#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

# FORM 8-K

# CURRENT REPORT

#### Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

**Date of Report: October 22, 2015** (Date of earliest event reported)

# Align Technology, Inc.

(Exact name of registrant as specified in its charter)

0-32259

(Commission File Number)

94-3267295

(IRS Employer Identification Number)

95131

(Zip Code)

2560 Orchard Parkway, San Jose CA

DE

(State or other jurisdiction

of incorporation)

(Address of principal executive offices)

(408) 470-1000

(Registrant's telephone number, including area code)

Not Applicable

(Former Name or Former Address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02. Results of Operations and Financial Condition

On October 22, 2015, Align Technology, Inc. ("Align") is issuing a press release and holding a conference call regarding its financial results for its third quarter ended September 30, 2015. The full text of the press release is furnished as Exhibit 99.1 to this Form 8-K.

This information shall not be deemed "filed" for purposes of Section 18 of the Securities and Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Align is making reference to non-GAAP financial information in both the press release and the conference call. A reconciliation of non-GAAP financial measures contained in the attached press release to the comparable GAAP financial measures is contained in the attached press release and a reconciliation of these and certain other non-GAAP financial information provided on the conference call (to the extent not reconciled on such call) is contained on the Investor Relations section of our website at investor.aligntech.com.

### Item 8.01. Other Events

On October 22, 2015, Align issued a press release titled "Align Technology Files Patent Infringement and False Advertising Lawsuit Against SmileCareClub, Sharper Image and Brookstone". A copy of the press release is attached hereto as Exhibit 99.2.

#### Item 9.01. Financial Statements and Exhibits

#### (d) Exhibits

- 99.1 Exhibit 99.1
- 99.2 Exhibit 99.2

# SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: October 22, 2015

# ALIGN TECHNOLOGY, INC.

By: <u>/s/ Roger E. George</u> Roger E. George

*Vice President, Legal and Corporate Affairs and General Counsel* 

<u>Exhibit No.</u>	Description
<u>99.1</u>	Align Technology Announces Third Quarter 2015 Results
997	Align Technology Files Patent Infringement and False Advertising Lawsuit Against SmileCareClub, Sharper Image, and Brookstone

# Exhibit 99.1



Investor Relations Contact Shirley Stacy Align Technology, Inc. (408) 470-1150 sstacy@aligntech.com Press Contact Shannon Mangum Henderson Ethos Communication, Inc. (678) 261-7803 align@ethoscommunication.com

# ALIGN TECHNOLOGY ANNOUNCES THIRD QUARTER 2015 RESULTS

- Q3 worldwide Clear Aligner shipments of 147.5 thousand, up 23.3% year-over-year, with North America up 18.6% and International up 35.1%
- Q3 Clear Aligner teenage shipments of 40.6 thousand, up 22.3% year-over-year
- · Q3 revenues of \$207.6 million, up 9.4% year-over-year, and diluted EPS of \$0.34

**SAN JOSE, Calif., October 22, 2015** -- Align Technology, Inc. (Nasdaq: ALGN) today reported financial results for the third quarter ended September 30, 2015. Clear Aligner shipments for the third quarter of 2015 (Q3'15) were 147.5 thousand, a 23.3% increase year-over-year. Net revenues for Q3'15 were \$207.6 million, a 9.4% increase year-over-year from \$189.9 million in the third quarter of 2014 (Q3'14). Net profit for Q3'15 was \$27.6 million, or \$0.34 per diluted share, compared to \$38.2 million, or \$0.47 per diluted share in Q3'14. Q3'15 reported revenue was lower by approximately \$7.0 million, or approximately \$0.06 per diluted share, due to Align's new Additional Aligners at No Charge policy that launched on July 18, 2015. As a result of this new policy, which provides free additional aligners for eligible Invisalign treatments, the Company now defers more revenue per treatment and will recognize this revenue in a future period as the additional aligners are shipped.

"Q3 was another good quarter, with revenues and EPS above the high-end of our guidance," said Joe Hogan, Align Technology President and CEO. "Our results were driven by strong Invisalign case volume, with growth across all customer channels and geographies, reflecting our highest year-over-year growth in North America in three years with continued strength coming from EMEA and APAC, expansion in low-stage product segment and seasonally strong uptake by teenage patients, which account for 75% of the Orthodontic market."

# **Summary Financial Comparisons**

(In millions except for shipments and per share amounts)

	Q3'15	Q2'15	Q3'14		<b>Q</b> / <b>Q</b>	<b>Y</b> / <b>Y</b>
GAAP						
Clear Aligner shipments	147,485	144,570	119,615	_	2.0%	23.3%
Net revenues	\$ 207.6	\$ 209.5	\$ 189.9		(0.9)%	9.4%
Clear Aligner	\$ 198.3	\$ 200.8	\$ 178.1		(1.3)%	11.3%
Scanner & Services	\$ 9.3	\$ 8.7	\$ 11.7		7.8%	(20.4)%
Net profit	\$ 27.6	\$ 31.4	\$ 38.2		(11.9)%	(27.8)%
Net profit per share	\$ 0.34	\$ 0.39	\$ 0.47	\$	(0.05) \$	(0.13)

Note: Changes and percentages are based on actual values and may effect totals due to rounding

As of September 30, 2015, Align had \$630.0 million in cash, cash equivalents and marketable securities compared to \$602.6 million as of December 31, 2014. During Q3'15, Align repurchased 662,000 shares of stock, including the final delivery of 332,000 shares related to the completion of our previously announced \$70 million accelerated stock repurchase (ASR) and 330,000 shares amounting to \$18.8 million in open market repurchases. There remains approximately \$111.2 million available for repurchases under the existing stock repurchase authorization. These repurchases were collectively part of a three-year, \$300 million stock repurchase program announced on April 23, 2014 of which the second \$100 million was authorized to be purchased through April 2016.

# Additional Aligners at No Charge Effective July 18, 2015

Align implemented its new Additional Aligners policy on July 18, 2015 in which the Company no longer distinguishes between mid-course corrections and case refinements providing doctors the ability to order additional aligners to address either treatment need at no charge, subject to certain requirements. These changes were effective for all new Invisalign Full, Teen, and Assist treatments shipped worldwide after July 18, 2015, as well as any cases that were open as of this date. While this policy change was largely immaterial to the Company's cash flows, it does influence the rate at which the Company recognizes revenue.

# **<u>Q4 2015 Business Outlook</u>**

For the fourth quarter of 2015 (Q4'15), Align provides the following guidance:

- Clear Aligner case shipments in the range of 154.9 thousand to 157.4 thousand, up approximately 22% to 24% over the same period a year-ago.
- Net revenues in the range of \$223.0 million to \$227.9 million.
- Diluted EPS in the range of \$0.50 to \$0.53.

Q4'15 net revenues include the expected impact of approximately \$7.0 million to \$8.0 million, or approximately \$0.06 to \$0.07 per diluted share, due to the impact on deferred revenues from Align's new Additional Aligners at No Charge policy that launched on July 18, 2015.

# Align Announces Patent Infringement and False Advertising Lawsuit Against SmileCareClub, Sharper Image, and Brookstone

In a separate press release today, Align announced that it has filed a lawsuit in the United States District Court for the Northern District of California against SmileCareClub LLC ("SmileCareClub"), Camelot SI, LLC d/b/a SharperImage.com ("Sharper Image"), and Brookstone, Inc. ("Brookstone") for patent infringement, false advertising, and unfair competition.

On October 21, 2015 Align and ClearCorrect agreed to mutually dismiss the claims and cross-claims in the California Superior Court action. This litigation is unrelated to Align's pending patent infringement case against ClearCorrect.

# Align Web Cast and Conference Call

Align will host a conference call today, October 22, 2015 at 4:30 p.m. ET, 1:30 p.m. PT, to review its third quarter 2015 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'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 13621393 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 29, 2015.

#### About Align Technology, Inc.

Align Technology is the leader in modern clear aligner orthodontics that designs, manufactures and markets the Invisalign® system, which provides dental professionals with a range of treatment options for adults and teenagers. Align also offers the iTero 3D digital scanning system and services for orthodontic and restorative dentistry. Align was founded in March 1997 and received FDA clearance to market the Invisalign system in 1998. Visit www.aligntech.com for more information.

For additional information about the Invisalign system or to find an Invisalign provider in your area, please visit www.invisalign.com. For additional information about the iTero 3D digital scanning system, please visit www.itero.com.

#### **Forward-Looking Statement**

This news release, including the tables below, contains forward-looking statements, including statements regarding the expected impact that the "Additional Aligners at No Charge" policy will have on net revenues in the fourth quarter of 2015, in addition to certain other business metrics for the fourth quarter of 2015, including, but not limited to, anticipated net revenues, deferrals, gross margin, operating expenses, operating profit, diluted earnings per share, and case shipments. 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 product 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 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 and the loss of key personnel. 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 year ended December 31, 2014, which was filed with the Securities and Exchange Commission on February 26, 2015. Align undertakes no obligation to revise or update publicly any forward-looking statements for anv reason.

#### ALIGN TECHNOLOGY, INC. UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (in thousands, except per chare data)

(in thousands, except per share data)

		Three Mon	ths Ended			Nine Months Ended			
	Sept	September 2014	: 30,	Sep	tember 30, 2015	September 30, 2014			
Net revenues	\$	207,636	\$ 189	,876	\$	615,210	\$	563,053	
Cost of revenues		50,060	44	,822		147,910		135,272	
Gross profit		157,576	145	,054		467,300		427,781	
Operating expenses:									
Selling, general and adminstrative		101,751	80	,653		290,657		246,175	
Research and development		17,779	12	,854		47,348		39,523	
Total operating expenses		119,530	93	,507		338,005		285,698	
Operating profit		38,046	51	,547		129,295		142,083	
Interest and other income (expense), net		(1,568)	(1	,999)		(2,846)		(1,491)	
Profit before income taxes		36,478	49	,548		126,449		140,592	
Provision for income taxes		8,862	11	,301	_	31,306		34,301	
Net profit	\$	27,616	\$ 38	,247	\$	95,143	\$	106,291	
Net profit per share									
- basic	\$	0.35	\$	0.47	\$	1.19	\$	1.31	
- diluted	\$	0.34		0.47	\$	1.17	\$	1.29	
Shares used in computing net profit per share									
- basic		79,808	80	,629		80,173		80,924	
- diluted		81,092	82	,014		81,576		82,443	

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

	September 30, 2015	December 31, 2014
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 174,040	\$ 199,871
Marketable securities, short-term	310,715	254,787
Accounts receivable, net	148,395	129,751
Inventories	18,939	15,928
Prepaid expenses and other current assets	59,644	56,823
Total current assets	711,733	657,160
Marketable securities, long-term	145,246	147,892
Property, plant and equipment, net	120,738	90,125
Goodwill and intangible assets, net	79,715	82,056
Deferred tax assets	14,542	3,099
Other assets	7,588	7,665
Total assets	<u>\$ 1,079,562</u>	<u>\$ 987,997</u>
LIABILITIES AND STOCKHOLDERS' EQUITY	ſ.	
Current liabilities:		
Accounts payable	\$ 32,599	\$ 23,247
Accrued liabilities	95,914	87,880
Deferred revenues	115,998	90,684
Total current liabilities	244,511	201,811
Other long term liabilities	36,792	33,415
Total liabilities	281,303	235,226
Total stockholders' equity	798,259	752,771
Total liabilities and stockholders' equity	<u>\$ 1,079,562</u>	\$ 987,997

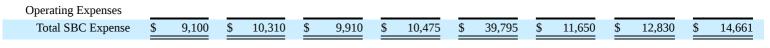
# ALIGN TECHNOLOGY,

INC.

# Q3 2015 FINANCIAL AND BUSINESS METRICS

(in thousands except average selling price, utilization and doctors trained)

Invasion Clear Aligner Net Revenues to Generational Aligner Net Revenues 10 (2007)       S 103,408       S 103,500			Q1 2014		Q2 2014		Q3 2014		Q4 2014		Fiscal 2014		Q1 2015		Q2 2015		Q3 2015
International       49,848       55,088       55,039       60,467       210,742       55,020       61,206       12,240 <t< td=""><td>Invisalign Clear Aligner Net</td><td>Rev</td><td>enues by Ge</td><td>eog</td><td>raphy:</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	Invisalign Clear Aligner Net	Rev	enues by Ge	eog	raphy:												
Non-cose*       10,481       12,090       11,350       12,300       46,230       12,265       12,784       12,982         Toral Clear Alligner Ne       1      <	North America	\$	107,910	\$	111,648	\$	113,349	\$	113,670	\$	446,577	\$	118,844	\$	126,137	\$	124,085
Total Clear Aligner Net       100.20	International		49,848		55,988		53,439		60,467		219,742		55,920		61,896		61,265
Revenues       §       168,229       §       179,138       §       116,437       S       117,248       §       117,258       11	Non-case*		10,481		12,099		11,350		12,300		46,230		12,265		12,784		12,942
by % growth       18.8%       17.2%       15.0%       12.2%       15.9%       17.3%       17.3%       17.3%         worde hvistign products, and retainers       4.9%       4.7%       0.3%       7.4%       1.33         Average hvistign settings       prioducts, and retainers       1.305       \$       1.335       \$       1.300       \$       1.255         Incrnational ASP       \$       1.405       \$       1.305       \$       1.335       \$       1.300       \$       1.255         Incrnational ASP       \$       1.620       \$       1.305       \$       1.330       \$       1.330       \$       1.335       \$       1.300       \$       1.255         Incrnational       81.420       \$       4.420       34.210       40.655       138.430       91.110       99.630       101.260         Incrnational       30.760       34.450       34.210       40.655       138.450       90.630       101.260         Incrnational       7.185       7.085       7.950       19.745       29.890       20.165       21.335       21.160         Increasting poctor Cases<	-	\$	168 239	\$	179 735	\$	178 138	\$	186 437	\$	712 549	\$	187 029	\$	200 817	\$	
Ord? % growth       1.22%       6.69%       4.7%       4.7%       0.3%       7.4%       5.43         Wincludes Survisedign settings produces, well retainers       North American, ancillary produces, well retainers       North American       1,405       \$       1,230       \$       1,237       \$       1,335       \$       1,330       \$       1,235         Worldwide ASP       \$       1,620       \$       1,625       \$       1,560       \$       1,575       \$       1,410       \$       1,320       \$       1,325         International       30,700       34,420       34,210       40,050       129,700       130,780       141,450       142,726         North America       19,016       119,505       19,565       19,745       29,890       20,165       21,335       21,160         International       7,116       7,695       7,950       89,954       13,450       9,650       9,790       10,159         Total Dectors Cases       30,010       21,325       31,120       31,120       31,120       31,120       31,120       31,120       31,120       31,120       31,120       31,120       <		Ψ		Ψ		Ψ		Ψ		Ψ		Ψ		Ψ		Ψ	
"Includes Invisidign variating, ancillary products, and retainers         Average Invisidign Selling, Selling, For (ASP)         Price (ASP)       \$ 1,405       \$ 1,305       \$ 1,305       \$ 1,335       \$ 1,340       \$ 1,345       \$ 1,345       \$ 1,340       \$ 1,340       \$ 44,540       44,525         International       0.0760       34,450       34,210       40,050       130,470       29,170       44,4525       147,465         North America       1015       15,505       19,745       29,890       20,165       21,335       21,160         International       7,185       7,959       19,745       29,890       20,165       21,335       21,160         International       7,185 </td <td></td> <td>15.9%</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>											15.9%						
Price (ASP):       Image of the second		g, ai		duc		ners			4./%				0.3%		7.4%		-1.3%
Worldwide ASP       S       1,405       S       1,205       S       1,230       S       1,240       30,570       44,240       44,222         Totel Cases Shipped       112,100       119,000       119,015       126,900       130,780       20,165       21,305       21,160       147,485         North America       19,105       19,550       19,745       29,800       20,165       21,335       21,160       11,150       31,310         International       7,185       7,685       7,950       29,490       23,340       29,215       31,125       31,310         International       26,200       27,190	Average Invisalign Selling Price (ASP):																-
International ASP       \$       1,620       \$       1,510       \$       1,510       \$       1,510       \$       1,410       \$       1,330       \$       1,325         Invisibility Clear Aligner Cases Shipped by Congruptic       Month America       81,420       84,850       85,405       86,855       338,530       91,110       99,630       101,260         International       30,700       34,450       113,300       110,615       126,500       139,470       330,700       44,940       44,225         North America       19,015       19,505       19,745       29,090       20,165       21,335       21,160         International       7,185       7,685       7,950       19,745       29,090       20,165       21,335       21,160         International       7,185       7,685       7,950       28,690       43,340       29,215       31,125       31,310         Introductions       8.1       8.4       4.4       4.4       4.4       11.3       4.5       4.7       4.8         North America       9.0       9.0       9.0       9.0       9.0       9.0		\$	1 405	\$	1 405	\$	1 395	\$	1 370	\$	1 395	\$	1 335	\$	1.300	\$	1 255
North America       11,420       84,850       85,405       86,855       338,530       91,110       99,630       101,260         International       30,760       34,450       34,210       40,050       139,470       39,670       44,940       46,225         Total Cases Shipped       112,180       119,305       126,905       478,000       130,780       144,570       147,485         North America       19,015       19,505       19,550       19,745       29,890       20,165       21,335       21,160         International       7,185       7,685       7,950       28,690       43,340       29,215       31,125       31,310         Invisolign Doctor Utilization Rates*        26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisolign Doctor Utilization Rates*       8       8       6       27.7       9.0       9.5       9.9         North America       9       2.9       2.8       2.9       6.9       2.9       3.0       2.9         International       4.3       4.5       4.3       4.4																	
North America       11,420       84,850       85,405       86,855       338,530       91,110       99,630       101,260         International       30,760       34,450       34,210       40,050       139,470       39,670       44,940       46,225         Total Cases Shipped       112,180       119,305       126,905       478,000       130,780       144,570       147,485         North America       19,015       19,505       19,550       19,745       29,890       20,165       21,335       21,160         International       7,185       7,685       7,950       28,690       43,340       29,215       31,125       31,310         Invisolign Doctor Utilization Rates*        26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisolign Doctor Utilization Rates*       8       8       6       27.7       9.0       9.5       9.9         North America       9       2.9       2.8       2.9       6.9       2.9       3.0       2.9         International       4.3       4.5       4.3       4.4	Invisalign Clear Aligner Cas	es Si	hipped by G	eod	raphy:												
International       30,760       34,450       34,210       40,050       139,470       39,670       44,940       46,225         Total Cases Shipped       112,180       119,300       119,615       126,905       478,000       130,780       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       144,570       10,708       144,570       10,708       144,570       10,708       112,180       7,950       8,945       13,340       29,610       2,1,335       21,160       10,501       10,501       10,501       10,510       10,510       10,510       10,510       10,510       10,510       10,510       10,510       10,510       10,510       10,510       10,510       10,510       11,50       11,50       11,50       11,50       11,50       11,50       11,50       11,50       11,50       11,50       14,44       4,4       4,6       4,6       4,6       4,6       4,6       4,6       1,0       14,5       14,5       14,5       1,6       1,10       14,5							85,405		86,855		338,530		91,110		99,630		101,260
Total Cases Shipped       112,180       119,300       119,615       126,905       478,000       130,780       144,570       147,485         Number of Invisalign Doctors Cases Shipped To: International       7,185       7,685       7,950       8,945       13,450       9,050       9,790       10,150         Total Doctor Cases       7,185       7,685       7,950       8,945       13,450       9,050       9,790       10,150         Total Doctor Cultization Rates*: North America       4,3       4,4       4,4       4,4       11.3       4,5       4,7       4,8         North America       8,1       8,4       8,8       8,6       27,7       9,0       9,5       9,9         North America       8,1       8,4       8,8       8,6       27,7       9,0       9,5       9,9         International       4,3       4,4       4,4       11.0       4,4       4,6       4,6         Total Utilization       8,3       4,4       4,4       4,4       11.0       4,5       4,6       4,7         * t of cases shipped/ft of doctors to whom cases were shipped       1,255       1,380       1,400<					- ,												-
Number of Invisalign Doctors Cases Shipped To:         North America       19.015       19.505       19.550       19.745       29.890       20.165       21.335       21,160         International       7,185       7,685       7.950       8.945       13,450       9.050       9.790       10,150         Total Doctors Cases       26,200       27.190       27.500       28,690       43.340       29.215       31.125       31.310         Invisalign Doctor Utilization Rates*:       North America       4.3       4.4       4.4       4.4       11.3       4.5       4.7       4.8         North America       6.1       8.4       8.8       8.6       27.7       9.0       9.5       9.9         North America OF       9       2.9       2.8       2.9       6.9       2.9       3.0       2.9         International       4.3       4.4       4.4       4.4       11.0       4.5       4.6       4.6         Total Utilization       700       1,150       1,125       1,170       4,145       670       1,120       1,060         International       1,255																	
North America       19,015       19,505       19,505       19,745       29,890       20,165       21,335       21,160         International       7,885       7,685       7,950       8,945       13,450       9,050       9,790       10,150         Total Doctor Coses       26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisalign Doctor Utilization Rates*:	Total Cases Shipped		112,100	_	110,000	_	110,010	_	120,000	_		_	100,700		11,070	_	117,100
North America       19,015       19,505       19,505       19,745       29,890       20,165       21,335       21,160         International       7,885       7,685       7,950       8,945       13,450       9,050       9,790       10,150         Total Doctor Coses       26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisalign Doctor Utilization Rates*:	Number of Invisalign Doctor	s Ca	ises Shipped	ł Ta	):												
Total Doctors Cases Shipped To       26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisalign Doctor Utilization Rates*:	, ,						19,550		19,745		29,890		20,165		21,335		21,160
Total Doctors Cases Shipped To       26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisalign Doctor Utilization Rates*:       North America       4.3       4.4       4.4       4.4       11.3       4.5       4.7       4.8         North American Orthodontists       8.1       8.4       8.8       8.6       27.7       9.0       9.5       9.9         North American GP Dentists       2.9       2.9       2.8       2.9       6.9       2.9       3.0       2.9         International       4.3       4.5       4.3       4.5       10.4       4.4       4.6       4.6         Total Utilization Rates       4.3       4.4       4.4       4.4       11.0       4.5       4.6       4.7         * # of cases shipped/* of doctors to whon cases were shipped       11.25       1.170       4.145       870       1.120       1.060         International       1.255       1.380       1.400       1.255       5.290       1.540       1.335       1.200         Vorth America       700       1.150       1.255       5.290	International		7.185		7.685		7.950		8,945		13.450		9.050		9,790		10.150
Shipped To       26,200       27,190       27,500       28,690       43,340       29,215       31,125       31,310         Invisalign Doctor Utilization Rates*:       North America       4.3       4.4       4.4       4.4       11.3       4.5       4.7       4.8         North American OP       Orthodontists       8.1       8.4       8.8       8.6       27.7       9.0       9.5       9.9         North American GP       Dentists       2.9       2.9       2.8       2.9       6.9       2.9       3.0       2.9         International       4.3       4.5       4.3       4.5       10.4       4.4       4.6       4.6         Total Utilization       Taxtes       4.3       4.4       4.4       4.4       11.0       4.5       4.6       4.7         * # of cases shipped/# of doctors to whom cases were shipped       1.125       1.170       4.145       870       1.120       1.060         International       1.255       1.380       1.400       1.255       5.290       1.540       1.335       1.200         Total Doctors Trained       1.955       2.530	Total Doctors Cases		.,	_	.,		.,		0,010		,		-,		-,		
North America North America Orthodomists       4.3       4.4       4.4       4.4       11.3       4.5       4.7       4.8         North American Orthodomists       8.1       8.4       8.8       8.6       27.7       9.0       9.5       9.9         North American GP       -			26,200		27,190		27,500		28,690		43,340		29,215		31,125		31,310
North America North America Orthodomists       4.3       4.4       4.4       4.4       11.3       4.5       4.7       4.8         North American Orthodomists       8.1       8.4       8.8       8.6       27.7       9.0       9.5       9.9         North American GP       -	Invisalian Doctor Utilization	Rat	es*:														
North American Orthodontists     2.9     8.4     8.6     27.7     9.0     9.5     9.9       North American GP     2.9     2.9     2.8     2.9     6.9     2.9     3.0     2.9       International     4.3     4.5     4.3     4.5     10.4     4.4     4.6     4.6       Total Utilization     4.3     4.4     4.4     4.4     11.0     4.5     4.6     4.7       * # of cases shipped/# of doctors to whom cases were shipped     4.3     4.4     4.4     4.10     4.5     4.6     4.7       * # of cases shipped/# of doctors to whom cases were shipped     1.125     1.170     4.145     870     1.120     1.060       International     700     1.150     1.125     5.290     1.540     1.335     1.200       Total Doctors Trained     99,045     2.525     2.425     9.435     2.410     2.455     2.260       Total to Date     99,045     91,570     93.995     93.995     96.405     98.601     101.120       Carear Aligner Net     1.2407     1.2796     1.7138     1.86.437     \$ 187.029     \$ 20.8.	-	nut			4.4		4.4		4.4		11.3		4.5		4.7		4.8
Orthodontists     8.1     8.4     8.8     8.6     27.7     9.0     9.5     9.9       North American GP     2.9     2.9     2.8     2.9     6.9     2.9     3.0     2.9       International     4.3     4.5     4.3     4.5     10.4     4.4     4.6     4.6       Total Utilization     Rates     4.3     4.4     4.4     4.4     11.0     4.5     4.6     4.7       * # of cases shipped# of doctors to whom cases     vere shipped     1.125     1.170     4.145     870     1.120     1.060       International     1.255     1.380     1.400     1.255     5.290     1.540     1.335     1.200       Total Doctors Trained     1.955     2.530     2.525     2.425     9.435     2.410     2.455     2.260       Total Dotato     86,515     89.045     91.570     93.995     93.995     96.405     98.860     101.120       Total Net Revenues:     I 6.8,239     \$     178.138     I 86.437     \$     712.549     \$     187.029     \$     209.481     \$     9.344			1.0								11.0		1.5				1.0
Dentists     2.9     2.9     2.8     2.9     6.9     2.9     3.0     2.9       International     4.3     4.5     4.3     4.5     10.4     4.4     4.6     4.6       Total Utilization	Orthodontists		8.1		8.4		8.8		8.6		27.7		9.0		9.5		9.9
International     4.3     4.5     4.3     4.5     10.4     4.4     4.6     4.6       Total Utilization     Rates     4.3     4.4     4.4     4.4     11.0     4.5     4.6     4.7       * # of cases shipped/# of doctors to whom cases were shipped     North America     700     1,150     1,125     1,170     4,145     870     1,120     1,060       International     1,255     1,380     1,400     1,255     5,290     1,540     1,335     1,200       Total Doctors Trained     1,255     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total Doctors Trained     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total Date     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues     \$ 168,239     \$ 179,735     \$ 178,138     \$ 186,437     \$ 187,029     \$ 200,817     \$ 198,292       Scanner & Services Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671	North American GP																
Total Utilization     Rates     4.3     4.4     4.4     4.4     11.0     4.5     4.6     4.7       * # of cases shipped/# of doctors to whom cases were shipped     *     *     #     1.00     4.5     4.6     4.7       * # of cases shipped/# of doctors to whom cases were shipped     1.125     1.125     1.170     4.145     870     1.120     1.000       Number of Invisalign Doctors Trained     1.255     1.380     1.400     1.255     5.290     1.540     1.335     1.200       Total Doctors Trained     1.255     2.530     2.525     2.425     9.435     2.410     2.455     2.2600       Total Doctors Trained     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Dotto     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues     8     168,239     \$     179,735     \$     178,138     \$     86,437     \$     712,549     \$     187,029     \$     200,817     \$     198,292     Scamer & Services Net       <	Dentists		2.9		2.9		2.8		2.9		6.9		2.9		3.0		2.9
Rates     4.3     4.4     4.4     4.4     11.0     4.5     4.6     4.7       * # of cases shipped/# of doctors to whon cases were shipped     *	International		4.3		4.5		4.3		4.5		10.4		4.4		4.6		4.6
* # of cases shipped/# of doctors to whom cases were shipped       Number of Invisalign Doctors Trained:     1,150     1,125     1,170     4,145     870     1,120     1,060       International     1,255     1,380     1,400     1,255     5,290     1,540     1,335     1,200       Total Doctors Trained     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:       Clear Aligner Net     Revenues     \$     168,239     \$     179,735     \$     178,138     \$     186,437     \$     712,549     \$     187,029     \$     200,817     \$     198,292       Scanner & Services Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     180,646     \$     192,531     \$     189,876     \$     198,600     \$     761,653     \$     198,086     \$     209,488     \$     207,636   <	Total Utilization																
Number of Invisalign Doctors Trained:       Number of Invisalign Doctors Trained:     1,120     1,125     1,170     4,145     870     1,120     1,060       International     1,255     1,380     1,400     1,255     5,290     1,540     1,335     1,200       Total Doctors Trained     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date     worldwide     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Not Revenues:       Clear Aligner Net       Revenues     \$     168,239     \$     179,735     \$     178,138     \$     186,437     \$     712,549     \$     187,029     \$     200,817     \$     198,292       Scanner & Services Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     \$     180,646     \$     192,531     \$     189,876     \$     198,600     \$     761,653     \$     198,086     \$     209,488<							4.4		4.4		11.0		4.5		4.6		4.7
North America     700     1,150     1,125     1,170     4,145     870     1,120     1,060       International     1,255     1,380     1,400     1,255     5,290     1,540     1,335     1,200       Total Doctors Trained     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     E <t< td=""><td>* # of cases shipped/# of do</td><td>ctor</td><td>s to whom c</td><td>ase</td><td>s were shipp</td><td>ed</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	* # of cases shipped/# of do	ctor	s to whom c	ase	s were shipp	ed											
North America     700     1,150     1,125     1,170     4,145     870     1,120     1,060       International     1,255     1,380     1,400     1,255     5,290     1,540     1,335     1,200       Total Doctors Trained     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     E <t< td=""><td>Marken (T. 's Proposition</td><td>m</td><td>• •</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	Marken (T. 's Proposition	m	• •														
International     1,255     1,380     1,400     1,255     5,290     1,540     1,335     1,200       Total Doctors Trained Worldwide     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date Worldwide     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     Exercise     Exercise <th< td=""><td></td><td>'s Tr</td><td></td><td></td><td>1 1 5 0</td><td></td><td>4 405</td><td></td><td>4 4 7 0</td><td></td><td>4.4.45</td><td></td><td>070</td><td></td><td>1 100</td><td></td><td>1.000</td></th<>		's Tr			1 1 5 0		4 405		4 4 7 0		4.4.45		070		1 100		1.000
Total Doctors Trained Worldwide     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date Worldwide     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     Clear Aligner Net Revenues     \$     168,239     \$     179,735     \$     178,138     \$     186,437     \$     712,549     \$     187,029     \$     200,817     \$     198,292       Scanner & Services Net Revenues     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net Revenues     \$     180,646     \$     192,531     \$     189,876     \$     198,600     \$     761,653     \$     198,086     \$     209,488     \$     207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.49     9.49     0.90     5.8%     -0.99       Stock-based Compensation (SBC)     \$     800     \$     940     865     965     \$     3,570     980     9																	
Worldwide     1,955     2,530     2,525     2,425     9,435     2,410     2,455     2,260       Total to Date Worldwide     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     E <the< th="">     E     <the< th="">     E<td></td><td></td><td>1,255</td><td>_</td><td>1,380</td><td></td><td>1,400</td><td></td><td>1,255</td><td></td><td>5,290</td><td></td><td>1,540</td><td></td><td>1,335</td><td></td><td>1,200</td></the<></the<>			1,255	_	1,380		1,400		1,255		5,290		1,540		1,335		1,200
Total to Date     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     Image: Clear Aligner Net			1.055		2 5 2 0				2.425		0.405		2 410				2 200
Worldwide     86,515     89,045     91,570     93,995     93,995     96,405     98,860     101,120       Total Net Revenues:     Image: State			1,955	_	2,530	_	2,525	_	2,425	_	9,435		2,410	_	2,455	_	2,260
Total Net Revenues:       Clear Aligner Net     \$     168,239     \$     179,735     \$     178,138     \$     186,437     \$     712,549     \$     187,029     \$     200,817     \$     198,292       Scanner & Services Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     \$     180,646     \$     192,531     \$     189,876     \$     198,600     \$     761,653     \$     198,086     \$     209,488     \$     207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.88%     9.49       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.99       Stock-based Compensation (SBC)     \$     800     \$     940     865     965     \$     3,570     980     970     \$     984			00 545		00.045		04 0		00.00 <b>-</b>		00.00 <b>-</b>		00.405		00.000		404 400
Clear Aligner Net       Revenues     \$ 168,239     \$ 179,735     \$ 178,138     \$ 186,437     \$ 712,549     \$ 187,029     \$ 200,817     \$ 198,292       Scanner & Services Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     180,646     192,531     189,876     198,600     198,600     198,086     198,086     209,488     207,636       YoY % growth     17.6%     17.5%     189,876     198,600     11.4%     15.4%     198,086     209,488     207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.49       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       Stock-based Compensation (SBC)     SEC included in Gross     Seconda Secon	Worldwide		86,515	_	89,045	=	91,570	=	93,995	=	93,995	_	96,405	_	98,860	_	101,120
Clear Aligner Net       Revenues     \$ 168,239     \$ 179,735     \$ 178,138     \$ 186,437     \$ 712,549     \$ 187,029     \$ 200,817     \$ 198,292       Scanner & Services Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net     180,646     192,531     189,876     198,600     198,600     198,086     198,086     209,488     207,636       YoY % growth     17.6%     17.5%     189,876     198,600     11.4%     15.4%     198,086     209,488     207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.49       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       Stock-based Compensation (SBC)     SEC included in Gross     Seconda Secon	m . I																
Revenues     \$     168,239     \$     179,735     \$     178,138     \$     186,437     \$     712,549     \$     187,029     \$     200,817     \$     198,292       Scanner & Services Net Revenues     12,407     12,796     11,738     12,163     49,104     11,057     \$     8,671     9,344       Total Worldwide Net Revenues     \$     180,646     \$     192,531     \$     189,876     \$     198,600     \$     761,653     \$     198,086     \$     209,488     \$     207,636       YoY % growth     17.6%     17.5%     189,876     \$     198,600     \$     761,653     \$     198,086     \$     209,488     \$     207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.949     9.49       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.99       SBC included in Gross Profit     800     940     865     865     965     3,570     980     970     984																	
Scanner & Services Net Revenues     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net Revenues     \$ 180,646     \$ 192,531     \$ 189,876     \$ 198,600     \$ 761,653     \$ 198,086     \$ 209,488     \$ 207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.49       QoQ % growth     13.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       Stock-based Compensation (SBC)     SBC included in Gross Profit     8 800     940     8 865     965     3 3,570     980     970     984	-	¢	100 000	¢	150 505	¢	150 100	¢	100 407	¢	<b>E</b> 10 <b>E</b> 40	¢	105 000	¢	200.015	¢	100 000
Revenues     12,407     12,796     11,738     12,163     49,104     11,057     8,671     9,344       Total Worldwide Net Revenues     \$ 180,646     \$ 192,531     \$ 189,876     \$ 198,600     \$ 761,653     \$ 198,086     \$ 209,488     \$ 207,636       YoY % growth QoQ % growth     17.6%     17.5%     15.4%     111.4%     15.4%     9.7%     8.8%     9.49       Stock-based Compensation (SBC)     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       SBC included in Gross Profit     \$ 800     940     \$ 865     965     \$ 3,570     \$ 980     \$ 970     \$ 984		\$	168,239	\$	1/9,/35	\$	1/8,138	\$	186,437	\$	/12,549	\$	187,029	\$	200,817	\$	198,292
Total Worldwide Net Revenues     \$ 180,646     \$ 192,531     \$ 189,876     \$ 198,600     \$ 761,653     \$ 198,086     \$ 209,488     \$ 207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.4%       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       Stock-based Compensation (SBC)     SBC included in Gross     Profit     \$ 800     940     865     965     3,570     980     970     984			12 /07		12 706		11 738		12 163		40 104		11 057		8 671		0 3//
Revenues     \$ 180,646     \$ 192,531     \$ 189,876     \$ 198,600     \$ 761,653     \$ 198,086     \$ 209,488     \$ 207,636       YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.49       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       Stock-based Compensation (SBC)     SBC included in Gross     Profit     \$ 800     940     \$ 865     965     3,570     980     970     984			12,40/	_	12,730	-	11,730	-	12,105		75,104	_	11,007	_	0,071	_	5,544
YoY % growth     17.6%     17.5%     15.4%     11.4%     15.4%     9.7%     8.8%     9.49       QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.99       Stock-based Compensation (SBC)     SBC included in Gross     Profit     \$ 800 \$ 940 \$ 865 \$ 965 \$ 3,570 \$ 980 \$ 970 \$ 984		\$	180.646	\$	192.531	\$	189.876	\$	198.600	\$	761.653	\$	198.086	\$	209.488	\$	207.636
QoQ % growth     1.3%     6.6%     -1.4%     4.6%     -0.3%     5.8%     -0.9%       Stock-based Compensation (SBC)     SBC included in Gross     -0.5% <td< td=""><td></td><td></td><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td><td>_</td><td></td><td></td><td></td><td>-</td><td></td><td></td><td></td></td<>						-				_				-			
Stock-based Compensation (SBC)         SBC included in Gross         Profit       \$ 800 \$ 940 \$ 865 \$ 965 \$ 3,570 \$ 980 \$ 970 \$ 984											15,4%						
SBC included in Gross         Profit       \$ 800 \$ 940 \$ 865 \$ 965 \$ 3,570 \$ 980 \$ 970 \$ 984			1.370		0.070		-1.4/0		4.070				-0.370		5.070		-0.370
Profit       \$ 800       940       \$ 865       965       \$ 3,570       \$ 980       \$ 970       \$ 984	Stock-based Compensation (S	SBC	)														
	SBC included in Gross																
SBC included in 8,300 9,370 9,045 9,510 36,225 10,670 11,860 13,677	Profit	\$	800	\$	940	\$	865	\$	965	\$	3,570	\$	980	\$	970	\$	984
	SBC included in		8,300		9,370		9,045		9,510		36,225		10,670		11,860		13,677



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)

	Q4'15 Guidance
	GAAP
Net Revenues	\$223.0 - \$227.9
Gross Margin	75.7% - 76.2%
Operating Expenses	\$114.7 - \$116.3
Operating Margin	24.3% - 25.1%
Net Income per Diluted Share	\$0.50 - \$0.53

Q4'15 net revenues include the expected impact of approximately \$7.0 million to \$8.0 million, or approximately \$0.06 to \$0.07 per diluted share, due to the impact on deferred revenues from Align's new Additional Aligners at No Charge policy that launched on July 18, 2015.

Business Metrics:	Q4'15
Case Shipments	154.9K - 157.4K
Capital Expenditure	\$20M - \$25M
Depreciation & Amortization	\$5.0M - \$5.5M
Diluted Shares Outstanding	81.4M*
Stock Based Compensation Expense	\$14.2M
Tax Rate	24.5%

\* Excludes any stock repurchases during the quarter



#### FOR IMMEDIATE RELEASE

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# ALIGN TECHNOLOGY FILES PATENT INFRINGEMENT AND FALSE ADVERTISING LAWSUIT AGAINST SMILECARECLUB, SHARPER IMAGE, AND BROOKSTONE

SAN JOSE, Calif., October 22, 2015 -- Align Technology, Inc. (Nasdaq: ALGN) today announced that it has filed a lawsuit in the United States District Court for the Northern District of California against SmileCareClub LLC ("SmileCareClub"), Camelot SI, LLC d/b/a SharperImage.com ("Sharper Image"), and Brookstone, Inc. ("Brookstone") for patent infringement, false advertising, and unfair competition.

In the lawsuit, Align asserts that SmileCareClub infringes fourteen Align patents related to the manufacture and sale of SmileCareClub's clear aligners, and that Sharper Image and Brookstone infringe fourteen Align patents by marketing and selling the SmileCareClub system. The Complaint further alleges that SmileCareClub, Sharper Image, and Brookstone deliberately deceive and confuse patients and unfairly compete with Align in violation of California and federal law by making false and unsupported claims regarding the safety and effectiveness of SmileCareClub's products which are offered without any direct in-person contact with a dental professional.

"Doctors play a necessary and integral role in any orthodontic treatment process, starting with a diagnosis and treatment prescription based on an in-person examination of the patient. This critical role continues with in-person consultations throughout treatment as the doctor monitors the patient's dental health and treatment progress. The SmileCareClub do-it-at-home system lacks this critical oversight and entirely eliminates the doctor's role in treatment. It instead replaces the doctor with an unknown email address and no actual patient contact, thus impairing the ability to accurately diagnose and care for the patient during treatment," said Roger E. George, Align Technology vice president and general counsel.

"Not only have SmileCareClub and its retailers attempted to deceive the public regarding the safety and effectiveness of its product when used without adequate supervision by a dental professional, but they also sell a product that infringes Align's patents," said Mr. George. "We believe that SmileCareClub is working with ClearCorrect to manufacture clear aligners that infringe Align's patents and we anticipate that additional information regarding this relationship will come to light during discovery. The ITC administrative law judge and the International Trade Commission itself have already found that ClearCorrect aligners infringe Align's valid patents. We are confident of our ultimate victory in the ClearCorrect matter, and we will continue to assert and defend our intellectual property rights against attempts by SmileCareClub, ClearCorrect, or any other company attempting to manufacture or sell an infringing product."

The patents-in-suit include those listed below and cover a wide range of Align's processes, including those related to orthodontic treatment planning for aligner therapy and the manufacture of aligners:

- U.S. Patent No. 5,975,893 ("the '893 patent")
- U.S. Patent No. 6,217,325 ("the '325 patent")
- U.S. Patent No. 6,227,850 ("the '850 patent")
- U.S. Patent No. 6,450,807 ("the '807 patent")
- U.S. Patent No. 6,471,511 ("the '511 patent")
- U.S. Patent No. 6,602,070 ("the '070 patent")
- U.S. Patent No. 6,626,666 ("the '666 patent")
- U.S. Patent No. 6,629,840 ("the '840 patent")
- U.S. Patent No. 6,699,037 ("the '037 patent")
- U.S. Patent No. 6,722,880 ("the '880 patent")
- U.S. Patent No. 7,134,874 ("the '874 patent")
- U.S. Patent No. 7,578,674 ("the '674 patent")
- U.S. Patent No. 8,070,487 ("the '487 patent")
- U.S. Patent No. 8,780,106 ("the '106 patent")

#### About Align Technology, Inc.

Align Technology is the leader in modern clear aligner orthodontics that designs, manufactures and markets the Invisalign® system, which provides dental professionals with a range of treatment options for adults and teenagers. Align also offers the iTero 3D digital scanning system and services for orthodontic and restorative dentistry. Align was founded in March 1997 and received FDA clearance to market the Invisalign system in 1998. Visit www.aligntech.com for more information.

For additional information about the Invisalign system or to find an Invisalign provider in your area, please visit www.invisalign.com. For additional information about the iTero 3D digital scanning system, please visit www.itero.com.