ALIGN
TECHNOLOGY

October 17, 2013

Align Technology Announces Third Quarter 2013 Results

SAN JOSE, CA -- (Marketwired) -- 10/17/13 -- Align Technology, Inc. (NASDAQ: ALGN)

- Net revenues of $164.5 million were up 20.5% year-over-year
- Invisalign clear aligner net revenues of $153.5 million were up 21.2% year-over-year
- Invisalign clear aligner shipments of 106.9 thousand were up 15.5% year-over-year
- GAAP earnings per diluted share (EPS) of $0.42

Align Technology, Inc. (NASDAQ: ALGN) today reported financial results for the third quarter ended September 30, 2013.

Total net revenues for the third quarter of 2013 (Q3'13) were $164.5 million. This is compared to net revenues of $163.8 million reported in the second quarter of 2013 (Q2'13) and $136.5 million in the third quarter of 2012 (Q3'12). Q3'13 clear aligner net revenues were $153.5 million, compared to $153.3 million in Q2'13 and $126.7 million in Q3'12. Clear aligner case shipments in the third quarter of 2013 were 106.9 thousand, compared to 106.1 thousand in Q2'13 and 92.5 thousand in Q3'12. Q3'13 scanner and CAD/CAM services net revenues were $11.0 million, compared to $10.5 million in Q2'13 and compared to $9.8 million in Q3'12.

"I'm pleased to report another very good quarter for Align with net revenues, gross margin, and EPS higher than our outlook. Further we achieved record levels of net revenues, Invisalign case volume, and North American iTero scanner volume, enabling us to reach the low end of our long term model for operating margin, while generating strong operating cash flow," said Thomas M. Prescott, Align president and CEO. "The third quarter includes a seasonally slower period in Europe and in North America for our GP dentists, along with the peak of the summer season for teenage orthodontic case starts. We're pleased that patient traffic appears to have remained solid for our North American Orthodontist customers this summer, which resulted in strong sequential and year over year growth for Invisalign volume, especially in the important teenage segment."

Net profit for the third quarter of 2013 was $34.5 million, or $0.42 per diluted share, which includes $1.3 million, or $0.02 per diluted share, for a one-time tax benefit related to our fiscal 2012 U.S. federal income taxes. This is compared to net profit of $29.3 million, or $0.36 per diluted share, in Q2'13 and net loss of $0.3 million, or $0.00 per diluted share in Q3'12. In the third quarter last year, net loss included a pre-tax goodwill impairment charge of $24.7 million, as well as other pre-tax acquisition and integration related costs of $0.4 million.

As of September 30, 2013, the Company had $400.4 million in cash, cash equivalents, and short and long-term marketable securities compared to $356.1 million as of December 31, 2012.

To supplement our consolidated financial statements, we provide the following GAAP and non-GAAP financial measures. Detailed reconciliations between GAAP and non-GAAP information are contained in the tables following the financial tables of this release. Starting in fiscal 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, operating profit and net profit (loss) for the periods presented below and therefore is no longer a reconciling item.

Q3'13 Operating Results ($M except for per share amounts and percentages)

Key GAAP Operating Results	***Q3'13***	***Q2'13***	***Q3'12***
Net Revenues	$164.5	$163.8	$136.5
- Clear Aligner	$153.5	$153.3	$126.7
- Scanner and CAD/CAM Services	$11.0	$10.5	$9.8
Gross Margin	76.0%	75.5%	73.5%
- Clear Aligner	79.9%	78.4%	77.6%
- Scanner and CAD/CAM Services	22.2%	33.9%	20.6%
Operating Expenses	$83.6	$85.8	$95.8
Operating Margin	25.2%	23.1%	3.3%
Net Profit (Loss)	$34.5	$29.3	($0.3)
Earnings (Loss) Per Diluted Share (EPS)	$0.42	$0.36	($0.00)
Key Non-GAAP Operating Results	***Q3'13***	***Q2'13***	***Q3'12***

Non-GAAP Gross Margin	76.0%	75.5%	73.6%
- Non-GAAP Clear Aligner	79.9%	78.4%	77.6%
- Non-GAAP Scanner & CAD/CAM Services	22.2%	33.9%	21.6%
Non-GAAP Operating Expenses	$83.6	$85.8	$70.9
Non-GAAP Operating Margin	25.2%	23.1%	21.6%
Non-GAAP Net Profit	$34.5	$29.3	$22.2
Non-GAAP Earnings Per Diluted Share (EPS)	$0.42	$0.36	$0.26
EBITDA	$45.8	$41.4	$8.5
Adjusted EBITDA	$45.8	$41.4	$33.6
Stock-based Compensation (SBC)	***Q3'13***	***Q2'13***	***Q3'12***
Total SBC Expense	$7.6	$7.3	$5.4
- SBC included in Gross Margin	$0.7	$0.6	$0.5
- SBC included in Operating Expenses	$6.9	$6.7	$4.9

Q4 Fiscal 2013 Business Outlook
For the fourth quarter of 2013 (Q4'13), Align Technology provides the following guidance:

- Clear aligner case shipments in a range of 109.7 to 112.1 thousand cases, which reflects a year-over-year increase of 21.2% to 23.9%
- Net revenues in a range of $169.1 million to $173.1 million
- Earnings per diluted share in a range of $0.41 to $0.43

Align Web Cast and Conference Call
Align Technology will host a conference call today, October 17, 2013 at 4:30 p.m. ET, 1:30 p.m. PT, to review its third quarter 2013 results, discuss future operating trends and the business outlook. The conference call will also be web cast live via the Internet. To access the web cast, go to the "Events & Presentations" section under Company Information on Align Technology's Investor Relations web site at http://investor.aligntech.com. To access the conference call, please dial *201-689-8261* approximately fifteen minutes prior to the start of the call. An archived audio web cast will be available beginning approximately one hour after the call's conclusion and will remain available for approximately 12 months. Additionally, a telephonic replay of the call can be accessed by dialing *877-660-6853* with conference number 421424 followed by #. For international callers, please dial *201-612-7415* and use the same conference number referenced above. The telephonic replay will be available through 5:30 p.m. ET on October 25, 2013.

About Align Technology, Inc.
Align Technology designs, manufactures and markets Invisalign, a proprietary method for treating malocclusion, or the misalignment of teeth. Invisalign corrects malocclusion using a series of clear, nearly invisible, removable appliances that gently move teeth to a desired final position. Because it does not rely on the use of metal or ceramic brackets and wires, Invisalign significantly reduces the aesthetic and other limitations associated with braces. Invisalign is appropriate for treating adults and teens. Align Technology was founded in March 1997 and received FDA clearance to market Invisalign in 1998.The Invisalign product family includes Invisalign, Invisalign Teen, Invisalign Assist, Invisalign Express 10, Invisalign Express 5, Invisalign Lite, and Vivera Retainers. To learn more about Invisalign or to find an Invisalign trained doctor in your area, please visit www.invisalign.com.

Cadent Holdings, Inc. is a subsidiary of Align Technology and is a leading provider of 3D digital scanning solutions for orthodontics and dentistry. The Cadent family of products includes the iTero scanning systems, OrthoCAD iCast and OrthoCAD iRecord. For additional information, please visit www.cadentinc.com.

About Non-GAAP Financial Measures
To supplement our consolidated financial statements and our business outlook, we may use from time to time the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP operating expenses, non-GAAP operating profit, non-GAAP net profit and non-GAAP earnings per share, which exclude, as applicable, acquisition and integration related costs, severance and benefit costs, impairment of goodwill, impairment of long-lived assets and any related income tax-related adjustments, and EBITDA and adjusted EBITDA. The presentation of this financial information is not intended to be considered in isolation, or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP.

We use these non-GAAP financial measures for financial and operational decision making and as a means to evaluate period-to-period comparisons. Our management believes that these non-GAAP financial measures provide meaningful supplemental information regarding our "core operating performance." Management believes that "core operating performance" represents Align's performance in the ordinary, on-going and customary course of its operations. Accordingly, management excludes from "core operating performance" certain expenditures and other items that may not be indicative of our operating performance including discrete cash and non-cash charges that are infrequent, or one-time in nature. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when planning, forecasting and analyzing future periods. These non-GAAP financial measures also facilitate management's internal evaluation of period-to-period comparisons. We believe these non-GAAP financial measures are useful to investors both because (1) they allow for greater transparency with respect to key metrics used by management in its financial and operational decision making, and (2) they are provided to and used by our institutional investors and the analyst community to facilitate comparisons with prior and subsequent reporting periods. A reconciliation of the GAAP and non-

GAAP financial measures for the quarter and year and a more detailed explanation of each non-GAAP financial measure and its uses are provided in the footnotes to the table captioned "Reconciliation of GAAP to non-GAAP Key Financial Metrics" and "Business Outlook Summary" included at the end of this release.

Forward-Looking Statement

This news release, including the tables below, contains forward-looking statements, including statements regarding certain business metrics for the fourth quarter of 2013, including anticipated net revenues, gross margin, operating expenses, operating profit, diluted earnings per share, case shipments and cash, cash equivalents and short-term and long-term investments. 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.

ALIGN TECHNOLOGY, INC.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share data)

	Three Months Ended		***Nine Months Ended***	
	September 30, 2013	***September 30, 2012***	***September 30, 2013***	***September 30, 2012***
Net revenues	$ 164,506	136,496	$ 481,914	417,201
Cost of net revenues	39,416	36,146	120,284	107,291
Gross profit	125,090	100,350	361,630	309,910
Operating expenses:				
Sales and marketing	45,224	36,468	135,352	114,272
General and administrative	27,487	24,762	84,862	71,294
Research and development	10,915	9,952	33,113	31,158
Impairment of goodwill	-	24,665	40,693	24,665
Impairment of long-lived assets	-	-	26,320	-
Total operating expenses	83,626	95,847	320,340	241,389
Operating profit	41,464	4,503	41,290	68,521
Interest and other income (expense), net	449	(353)	(874)	(624)
Profit before income taxes	41,913	4,150	40,416	67,897
Provision for income taxes	7,376	4,494	18,542	18,765
Net profit (loss)	$ 34,537	$ (344)	$ 21,874	$ 49,132
Net profit (loss) per share				
- basic	$ 0.43	$ (0.00)	$ 0.27	$ 0.61
- diluted	$ 0.42	$ (0.00)	$ 0.26	$ 0.59
Shares used in computing net profit (loss) per share				
- basic	79,967	81,437	80,592	80,356
- diluted	81,848	81,437	82,549	83,016

ALIGN TECHNOLOGY, INC.
UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)

	September 30, 2013	December 31, 2012
ASSETS		
Current assets:		
Cash and cash equivalents	$ 175,839	$ 306,386
Marketable securities, short-term	147,740	28,485
Accounts receivable, net	109,179	98,992
Inventories	14,662	15,122
Other current assets	34,839	36,808
Total current assets	482,259	485,793
Marketable securities, long-term	76,836	21,252
Property and equipment, net	76,552	79,191
Goodwill and intangible assets, net	86,107	145,013
Deferred tax assets	28,822	21,609
Other long-term assets	8,630	3,454
Total assets	$ 759,206	$ 756,312
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 19,157	$ 19,549
Accrued liabilities	73,714	74,247
Deferred revenue	70,397	61,975
Total current liabilities	163,268	155,771
Other long term liabilities	20,254	19,224
Total liabilities	183,522	174,995
Total stockholders' equity	575,684	581,317
Total liabilities and stockholders' equity	$ 759,206	$ 756,312

ALIGN TECHNOLOGY, INC.
RECONCILIATION OF GAAP TO NON-GAAP KEY FINANCIAL METRICS

Reconciliation of GAAP to Non-GAAP Gross Profit
(in thousands)

	Three Months Ended		
	September 30, 2013	June 30, 2013	September 30, 2012
GAAP Gross profit	$ 125,090	$ 123,691	$ 100,350
Acquisition and integration costs related to cost of revenues (1)	-	-	55
Severance and benefit costs related to cost of revenues (2)	-	-	39
Non-GAAP Gross profit	$ 125,090	$ 123,691	$ 100,444

Reconciliation of GAAP to Non-GAAP Gross Profit Scanner and CAD/CAM Services
(in thousands)

	Three Months Ended		
	September 30, 2013	June 30, 2013	September 30, 2012
GAAP Scanner and CAD/CAM Services gross profit	$ 2,427	$ 3,567	$ 2,016
Acquisition and integration costs related to cost of revenues (1)	-	-	55

Severance and benefit costs related to cost of revenues (2)	-	-	39
Non-GAAP Gross profit	$ 2,427	$ 3,567	$ 2,110

Reconciliation of GAAP to Non-GAAP Operating Expenses

(in thousands)

	Three Months Ended		
	September 30, 2013	***June 30, 2013***	***September 30, 2012***
GAAP Operating expenses	$ 83,626	$ 85,790	$ 95,847
Acquisition and integration costs related to operating expenses (1)	-	-	(179)
Severance and benefit costs related to operating expenses (2)	-	-	(105)
Impairment of goodwill (3)	-	-	(24,665)
Impairment of long-lived assets (4)	-	-	-
Non-GAAP Operating expenses	$ 83,626	$ 85,790	$ 70,898

Reconciliation of GAAP to Non-GAAP Operating Profit

(in thousands)

	Three Months Ended		
	September 30, 2013	***June 30, 2013***	***September 30, 2012***
GAAP Operating profit	$ 41,464	$ 37,901	$ 4,503
Acquisition and integration costs (1)	-	-	234
Severance and benefit costs (2)	-	-	144
Impairment of goodwill (3)	-	-	24,665
Impairment of long-lived assets (4)	-	-	-
Non-GAAP Operating profit	$ 41,464	$ 37,901	$ 29,546

Reconciliation of GAAP to Non-GAAP Net Profit

(in thousands, except per share amounts)

	Three Months Ended		
	September 30, 2013	***June 30, 2013***	***September 30, 2012***
GAAP Net profit (loss)	$ 34,537	$ 29,320	$ (344)
Acquisition and integration costs (1)	-	-	234
Severance and benefit costs (2)	-	-	144
Impairment of goodwill (3)	-	-	24,665
Impairment of long-lived assets (4)	-	-	-
Income tax-related adjustments (5)	-	-	(2,512)
Non-GAAP Net profit	$ 34,537	$ 29,320	$ 22,187
Diluted Net profit (loss) per share:			
GAAP	$ 0.42	$ 0.36	$ (0.00)
Non-GAAP	$ 0.42	$ 0.36	$ 0.26
Shares used in computing diluted GAAP Net profit (loss) per share	81,848	82,149	81,437
Shares used in computing diluted Non-GAAP Net profit per share	81,848	82,149	83,906

Reconciliation of GAAP Net Profit to EBITDA and Adjusted EBITDA

(in thousands)

	Three Months Ended		
	September 30, 2013	***June 30, 2013***	***September 30, 2012***
GAAP Net profit (loss)	$ 34,537	$ 29,320	$ (344)

Provision for income taxes	7,376	8,246	4,494
Depreciation and amortization	3,858	3,846	4,374
EBITDA (6)	45,771	41,412	8,524
Adjustments or charges:			
Acquisition and integration related costs (1)	-	-	234
Severance and benefit costs (2)	-	-	144
Impairment of goodwill (3)	-	-	24,665
Impairment of long-lived assets (4)	-	-	-
EBITDA after adjustments (6)	$ 45,771	$ 41,412	$ 33,567

Starting in fiscal 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, operating profit (loss) and net profit (loss) for the periods presented below and therefore is no longer a reconciling item.

(1) Acquisition costs and integration related. We have incurred acquisition-related and other expenses which include legal, banker, accounting and other advisory fees of third parties, retention bonuses, integration and professional fees. We do not engage in acquisitions in the ordinary course of business. We believe that it is important to understand these charges; however, we do not believe that these charges are indicative of future operating results. We believe that eliminating these expenses from our non-GAAP measures is useful because we generally would not have otherwise incurred such expenses in the periods presented as part of our continuing operations.

(2) Severance and benefits costs. These costs are related to the closure of our New Jersey operations and were realized through the first three quarters of 2012. We have engaged in various restructuring and exit activities in 2011 and 2009 that have resulted in costs associated with severance and benefits. Such activity has been a discrete event based on a unique set of business objectives or circumstances, and each has differed from the others in terms of its operational implementation, business impact and scope. We do not engage in restructuring and/or exit activities in the ordinary course of business. We believe that it is important to understand significant severance and benefits costs from restructuring and exit activities and believe that investors benefit from excluding these charges from our operating results to facilitate a more meaningful evaluation of current operating performance and comparisons to past operating performance.

(3) Impairment of goodwill. These costs represents non-cash write-downs of our goodwill generally related to negative trends in market and economic conditions, termination of relationships with distributors, or the increase in competitive environment related to our Scanner and CAD/CAM Services reporting unit. We remove the impact of these charges to our operating performance to assist in assessing our ability to generate cash from operations. We believe this may be useful information to users of our financial statements; therefore, we have excluded these charges for purposes of calculating these non-GAAP measures to facilitate an evaluation of our current operating performance, particularly in terms of liquidity.

(4) Impairment of long-lived assets. These costs represents non-cash write-downs of our long-lived assets generally related to the increase in competitive environment related to our Scanner and CAD/CAM Services reporting unit. As a result of these conditions, we have assessed that our asset group within the reporting unit was not recoverable and therefore recorded an impairment charge. We remove the impact of these charges to our operating performance to assist in assessing our ability to generate cash from operations. We believe this may be useful information to users of our financial statements; therefore, we have excluded these charges for purposes of calculating these non-GAAP measures to facilitate an evaluation of our current operating performance, particularly in terms of liquidity.

(5) Income tax-related adjustments. Non-GAAP financial information for the quarter is adjusted for a tax rate equal to our annual estimated tax rate on non-GAAP income. This rate is based on our estimated annual GAAP income tax rate forecast, adjusted to account for discrete tax items and items excluded from GAAP income in calculating the non-GAAP financial measures presented above. Our estimated tax rate on non-GAAP income is determined annually and may be re-calculated during the year to take into account events or trends that we believe materially impact the estimated annual rate.

(6) EBITDA and adjusted EBITDA. We use EBITDA as a performance measure for benchmarking against our peers and competitors. We believe EBITDA is useful to investors because it is frequently used by securities analysts, investors and other interested parties to evaluate companies in the medical technology industry. We also use adjusted EBITDA which excludes certain special or non-recurring expenses, net of certain special or non-recurring benefits, detailed in the reconciliation tables that accompany this release, as an internal measure of business operating performance. We believe such financial measures provide a meaningful perspective of the underlying operating performance to our current business. EBITDA and adjusted EBITDA are not recognized terms under GAAP. Because all companies do not calculate EBITDA and similarly titled financial measures in the same way, those measures as used by other companies may not be consistent with the way we calculate such measures and should not be considered as alternative measures of operating or net profit.

ALIGN TECHNOLOGY

Q3 2013 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	Q1 2013	Q2 2013	Q3 2013
Invisalign Clear Aligner Net Revenues by Geography:								
North America	$ 86,871	$ 92,997	$ 89,568	$ 91,686	$ 361,122	$ 97,045	$ 102,217	$ 103,888
North American Orthodontists	41,688	43,942	43,090	43,812	172,532	48,859	50,476	52,504
North American GP Dentists	45,183	49,055	46,478	47,874	188,590	48,186	51,741	51,384
International	29,700	32,883	29,700	32,513	124,796	31,818	40,320	38,983
Non-case*	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679
Total Clear Aligner Net Revenues	$ 123,328	$ 133,669	$ 126,725	$ 132,859	$ 516,581	$ 141,572	$ 153,303	$ 153,550
**includes Invisalign training, ancillary products, and retainers*								
Invisalign Clear Aligner Net Revenues by Product:								
Invisalign Full	$ 82,424	$ 88,617	$ 80,294	$ 87,265	$ 338,600	$ 85,914	$ 95,762	$ 93,945
Invisalign Express/Lite	11,806	13,632	12,779	13,269	51,486	16,083	19,158	17,702
Invisalign Teen	15,148	16,380	19,144	16,455	67,127	18,573	19,937	23,779
Invisalign Assist	7,193	7,251	7,051	7,210	28,705	8,293	7,680	7,445
Non-case*	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679
Total Clear Aligner Net Revenues	$ 123,328	$ 133,669	$ 126,725	$ 132,859	$ 516,581	$ 141,572	$ 153,303	$ 153,550
Average Invisalign Selling Price (ASP):								
Worldwide ASP (1)	$ 1,370	$ 1,320	$ 1,290	$ 1,375	$ 1,340	$ 1,315	$ 1,345	$ 1,335
Worldwide ASP, adjusted (2)	$ 1,370	$ 1,320	$ 1,290	$ 1,320	$ 1,325	$ 1,340	$ 1,355	$ 1,335
International ASP	$ 1,485	$ 1,455	$ 1,355	$ 1,455	$ 1,435	$ 1,355	$ 1,480	$ 1,455
(1) Invisalign case net revenues / Invisalign case shipments								
(2) Adjusted for one-time adjustments (eg. Q4'12 refinement release and Q1'13 and Q2'13 grandfathered mid-course correction deferrals)								
Invisalign Clear Aligner Cases Shipped by Geography:								
North America	65,280	72,685	70,610	68,140	276,715	74,730	78,865	80,130
North American								

Orthodontists	32,235	35,420	35,885	33,505	137,045	38,000	39,545	41,610
North American GP Dentists	33,045	37,265	34,725	34,635	139,670	36,730	39,320	38,520
International	19,985	22,595	21,905	22,340	86,825	23,445	27,270	26,770
Total Cases Shipped	85,265	95,280	92,515	90,480	363,540	98,175	106,135	106,900
Invisalign Clear Aligner Cases Shipped by Product:								
Invisalign Full	57,145	62,510	57,400	57,920	234,975	61,245	65,525	64,600
Invisalign Express/Lite	12,855	15,300	14,610	15,940	58,705	18,940	21,285	19,230
Invisalign Teen	9,935	11,860	15,265	11,255	48,315	12,580	13,920	17,740
Invisalign Assist	5,330	5,610	5,240	5,365	21,545	5,410	5,405	5,330
Total Cases Shipped	85,265	95,280	92,515	90,480	363,540	98,175	106,135	106,900
Number of Invisalign Doctors Cases Shipped To:								
North American Orthodontists	4,460	4,575	4,660	4,615	5,665	4,760	4,940	4,970
North American GP Dentists	11,365	12,120	11,925	11,685	19,285	12,520	13,130	13,170
International	5,085	5,480	5,400	5,715	9,285	5,840	6,355	6,510
Total Doctors Cases Shipped To	20,910	22,175	21,985	22,015	34,235	23,120	24,425	24,650
Invisalign Doctor Utilization Rates*:								
North American Orthodontists	7.2	7.7	7.7	7.3	24.2	8.0	8.0	8.4
North American GP Dentists	2.9	3.1	2.9	3.0	7.2	2.9	3.0	2.9
International	3.9	4.1	4.1	3.9	9.4	4.0	4.3	4.1
Total Utilization Rates	4.1	4.3	4.2	4.1	10.6	4.3	4.4	4.3
* # of cases shipped/# of doctors to whom cases were shipped								
Number of Invisalign Doctors Trained:								
North American Orthodontists	90	95	125	75	385	65	115	90
North American GP Dentists	720	995	675	920	3,310	690	1,015	705
International	715	965	685	780	3,145	905	1,020	840
Total Doctors Trained Worldwide	1,525	2,055	1,485	1,775	6,840	1,660	2,150	1,635
Total to Date Worldwide	71,180	73,235	74,720	76,495	76,495	78,155	80,305	81,940
Scanner and CAD/CAM Services Net Revenues:								
North America								

Scanner and CAD/CAM Services	$ 11,120	$ 11,752	$ 9,439	$ 9,940	$ 42,251	$ 11,952	$ 10,454	$ 10,875
International Scanner and CAD/CAM Services	631	205	332	41	1,209	56	71	81
Total Scanner and CAD/CAM Net Revenues	$ 11,751	$ 11,957	$ 9,771	$ 9,981	$ 43,460	$ 12,008	$ 10,525	$ 10,956
Scanner Net Revenues	$ 5,361	$ 6,032	$ 4,023	$ 4,643	$ 20,059	$ 6,625	$ 5,027	$ 5,538
CAD/CAM Services Net Revenues	6,390	5,925	5,748	5,338	23,401	5,383	5,498	5,418
Total Scanner and CAD/CAM Services Net Revenues	$ 11,751	$ 11,957	$ 9,771	$ 9,981	$ 43,460	$ 12,008	$ 10,525	$ 10,956
Total Net Revenues by Geography:								
Total North America Net Revenues	$ 97,991	$ 104,749	$ 99,007	$ 101,626	$ 403,373	$ 108,997	$ 112,671	$ 114,763
Total International Net Revenues	30,331	33,088	30,032	32,554	126,005	31,874	40,391	39,064
Total Non-case Net Revenues	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679
Total Worldwide Net Revenues	$ 135,079	$ 145,626	$ 136,496	$ 142,840	$ 560,041	$ 153,580	$ 163,828	$ 164,506
YoY% growth	*28.8 %*	*21.3 %*	*8.4 %*	*10.8 %*	*16.7 %*	*13.7 %*	*12.5 %*	*20.5 %*
QoQ% growth	*4.8 %*	*7.8 %*	*-6.3 %*	*4.6 %*		*7.5 %*	*6.7 %*	*0.4 %*

Note: Historical public data may differ due to rounding. Additionally, rounding may effect totals.

ALIGN TECHNOLOGY, INC.

BUSINESS OUTLOOK SUMMARY

(unaudited)

The outlook figures provided below and elsewhere in this press release are approximate in nature since Align's business outlook is difficult to predict. Align's future performance involves numerous risks and uncertainties and the company's results could differ materially from the outlook provided. Some of the factors that could affect Align's future financial performance and business outlook are set forth under "Forward Looking Information" above in this press release.

Financial Outlook

(in millions, except per share amounts and percentages)

	Q4'13 Guidance
	GAAP
Net Revenues	$169.1 - $173.1
Gross Margin	74.7% - 75.3%
Operating Expenses	$83.8 - $85.4
Operating Margin	25.2% - 26.0%
Net Income per Diluted Share	$0.41 - $0.43
Stock Based Compensation Expense:	
Cost of Net Revenues	$0.8
Operating Expenses	$7.1
Total Stock Based Compensation Expense	$7.9

Business Metrics:

	Q4'13
Case Shipments	109.7K - 112.1K

Cash, Cash Equivalents, and Marketable Securities	$434M - $444M
Capex	$3.3M - $4.8M
Depreciation & Amortization	$3.8M - $4.3M
Diluted Shares Outstanding	82.2M

Source: Align Technology