

align



invisalign®

iTero®

Incredible Platform for Continued Growth

/ **JOE HOGAN**

President and Chief Executive Officer

/ **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.

We're Just Starting to Hit Our Stride



2 Year Growth

+72%

REVENUE GROWTH

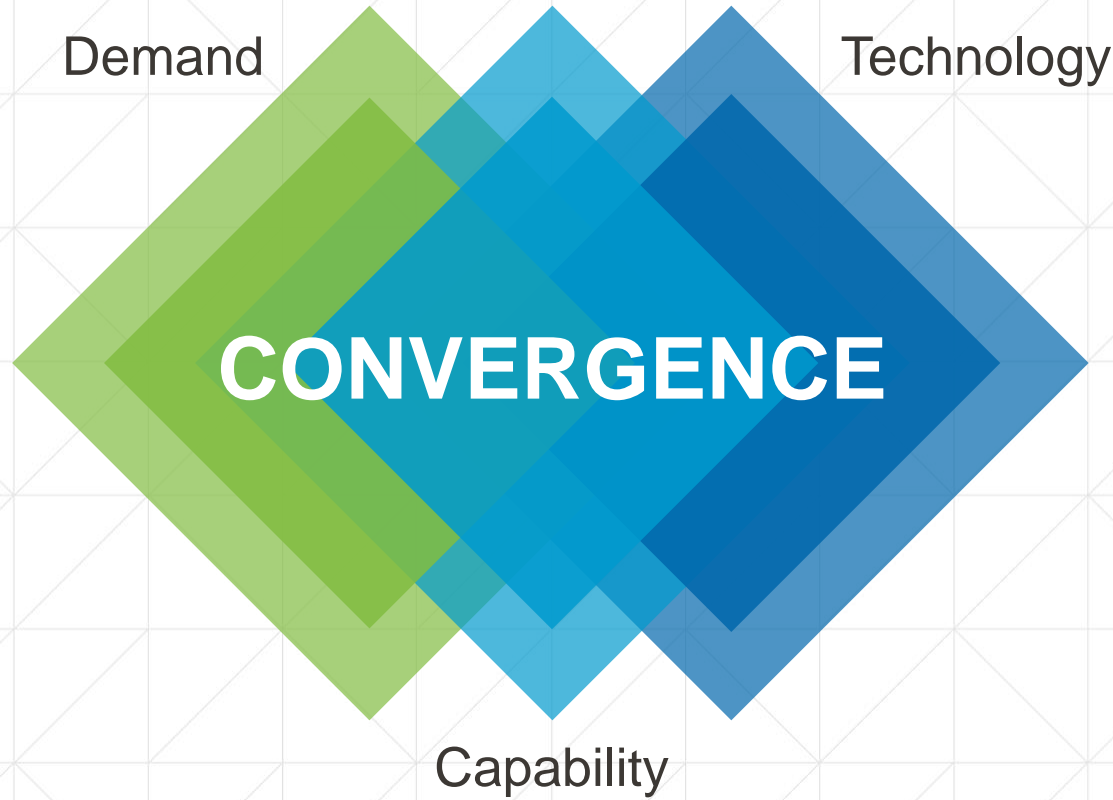
+1.6M Invisalign Cases
+38K Invisalign Doctors

3.5X

iTero Scanners

+\$600M

Operating Income





MARKET EXPANSION



/ VISION

Bring Clear Aligner Orthodontic Treatment to the Masses



12M

Worldwide
Annual Cases



4M
APAC

4M
Americas

4M
EMEA

300

**MILLION
WORLDWIDE**





100% Digital
Approach

Built For
Doctors
& Consumers

Global
Scale

Unrivalled
Experience

Built for Doctors and Consumers



Invisalign Store Pilot

Engaging
in new ways

100% Digital Approach

21
YEARS

Digital Scanning

Software Applications

Big Data Analytics

Machine Learning

Virtual Treatment Plans

100% Digital Technology

iTero
Scanner
Invisalign
Outcome Simulator

SmartTrack
Material

SmartForce
Attachments
and Features

SmartStage
Programmed Tooth
Movement

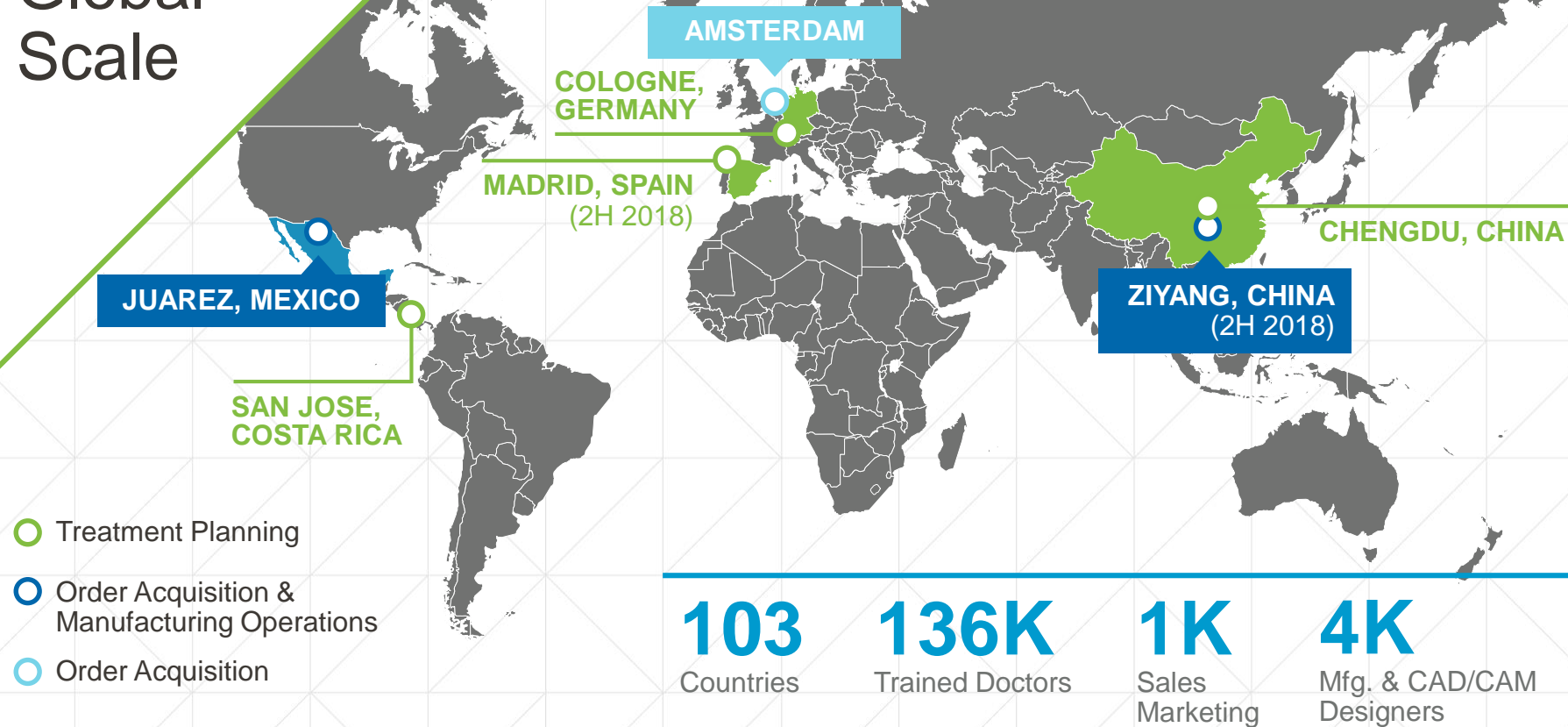
ClinCheck Pro

Aligners
Retainers
Expanders

Global Scale



Global Scale



align

Brand Advantage

Highest consumer
and doctor awareness

Doctor Advantage

Largest network of
trained doctors

IP Advantage

880 patents

Data Advantage

Data and insights from
5.5 Million patients

Operational Advantage

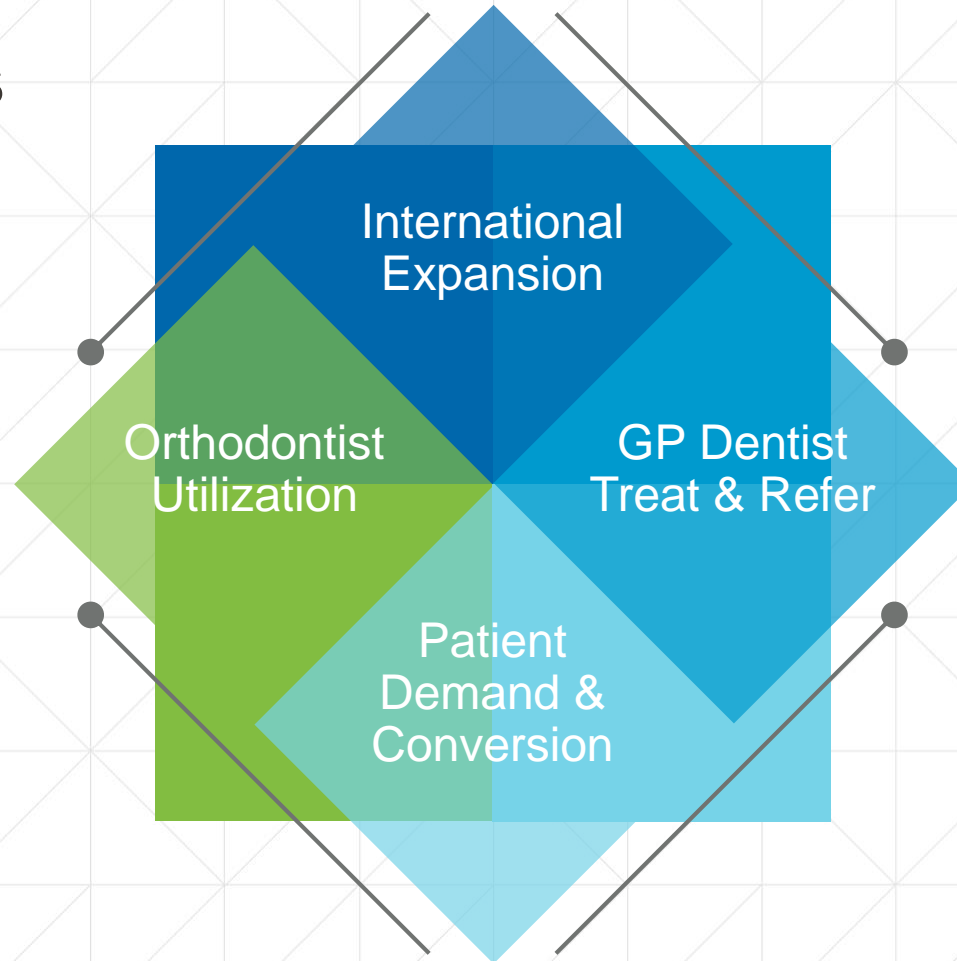
Largest global reach

Go To Market Advantage

Largest and most
experienced salesforce



Strategic Focus and Execution





Our Unique Opportunity
is Enormous

align

 invisalign® | iTero®