

align



# Operational Prowess

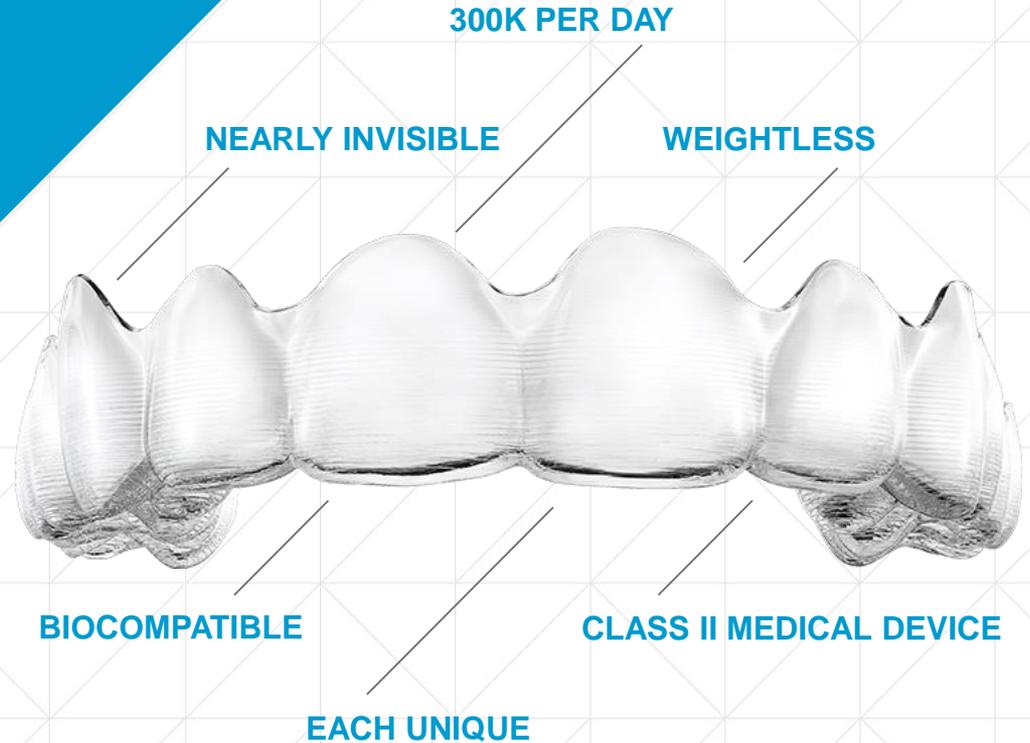
/ **EMORY WRIGHT**  
Senior Vice President, Global Operations

/ **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.

# Simple, Yet Complex Design, Develop and Mass Produce



High Quality,  
Greater Comfort,  
Faster Treatment Time

LESS PAINFUL THAN BRACES

2X FASTER

ACCURACY WITHIN 100 MICRONS



# 24/7

PRODUCTION

**10-20X**

Faster Build  
Time

**40-50%**

Less  
Material

**10X**

Lower  
Cost

# Largest 3D Printing Operation in the World



# Direct Printing Aligners is not that easy

- Materials don't exist
- Equipment platform needs to be invented
- Post processing will be very complex



\* There is no assurance that direct printing of aligners will be commercialized and be commercially viable.  
In addition, regulatory submission may be required to support commercialization of aligners that are directly printed.

# Manufacturing Mastery



**>10**  
Local and  
enterprise systems

**350K+**

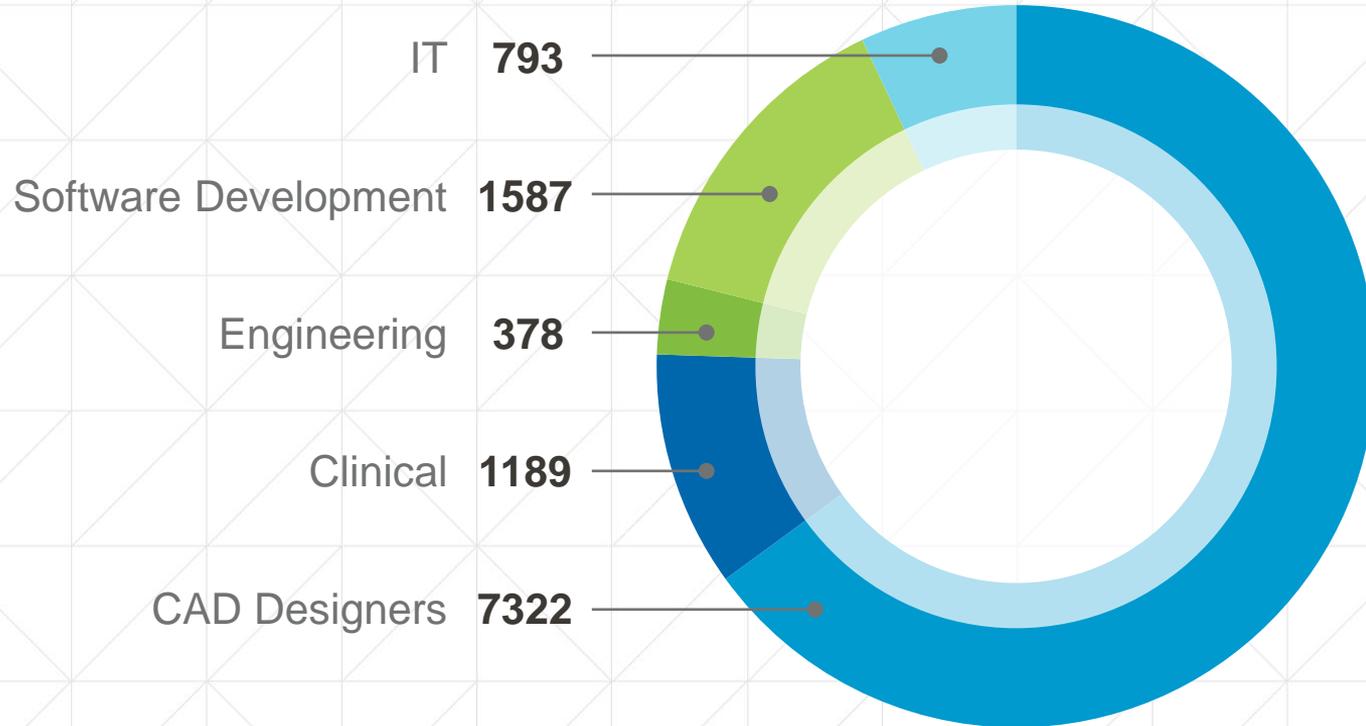
Unique  
Parts a Day

**2M**  
Computations  
per aligner

**3M**  
Lines of code  
per aligner

**10M**  
Measurements in  
every treatment plan

# Tens of Thousands of Years of Experience



# Our Know-how solved the OCR Problem



# Optical Character Recognition



## Success Rate

From  
60% to 98%



## Detect Unreadable

Used "bad" Data to  
Train Neural Net



## Robustness

Good is Always Good,  
Bad is Always Bad

**5.5M**

**TREATMENTS**

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**65K** Active customers  
around the world

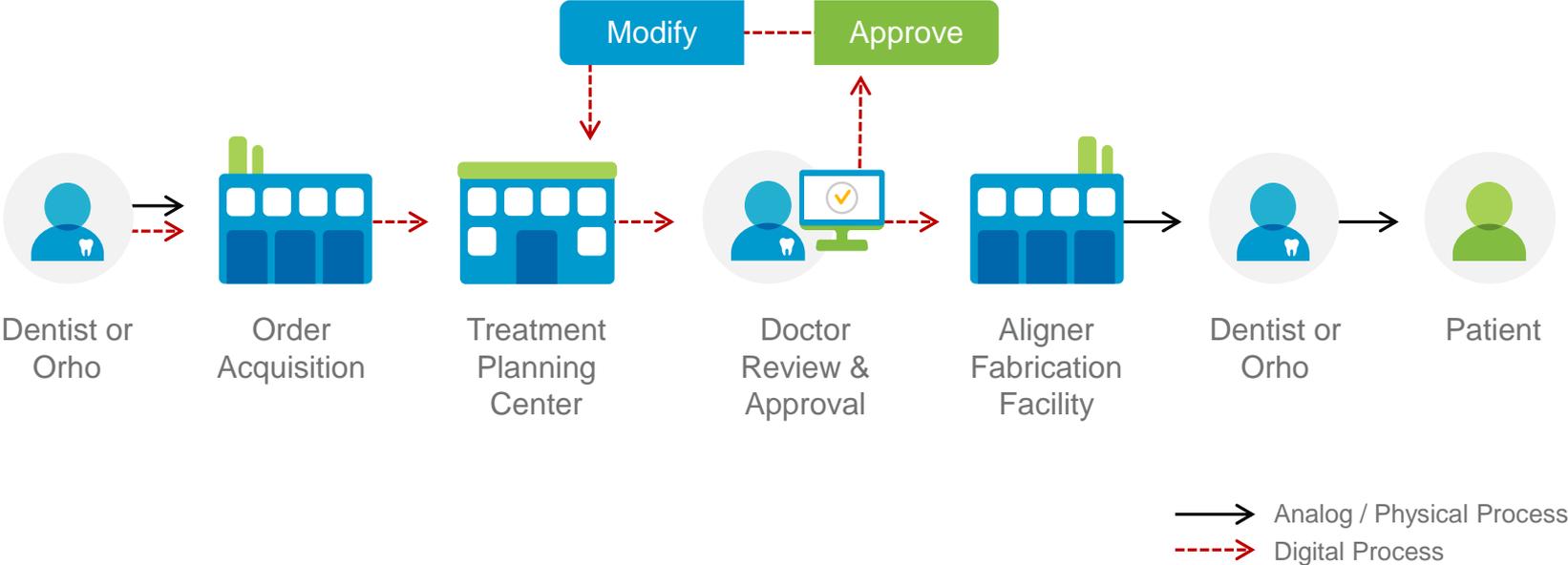
**10M**

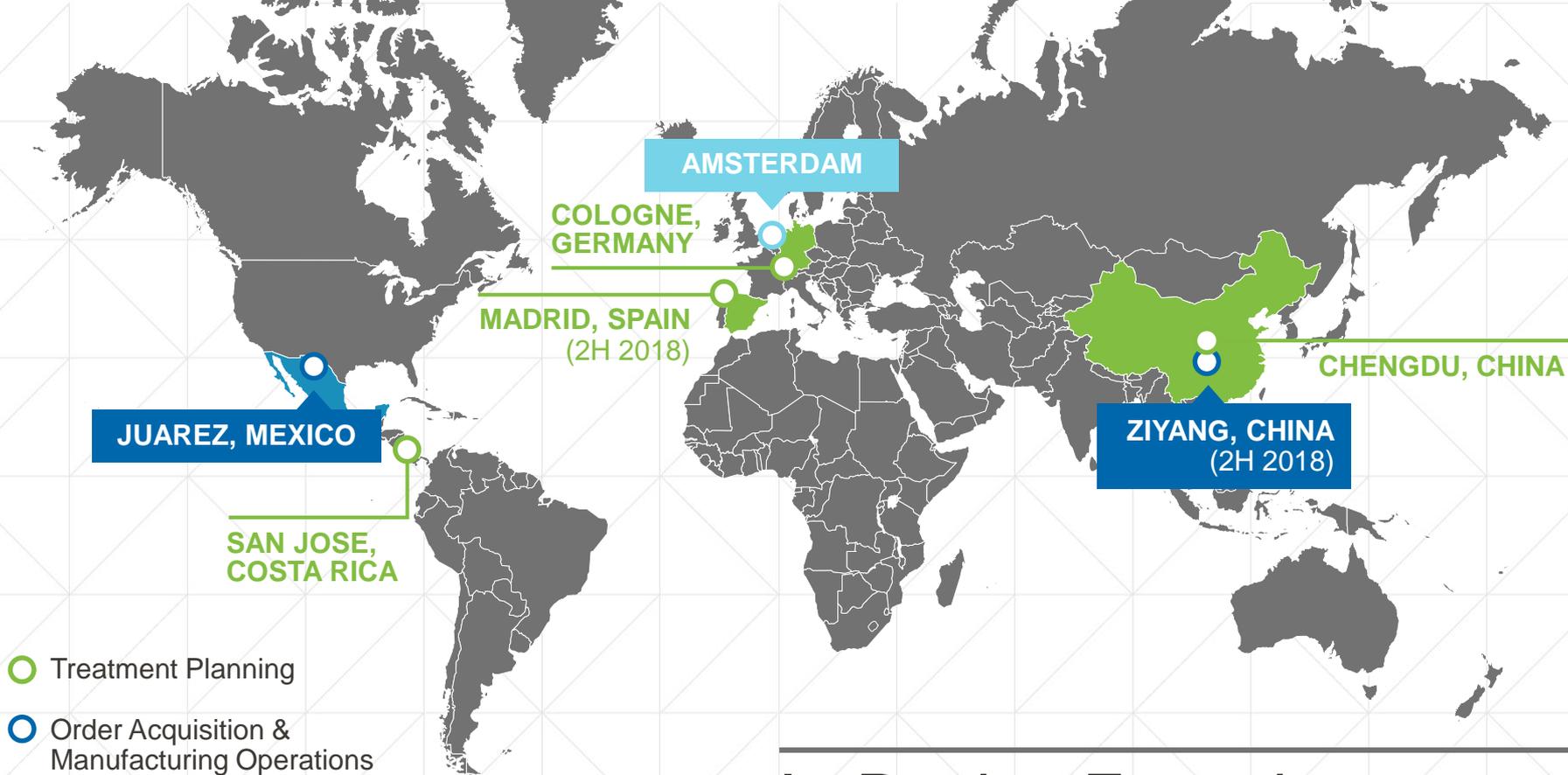
**TREATMENT PLANS**

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**7K** Years of treatment  
planning experience

# Our Entire Production and Delivery Workflow is Digital





## In-Region Expertise



**405M**

Aligners

**136K**

Doctors



Only Align has the  
Scale & Capabilities  
for 300M+

align

 invisalign® | iTero®