

# Align Technology

## Corporate Fact Sheet Q2 2024



### ALIGN TECHNOLOGY IS THE COMPANY BEHIND THE SMILE

Align Technology designs, manufactures, and offers the Invisalign® System, the most advanced clear aligner system in the world, iTero™ intraoral scanners and services, and exocad™ CAD/CAM software.

These technology building blocks enable enhanced digital orthodontic and restorative workflows to improve patient outcomes and practice efficiencies for over 266 thousand doctor customers and is key to accessing Align's 600 million consumer market opportunity worldwide.



### QUICK FACTS

NASDAQ	ALGN
Founded	1997
Global Headquarters	Tempe, AZ, USA
Global Employees	+21K
Website	aligntech.com

### OPERATING SEGMENTS AND BRANDS

Clear Aligners	The Invisalign® System
Imaging Systems and CAD/CAM Services	iTero™ intraoral scanners exocad CAD/CAM software

### BUSINESS HIGHLIGHTS (CUMULATIVE)

Annualized Revenues*	+\$3.9B
Invisalign patients to date	18.2M, including +5M kids and teens
Invisalign trained doctors	+266K
Active Invisalign doctors*	~129K
Total aligners shipped**	~2B
Unique aligner parts made/day	~1M
Active patents	943 US   1,033 Intl

\*Rolling four quarters. \*\*Includes all aligner appliances.

### OUR PURPOSE IS TO TRANSFORM SMILES AND CHANGE LIVES

Our goal is to give patients of all ages access to the smiles they want and deserve. Our smile-changing technology and innovations are designed to meet the demands of today's patients with treatment options that are convenient, comfortable, affordable, while helping to improve overall oral health.

We strive to help our doctor customers move their practices forward by connecting them with new patients, providing digital solutions to help increase practice efficiency and helping them deliver the best possible treatment outcomes and experiences to millions of people around the world.

### WE ARE FOCUSED ON RELIABLY EXECUTING OUR STRATEGIC PRIORITIES

- International expansion
- Patient demand
- Orthodontist utilization
- GP dentist treatment

### OUR MARKET OPPORTUNITY IS MASSIVE



# align™ digital platform

TRANSFORMING SMILES. CHANGING LIVES



## THE ALIGN™ DIGITAL PLATFORM

Align has helped doctors treat 18.2 million patients with the Invisalign® System, including over 5 million kids and teens, and is driving the evolution in digital dentistry through the Align™ Digital Platform, our integrated suite of unique, proprietary technologies and services delivered as a seamless, end-to-end solution for patients and consumers, orthodontists and GP dentists, and lab/partners.

## LATEST NEWS AND INFORMATION

- On July 24, 2024, Align introduced the iTero™ Design Suite, offering doctors an intuitive way to facilitate designs for 3D printing of models, bite splints, and restorations in-practice. [Link](#)
- On June 3, 2024, Align announced the award of twelve research grants totaling \$300,000 to universities worldwide under our fourteenth Annual Research Award Program [Link](#)
- On May 22, 2024, Align announced that it appointed Emory Wright to executive vice president, direct fabrication manufacturing platform, transitioning his current responsibilities for global operations [Link](#)
- On April 1, 2024, Align announced that the Invisalign® Palatal Expander System was included in the Australian Register of Therapeutic Goods and the New Zealand Web Assisted Notification of Devices Database, and is now commercially available in both Australia and New Zealand [Link](#)

For all news and information, click [here](#).

## FOLLOW US ON SOCIAL



## CONTACT US

For Corporate Inquiries: [www.aligntech.com/investors](http://www.aligntech.com/investors) or [investorinfo@aligntech.com](mailto:investorinfo@aligntech.com)

For Patients: Invisalign patients please call 1-888-822-5446

For Dental Professionals

North American doctors: [provider.invisalign.com](http://provider.invisalign.com)

International doctors: [internationaldoctors@aligntech.com](mailto:internationaldoctors@aligntech.com)

## ALIGN HEADQUARTER LOCATIONS

Corporate Headquarters (HQ)  
Align Technology, Inc.  
410 North Scottsdale Road  
Suite 1300  
Tempe, Arizona 85288  
Tel: 602 742 2000

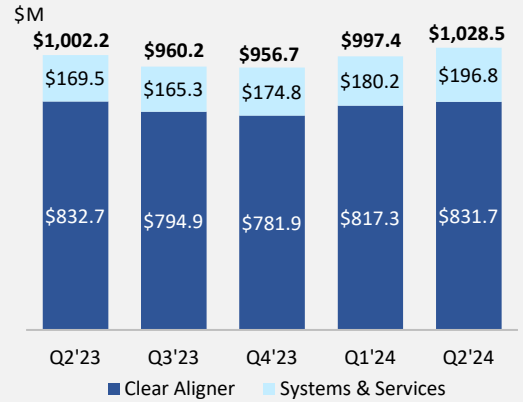
AMERICAS Region HQ  
Align Technology, Inc.  
3030 Slater Road  
Morrisville, NC 27560  
Tel: 984 833 5700

APAC Region HQ  
Invisalign Singapore Pte Ltd  
128 Beach Road  
#22-01 Guoco Midtown  
Singapore 189773  
Tel: +65 6690 3997  
Fax: +65 6737 1766

EMEA Region HQ  
Align Technology  
Switzerland GmbH  
Saurstoffi 22  
6343 Rotkreuz  
Switzerland  
Tel: +41 41-561-0400

exocad GmbH  
Rosa-Parks-Str.2  
64295 Darmstadt  
Germany  
Tel: +49 61 51 / 629 48 90  
Fax: +49 61 51 / 629 48 99  
[info@exocad.com](mailto:info@exocad.com)

## Q2'24 TRENDED REVENUES

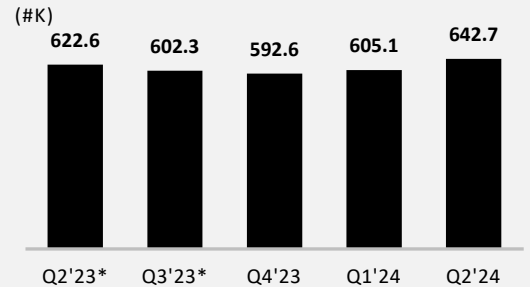


## REVENUE MIX

Based on Q2'24 net revenues of \$1,028.5M



## Q2'24 CLEAR ALIGNER CASE VOLUME



\*As of Q3'23, Doctor Subscription Program touch up cases are now included in Clear Aligner shipments in North America and EMEA. Prior periods have been recast.

## GEOGRAPHIC MIX

Based on Q2'24 Clear Aligner shipments of 642.7K

