

align



invisalign®

iTero®

# iTero - Scan Every Patient at Every Visit

/ **YUVAL SHAKED**

Vice President, Managing Director, iTero Scanner and Services

/ **New York, May 23, 2018**

# Forward Looking Statement

During this presentation and corresponding commentary we may make forward-looking statements, including statements regarding Align's strategy for future growth, plans related to global expansion of operational presence, our expectations regarding our ability to develop and commercialize new products, planned geographic expansion and anticipated impact on our growth, our expectations related to sales force coverage on, among other things, customer adoption, as well as statements related to Align's business outlook for 2018 and beyond. Any such forward-looking statements contained in this presentation and corresponding commentary are based upon information available to Align as of the date hereof. These forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions that are difficult to predict. As a result, actual results may differ materially and adversely from those expressed in any forward-looking statement. Factors that may cause such a difference include, but are not limited to, the factors that are discussed in more detail in Align Technology's Forms 10-K and 10-Q, as well as in other reports and documents filed from time to time with the Securities and Exchange Commission. Align undertakes no obligation to revise or update publicly any forward-looking statements for any reason.



The iTero logo is displayed on a tablet screen. It features the word "iTero" in a white, sans-serif font, with a small blue square above the "i".

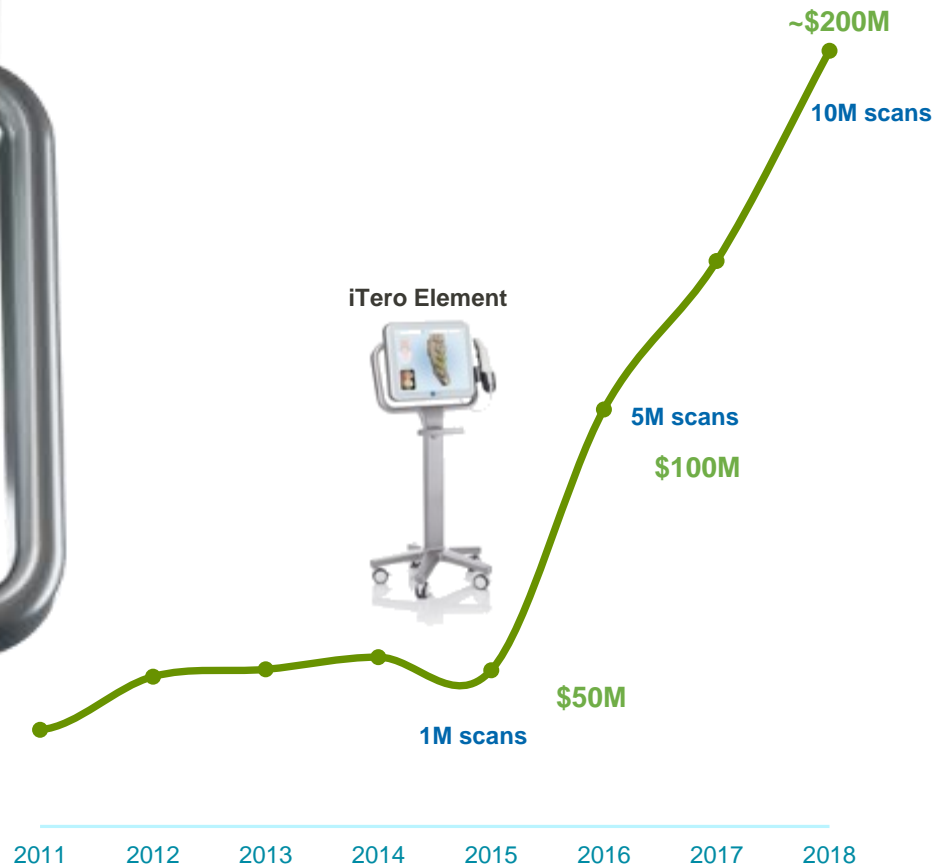
iTero®

Everywhere in the World

Scan every patient – at every visit

iTero element

iTero Element



# More Invisalign cases with iTero Scanners

*"The results showed statistically significant growth in Invisalign cases and an economic benefit for practitioners utilizing iTero scanners with Invisalign treatment."*

- Dr. Michael Mackay

MORE CASES

5.92

Additional  
Invisalign  
cases\* at 12  
months

GREATER RECEIPTS

\$32,560

Increases in Invisalign  
receipts at 12 months

1  
YEAR

MORE CASES

11.85

Additional  
Invisalign  
cases\* at 24  
months

GREATER RECEIPTS

\$65,175

Increases in Invisalign  
receipts at 24 months

2  
YEAR



# 80%

lift in  
acceptance rates



# iTero TimeLapse - Seeing is believing



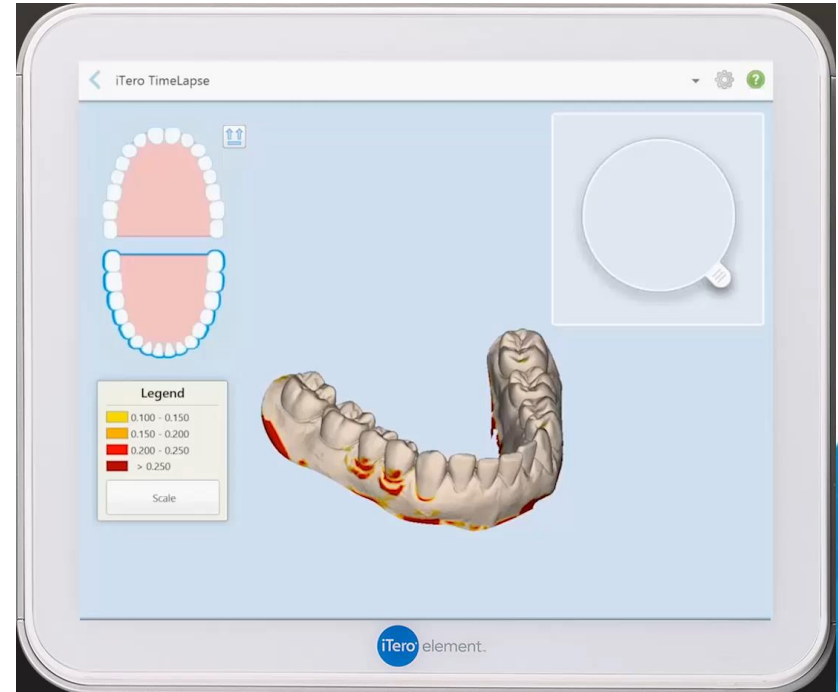
Fast, Comfortable Scanning



Visualized Oral Changes



Qualified Oral Changes



# Our Roots Are In Restorative

**2.7 Million**  
Restorative  
Scans

**7,000+**  
Restorative  
Scanners

**3,000+**  
iTero  
Enabled  
Dental Labs



Crowns



Bridges



Implant abutments



Veneers



Inlays



Onlays

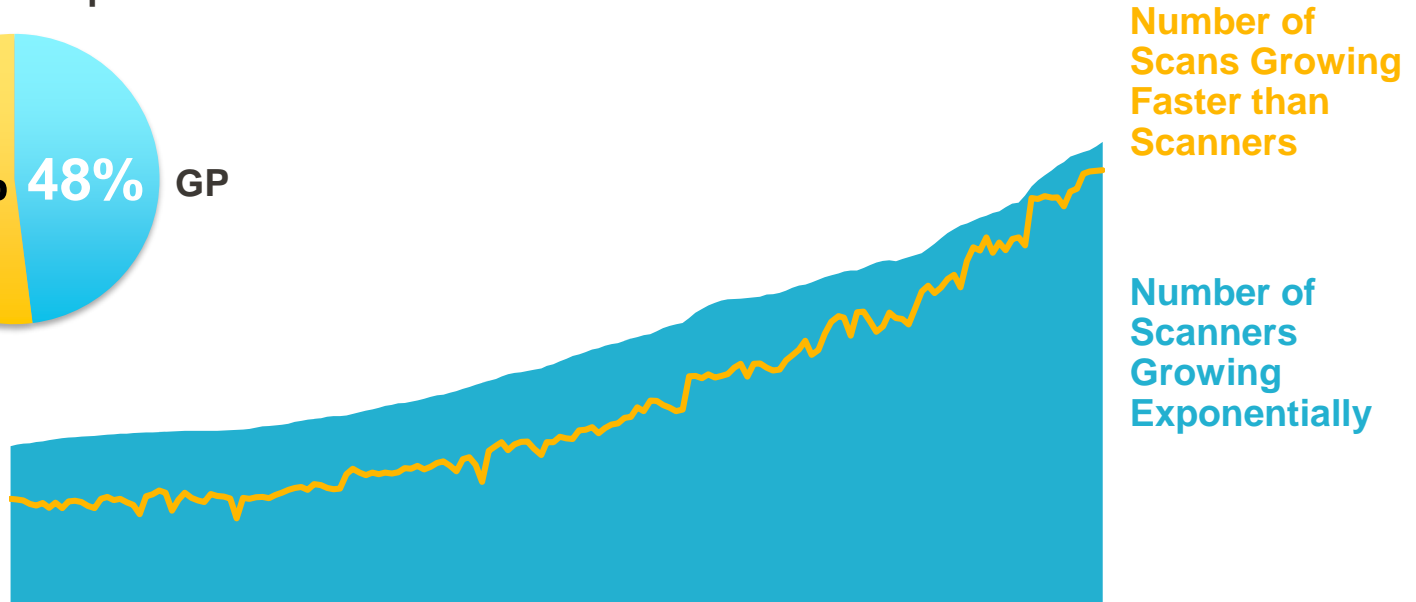
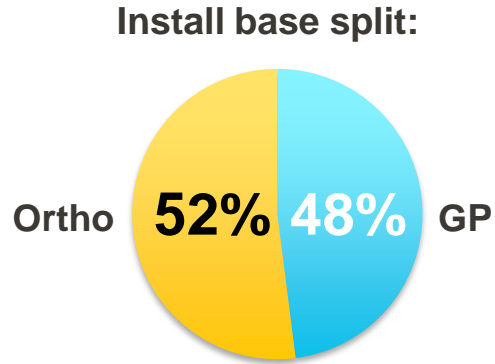




# Strong Value Proposition for all Doctors





# Scanner & Scans Growing Exponentially





# Key Growth Drivers

-  Portfolio & Innovation
-  Sales & Support Coverage
-  International Expansion

# Meet the Newest Members of our Family

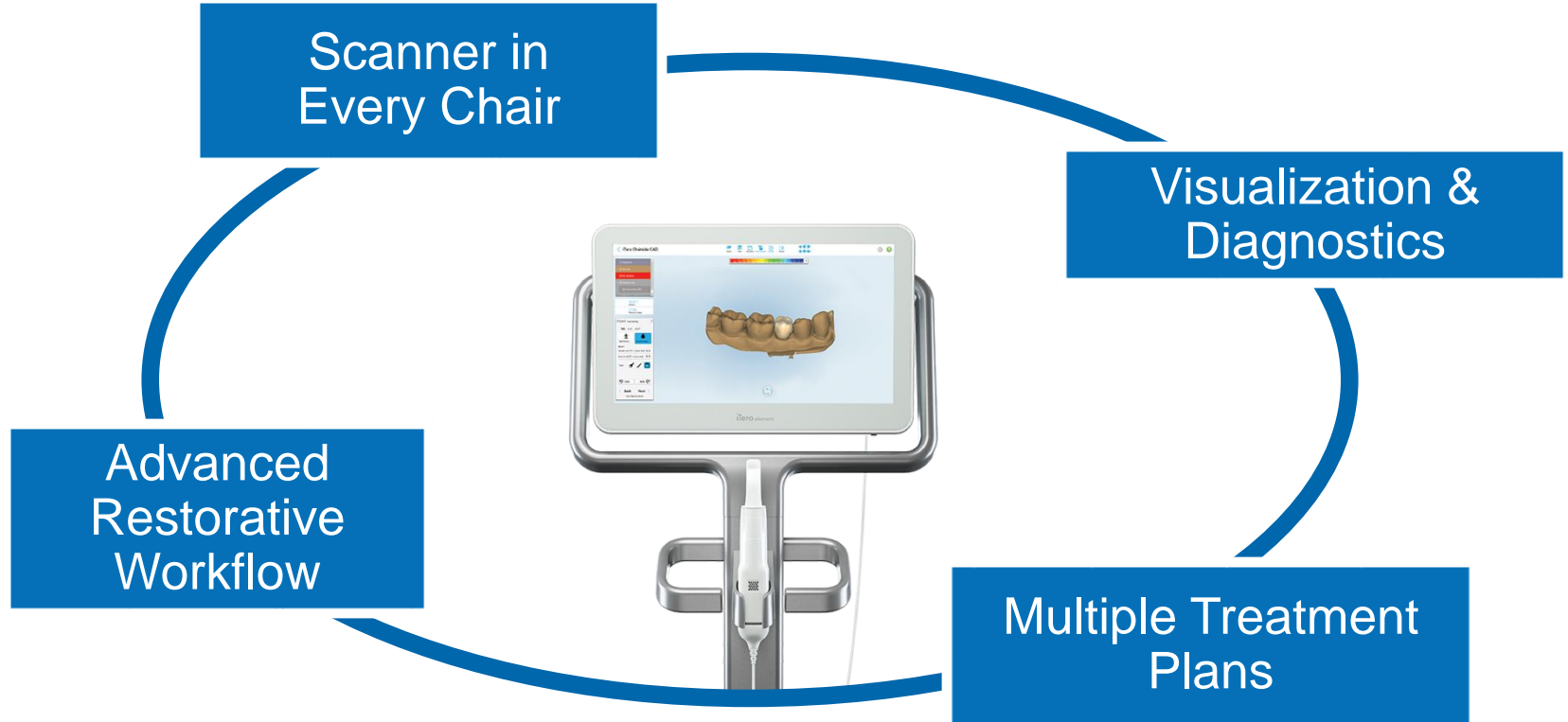


iTero Element 2



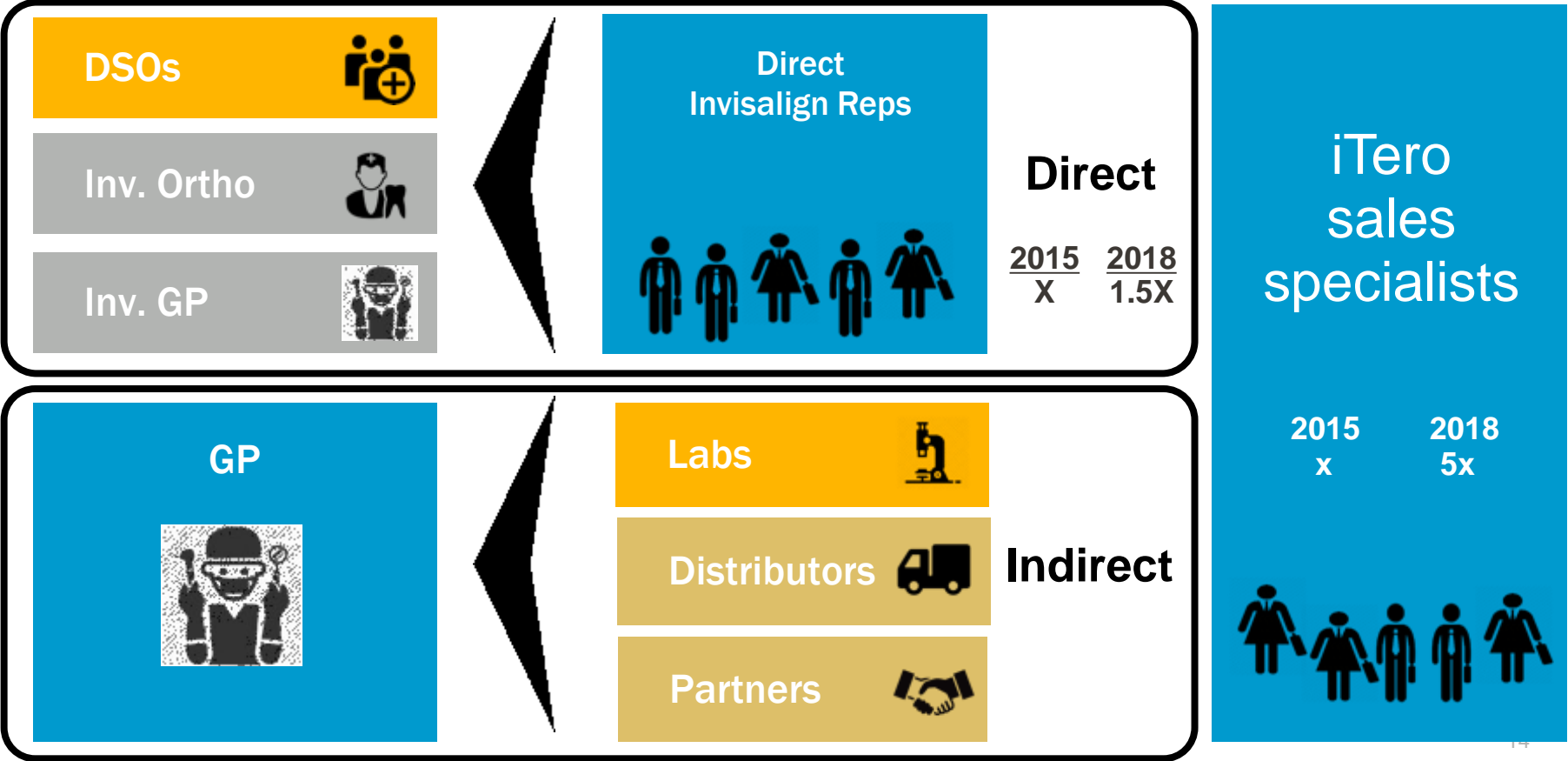
iTero Element Flex

# See More...Show More...Treat More

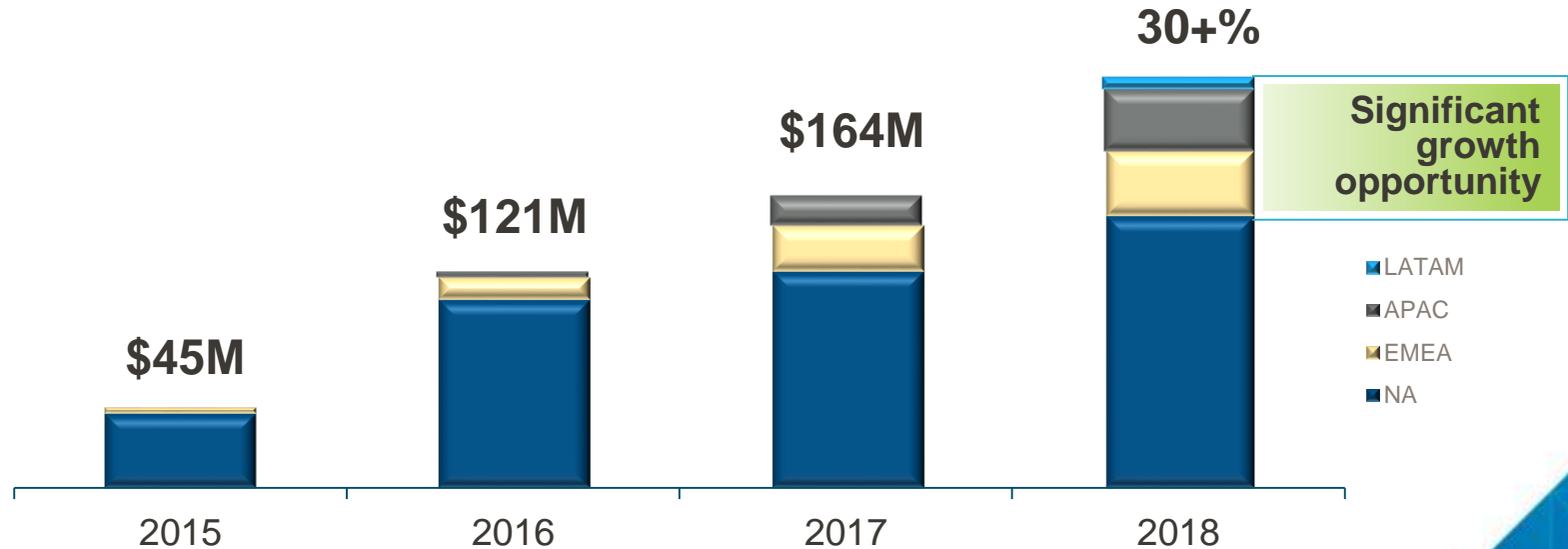




# Worldwide Sales Coverage



# Growing iTero Scanners & Services Sales Globally



# International Expansion

## Japan

*Launched in July*

## Brazil

*Launched in January*

## China

*Launched in April*



Heavy investments



Immediate results



Huge opportunity





iTero  
Penetration  
into Invisalign  
IB >20%

Huge  
Opportunity

GP  
Dentists  
>10% Market  
Penetrations

Services



# iTero®

## Everywhere in the World

Scan every patient – at every visit

The stars have aligned — with a shared vision, joint commitment to matching customer needs with technological capabilities, and dedicated sales and support teams around the world, iTero and Align are ready to transform the dental chair experience.

Will you join us?



# align

 invisalign® | iTero®