenue by Geography and Products

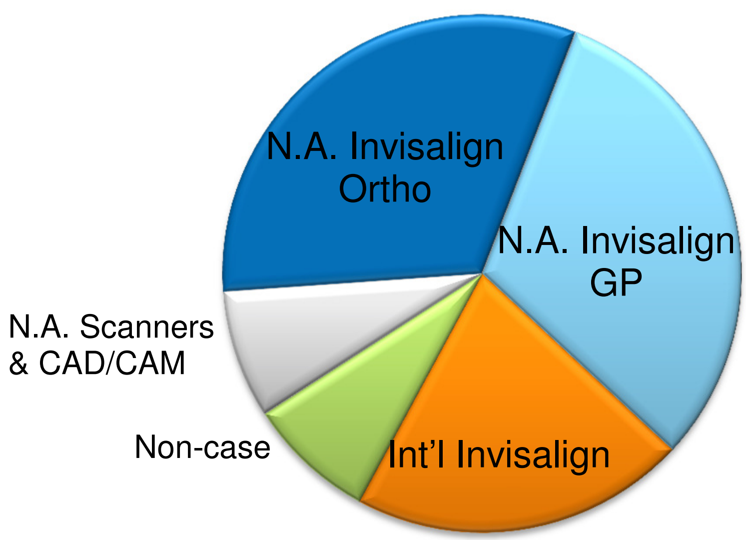
Q1 13 Worldwide Revenue: $153.6M

Geography Mix

N.A. Invisalign Ortho: 32%
- +12% Q/Q
- +17% Y/Y

N.A. Invisalign GP: 31%
- +1% Q/Q
- +7% Y/Y

International Invisalign: 21%
- (2%) Q/Q
- +7% Y/Y



Int'l Scanner & CAD/CAM: 0%
- +37% Q/Q
- (91%) Y/Y

N.A. Scanner & CAD/CAM: 8%
- +20% Q/Q
- +8% Y/Y

Invisalign Non-case: 8%
- +47% Q/Q
- +88% Y/Y

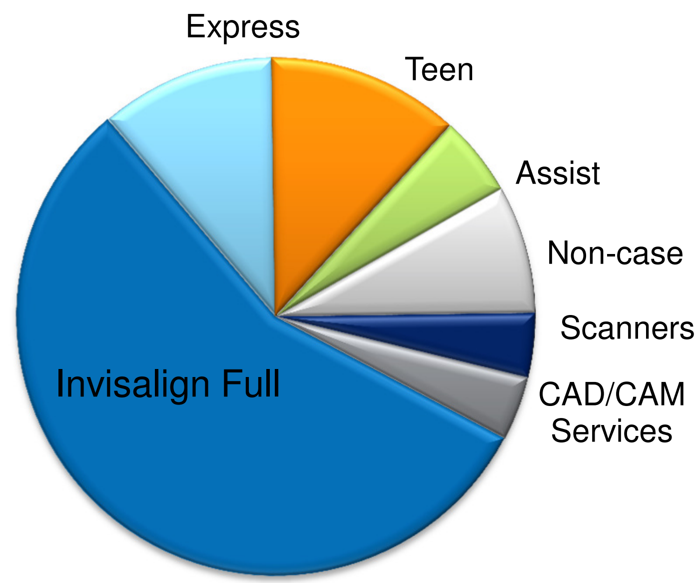
Product Mix

Full: 56%
- (2%) Q/Q
- +4% Y/Y

Express: 11%
- +21% Q/Q
- +36% Y/Y

Teen: 12%
- +13% Q/Q
- +23% Y/Y

Assist: 5%
- +15% Q/Q
- +15% Y/Y



Invisalign Non-case: 8%
- +47% Q/Q
- +88% Y/Y

Scanner: 4%
- +43% Q/Q
- +24% Y/Y

CAD/CAM Services: 4%
- +1% Q/Q
- (16%) Y/Y

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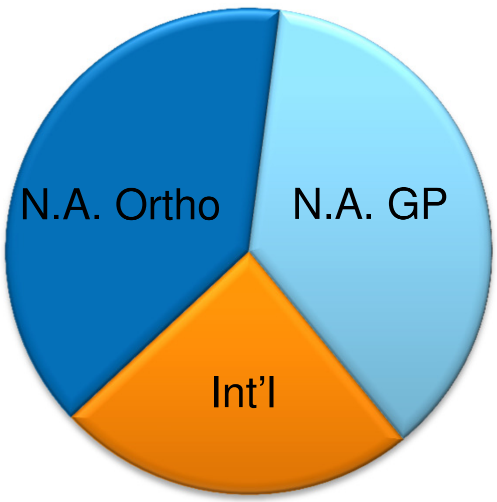
Q1 FY2013 Invisalign Shipments by Geography and Product

Q1 13 Invisalign Case Shipments: 98,175

Channel Mix

N.A. Ortho: 39%
- +13% Q/Q
- +18% Y/Y

N.A. GP: 37%
- +6% Q/Q
- +11% Y/Y

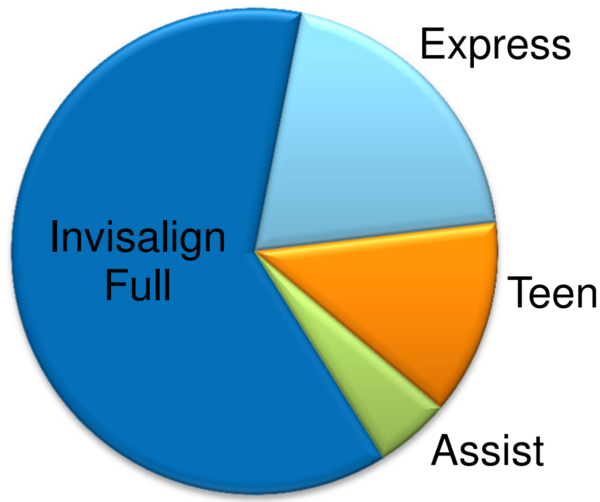


Int'l: 24%
- +5% Q/Q
- +17% Y/Y

Product Mix

Full: 62%
- +6% Q/Q
- +7% Y/Y

Express: 20%
- +19% Q/Q
- +47% Y/Y



Teen: 13%
- +12% Q/Q
- +27% Y/Y

Assist: 5%
- +1% Q/Q
- +1% Y/Y

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Q1 FY2013 Income Statement Highlights

	Q1 13	Q4 12	Sequential Change	Q1 12	Year/Year Change
Revenue	$153.6M	$142.8M	*7.5%*	$135.1	*13.7%*
Gross Margin	73.5%	74.5%	*(1.0)% pts*	74.6%	*(1.1)% pts*
Operating Expenses	$150.9M	$89.4M	*68.8%*	$72.8	*107.4%*
Non-GAAP Op Exp	$83.9M	$77.5M	*8.3%*	$72.0	*16.5%*
Operating Margin	(24.8)%	12.0%	*(36.8)% pts*	20.7%	*(45.5)% pts*
Non-GAAP Op Margin	18.8%	20.3%	*(1.5)% pts*	21.6%	*(2.8)% pts*
GAAP EPS, diluted	$(0.52)	$0.12	*$(0.64)*	$0.26	*$(0.78)*
Non-GAAP EPS, diluted	$0.26	$0.26	*$0*	$0.26	*$0*
EBITDA	$(34.1)M	$21.7M	*(257.7)%*	$31.1	*(210.0)%*
Adjusted EBITDA	$32.9M	$33.6M	*(2.1)%*	$32.2	*2.0%*

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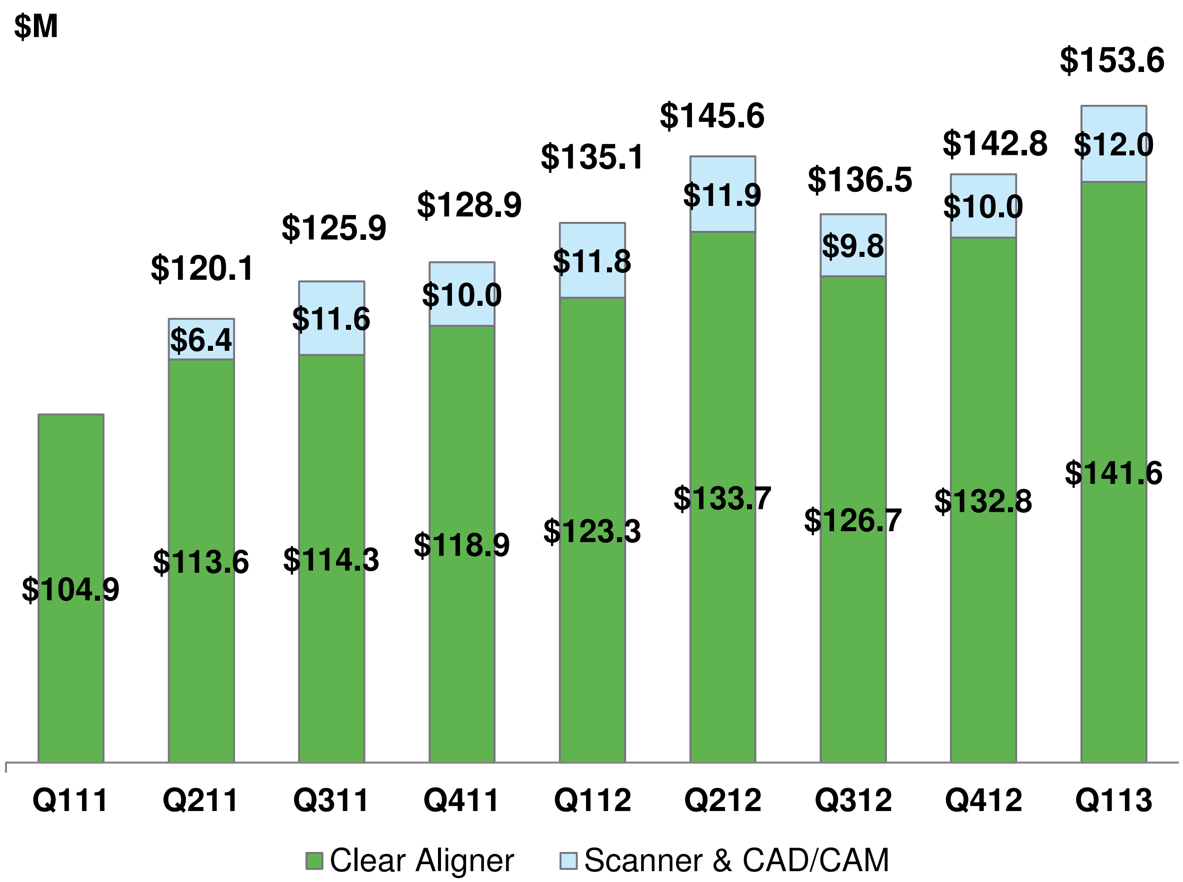
Revenue Trend



Q1 13 Revenue Highlights

- Revenues of $153.6M
  - +7.5% Q/Q, +13.7% Y/Y
- Q/Q increase primarily reflects higher Invisalign case shipments and, as expected, an increase in Vivera Retainer revenue from consolidating shipments down to one shipment per year.
- Invisalign revenues of $141.6M
  - +6.6% Q/Q, +14.8% Y/Y
- Q/Q increase reflects increased N.A. Ortho case volume, followed by N.A. GPs with int'l being relatively flat from Q4.
- Revenues were impacted by lower ASPs, due to higher promotions and rebates as well as product mix shift to lower priced products.
- Y/Y revenue growth was driven primarily by higher volumes across all customer channels.

** Non-GAAP*

Q2 11 only includes 2 months of Scanner and CAD/CAM Services

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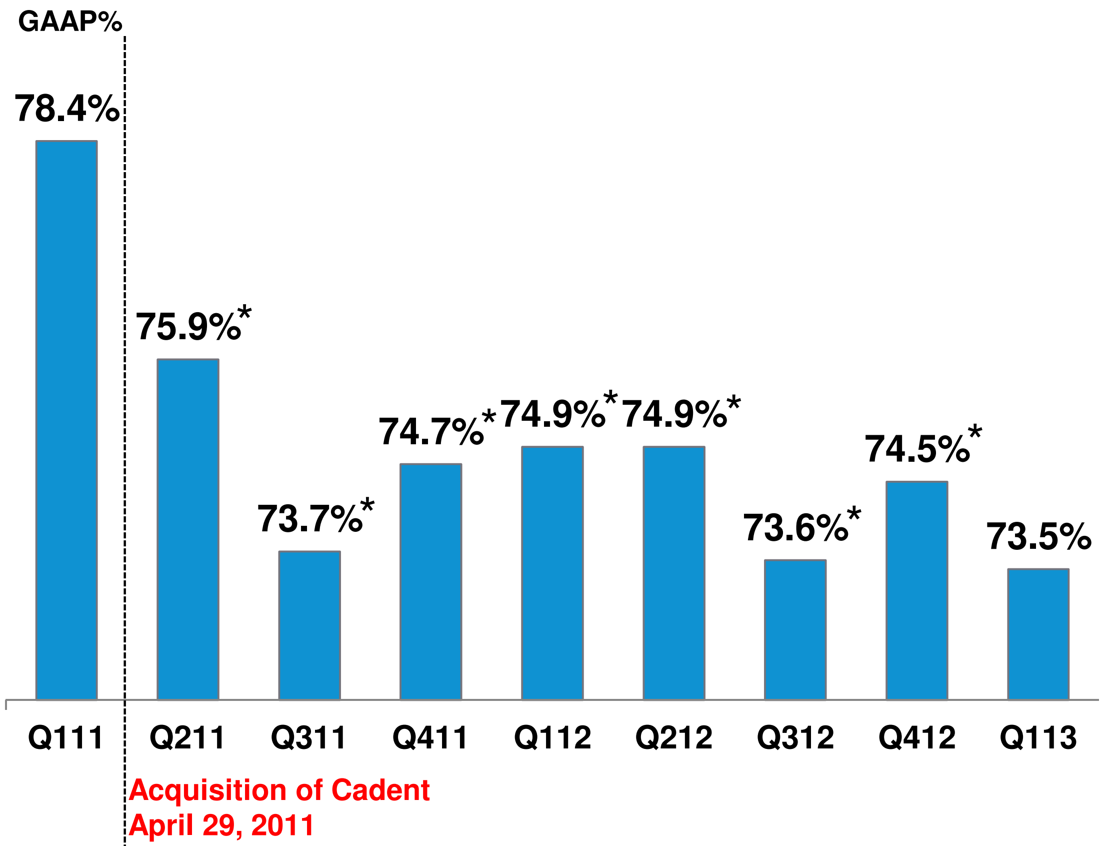
Gross Margin Trend



Q1 13 Gross Margin Highlights

- GAAP gross margin was $112.8M or 73.5%.
  - Invisalign: 77.2%
  - Scanners & CAD/CAM Services: 29.3%
- Q/Q decrease in Invisalign gross margin primarily reflects a $1.1 million reserve of the older aligner material as we transitioned to SmartTrack material
- Q/Q decrease in SCCS gross margin primarily reflects lower volumes and higher warranty costs.
- Includes stock based compensation expense of $0.6M

** Non-GAAP*

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Starting in fiscal year 2013, amortization of acquired intangible assets is no longer excluded as a non-GAAP measure. This expense is included in GAAP gross profit, operating expenses, profit (loss) from operations and net profit (loss) for prior periods and therefore is no longer a reconciling item.

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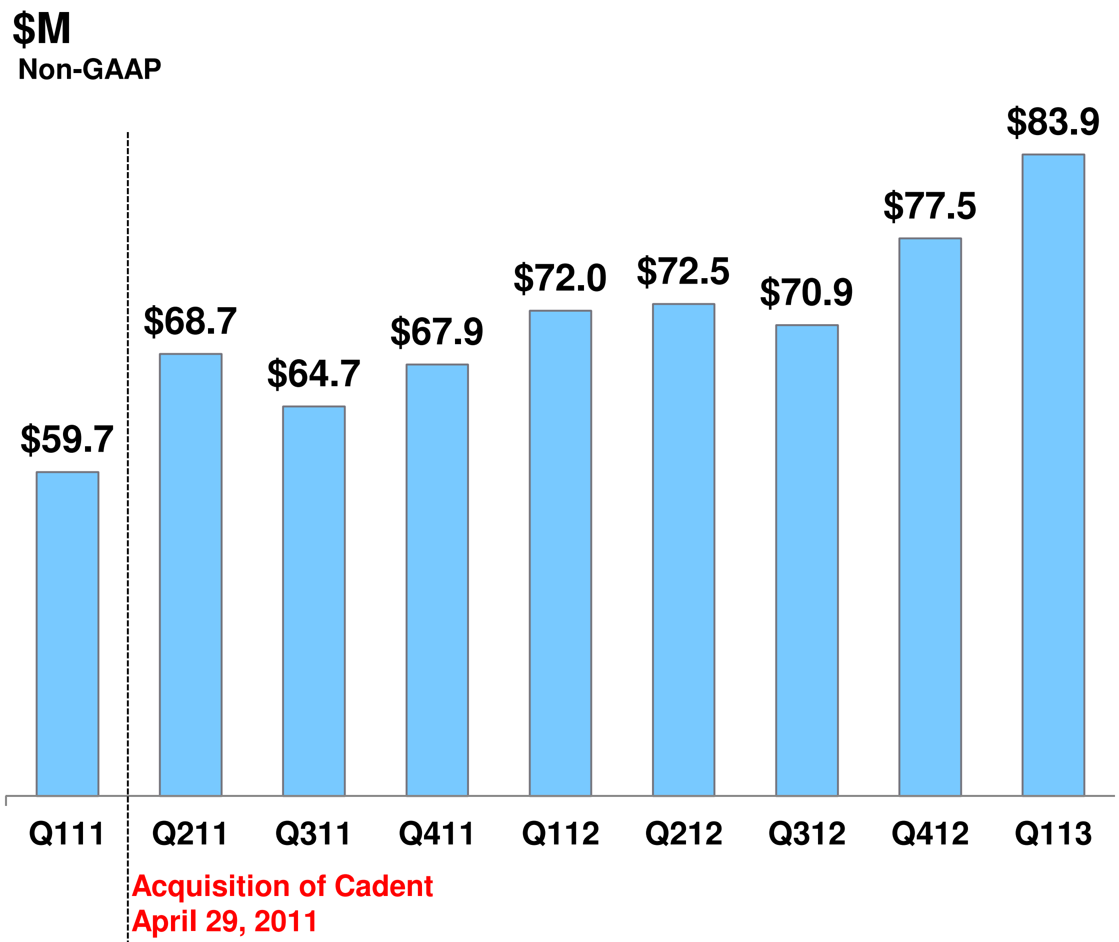
Operating Expense Trend



Q2 11 only includes 2 months of Scanner and CAD/CAM Services

Q1 13 Op Ex Highlights

- GAAP operating expense was $150.9M
- Non-GAAP operating expenses were $83.9M
  - +8.3% Q/Q, +16.5% Y/Y
- Q/Q increase in Q4 non-GAAP operating expense is primarily due to the inclusion of the medical device excise taxes which went into effect in January, higher consumer demand spending including development of a new consumer campaign that will launch on TV in May, as well as upcoming major customer events in North America such as the AAO Meeting in Philadelphia and our European Summit in Rome.
- Includes stock-based compensation expense of $5.8M

Starting in fiscal year 2013, amortization of acquired intangible assets is no longer excluded as a non-GAAP measure. This expense is included in GAAP gross profit, operating expenses, profit (loss) from operations and net profit (loss) for prior periods and therefore is no longer a reconciling item.

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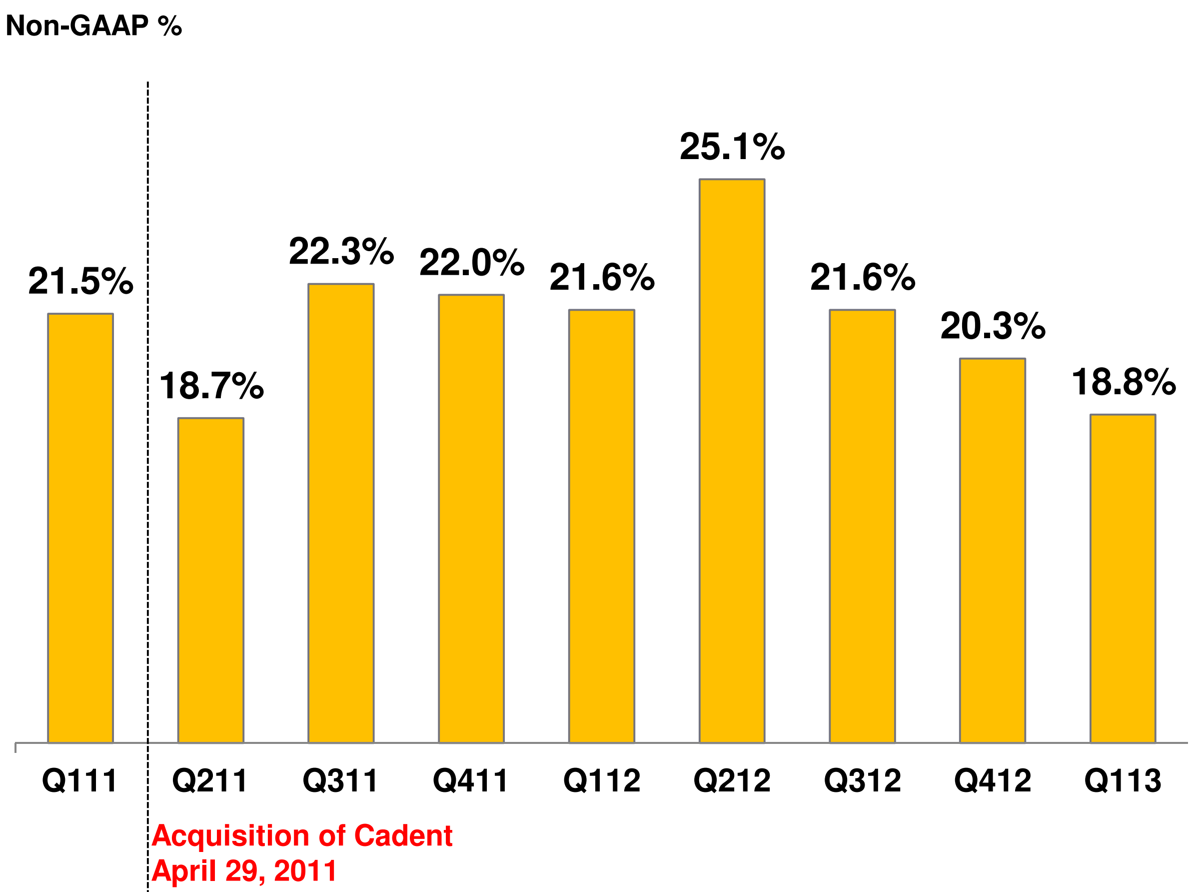
Operating Margin Trend



Q1 13 GAAP Operating Margin Highlights

- GAAP operating loss was $(38.1)M
- Non-GAAP operating income was $28.9M
- Non-GAAP Operating Margin 18.8%
  - (1.5)% pts. Q/Q
  - (2.8)% pts. Y/Y

** Non-GAAP*

Q2 11 only includes 2 months of Scanner and CAD/CAM Services

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Balance Sheet Highlights

	Q1 13	Q4 12	Q1 12
Cash, Cash Equivalents, & Marketable Securities	$377.4M	$356.1M	$257.2M
Cash Flow from Operations	$10.4M	$50.8M	$7.4M
DSOs	64 days	62 days	63 days

During Q1 13, we purchased approximately 75 thousand shares of our common stock at an average price of $32.47 per share for a total of approximately $2.4 million. There remains approximately $92.7 million available under the Company's existing stock repurchase authorization.

3 to 5 Year Financial Model Targets

	Q1 13 Actual	Q1 12 Actual	3 – 5 Year Model
Revenue CAGR%			15 - 25%
Gross Margin	73.5%	74.9%*	73% - 78%
Non-GAAP Op Ex %	54.6%	53.3%	45% - 50%
Non-GAAP Op Margin	18.8%	21.6%	25% - 30%

*Non-GAAP
A reconciliation of GAAP to Non-GAAP can be found at http://investor.aligntech.com

Financial Outlook

Factors That Inform Our View of Q2 2013

- 2013 is off to a good start. Our North American customers report stable patient traffic in their offices.
- We expect our North American Orthos to benefit from increased Teenage orthodontic case starts as the summer season kicks off and anticipate Q2 Invisalign case volume to be up nicely from Q1.
- We expect Q2 Invisalign case volume for North American GPs to be flat to slightly up from Q1.
- For international doctors, we would expect Q2 case volume to be up from a seasonally slower Q1.
- As doctors increase their utilization, we are anticipating higher Advantage rebate participation. We also anticipate continued product mix shift in Europe to lower ASP products like Invisalign i7 in Q2.
- As a result of our new mid-course correction policy, which takes effect June 15, 2013, we will have an additional deferral in Q2 for the cases shipped between April 1 through June 15 that are expected to be eligible for the new policy. The usage rate for mid-course correction orders is expected to approximate the revenue deferrals and will therefore offset each other. In addition, as a result of no longer charging and billing customers for mid-course correction orders, we anticipate a reduction of approximately $700 thousand per quarter– a small price for improving the Invisalign Customer Experience and helping doctors achieve great treatment outcomes for their patients.
- For Scanner and CAD/CAM Services, as discussed earlier, due to recent changes in the competitive environment for intra-oral scanners including announcements in March of new lower-priced intra-oral scanners targeted at North American Orthodontists and GP dentists, we have lowered our outlook and expect Q2 scanner and CAD/CAM services to decrease sequentially from Q1.

Q2 Fiscal 2013 Outlook

Revenue	$153.6 M – $157.4 M
Invisalign Case Shipments	102.2 K – 104.7 K
Gross Margin	74.5 % – 75.0 %
Operating Expenses	$85.7 M – $87.1 M
Operating Margin	18.7 % – 19.7 %
EPS, diluted	$0.26 – $0.28
Effective tax rate	24 %
Stock based compensation	$7.3 M
Diluted shares outstanding	83.9 M *
Cash	$405 M - $415 M *

** Excludes any stock repurchase during the quarter.*

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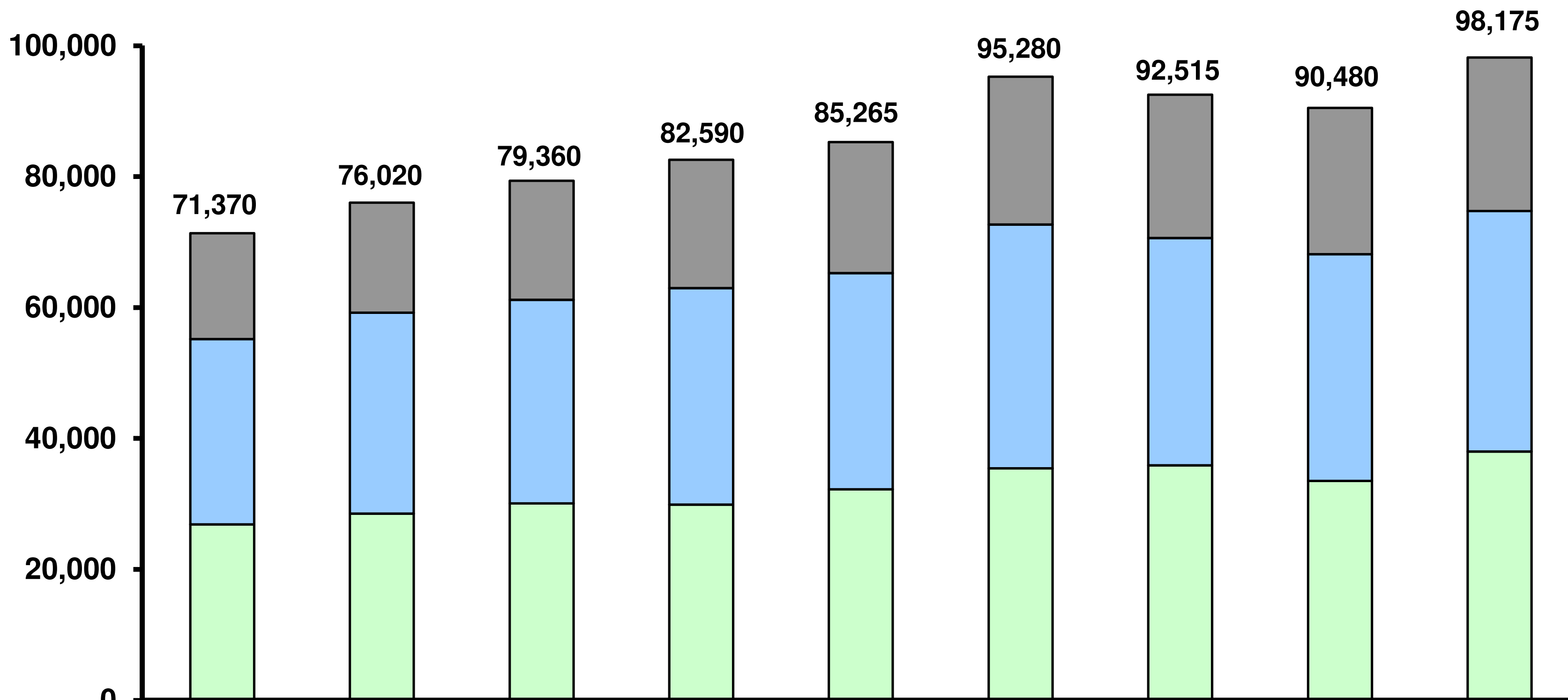
Additional Invisalign Data

Historical Information as of 3/31/13

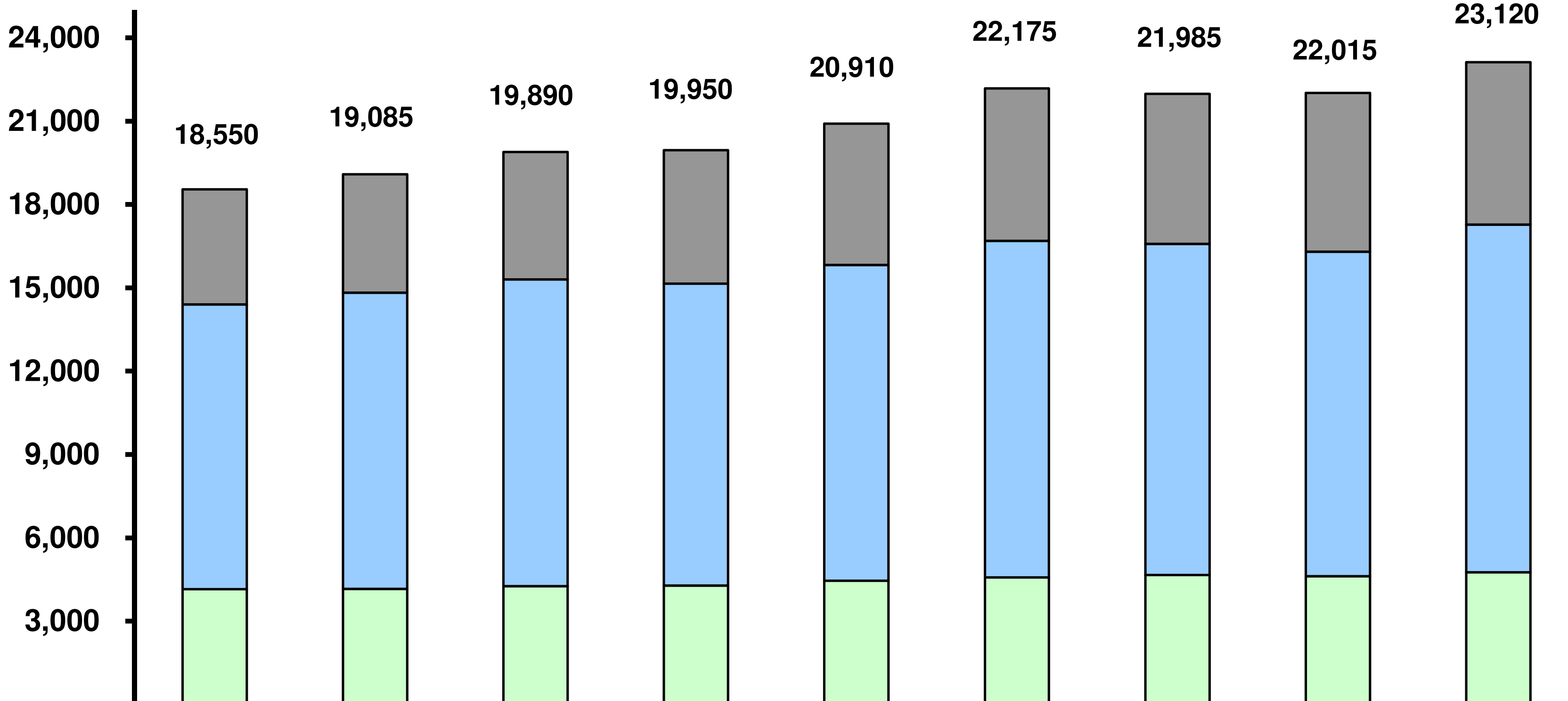
Invisalign Cases Shipped By Geography



	1Q 11	2Q 11	3Q 11	4Q 11	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13
International	16,190	16,790	18,170	19,600	19,985	22,595	21,905	22,340	23,445
N.A. GP	28,290	30,710	31,120	33,100	33,045	37,265	34,725	34,635	36,730
N.A. Ortho	26,890	28,520	30,070	29,890	32,235	35,420	35,885	33,505	38,000

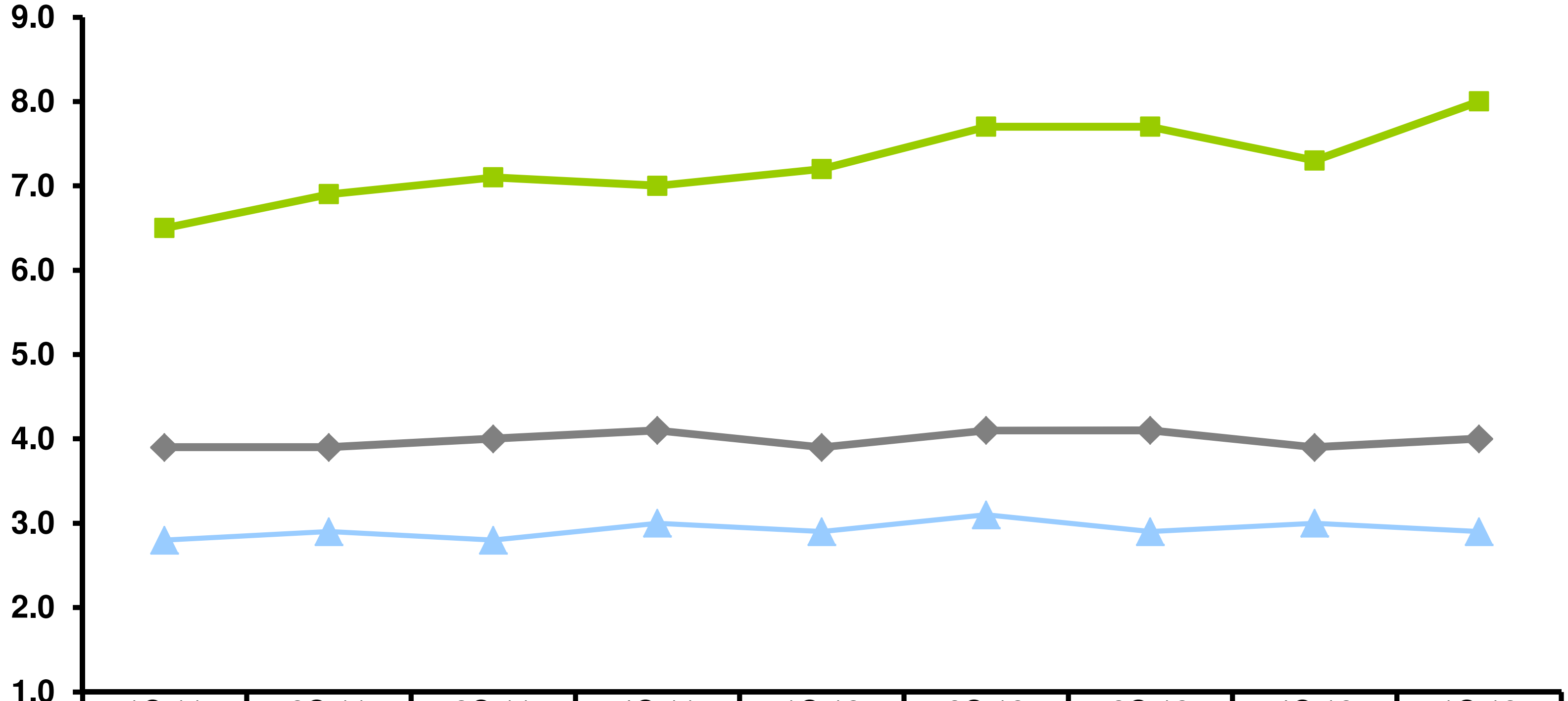
invisalign iTero iOC OrthoCAD

Total Doctors Invisalign Cases Shipped To



	1Q 11	2Q 11	3Q 11	4Q 11	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13
International	4,150	4,260	4,590	4,795	5,085	5,480	5,400	5,715	5,840
N.A. GP	10,250	10,665	11,040	10,875	11,365	12,120	11,925	11,685	12,520
N.A. Ortho	4,150	4,160	4,260	4,280	4,460	4,575	4,660	4,615	4,760

Invisalign Utilization Rate*

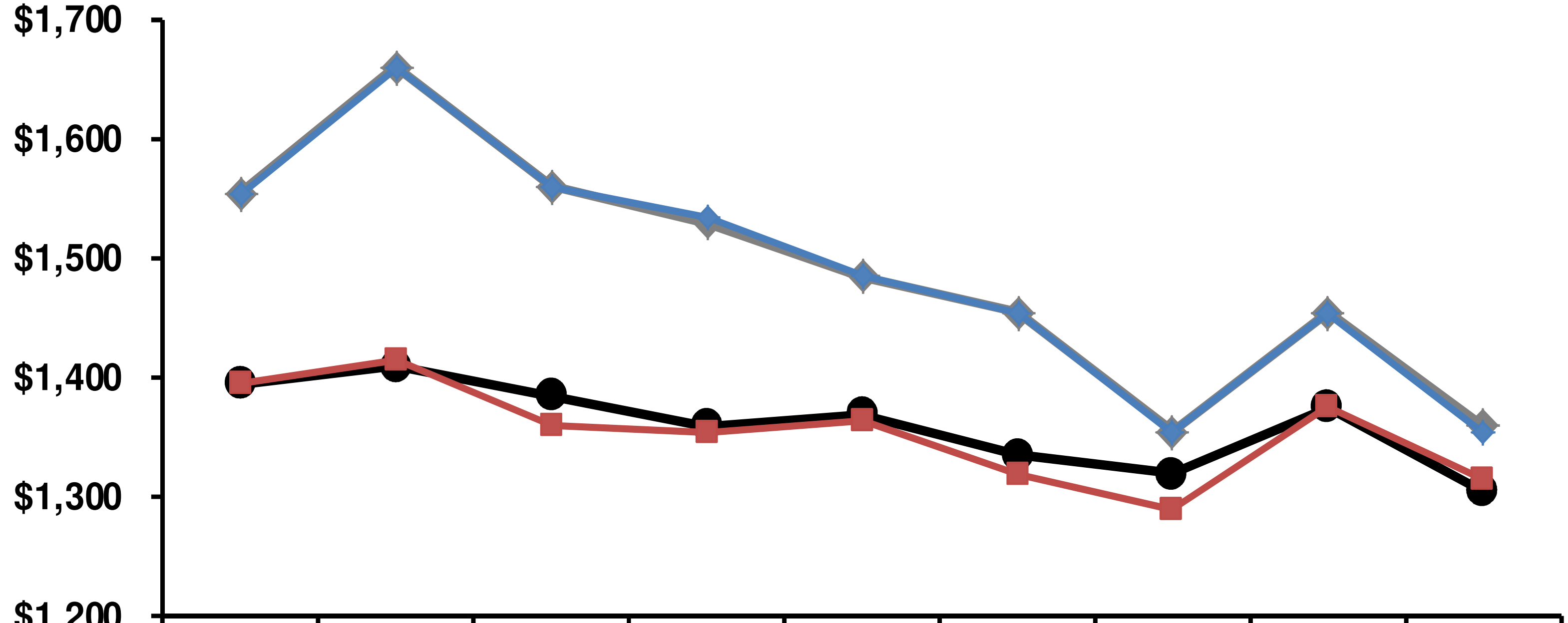


	1Q 11	2Q 11	3Q 11	4Q 11	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13
N.A. Ortho	6.5	6.9	7.1	7.0	7.2	7.7	7.7	7.3	8.0
N.A. GP	2.8	2.9	2.8	3.0	2.9	3.1	2.9	3.0	2.9
International	3.9	3.9	4.0	4.1	3.9	4.1	4.1	3.9	4.0

***Utilization Rate = # of Cases Shipped / # of Doctors Cases Are Shipped To**

Invisalign Average Selling Price (ASP)

Billed and Net



	1Q 11	2Q 11	3Q 11	4Q 11	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13
International, billed	$1,555	$1,660	$1,560	$1,530	$1,485	$1,455	$1,355	$1,455	$1,360
Worldwide, billed	$1,395	$1,410	$1,385	$1,360	$1,370	$1,335	$1,320	$1,375	$1,305
International, net	$1,555	$1,660	$1,560	$1,535	$1,485	$1,455	$1,355	$1,455	$1,355
Worldwide, net	$1,395	$1,415	$1,360	$1,355	$1,365	$1,320	$1,290	$1,375	$1,315

Billed:

list price +/- :
discounts/advantage
other aligners (MCC, 'paid for' replacements/refinements etc)
case refinement deferral/recognitions

Net (recognized revenue):

Billed inclusive of all discounts and deferrals

