

## Q3 2019 CORPORATE FACT SHEET

FOUNDED	1997
NASDAQ TICKER	ALGN
HEADQUARTERS	San Jose, CA
EMPLOYEES	13,976
ANNUALIZED REVENUES*	\$2.3B



Align Technology is a global medical device company engaged in the design, manufacture and marketing of the Invisalign® system, the most advanced clear aligner system in the world, and iTero® intraoral scanners and services for orthodontic and restorative dentistry. Align's products help dental professionals achieve the clinical results they expect and deliver effective, cutting-edge dental options to their patients.

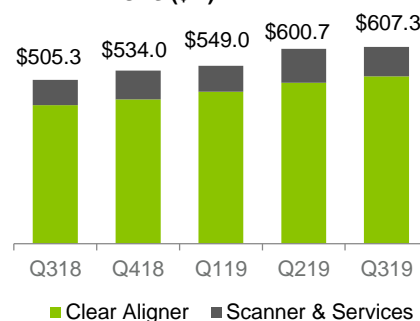
### INVISALIGN CLEAR ALIGNERS

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 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.

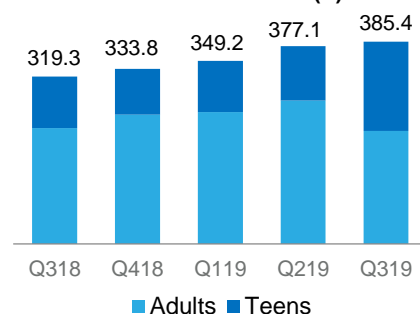
### ITERO SCANNER AND SERVICES

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.

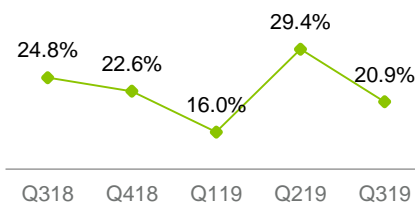
### NET REVENUES (\$M)



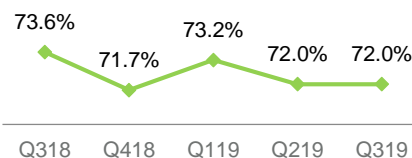
### INVISALIGN CASE SHIPMENTS (K)



### OPERATING MARGIN



### GROSS MARGIN



### BUSINESS HIGHLIGHTS (cumulative)

**628M+**

TOTAL ALIGNERS  
SHIPPED<sup>(1)</sup>

**168,691**

INVISALIGN TRAINED  
DOCTORS

**7.5M**

PATIENTS  
TO DATE

**454K+**

ALIGNERS MADE  
PER DAY<sup>(2)</sup>

**90,816**

ACTIVE INVISALIGN  
DOCTORS\*

**952**

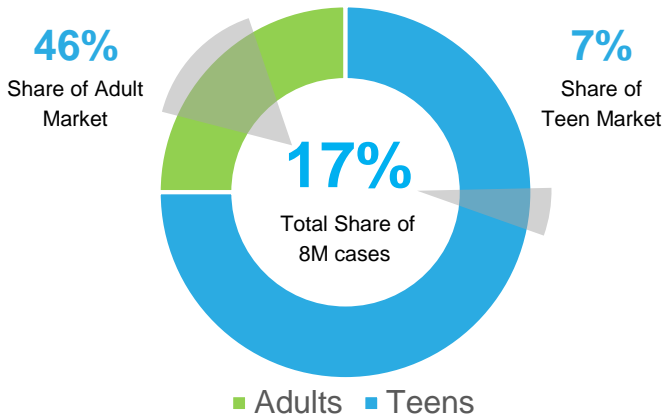
ACTIVE PATENTS  
(463 U.S., 489 Int'l)

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

## Q3 2019 CORPORATE FACT SHEET

## SERVED AVAILABLE MARKET SHARE

Invisalign is applicable to 8M of the total 12M orthodontic case starts each year



## FINANCIAL HIGHLIGHTS

Based on Q3 2019 financial information

Net revenues	\$607.3M
- Clear aligner	\$516.3M
- Scanner & services	\$91.1M
Invisalign cases shipped	385.4K
Gross margin	72.0%
Operating margin	20.9%
Net profit	\$102.5M
EPS, diluted	\$1.28
Cash & investments	\$782.4M
Free cash flow	\$208.0M

## REVENUE MIX

Based Q3 2019 net revenues of \$607.3M

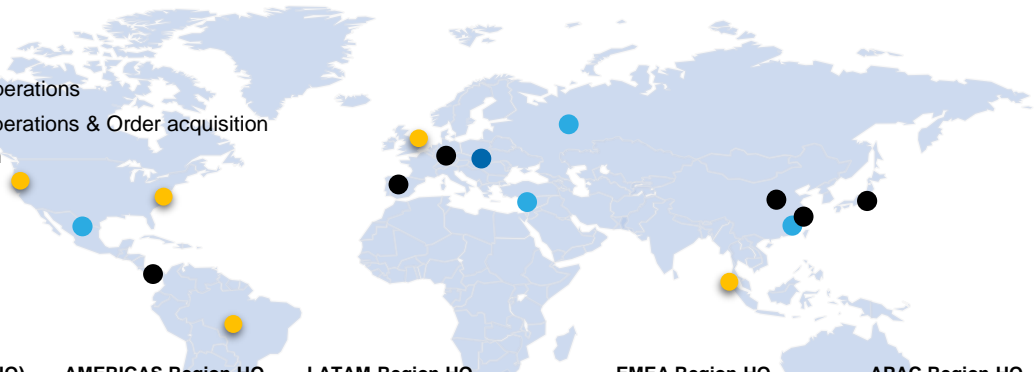


## GEOGRAPHIC MIX

Based on Q3 2019 Invisalign shipments of 385.4K



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



## ALIGN OFFICES:

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