

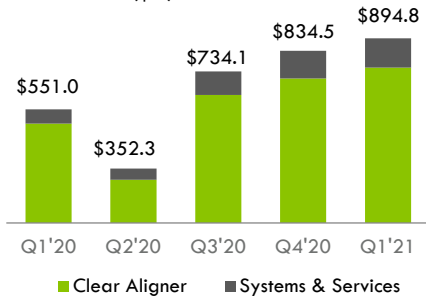


FOUNDED	1997
NASDAQ TICKER	ALGN
HEADQUARTERS	Tempe, AZ
EMPLOYEES	20K
ANNUALIZED REVENUES*	\$2.8B

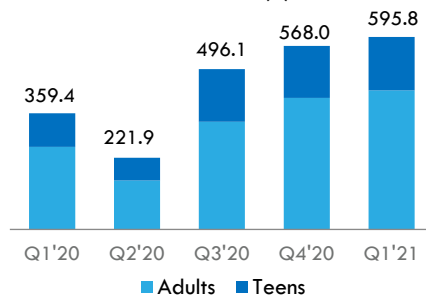
ALIGN TECHNOLOGY

Align Technology is a global medical device company with industry-leading products including the Invisalign® system, the most advanced clear aligner system in the world, and iTero® intraoral scanners and services and exocad® CAD/CAM software. Align has helped treat over 10.2 million patients with the Invisalign system and is driving the evolution in digital dentistry with the iTero intraoral scanner and exocad CAD/CAM software – modernizing today’s practices by enabling enhanced digital orthodontic and restorative workflows to improve patient outcomes and practice efficiencies.

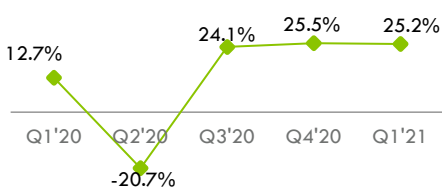
NET REVENUES (\$M)



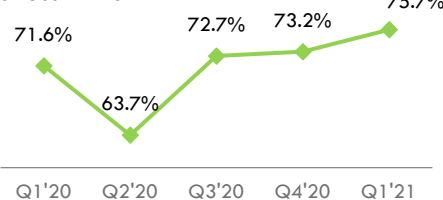
INVISALIGN CASE SHIPMENTS (K)



OPERATING MARGIN



GROSS MARGIN



INVISALIGN CLEAR ALIGNER SYSTEM

The Invisalign system is used for straightening teeth with a series of custom-made aligners for each patient. Invisalign treatment is offered in over 100 markets across the globe. Invisalign treatment is prescribed to teenage and adult patients through Invisalign-trained orthodontists or general practitioner dentists (GP dentists). Patient pricing for Invisalign products is determined by the doctor, depending on the treatment plan.

IMAGING SYSTEMS AND CAD/CAM SERVICES

The iTero Element scanner uses patented parallel confocal imaging technology to capture an accurate 3D digital impression image of the patient’s dentition. The 3D digital file can then be used for various procedures and services including, milling of restorative units such as crowns, implant abutments, and orthodontic workflows. Only the iTero intraoral scanner models feature Invisalign treatment applications. exocad CAD/CAM software broadens Align’s digital platform reach by adding technology that addresses restorative needs in an end-to-end digital platform workflow to facilitate ortho-restorative and comprehensive dentistry.

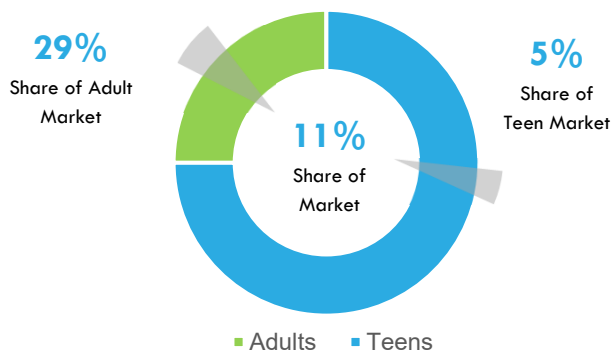
BUSINESS HIGHLIGHTS (cumulative)

<p>924M+ TOTAL ALIGNERS SHIPPED⁽¹⁾</p>	<p>200K+ INVISALIGN TRAINED DOCTORS</p>	<p>10.2M PATIENTS TO DATE</p>
<p>700K ALIGNERS MADE PER DAY⁽²⁾</p>	<p>106K+ ACTIVE INVISALIGN DOCTORS*</p>	<p>1,217 ACTIVE PATENTS (576 U.S., 641 Int'l)</p>

⁽¹⁾ Includes all aligner appliances. ⁽²⁾ Average over two quarters. *Rolling four quarters.

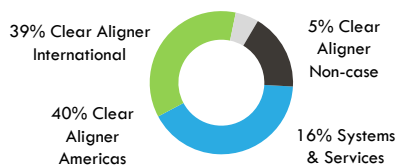
SERVED AVAILABLE MARKET SHARE

Invisalign® treatment is applicable to 13.5M of the total 15M orthodontic case starts each year



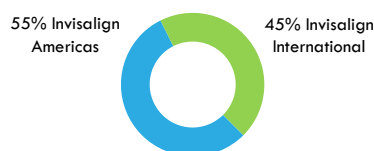
REVENUE MIX

Based Q1 2021 net revenues of \$894.8M

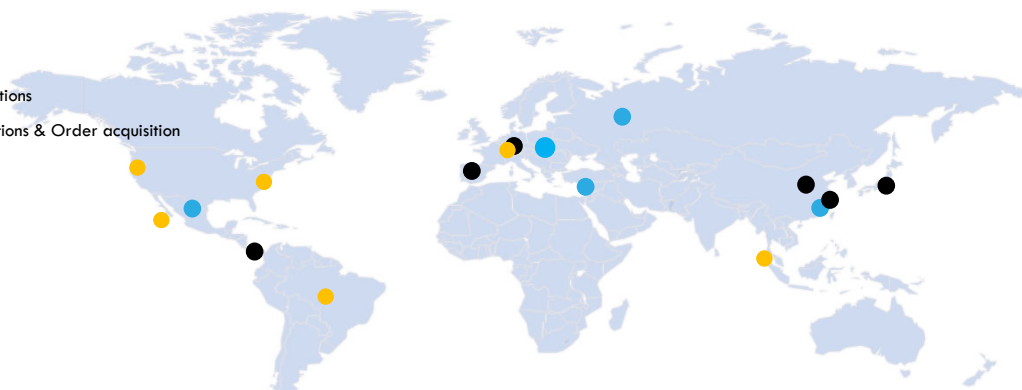


GEOGRAPHIC MIX

Based on Q1 2021 Invisalign shipments of 595.8K



- Align offices
- Invisalign Treat operations
- Manufacturing operations & Order acquisition
- Order acquisition



ALIGN OFFICES

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Fax: 408 470 1010

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FINANCIAL HIGHLIGHTS

Based on Q1 2021 financial information

GAAP	
Net revenues	\$894.8M
- Clear Aligner	\$753.3M
- Systems & Services	\$141.5M
Invisalign Case Shipments	595.8K
Net Profit	\$200.4M
Diluted Earnings Per Share	\$2.51
Gross Margin	75.7%
Operating Margin	25.2%
Cash & Investments	\$1.1B
Free Cash Flow	\$183.8M
Non-GAAP	
Net Profit	\$198.4M
Diluted Earnings Per Share	\$2.49
Gross Margin	76.1%
Operating Margin	28.6%

CONTACT US

For Corporate Inquiries

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For Patients

Invisalign patient please call 1-888-822-5446 for assistance

For Dental Professionals

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International doctors: internationaldoctors@aligntech.com