

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

	Q4 2021	Fiscal 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Fiscal 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Fiscal 2023
<b>Clear Aligner Shipments:</b>												
WW Teenagers	183,970	739,935	178,630	181,600	204,550	185,980	750,760	188,380	201,825	221,825	196,960	808,990
WW Adults	452,140	1,819,705	426,755	426,650	384,025	410,180	1,647,610	402,560	420,790	380,510	395,670	1,599,530
Total Shipments	636,110	2,559,640	605,385	608,250	588,575	596,160	2,398,370	590,940	622,615	602,335	592,630	2,408,520
<b>Invisalign doctors cases shipped to WW</b>												
Total Invisalign doctors cases shipped to WW	83,545	122,550	82,445	82,290	84,430	82,895	124,525	82,730	83,440	85,195	83,700	125,845
<b>Net Revenues:</b>												
Clear Aligner Net Revenues <sup>(1)</sup>												
Americas	\$ 380,045	\$ 1,548,818	\$ 378,436	\$ 388,292	\$ 355,791	\$ 349,411	\$ 1,471,930	\$ 366,513	\$ 381,145	\$ 366,606	\$ 348,716	\$ 1,462,980
International	380,152	1,498,663	371,082	346,181	312,701	319,004	1,348,968	354,201	378,385	355,302	361,565	1,449,453
Non-case <sup>(2)</sup>	55,062	199,599	60,178	63,925	64,345	63,239	251,687	69,090	73,144	73,031	71,631	286,896
Total Clear Aligner Net Revenues	815,259	3,247,080	809,696	798,398	732,837	731,654	3,072,585	789,804	832,674	794,939	781,912	3,199,329
Imaging Systems and CAD/CAM Services Net Revenues	215,840	705,504	163,523	171,155	157,511	169,861	662,050	153,343	169,499	165,275	174,814	662,931
<b>Total Worldwide Net Revenues</b>	<b>1,031,099</b>	<b>3,952,584</b>	<b>973,219</b>	<b>969,553</b>	<b>890,348</b>	<b>901,515</b>	<b>3,734,635</b>	<b>943,147</b>	<b>1,002,173</b>	<b>960,214</b>	<b>956,726</b>	<b>3,862,260</b>
<b>Cost of Net Revenues:</b>												
Cost of net revenues Clear Aligner	210,254	772,707	204,000	213,153	213,450	213,812	844,415	223,665	229,423	232,608	225,595	911,291
Cost of net revenues Imaging Systems and CAD/CAM Services	76,282	244,522	59,873	68,841	57,729	70,002	256,445	58,828	59,141	64,530	61,607	244,106
Total cost of net revenues	286,536	1,017,229	263,873	281,994	271,179	283,814	1,100,860	282,493	288,564	297,138	287,202	1,155,397
Gross profit	744,563	2,935,355	709,346	687,559	619,169	617,701	2,633,775	660,654	713,609	663,076	669,524	2,706,863
<b>Operating Expenses:</b>												
Selling, general and administrative	451,195	1,708,640	439,457	426,398	398,547	410,067	1,674,469	439,691	453,193	407,992	402,503	1,703,379
Research and development	72,476	250,315	71,807	72,965	76,966	83,520	305,258	87,447	88,485	88,738	82,160	346,830
Restructuring and other charges	-	-	-	-	-	11,453	11,453	-	-	-	13,316	13,316
Total operating expenses	523,671	1,958,955	511,264	499,363	475,513	505,040	1,991,180	527,138	541,678	496,730	497,979	2,063,525
<b>Operating Income</b>	<b>220,892</b>	<b>976,400</b>	<b>198,082</b>	<b>188,196</b>	<b>143,656</b>	<b>112,661</b>	<b>642,595</b>	<b>133,516</b>	<b>171,931</b>	<b>166,346</b>	<b>171,545</b>	<b>643,338</b>
<b>Interest income and other income (expense), net:</b>												
Interest income	676	3,103	677	245	1,685	2,760	5,367	2,337	4,421	5,522	4,978	17,258
Other income (expense), net	(1,556)	32,920	(11,273)	(14,832)	(22,700)	(100)	(48,905)	(1,229)	(4,763)	(9,757)	(3,643)	(19,392)
Total interest income and other income (expense), net	(880)	36,023	(10,596)	(14,587)	(21,015)	2,660	(43,538)	1,108	(342)	(4,235)	1,335	(2,134)
<b>Net income before provision for (benefit from) income taxes</b>	<b>220,012</b>	<b>1,012,423</b>	<b>187,486</b>	<b>173,609</b>	<b>122,641</b>	<b>115,321</b>	<b>599,057</b>	<b>134,624</b>	<b>171,589</b>	<b>162,111</b>	<b>172,880</b>	<b>641,204</b>
Provision for (benefit from) income taxes	29,051	240,403	53,188	60,809	49,941	73,546	237,484	46,826	59,775	40,684	48,866	196,151
<b>Net Income</b>	<b>\$ 190,961</b>	<b>\$ 772,020</b>	<b>\$ 134,298</b>	<b>\$ 112,800</b>	<b>\$ 72,700</b>	<b>\$ 41,775</b>	<b>\$ 361,573</b>	<b>\$ 87,798</b>	<b>\$ 111,814</b>	<b>\$ 121,427</b>	<b>\$ 124,014</b>	<b>\$ 445,053</b>
Net Income per share												
- basic	\$ 2.42	\$ 9.78	\$ 1.71	\$ 1.44	\$ 0.93	\$ 0.54	\$ 4.62	\$ 1.14	\$ 1.46	\$ 1.59	\$ 1.64	\$ 5.82
- diluted	\$ 2.40	\$ 9.69	\$ 1.70	\$ 1.44	\$ 0.93	\$ 0.54	\$ 4.61	\$ 1.14	\$ 1.46	\$ 1.58	\$ 1.64	\$ 5.81
Shares used in computing net income per share												
- basic	78,759	78,917	78,742	78,395	78,093	77,541	78,190	76,921	76,524	76,569	75,703	76,426
- diluted	79,431	79,670	79,193	78,545	78,237	77,683	78,420	77,111	76,689	76,826	75,802	76,568
<b>Margin Analysis:</b>												
Gross margin	72.2%	74.3%	72.9%	70.9%	69.5%	68.5%	70.5%	70.0%	71.2%	69.1%	70.0%	70.1%
- Clear Aligner	74.2%	76.2%	74.8%	73.3%	70.9%	70.8%	72.5%	71.7%	72.4%	70.7%	71.1%	71.5%
- Imaging Systems and CAD/CAM Services	64.7%	65.3%	63.4%	59.8%	63.3%	58.8%	61.3%	61.6%	65.1%	61.0%	64.8%	63.2%
Selling, general and administrative	43.8%	43.2%	45.2%	44.0%	44.8%	45.5%	44.8%	46.6%	45.2%	42.5%	42.1%	44.1%
Research and development	7.0%	6.3%	7.4%	7.5%	8.6%	9.3%	8.2%	9.3%	8.8%	9.2%	8.6%	9.0%
Restructuring and other charges	0.0%	0.0%	0.0%	0.0%	0.0%	1.3%	0.3%	0.0%	0.0%	0.0%	1.4%	0.3%
Operating margin	21.4%	24.7%	20.4%	19.4%	16.1%	12.5%	17.2%	14.2%	17.2%	17.3%	17.9%	16.7%
Net margin	18.5%	19.5%	13.8%	11.6%	8.2%	4.6%	9.7%	9.3%	11.2%	12.6%	13.0%	11.5%
<b>Year Over Year Analysis:</b>												
Clear Aligner shipments change YoY	12.0%	55.5%	1.4%	-8.9%	-10.7%	-6.3%	-6.3%	-2.4%	2.4%	2.3%	-0.6%	0.4%
Invisalign doctors cases shipment change YoY	8.9%	20.1%	4.9%	-1.4%	-1.3%	-0.8%	1.6%	0.3%	1.4%	0.9%	1.0%	1.1%
Net Revenues	23.6%	59.9%	8.8%	-4.1%	-12.4%	-12.6%	-5.5%	-3.1%	3.4%	7.8%	6.1%	3.4%
- Clear Aligner	16.3%	54.5%	7.5%	-5.1%	-12.5%	-10.3%	-5.4%	-2.5%	4.3%	8.5%	6.9%	4.1%
- Imaging Systems and CAD/CAM Services	61.3%	90.4%	15.6%	0.8%	-11.7%	-21.3%	-6.2%	-6.2%	-1.0%	4.9%	2.9%	0.1%
Gross profit	22.0%	66.5%	4.8%	-9.4%	-18.0%	-17.0%	-10.3%	-6.9%	3.9%	7.1%	8.4%	2.8%
Operating expense	31.8%	42.4%	13.2%	2.0%	-3.7%	-3.6%	1.6%	3.1%	8.5%	4.5%	-1.4%	3.6%
Operating income (loss)	3.6%	152.2%	-12.1%	-30.0%	-45.0%	-49.0%	-34.2%	-32.6%	-8.6%	15.6%	52.3%	0.1%
Net income (loss)	20.1%	-56.5%	-33.0%	-43.5%	-59.8%	-78.1%	-53.2%	-34.6%	-0.9%	67.0%	196.9%	23.1%
<b>Quarter Over Quarter Analysis (Sequential):</b>												
Clear Aligner shipments change QoQ	-3.5%		-4.8%	0.5%	-3.2%	1.3%		-0.6%	5.4%	-3.3%	-1.6%	
Invisalign doctors cases shipment change QoQ	-2.3%		-1.3%	-0.2%	-2.6%	-1.8%		-0.2%	0.9%	2.1%	-1.8%	
Net Revenues	1.5%		-5.6%	-0.4%	-8.2%	1.3%		4.6%	6.3%	-4.2%	-0.4%	
- Clear Aligner	-2.7%		-0.7%	-1.4%	-8.2%	-0.2%		7.9%	5.4%	-4.5%	-1.6%	
- Imaging Systems and CAD/CAM Services	21.0%		-24.2%	4.7%	-8.0%	7.8%		-9.7%	10.5%	-2.5%	5.8%	
Gross profit	-1.4%		-4.7%	-3.1%	-9.9%	-0.2%		7.0%	8.0%	-7.1%	1.0%	
Operating expense	6.0%		-2.4%	-2.3%	-4.8%	6.2%		4.4%	2.8%	-8.3%	0.3%	
Operating income	-15.4%		-10.3%	-5.0%	-23.7%	-21.6%		18.5%	28.8%	-3.2%	3.1%	
Net income	5.5%		-29.7%	-16.0%	-35.5%	-42.5%		110.2%	27.4%	8.6%	2.1%	

(1) Americas region includes North America and LATAM. International region includes EMEA and APAC.

(2) Non-case net revenues include retention products, Invisalign training, adjusting tools used by dental professionals during the course of treatment and ancillary consumer products and other oral health products. We also offer in the U.S., Canada and Iberia, a Doctor Subscription Program which is a monthly

(3) During the third quarter of 2023, we began including Touch Up cases revenues that were previously included in Non-Case revenues and have recast business metrics for the periods presented above accordingly.

ALIGN TECHNOLOGY, INC.  
UNAUDITED GAAP TO NON-GAAP RECONCILIATION  
(in thousands except per share data)

	Q4 2021	Fiscal 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Fiscal 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Fiscal 2023
<b>GAAP gross profit</b>	\$ 744,563	\$ 2,935,355	\$ 709,346	\$ 687,559	\$ 619,169	\$ 617,701	\$ 2,633,775	\$ 660,654	\$ 713,609	\$ 663,076	\$ 669,524	\$ 2,706,863
Stock-based compensation	1,458	5,633	1,514	1,614	1,651	1,659	6,438	1,807	1,901	1,974	1,780	7,462
Amortization of intangibles <sup>(1)</sup>	2,798	9,502	2,487	2,393	2,644	2,610	10,134	2,774	2,810	2,825	2,773	11,182
Restructuring charges <sup>(2)</sup>	-	-	-	-	-	2,866	2,866	(8)	-	-	673	673
<b>Non-GAAP gross profit</b>	\$ 748,819	\$ 2,950,490	\$ 713,347	\$ 691,566	\$ 623,464	\$ 624,836	\$ 2,653,213	\$ 665,227	\$ 718,320	\$ 667,875	\$ 674,750	\$ 2,726,180
<b>GAAP gross margin</b>	72.2%	74.3%	72.9%	70.9%	69.5%	68.5%	70.5%	70.0%	71.2%	69.1%	70.0%	70.1%
<b>Non-GAAP gross margin</b>	72.6%	74.6%	73.3%	71.3%	70.0%	69.3%	71.0%	70.5%	71.7%	69.6%	70.5%	70.6%
<b>GAAP total operating expenses</b>	\$ 523,671	\$ 1,958,955	\$ 511,264	\$ 499,363	\$ 475,513	\$ 505,040	\$ 1,991,180	\$ 527,138	\$ 541,678	\$ 496,730	\$ 497,979	\$ 2,063,525
Stock-based compensation	(28,380)	(108,703)	(30,107)	(32,526)	(31,267)	(33,029)	(126,929)	(35,928)	(35,959)	(37,628)	(37,049)	(146,564)
Amortization of intangibles <sup>(1)</sup>	(933)	(3,668)	(910)	(872)	(825)	(810)	(3,417)	(867)	(879)	(885)	(866)	(3,497)
Restructuring and other charges <sup>(3)</sup>	-	-	-	-	-	(11,453)	(11,453)	177	123	-	(13,316)	(13,316)
Acquisition-related costs <sup>(4)</sup>	-	(104)	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP total operating expenses</b>	\$ 494,358	\$ 1,846,480	\$ 480,247	\$ 465,965	\$ 443,421	\$ 459,748	\$ 1,849,381	\$ 490,520	\$ 504,963	\$ 458,217	\$ 446,748	\$ 1,900,148
<b>GAAP income from operations</b>	\$ 220,892	\$ 976,400	\$ 198,082	\$ 188,196	\$ 143,656	\$ 112,661	\$ 642,595	\$ 133,516	\$ 171,931	\$ 166,346	\$ 171,545	\$ 643,338
Stock-based compensation	29,838	114,336	31,621	34,140	32,918	34,688	133,367	37,735	37,860	39,602	38,829	154,026
Amortization of intangibles <sup>(1)</sup>	3,731	13,170	3,397	3,265	3,469	3,420	13,551	3,641	3,689	3,710	3,639	14,679
Restructuring and other charges <sup>(2),(3)</sup>	-	-	-	-	-	14,319	14,319	(185)	(123)	-	13,989	13,989
Acquisition-related costs <sup>(4)</sup>	-	104	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP income from operations</b>	\$ 254,461	\$ 1,104,010	\$ 233,100	\$ 225,601	\$ 180,043	\$ 165,088	\$ 803,832	\$ 174,707	\$ 213,357	\$ 209,658	\$ 228,002	\$ 826,032
<b>GAAP operating margin</b>	21.4%	24.7%	20.4%	19.4%	16.1%	12.5%	17.2%	14.2%	17.2%	17.3%	17.9%	16.7%
<b>Non-GAAP operating margin</b>	24.7%	27.9%	24.0%	23.3%	20.2%	18.3%	21.5%	18.5%	21.3%	21.8%	23.8%	21.4%
<b>GAAP net income before provision for income taxes</b>	\$ 220,012	\$ 1,012,423	\$ 187,486	\$ 173,609	\$ 122,641	\$ 115,321	\$ 599,057	\$ 134,624	\$ 171,589	\$ 162,111	\$ 172,880	\$ 641,204
Stock-based compensation	29,838	114,336	31,621	34,140	32,918	34,688	133,367	37,735	37,860	39,602	38,829	154,026
Amortization of intangibles <sup>(1)</sup>	3,731	13,170	3,397	3,265	3,469	3,420	13,551	3,641	3,689	3,710	3,639	14,679
Restructuring and other charges <sup>(2),(3)</sup>	-	-	-	-	-	14,319	14,319	(185)	(123)	-	13,989	13,989
Acquisition-related costs <sup>(4)</sup>	-	104	-	-	-	-	-	-	-	-	-	-
Arbitration award gain <sup>(5)</sup>	-	(43,403)	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP net income before provision for income taxes</b>	\$ 253,581	\$ 1,096,630	\$ 222,504	\$ 211,014	\$ 159,028	\$ 167,748	\$ 760,294	\$ 175,815	\$ 213,015	\$ 205,423	\$ 229,337	\$ 823,898
<b>GAAP provision for income taxes</b>	\$ 29,051	\$ 240,403	\$ 53,188	\$ 60,809	\$ 49,941	\$ 73,546	\$ 237,484	\$ 46,826	\$ 59,775	\$ 40,684	\$ 48,866	\$ 196,151
Tax impact on non-GAAP adjustments	5,651	25,629	(8,687)	(18,606)	(18,136)	(39,997)	(85,426)	(11,626)	(17,209)	418	(2,998)	(31,415)
Tax related non-GAAP items <sup>(6)</sup>	(5,602)	(62,941)	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP provision for income taxes</b>	\$ 29,100	\$ 203,091	\$ 44,501	\$ 42,203	\$ 31,805	\$ 33,549	\$ 152,058	\$ 35,200	\$ 42,566	\$ 41,102	\$ 45,868	\$ 164,736
<b>GAAP effective tax rate</b>	13.2%	23.7%	28.4%	35.0%	40.7%	63.8%	39.6%	34.8%	34.8%	25.1%	28.3%	30.6%
<b>Non-GAAP effective tax rate</b>	11.5%	18.5%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
<b>GAAP net income</b>	\$ 190,961	\$ 772,020	\$ 134,298	\$ 112,800	\$ 72,700	\$ 41,775	\$ 361,573	\$ 87,798	\$ 111,814	\$ 121,427	\$ 124,014	\$ 445,053
Stock-based compensation	29,838	114,336	31,621	34,140	32,918	34,688	133,367	37,735	37,860	39,602	38,829	154,026
Amortization of intangibles <sup>(1)</sup>	3,731	13,170	3,397	3,265	3,469	3,420	13,551	3,641	3,689	3,710	3,639	14,679
Restructuring and other charges <sup>(2),(3)</sup>	-	-	-	-	-	14,319	14,319	(185)	(123)	-	13,989	13,989
Acquisition-related costs <sup>(4)</sup>	-	104	-	-	-	-	-	-	-	-	-	-
Arbitration award gain <sup>(5)</sup>	-	(43,403)	-	-	-	-	-	-	-	-	-	-
Tax impact on non-GAAP adjustments	(5,651)	(25,629)	8,687	18,606	18,136	39,997	85,426	11,626	17,209	(418)	2,998	31,415
Tax related non-GAAP items <sup>(6)</sup>	5,602	62,941	-	-	-	-	-	-	-	-	-	-
<b>Non-GAAP net income</b>	\$ 224,481	\$ 893,539	\$ 178,003	\$ 168,811	\$ 127,223	\$ 134,199	\$ 608,236	\$ 140,615	\$ 170,449	\$ 164,321	\$ 183,469	\$ 659,162
<b>GAAP diluted net income per share</b>	\$ 2.40	\$ 9.69	\$ 1.70	\$ 1.44	\$ 0.93	\$ 0.54	\$ 4.61	\$ 1.14	\$ 1.46	\$ 1.58	\$ 1.64	\$ 5.81
<b>Non-GAAP diluted net income per share</b>	\$ 2.83	\$ 11.22	\$ 2.25	\$ 2.15	\$ 1.63	\$ 1.73	\$ 7.76	\$ 1.82	\$ 2.22	\$ 2.14	\$ 2.42	\$ 8.61
<b>Shares used in computing diluted net income per share</b>	79,431	79,670	79,193	78,545	78,237	77,683	78,420	77,111	76,689	76,826	75,802	76,568

Notes:

<sup>(1)</sup> Amortization of intangible assets related to certain acquisitions

<sup>(2)</sup> During the fourth quarter of 2022, we initiated a restructuring plan to reduce headcount and increase efficiencies across the organization and lower the overall cost structure. Restructuring charges recorded to Cost of net revenues relate primarily to severance costs and impairment charges.

<sup>(3)</sup> Restructuring and other charges recorded to Operating expenses primarily relate to severance costs, lease termination charges and asset impairments.

<sup>(4)</sup> Acquisition-related costs for professional fees related to our 2020 exocad acquisition

<sup>(5)</sup> Gain from the SDC arbitration award regarding the value of Align's capital account balance

Refer to "About Non-GAAP Financial Measures" section of press release.

ALIGN TECHNOLOGY, INC.  
UNAUDITED GAAP TO NON-GAAP RECONCILIATION  
(in thousands except per share data)

	Three Months Ended December 31,		Year Ended December 31,	
	2023	2022	2023	2022
<b>GAAP gross profit</b>	\$ 669,524	\$ 617,701	\$ 2,706,863	\$ 2,633,775
Stock-based compensation	1,780	1,659	7,462	6,438
Amortization of intangibles <sup>(1)</sup>	2,773	2,610	11,182	10,134
Restructuring charges <sup>(2)</sup>	673	2,866	673	2,866
<b>Non-GAAP gross profit</b>	\$ 674,750	\$ 624,836	\$ 2,726,180	\$ 2,653,213
<b>GAAP gross margin</b>	70.0%	68.5%	70.1%	70.5%
<b>Non-GAAP gross margin</b>	70.5%	69.3%	70.6%	71.0%
<b>GAAP total operating expenses</b>	\$ 497,979	\$ 505,040	\$ 2,063,525	\$ 1,991,180
Stock-based compensation	(37,049)	(33,029)	(146,564)	(126,929)
Amortization of intangibles <sup>(1)</sup>	(866)	(810)	(3,497)	(3,417)
Restructuring and other charges <sup>(3)</sup>	(13,316)	(11,453)	(13,316)	(11,453)
<b>Non-GAAP total operating expenses</b>	\$ 446,748	\$ 459,748	\$ 1,900,148	\$ 1,849,381
<b>GAAP income from operations</b>	\$ 171,545	\$ 112,661	\$ 643,338	\$ 642,595
Stock-based compensation	38,829	34,688	154,026	133,367
Amortization of intangibles <sup>(1)</sup>	3,639	3,420	14,679	13,551
Restructuring and other charges <sup>(2),(3)</sup>	13,989	14,319	13,989	14,319
<b>Non-GAAP income from operations</b>	\$ 228,002	\$ 165,088	\$ 826,032	\$ 803,832
<b>GAAP operating margin</b>	17.9%	12.5%	16.7%	17.2%
<b>Non-GAAP operating margin</b>	23.8%	18.3%	21.4%	21.5%
<b>GAAP net income before provision for income taxes</b>	\$ 172,880	\$ 115,321	\$ 641,204	\$ 599,057
Stock-based compensation	38,829	34,688	154,026	133,367
Amortization of intangibles <sup>(1)</sup>	3,639	3,420	14,679	13,551
Restructuring and other charges <sup>(2),(3)</sup>	13,989	14,319	13,989	14,319
<b>Non-GAAP net income before provision for income taxes</b>	\$ 229,337	\$ 167,748	\$ 823,898	\$ 760,294
<b>GAAP provision for income taxes</b>	\$ 48,866	\$ 73,546	\$ 196,151	\$ 237,484
Tax impact on non-GAAP adjustments	(2,998)	(39,997)	(31,415)	(85,426)
<b>Non-GAAP provision for income taxes</b>	\$ 45,868	\$ 33,549	\$ 164,736	\$ 152,058
<b>GAAP effective tax rate</b>	28.3%	63.8%	30.6%	39.6%
<b>Non-GAAP effective tax rate</b>	20.0%	20.0%	20.0%	20.0%
<b>GAAP net income</b>	\$ 124,014	\$ 41,775	\$ 445,053	\$ 361,573
Stock-based compensation	38,829	34,688	154,026	133,367
Amortization of intangibles <sup>(1)</sup>	3,639	3,420	14,679	13,551
Restructuring and other charges <sup>(2),(3)</sup>	13,989	14,319	13,989	14,319
Tax impact on non-GAAP adjustments	2,998	39,997	31,415	85,426
<b>Non-GAAP net income</b>	\$ 183,469	\$ 134,199	\$ 659,162	\$ 608,236
<b>GAAP diluted net income per share</b>	\$ 1.64	\$ 0.54	\$ 5.81	\$ 4.61
<b>Non-GAAP diluted net income per share</b>	\$ 2.42	\$ 1.73	\$ 8.61	\$ 7.76
<b>Shares used in computing diluted net income per share</b>	75,802	77,683	76,568	78,420

**Notes:**

<sup>(1)</sup> Amortization of intangible assets related to certain acquisitions

<sup>(2)</sup> During the fourth quarter of 2022, we initiated a restructuring plan to reduce headcount and increase efficiencies across the organization and

<sup>(3)</sup> Restructuring and other charges recorded to Operating expenses primarily

<sup>(4)</sup> Acquisition-related costs for professional fees related to our 2020 exocad acquisition

<sup>(5)</sup> Gain from the SDC arbitration award regarding the value of Align's capital account balance

Refer to "About Non-GAAP Financial Measures" section of press release.