



Align Technology is a global medical device company engaged in the design, manufacture and marketing of the Invisalign® system, the world's leading invisible orthodontic product, as well as 3D digital scanning products and services for orthodontic and restorative dentistry.

### INVISALIGN CLEAR ALIGNERS

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 countries including the North America, Europe, Asia Pacific and select Middle Eastern, African and Latin American countries. Invisalign treatment is prescribed to teenage and adult patients through Invisalign-trained orthodontists or general practitioner dentists (GP dentists). Patient pricing for all Invisalign products is determined by the doctor, depending on the treatment plan.

### ITERO SCANNER AND SERVICES

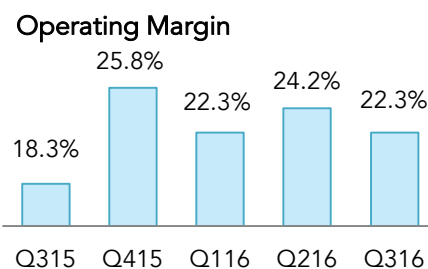
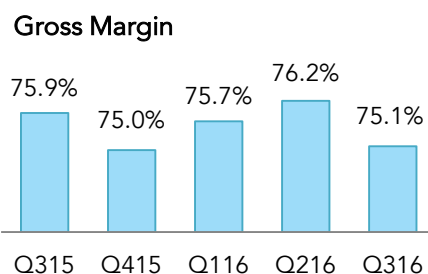
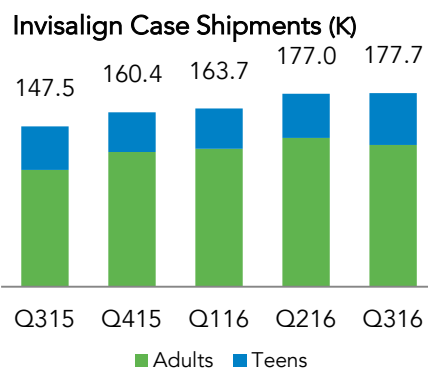
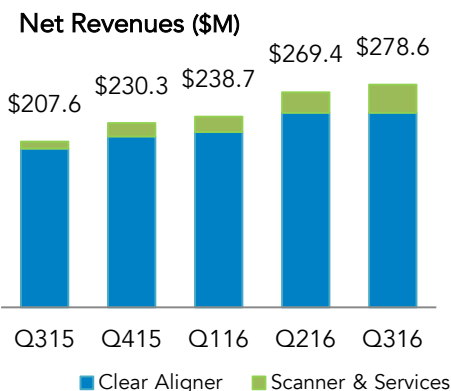
The iTero Element scanner uses patented parallel confocal imaging technology to capture the contours of the patient's dentition, which results in an accurate 3D digital impression image. The 3D digital file can then be used for various procedures and services including, milling of restorative units such as crowns, implant abutments, orthodontic workflows as well as Invisalign digital impression submission.

### BUSINESS HIGHLIGHTS (cumulative)

<b>4.1M+</b> INVISALIGN CASES SHIPPED	<b>111,770</b> INVISALIGN TRAINED DOCTORS	<b>4.8M+</b> ITERO DIGITAL SCANS
<b>269M+</b> INVISALIGN ALIGNERS	<b>52,695</b> ACTIVE INVISALIGN DOCTORS*	<b>748</b> PATENTS ISSUED (417 U.S., 331 Int'l)

\*Rolling 4 quarters.

<b>FOUNDED</b>	1997
<b>NASDAQ TICKER</b>	ALGN
<b>HEADQUARTERS</b>	San Jose, CA
<b>EMPLOYEES</b>	5,700



### PRODUCTS AND SERVICES

Align offers a wide range of digital treatment solutions including Invisalign clear aligners and iTero scanners and services.

#### Invisalign Treatment Options

Invisalign Full | Invisalign Teen

Used to treat a wide range of malocclusion. Features can include compliance indicators and the ability to accommodate for naturally erupting permanent teeth and supra-eruption.

#### Invisalign Assist

For anterior alignment and aesthetically-oriented cases and designed with built-in features that provide more clinical guidance and support throughout treatment.

Invisalign Express 10 | Invisalign Express 5 | Invisalign Lite | Invisalign i7

Shorter-duration options for alignment of teeth and treating minor crowding/spacing cases.

#### Vivera Retainers

Used for post-treatment retention, 4 retainer sets are provided.

#### iTero Scanner and Services

iTero Element Scanner

Optical intra-oral scanning digitally captures the surface and contours of the tooth and gingival structures for use in either orthodontic or restorative treatment.

#### CAD/CAM Services

Services ranging from milled dental models, digital records storage, and scanning options.

#### iTero Scanner Chair-side Applications

Invisalign Outcome Simulator, an interactive chair-side application that provides dentists and orthodontists an enhanced platform for Invisalign case assessment as well as patient education.

### OFFICES

U.S.A. Headquarters  
Align Technology, Inc.  
2560 Orchard Parkway  
San Jose, California 95131  
Tel: 408 470 1000  
Fax: 408 470 1010

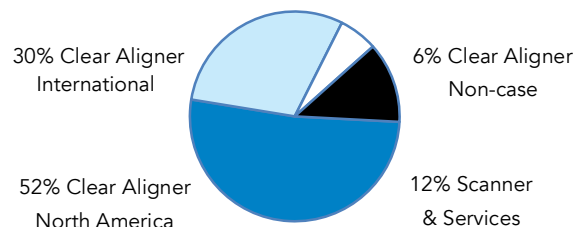
International Headquarters  
Align Technology B.V.  
Arlandaweg 161  
1043 HS Amsterdam, The Netherlands  
Tel: +31 (0) 20 586 3600  
Fax: +31 (0) 20 586 3751

### FINANCIAL HIGHLIGHTS Q3 2016

Clear aligner cases shipped	177,755
Net revenues	\$278.6M
- Clear aligner	\$243.7M
- Scanner & services	\$34.9M
Gross margin	75.1%
Operating margin	22.3%
Net profit	\$51.4M
EPS, diluted	\$0.63
Cash & investments	\$675.8M
Free cash flow	\$42.5M

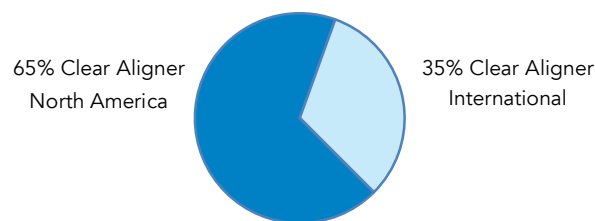
### GEOGRAPHIC MIX

Based on Q3 2016 net revenues of \$278.6M



### VOLUME MIX

Based on Q3 2016 Invisalign shipments of 177.7K



### CONTACT US

For Dental Professionals  
North American doctors: [provider.invisalign.com](http://provider.invisalign.com)  
International doctors: [internationaldoctors@aligntech.com](mailto:internationaldoctors@aligntech.com)

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

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