ALIGN
TECHNOLOGY

July 18, 2013

Align Technology Announces Second Quarter Fiscal 2013 Results

SAN JOSE, CA -- (Marketwired) -- 07/18/13 -- Align Technology, Inc. (NASDAQ: ALGN)

- Q2 net revenues of $163.8 million increased 6.7% sequentially and 12.5% year-over-year
- Q2 Invisalign clear aligner shipments of 106.1 thousand increased 8.1% sequentially and 11.4% year-over-year
- Q2 Invisalign clear aligner revenue of $153.3 million increased 8.3% sequentially and 14.7% year-over-year
- Q2 GAAP earnings per diluted share (EPS) was $0.36

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

Total net revenues for the second quarter of fiscal 2013 (Q2 13) were $163.8 million. This is compared to $153.6 million reported in the first quarter of 2013 (Q1 13) and compared to $145.6 million reported in the second quarter of 2012 (Q2 12). Q2 13 Invisalign clear aligner revenue was $153.3 million, compared to $141.6 million in Q1 13 and $133.7 million in Q2 12. As expected, Q2 13 clear aligner revenue includes a $1.2 million decrease in revenue due to the change in our mid-course correction policy effective June 15, 2013. Q1 13 clear aligner revenue includes $4.4 million from the planned consolidation of Vivera Retainer product shipments, as well as a $2.7 million decrease in revenue due to the change in our mid-course correction policy. Q2 13 Invisalign clear aligner case shipments were a record 106.1 thousand, compared to 98.2 thousand in Q1 13 and 95.3 thousand in Q2 12. Q2 13 scanner and CAD/CAM services revenue was $10.5 million, compared to $12.0 million in Q1 13 and compared to $11.9 million in Q2 12. Q1 13 scanner and CAD/CAM services revenue includes $1.4 million that was deferred in Q3 and Q4 2012 for the new iTero scanner upgrade program which was launched in Q1 13.

"I'm pleased to report another good quarter with better than expected revenues, gross margins and earnings," said Thomas M. Prescott, Align president and CEO. "Strong second quarter results were driven by higher Invisalign volumes and ASPs, with sequential growth across all customer channels."

Net profit for Q2 13 was $29.3 million, or $0.36 per diluted share. This is compared to net loss of $42.0 million, or $(0.52) per diluted share in Q1 13 and net profit of $28.5 million, or $0.34 per diluted share in Q2 12. Net loss for Q1 13 includes an impairment of long-lived assets of $26.3 million and a goodwill impairment charge of $40.7 million. Net profit for Q2 12 includes pre-tax acquisition and integration related costs of $0.3 million, pre-tax severance and benefit costs of $0.2 million with a total income tax-related adjustment of $0.8 million.

As previously announced, beginning May 1, 2013 the six indirect country markets of Australia, New Zealand, Hong Kong, Singapore, Macau and Malaysia reverted back to a direct Invisalign sales region for us. We have completed the transition and began to recognize direct sales at our full Invisalign average sales price (ASP), rather than the significantly discounted ASP under the distribution agreement.

As of June 15, 2013, we no longer charge a fee associated with mid-course correction orders. Mid-course correction provides Invisalign customers with the option of ordering a treatment adjustment 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. We now include up to three free mid-course correction orders per case in our list prices for Invisalign Full and Invisalign Teen products. As a result, Invisalign clear aligner revenue for Q2 13 was decreased by $1.2 million, which reflects the revenue deferred to provide free mid-course corrections for open cases shipped between April 1 through June 15, 2013 that are now eligible for the new mid-course correction policy. In Q1 13, Invisalign clear aligner revenue was decreased by $2.7 million, which reflected the estimated deferred revenue for open cases as of March 31, 2013 that were expected to be eligible for the new policy.

To supplement our consolidated financial statements, we use the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP operating expense, non-GAAP operating margin, non-GAAP net profit, non-GAAP earnings per diluted share, EBITDA and adjusted EBITDA. Detailed reconciliations between GAAP and non-GAAP information are contained in the tables following the financial tables of this release. 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 the periods presented below and therefore is no longer a reconciling item.

Q2 13 Operating Results ($M except for per share amounts and percentages)

Key GAAP Operating Results	***Q2 13***	***Q1 13***	***Q2 12***
Revenue	$ 163.8	$ 153.6	$ 145.6
- Clear Aligner	$ 153.3	$ 141.6	$ 133.7
- Scanner and CAD/CAM Services	$ 10.5	$ 12.0	$ 11.9
Gross Margin	75.5 %	73.5 %	74.7 %
- Clear Aligner	78.4 %	77.2 %	79.0 %
- Scanner and CAD/CAM Services	33.9 %	29.3 %	26.6 %
Operating Expense	$ 85.8	$ 150.9	$ 72.8
Operating Margin	23.1 %	(24.8)%	24.7 %
Net Profit (Loss)	$ 29.3	$ (42.0)	$ 28.5
Earnings (Loss) Per Diluted Share (EPS)	$ 0.36	$ (0.52)	$ 0.34
Key Non-GAAP Operating Results	***Q2 13***	***Q1 13***	***Q2 12***
Non-GAAP Gross Margin	75.5 %	73.5 %	74.9 %
- Non-GAAP Clear Aligner	78.4 %	77.2 %	79.0 %
- Non-GAAP Scanner & CAD/CAM Services	33.9 %	29.3 %	28.4 %
Non-GAAP Operating Expense	$ 85.8	$ 83.9	$ 72.5
Non-GAAP Operating Margin	23.1 %	18.8 %	25.1 %
Non-GAAP Net Profit	$ 29.3	$ 21.2	$ 28.2
Non-GAAP Earnings Per Diluted Share (EPS)	$ 0.36	$ 0.26	$ 0.34
EBITDA (Loss)	$ 41.4	$ (34.2)	$ 40.8
Adjusted EBITDA	$ 41.4	$ 32.9	$ 41.3

Total stock-based compensation expense included in Q2 13 was $7.3 million compared to $6.4 million in Q1 13 and $5.3 million in Q2 12. Stock based compensation expense included in GAAP gross margin in Q2 13 was $0.6 million, and Q1 13 and Q2 12 was $0.5 million. Stock-based compensation expense included in GAAP operating expense in Q2 13 was $6.7 million compared to $5.8 million in Q1 13 and $4.8 million in Q2 12.

Liquidity and Capital Resources

As of June 30, 2013, Align Technology had $341.3 million in cash, cash equivalents, and short and long-term marketable securities compared to $356.1 million as of December 31, 2012. During Q2 13, with the purchase of 2.6 million of our common stock at an average price of $35.02 per share for a total of approximately $92.7 million, we completed the remaining authorized repurchases under our stock purchase program.

Q3 Fiscal 2013 Business Outlook

For the third quarter of fiscal 2013 (Q3 13), Align Technology expects net revenues to be in a range of $154.9 million to $160.0 million. Invisalign clear aligner case shipments for Q3 13 are expected to be in a range of 103.6 to 106.1 thousand cases, which reflect a year-over-year increase of 12% to 15%. Earnings per diluted share for Q3 13 is expected to be in a range of $0.28 to $0.30.

Align Web Cast and Conference Call

Align Technology will host a conference call today, July 18, 2013 at 4:30 p.m. ET, 1:30 p.m. PT, to review its second quarter 2013 results, discuss future operating trends and 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 417357 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 July 26, 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 use the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP operating expenses, non-GAAP profit from operations, 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, ongoing 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 third 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.

ALIGN TECHNOLOGY, INC.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share data)

	Three Months Ended		***Six Months Ended***	
	June 30,	***June 30,***	***June 30,***	***June 30,***

	2013	2012	2013	2012
Net revenues	$ 163,828	145,626	$ 317,408	280,705
Cost of revenues	40,137	36,826	80,868	71,145
Gross profit	123,691	108,800	236,540	209,560
Operating expenses:				
Sales and marketing	47,847	39,087	90,128	77,804
General and administrative	27,027	23,021	57,375	46,532
Research and development	10,916	10,680	22,198	21,206
Impairment of goodwill	-	-	40,693	
Impairment of long-lived assets	-	-	26,320	
Total operating expenses	85,790	72,788	236,714	145,542
Profit (loss) from operations	37,901	36,012	(174)	64,018
Interest and other income (expense), net	(335)	541	(1,323)	(271)
Profit (loss) before income taxes	37,566	36,553	(1,497)	63,747
Provision for income taxes	8,246	8,061	11,166	14,271
Net profit (loss)	$ 29,320	$ 28,492	$ (12,663)	$ 49,476
Net profit (loss) per share				
- basic	$ 0.36	$ 0.35	$ (0.16)	$ 0.62
- diluted	$ 0.36	$ 0.34	$ (0.16)	$ 0.60
Shares used in computing net profit (loss) per share				
- basic	80,576	80,384	80,909	79,810
- diluted	82,149	82,954	80,909	82,446

ALIGN TECHNOLOGY, INC.

UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands)

	June 30, 2013	December 31, 2012
ASSETS		
Current assets:		
Cash and cash equivalents	$ 164,497	$ 306,386
Restricted cash	516	1,575
Marketable securities, short-term	113,933	28,485
Accounts receivable, net	112,367	98,992
Inventories	15,704	15,122
Other current assets	35,076	35,233
Total current assets	442,093	485,793
Marketable securities, long-term	62,885	21,252
Property and equipment, net	76,932	79,191
Goodwill and intangible assets, net	87,028	145,013
Deferred tax assets	30,622	21,609
Other long-term assets	4,673	3,454
Total assets	$ 704,233	$ 756,312
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 21,556	$ 19,549
Accrued liabilities	75,776	74,247
Deferred revenue	63,322	61,975
Total current liabilities	160,654	155,771

Other long term liabilities	23,042	19,224
Total liabilities	183,696	174,995
Total stockholders' equity	520,537	581,317
Total liabilities and stockholders' equity	$ 704,233	$ 756,312

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 the periods presented below and therefore is no longer a reconciling item.

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		
	June 30, 2013	***March 31, 2013***	***June 30, 2012***
GAAP Gross profit	$ 123,691	$ 112,849	$ 108,800
Acquisition and integration costs related to cost of revenues (1)	-	-	72
Severance and benefit costs related to cost of revenues (2)	-	-	135
Non-GAAP Gross profit	$ 123,691	$ 112,849	$ 109,007

Reconciliation of GAAP to Non-GAAP Gross Profit Scanner and CAD/CAM Services

(in thousands)

	Three Months Ended		
	June 30, 2013	***March 31, 2013***	***June 30, 2012***
GAAP Scanner and CAD/CAM Services gross profit	$ 3,567	$ 3,522	$ 3,183
Acquisition and integration costs related to cost of revenues (1)	-	-	72
Severance and benefit costs related to cost of revenues (2)	-	-	135
Non-GAAP Gross profit	$ 3,567	$ 3,522	$ 3,390

Reconciliation of GAAP to Non-GAAP Operating Expenses

(in thousands)

	Three Months Ended		
	June 30, 2013	***March 31, 2013***	***June 30, 2012***
GAAP Operating expenses	$ 85,790	$ 150,924	$ 72,788
Acquisition and integration costs related to operating expenses (1)	-	-	(261)
Severance and benefit costs related to operating expenses (2)	-	-	(49)
Impairment of goodwill (3)	-	(40,693)	-
Impairment of long-lived assets (4)	-	(26,320)	-
Non-GAAP Operating expenses	$ 85,790	$ 83,911	$ 72,478

Reconciliation of GAAP to Non-GAAP Profit from Operations

(in thousands)

	Three Months Ended		
	June 30, 2013	***March 31, 2013***	***June 30, 2012***
GAAP Profit (loss) from operations	$ 37,901	$ (38,075)	$ 36,012
Acquisition and integration costs (1)	-	-	333
Severance and benefit costs (2)	-	-	184
Impairment of goodwill (3)	-	40,693	-

Impairment of long-lived assets (4)	-	26,320	-
Non-GAAP Profit from operations	$ 37,901	$ 28,938	$ 36,529

Reconciliation of GAAP to Non-GAAP Net Profit

(in thousands, except per share amounts)

	Three Months Ended		
	June 30, 2013	***March 31, 2013***	***June 30, 2012***
GAAP Net profit (loss)	$ 29,320	$ (41,983)	$ 28,492
Acquisition and integration costs (1)	-	-	333
Severance and benefit costs (2)	-	-	184
Impairment of goodwill (3)	-	40,693	-
Impairment of long-lived assets (4)	-	26,320	-
Income tax-related adjustments (5)	-	(3,788)	(836)
Non-GAAP Net profit	$ 29,320	$ 21,242	$ 28,173
Diluted Net profit (loss) per share:			
GAAP	$ 0.36	$ (0.52)	$ 0.34
Non-GAAP	$ 0.36	$ 0.26	$ 0.34
Shares used in computing diluted GAAP Net profit (loss) per share	82,149	81,248	82,954
Shares used in computing diluted Non-GAAP Net profit per share	82,149	83,003	82,954

Reconciliation of GAAP Net Profit to EBITDA and Adjusted EBITDA

(in thousands)

	Three Months Ended		
	June 30, 2013	***March 31, 2013***	***June 30, 2012***
GAAP Net profit (loss)	$ 29,320	$ (41,983)	$ 28,492
Provision for income taxes	8,246	2,920	8,061
Depreciation and amortization	3,846	4,944	4,267
EBITDA (6)	41,412	(34,119)	40,820
Adjustments or charges:			
Acquisition and integration related costs (1)	-	-	333
Severance and benefit costs (2)	-	-	184
Impairment of goodwill (3)	-	40,693	-
Impairment of long-lived assets (4)	-	26,320	-
EBITDA after adjustments (6)	$ 41,412	$ 32,894	$ 41,337

(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 completive 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 and 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 represent non-cash write-downs of our long-lived assets generally related to the increase in completive 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 and 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

Q2 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***
Invisalign Clear Aligner Revenues by Geography:							
North America	$ 86,871	$ 92,997	$ 89,568	$ 91,686	$ 361,122	$ 97,045	$ 102,217
North American Orthodontists	41,688	43,942	43,090	43,812	172,532	48,859	50,476
North American GP Dentists	45,183	49,055	46,478	47,874	188,590	48,186	51,741
International	29,700	32,883	29,700	32,513	124,796	31,818	40,320
Non-case*	6,757	7,789	7,457	8,660	30,663	12,709	10,766
Total Clear Aligner Revenue	$ 123,328	$ 133,669	$ 126,725	$ 132,859	$ 516,581	$ 141,572	$ 153,303
YoY % growth	*17.6 %*	*17.6 %*	*10.9 %*	*11.7 %*	*14.4 %*	*14.8 %*	*14.7 %*
QoQ % growth	*3.7 %*	*8.4 %*	*-5.2 %*	*4.8 %*		*6.6 %*	*8.3 %*
**includes Invisalign training, ancillary products, and retainers*							
Invisalign Clear Aligner Revenues by Product:							
Invisalign Full	$ 82,424	$ 88,617	$ 80,294	$ 87,265	$ 338,600	$ 85,914	$ 95,762
Invisalign Express/Lite	11,806	13,632	12,779	13,269	51,486	16,083	19,158
Invisalign Teen	15,148	16,380	19,144	16,455	67,127	18,573	19,937

Invisalign Assist	7,193	7,251	7,051	7,210	28,705	8,293	7,680
Non-case*	6,757	7,789	7,457	8,660	30,663	12,709	10,766
Total Clear Aligner Revenue	$ 123,328	$ 133,669	$ 126,725	$ 132,859	$ 516,581	$ 141,572	$ 153,303
Average Invisalign Selling Price (ASP):							
Worldwide ASP (1)	$ 1,370	$ 1,320	$ 1,290	$ 1,375	$ 1,340	$ 1,315	$ 1,345
Worldwide ASP, adjusted (2)	$ 1,370	$ 1,320	$ 1,290	$ 1,320	$ 1,325	$ 1,340	$ 1,355
International ASP	$ 1,485	$ 1,455	$ 1,355	$ 1,455	$ 1,435	$ 1,355	$ 1,480
(1) Invisalign case 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
North American Orthodontists	32,235	35,420	35,885	33,505	137,045	38,000	39,545
North American GP Dentists	33,045	37,265	34,725	34,635	139,670	36,730	39,320
International	19,985	22,595	21,905	22,340	86,825	23,445	27,270
Total Cases Shipped	85,265	95,280	92,515	90,480	363,540	98,175	106,135
Invisalign Clear Aligner Cases Shipped by Product:							
Invisalign Full	57,145	62,510	57,400	57,920	234,975	61,245	65,525
Invisalign Express/Lite	12,855	15,300	14,610	15,940	58,705	18,940	21,285
Invisalign Teen	9,935	11,860	15,265	11,255	48,315	12,580	13,920
Invisalign Assist	5,330	5,610	5,240	5,365	21,545	5,410	5,405
Total Cases Shipped	85,265	95,280	92,515	90,480	363,540	98,175	106,135
Number of Invisalign Doctors Cases Shipped to:							
North American Orthodontists	4,460	4,575	4,660	4,615	5,665	4,760	4,940
North American GP Dentists	11,365	12,120	11,925	11,685	19,285	12,520	13,130
International	5,085	5,480	5,400	5,715	9,285	5,840	6,355
Total Doctors Cases were Shipped to Worldwide	20,910	22,175	21,985	22,015	34,235	23,120	24,425
Invisalign Doctor Utilization Rates*:							
North American Orthodontists	7.2	7.7	7.7	7.3	24.2	8.0	8.0
North American GP							

Dentists	2.9	3.1	2.9	3.0	7.2	2.9	3.0
International	3.9	4.1	4.1	3.9	9.4	4.0	4.3
Total Utilization Rates	4.1	4.3	4.2	4.1	10.6	4.3	4.4
* # 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
North American GP Dentists	720	995	675	920	3,310	690	1,015
International	715	965	685	780	3,145	905	1,020
Total Doctors Trained Worldwide	1,525	2,055	1,485	1,775	6,840	1,660	2,150
Total to Date Worldwide	71,180	73,235	74,720	76,495	76,495	78,155	80,305
Scanner and CAD/CAM Services Revenue:							
North America Scanner and CAD/CAM Services	$ 11,120	$ 11,752	$ 9,439	$ 9,940	$ 42,251	$ 11,952	$ 10,454
International Scanner and CAD/CAM Services	631	205	332	41	1,209	56	71
Total Scanner and CAD/CAM Revenue	$ 11,751	$ 11,957	$ 9,771	$ 9,981	$ 43,460	$ 12,008	$ 10,525
Scanner Revenue	$ 5,361	$ 6,032	$ 4,023	$ 4,643	$ 20,059	$ 6,625	$ 5,027
CAD/CAM Services Revenue	6,390	5,925	5,748	5,338	23,401	5,383	5,498
Total Scanner and CAD/CAM Services Revenue	$ 11,751	$ 11,957	$ 9,771	$ 9,981	$ 43,460	$ 12,008	$ 10,525
Total Revenue by Geography:							
Total North America Revenue	$ 97,991	$ 104,749	$ 99,007	$ 101,626	$ 403,373	$ 108,997	$ 112,671
Total International Revenue	30,331	33,088	30,032	32,554	126,005	31,874	40,391
Total Non-case Revenue	6,757	7,789	7,457	8,660	30,663	12,709	10,766
Total Worldwide Revenue	$ 135,079	$ 145,626	$ 136,496	$ 142,840	$ 560,041	$ 153,580	$ 163,828
YoY % growth	*28.8 %*	*21.3 %*	*8.4 %*	*10.8 %*	*16.7 %*	*13.7 %*	*12.5 %*
QoQ % growth	*4.8 %*	*7.8 %*	*-6.3 %*	*4.6 %*		*7.5 %*	*6.7 %*

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.

Financials

(in millions, except per share amounts and percentages)

	Q3 2013
	GAAP
Net Revenue	$154.9 - $160.0
Gross Profit	$114.2 - $118.6
Gross Margin	73.7% - 74.2%
Operating Expenses	$84.8 - $86.9
Operating Margin	19.0% - 19.8%
Net Income per Diluted Share	$0.28 - $0.30
Stock Based Compensation Expense:	
Cost of Revenues	$0.8
Operating Expenses	$7.1
Total Stock Based Compensation Expense	$7.9

Business Metrics:

	Q3 2013
Case Shipments	103.6K - 106.1K
Cash, Cash Equivalents, and Marketable Securities	$370M - $380M
Capex	$5.5M - $7.0M
Depreciation & Amortization	$4.2M - $4.7M
Diluted Shares Outstanding	81.6M

Source: Align Technology