

ALIGN TECHNOLOGY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands except per share data)

	Q1 2011	Q2 2011	Q3 2011	Q4 2011	YTD 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	YTD 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	YTD 2013
Net Revenues															
Clear Aligner:															
North America	\$ 74,258	\$ 79,755	\$ 79,678	\$ 81,789	\$ 315,480	\$ 86,871	\$ 92,997	\$ 89,568	\$ 91,686	\$ 361,122	\$ 97,045	\$ 102,217	\$ 103,888	\$ 105,059	\$ 408,209
North America Ortho	35,017	37,112	37,450	37,939	147,518	41,688	43,942	43,090	43,812	172,532	48,859	50,476	52,504	52,104	203,943
North America GP	39,241	42,643	42,228	43,850	167,962	45,183	49,055	46,478	47,874	188,590	48,186	51,741	51,384	52,955	204,266
International	25,179	27,898	28,346	30,054	111,477	29,700	32,883	29,700	32,513	124,796	31,818	40,320	38,983	50,595	161,716
Non-case (1)	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679	10,570	44,724
										-					
Total Clear Aligner Net Revenues	104,856	113,647	114,278	118,932	451,713	123,328	133,669	126,725	132,859	516,581	141,572	153,303	153,550	166,224	614,649
Scanner and CAD/CAM Services:															
North America Scanner and CAD/CAM Services	-	5,241	9,098	9,611	23,950	11,120	11,752	9,439	9,940	42,251	11,952	10,454	10,875	11,980	45,261
International Scanner and CAD/CAM Services	-	1,198	2,518	362	4,078	631	205	332	41	1,209	56	71	81	88	296
Scanner	-	2,735	5,420	5,228	13,383	5,361	6,032	4,023	4,643	20,059	6,625	5,027	5,538	6,508	23,698
CAD/CAM Services	-	3,704	6,196	4,745	14,645	6,390	5,925	5,748	5,338	23,401	5,383	5,498	5,418	5,560	21,859
Total Scanner and CAD/CAM Net Revenues	-	6,439	11,616	9,973	28,028	11,751	11,957	9,771	9,981	43,460	12,008	10,525	10,956	12,068	45,557
Total Net Revenues:															
Total North America Net Revenues	74,258	84,996	88,776	91,400	339,430	97,991	104,749	99,007	101,626	403,373	108,997	112,671	114,763	117,039	453,470
Total International Net Revenues	25,179	29,096	30,864	30,416	115,555	30,331	33,088	30,032	32,554	126,005	31,874	40,391	39,064	50,683	162,012
Total Non-case Net Revenues	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679	10,570	44,724
Total Worldwide Net Revenues	104,856	120,086	125,894	128,905	479,741	135,079	145,626	136,496	142,840	560,041	153,580	163,828	164,506	178,292	660,206
Cost of Net Revenues:															
Cost of net revenues Clear Aligner	22,630	24,600	24,465	25,375	97,070	25,939	28,052	28,391	28,229	110,611	32,245	33,179	30,887	33,503	129,814
Cost of net revenues Scanner and CAD/CAM Services	-	4,349	9,059	7,980	21,388	8,380	8,774	7,755	8,133	33,042	8,486	6,958	8,529	8,313	32,286
Total cost of net revenues	22,630	28,949	33,524	33,355	118,458	34,319	36,826	36,146	36,362	143,653	40,731	40,137	39,416	41,816	162,100
Gross profit	82,226	91,137	92,370	95,550	361,283	100,760	108,800	100,350	106,478	416,388	112,849	123,691	125,090	136,476	498,106
Operating Expenses:															
Sales and marketing	32,821	38,586	34,655	36,112	142,174	38,717	39,087	36,468	37,769	152,041	42,281	47,847	45,224	44,694	180,046
General and administrative	18,992	26,686	22,477	23,440	91,595	23,511	23,021	24,762	28,001	99,295	30,348	27,027	27,487	27,889	112,752
Research and development	9,390	9,270	8,926	9,568	37,154	10,526	10,680	9,952	11,711	42,869	11,282	10,916	10,915	10,970	44,082
Impairment of goodwill	-	-	-	-	-	-	-	24,665	11,926	36,591	40,693	-	-	-	40,694
Impairment of long-lived assets	-	-	-	-	-	-	-	-	-	-	26,320	-	-	-	26,320
Total operating expenses	61,203	74,542	66,058	69,120	270,923	72,754	72,788	95,847	89,407	330,796	150,924	85,790	83,626	83,553	403,894
Operating Profit (loss):															
Interest and other income (expense), net	21,023	16,595	26,312	26,430	90,360	28,006	36,012	4,503	17,071	85,592	(38,075)	37,901	41,464	52,923	94,212
Interest and other income (expense), net	89	(306)	(118)	(84)	(419)	(812)	541	(353)	(672)	(1,296)	(988)	(335)	449	(199)	(1,073)
Profit before provision for income taxes	21,112	16,289	26,194	26,346	89,941	27,194	36,553	4,150	16,399	84,296	(39,063)	37,566	41,913	52,724	93,139
Provision for income taxes	5,271	5,127	6,930	5,897	23,225	6,210	8,061	4,494	6,840	25,605	2,920	8,246	7,376	10,302	28,844
Net profit (loss)	\$ 15,841	\$ 11,162	\$ 19,264	\$ 20,449	\$ 66,716	\$ 20,984	\$ 28,492	\$ (344)	\$ 9,559	\$ 58,691	\$ (41,983)	\$ 29,320	\$ 34,537	\$ 42,422	\$ 64,295
Net profit (loss) per share															
- basic	\$ 0.21	\$ 0.14	\$ 0.25	\$ 0.26	\$ 0.86	\$ 0.26	\$ 0.35	\$ (0.00)	\$ 0.12	\$ 0.73	\$ (0.52)	\$ 0.36	\$ 0.43	\$ 0.53	\$ 0.80
- diluted	\$ 0.20	\$ 0.14	\$ 0.24	\$ 0.25	\$ 0.83	\$ 0.26	\$ 0.34	\$ (0.00)	\$ 0.12	\$ 0.71	\$ (0.52)	\$ 0.36	\$ 0.42	\$ 0.51	\$ 0.78
Shares used in computing net profit (loss) per share															
- basic	76,844	77,888	78,455	78,737	77,988	79,235	80,384	81,437	81,043	80,529	81,248	80,576	79,967	80,432	80,551
- diluted	79,361	80,321	80,266	80,849	80,294	81,856	82,954	81,437	82,981	83,040	81,248	82,149	81,848	82,438	82,589
Margin Analysis:															
Gross margin	78.4%	75.9%	73.4%	74.1%	75.3%	74.6%	74.7%	73.5%	74.5%	74.3%	73.5%	75.5%	76.0%	76.5%	75.4%
-Clear Aligner	78.4%	78.4%	78.6%	78.7%	78.5%	79.0%	79.0%	77.6%	78.8%	78.6%	77.2%	78.4%	79.9%	79.8%	78.9%
-Scanner and CAD/CAM Services	-	32.5%	22.0%	20.0%	23.7%	28.7%	26.6%	20.6%	18.5%	24.0%	29.3%	33.9%	22.2%	31.1%	29.1%
Sales and marketing	31.3%	32.1%	27.5%	28.0%	29.6%	28.7%	26.8%	26.7%	26.4%	27.1%	27.5%	29.2%	27.5%	25.1%	27.3%
General and administrative	18.1%	22.2%	17.9%	18.2%	19.1%	17.4%	15.8%	18.1%	19.6%	17.7%	19.8%	16.5%	16.7%	15.6%	17.1%
Research and development	9.0%	7.7%	7.1%	7.4%	7.7%	7.8%	7.3%	7.3%	8.2%	7.7%	7.3%	6.7%	6.6%	6.2%	6.7%
Impairment of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	18.1%	8.3%	6.5%	26.5%	0.0%	0.0%	0.0%	6.2%
Impairment of long-lived assets	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	17.1%	0.0%	0.0%	0.0%	4.0%
Operating margin	20.0%	13.8%	20.9%	20.5%	18.8%	20.7%	24.7%	3.3%	12.0%	15.3%	-24.8%	23.1%	25.2%	29.7%	14.3%
Net margin	15.1%	9.3%	15.3%	15.9%	13.9%	15.5%	19.6%	-0.3%	6.7%	10.5%	-27.3%	17.9%	21.0%	23.8%	9.7%
Year Over Year Analysis:															
Net Revenues	16.4%	11.0%	31.2%	38.8%	23.9%	28.8%	21.3%	8.4%	10.8%	16.7%	13.7%	12.5%	20.5%	24.8%	17.9%
-Clear Aligner	16.4%	5.0%	19.1%	28.0%	16.7%	17.6%	17.6%	10.9%	11.7%	14.4%	14.8%	11.7%	21.2%	25.1%	19.0%
-Scanner and CAD/CAM Services	-	-	-	-	-	-	-	-	-	N/A	2.2%	-12.0%	12.1%	20.9%	4.8%
Gross profit	18.0%	4.7%	23.3%	33.2%	19.1%	22.5%	19.4%	8.6%	11.4%	15.3%	12.0%	13.7%	24.7%	28.2%	19.6%
Operating expense	24.9%	78.9%	24.6%	21.3%	35.0%	18.9%	-2.4%	45.1%	29.4%	22.1%	107.4%	17.9%	-12.8%	-6.5%	22.1%
Profit (loss) from operations	1.6%	-63.4%	20.0%	78.9%	-12.0%	33.2%	117.0%	-82.9%	-35.4%	-5.3%	-236.0%	5.2%	820.8%	210.0%	10.1%
Net profit (loss)	6.1%	-65.8%	14.6%	106.5%	-10.2%	32.5%	155.3%	-101.8%	-53.3%	-12.0%	-300.1%	2.9%	-10139.8%	343.8%	9.5%
Quarter Over Quarter Analysis (Sequential):															
Net Revenues	12.9%	14.5%	4.8%	2.4%		4.8%	7.8%	-6.3%	4.6%		7.5%	6.7%	0.4%	8.4%	
-Clear Aligner	12.9%	8.4%	0.6%	4.1%		3.7%	8.4%	-5.2%	4.8%		6.6%	8.3%	0.2%	8.3%	
-Scanner and CAD/CAM Services	-	-	80.4%	-14.1%		17.8%	1.8%	-18.3%	2.1%		20.3%	-12.4%	4.1%	10.1%	
Gross profit	14.6%	10.8%	1.4%	3.4%		5.5%	8.0%	-7.8%	6.1%		6.0%	9.6%	1.1%	9.1%	
Operating expense	7.4%	21.8%	-11.4%	4.6%		5.3%	0.0%	31.7%	-6.7%		68.8%	-43.2%	-2.5%	-0.1%	
Profit (loss) from operations	42.3%	-21.1%	58.6%	0.4%		6.0%	28.6%	-87.5%	279.1%		-323.0%	-199.5%	9.4%	27.6%	
Net profit (loss)	59.9%	-29.5%	72.6%	6.2%		2.6%	35.8%	-101.2%	990300.0%		-539.2%	-169.8%	17.8%	22.8%	

(1) Non-case net revenues includes the retainer business, training revenues, and ancillary offerings under our Clear Aligner product lines

ALIGN TECHNOLOGY
NON-GAAP CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands except per share data)

	Q1 2011	Q2 2011	Q3 2011	Q4 2011	YTD 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	YTD 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	YTD 2013
Net Revenues															
Clear Aligner:															
North America	\$ 74,258	\$ 79,755	\$ 79,678	\$ 81,789	\$ 315,480	\$ 86,871	\$ 92,997	\$ 89,568	\$ 91,686	\$ 361,122	\$ 97,045	\$ 102,217	\$ 103,888	\$ 105,059	\$ 408,209
North America Ortho	35,017	37,112	37,450	37,939	147,518	41,688	43,942	43,090	43,812	172,532	48,859	50,476	52,504	52,104	203,943
North America GP	39,241	42,643	42,228	43,850	167,962	45,183	49,055	46,478	47,874	188,590	48,186	51,741	51,384	52,955	204,266
International	25,179	27,898	28,346	30,054	111,477	29,700	32,883	29,700	32,513	124,796	31,818	40,320	38,983	50,595	161,716
Non-case Net Revenues (1)	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679	10,570	44,724
Total Clear Aligner Net Revenues	104,856	113,647	114,278	118,932	451,713	123,328	133,669	126,725	132,859	516,581	141,572	153,303	153,550	166,224	614,649
Scanner and CAD/CAM Services:															
North America Scanner and CAD/CAM Services	-	5,241	9,098	9,611	23,950	11,120	11,752	9,439	9,940	42,251	11,952	10,454	10,875	11,980	45,261
International Scanner and CAD/CAM Services	-	1,198	2,518	362	4,078	631	205	332	41	1,209	56	71	81	88	296
Scanners	-	2,735	5,420	5,228	13,383	5,361	6,032	4,023	4,643	20,059	6,625	5,027	5,538	6,508	23,698
CAD/CAM Services	-	3,704	6,196	4,745	14,645	6,390	5,925	5,748	5,338	23,401	5,383	5,498	5,418	5,560	21,859
Total Scanner and CAD/CAM Net Revenues	-	6,439	11,616	9,973	28,028	11,751	11,957	9,771	9,981	43,460	12,008	10,525	10,956	12,068	45,557
Total Net Revenues:															
Total North America Net Revenues	74,258	84,996	88,776	91,400	339,430	97,991	104,749	99,007	101,626	403,373	108,997	112,671	114,763	117,039	453,470
Total International Net Revenues	25,179	29,096	30,864	30,416	115,555	30,331	33,088	30,032	32,554	126,005	31,874	40,391	39,064	50,683	162,012
Total Non-case Net Revenues	5,419	5,994	6,254	7,089	24,756	6,757	7,789	7,457	8,660	30,663	12,709	10,766	10,679	10,570	44,724
Total Worldwide Net Revenues	104,856	120,086	125,894	128,905	479,741	135,079	145,626	136,496	142,840	560,041	153,580	163,828	164,506	178,292	660,206
Cost of Net Revenues:															
Cost of net revenues Clear Aligner	22,630	24,600	24,465	25,375	97,070	25,939	28,052	28,391	28,229	110,611	32,245	33,179	30,887	33,503	129,814
Cost of net revenues Scanner and CAD/CAM Services	-	4,292	8,682	7,262	20,236	7,946	8,567	7,661	8,133	32,307	8,486	6,958	8,529	8,313	32,286
Total cost of net revenues	22,630	28,892	33,147	32,637	117,306	33,885	36,619	36,052	36,362	142,918	40,731	40,137	39,416	41,816	162,100
Gross profit	82,226	91,194	92,747	96,268	362,435	101,194	109,007	100,444	106,478	417,123	112,849	123,691	125,090	136,476	498,106
Operating Expenses:															
Sales and marketing	32,821	38,596	34,655	36,112	142,174	38,717	39,087	36,468	37,769	152,041	42,281	47,847	45,224	44,694	180,046
General and administrative	17,511	20,836	21,109	22,179	81,635	22,799	22,711	24,478	28,001	97,979	30,348	27,027	27,487	27,889	112,751
Research and development	9,390	9,270	8,926	9,568	37,154	10,526	10,680	9,952	11,711	42,869	11,282	10,916	10,915	10,970	44,083
Total operating expenses	59,722	68,692	64,690	67,859	260,963	72,032	72,478	70,898	77,481	292,889	83,911	85,790	83,626	83,553	336,880
Operating Profit:															
Interest and other income (expense), net	22,504	22,502	28,057	28,409	101,472	29,162	36,529	29,546	28,997	124,234	28,938	37,901	41,464	52,923	161,226
Profit before provision for income taxes	89	(306)	(118)	(84)	(419)	(812)	541	(353)	(672)	(1,296)	(988)	(335)	449	(199)	(1,073)
Provision for income taxes	22,593	22,196	27,939	28,325	101,053	28,350	37,070	29,193	28,325	122,938	27,950	37,566	41,913	52,724	160,153
	5,650	6,692	7,133	6,612	26,087	6,804	8,897	7,006	6,798	29,505	6,708	8,246	7,376	10,302	32,632
Net profit	<u>\$ 16,943</u>	<u>\$ 15,504</u>	<u>\$ 20,806</u>	<u>\$ 21,713</u>	<u>\$ 74,966</u>	<u>\$ 21,546</u>	<u>\$ 28,173</u>	<u>\$ 22,187</u>	<u>\$ 21,527</u>	<u>\$ 93,433</u>	<u>\$ 21,242</u>	<u>\$ 29,320</u>	<u>\$ 34,537</u>	<u>\$ 42,422</u>	<u>\$ 127,521</u>
Net profit per share															
- basic	\$ 0.22	\$ 0.20	\$ 0.27	\$ 0.28	\$ 0.96	\$ 0.27	\$ 0.35	\$ 0.27	\$ 0.27	\$ 1.16	\$ 0.26	\$ 0.36	\$ 0.43	\$ 0.53	\$ 1.58
- diluted	\$ 0.21	\$ 0.19	\$ 0.26	\$ 0.27	\$ 0.93	\$ 0.26	\$ 0.34	\$ 0.26	\$ 0.26	\$ 1.13	\$ 0.26	\$ 0.36	\$ 0.42	\$ 0.51	\$ 1.54
Shares used in computing net profit per share															
- basic	76,844	77,888	78,455	78,737	77,988	79,235	80,384	81,437	81,043	80,529	81,248	80,576	79,967	80,432	80,551
- diluted	79,361	80,321	80,266	80,849	80,294	81,856	82,954	83,906	82,981	83,040	83,003	82,149	81,848	82,438	82,589
Margin Analysis:															
Gross margin	78.4%	75.9%	73.7%	74.7%	75.5%	74.9%	74.9%	73.6%	74.5%	74.5%	73.5%	75.5%	76.0%	76.5%	75.4%
-Clear Aligner	78.4%	78.4%	78.6%	78.7%	78.5%	79.0%	79.0%	77.6%	78.8%	78.6%	77.2%	78.4%	79.9%	79.8%	78.9%
-Scanner and CAD/CAM Services	-	33.3%	25.3%	27.2%	27.8%	32.4%	28.4%	21.6%	18.5%	25.7%	29.3%	33.9%	22.2%	31.1%	29.1%
Operating Margin	21.5%	18.7%	22.3%	22.0%	21.2%	21.6%	25.1%	21.6%	20.3%	22.2%	18.8%	23.1%	25.2%	29.7%	24.4%
Net Margin	16.2%	12.9%	16.5%	16.8%	15.6%	16.0%	19.3%	16.3%	15.1%	16.7%	13.8%	17.9%	21.0%	23.8%	19.3%
Year Over Year Analysis:															
Net Revenues	16.4%	27.9%	31.2%	38.8%	28.7%	28.8%	21.3%	8.4%	10.8%	16.7%	13.7%	12.5%	20.5%	24.8%	17.9%
Gross profit	16.6%	25.4%	23.8%	34.2%	25.0%	23.1%	19.5%	8.3%	10.6%	15.1%	11.5%	13.5%	24.5%	28.2%	19.4%
Operating expense	21.8%	36.5%	30.2%	21.7%	27.4%	20.6%	5.5%	9.6%	14.2%	12.2%	16.5%	18.4%	18.0%	7.8%	15.0%
Operating profit	4.6%	0.5%	11.2%	77.5%	19.2%	29.6%	62.3%	5.3%	2.1%	22.4%	-0.8%	3.8%	40.3%	82.5%	29.8%
Net Profit	9.0%	-5.8%	7.6%	98.0%	20.3%	27.2%	81.7%	6.6%	-0.9%	24.6%	-1.4%	4.1%	55.7%	97.1%	36.5%
Quarter Over Quarter Analysis (Sequential):															
Net Revenues	12.9%	14.5%	4.8%	2.4%		4.8%	7.8%	-6.3%	4.6%		7.5%	6.7%	0.4%	8.4%	
Gross profit	14.6%	10.9%	1.7%	3.8%		5.1%	7.7%	-7.9%	6.0%		6.0%	9.6%	1.1%	9.1%	
Operating expense	7.1%	15.0%	-5.8%	4.9%		6.1%	0.6%	-2.2%	9.3%		8.3%	2.2%	-2.5%	-0.1%	
Operating profit (loss)	40.6%	0.0%	24.7%	1.3%		2.7%	25.3%	-19.1%	-1.9%		-0.2%	31.0%	9.4%	27.6%	
Net profit	54.5%	-8.5%	34.2%	4.4%		-0.8%	30.8%	-21.2%	-3.0%		-1.3%	38.0%	17.8%	22.8%	
Reconciliation of GAAP Net Profit to non-GAAP Net Profit:															
GAAP Net profit	\$ 15,841	\$ 11,162	\$ 19,264	\$ 20,449	\$ 66,716	\$ 20,984	\$ 28,492	\$ (344)	\$ 9,559	\$ 58,691	\$ (41,983)	\$ 29,320	\$ 34,537	\$ 42,422	\$ 64,295
Acquisition and integration related costs related to cost of revenues	-	57	202	139	398	134	72	55	-	261	-	-	-	-	-
Severance and benefit costs related to cost of revenues	-	-	175	579	754	300	135	39	-	474	-	-	-	-	-
Acquisition and integration related costs related to operating expenses	1,481	5,850	1,296	1,005	9,632	570	261	179	-	1,010	-	-	-	-	-
Severance and benefit costs related to operating expenses	-	-	72	256	328	152	49	105	-	306	-	-	-	-	-
Impairment of goodwill	-	-	-	-	-	-	-	24,665	11,926	36,591	40,693	-	-	-	40,693
Impairment of long-lived assets	-	-	-	-	-	-	-	-	-	-	26,320	-	-	-	26,320
Income tax-related adjustments	(379)	(1,565)	(203)	(715)	(2,862)	(594)	(836)	(2,512)	42	(3,900)	(3,788)	-	-	-	(3,788)
Non-GAAP net profit	<u>\$ 16,943</u>	<u>\$ 15,504</u>	<u>\$ 20,806</u>	<u>\$ 21,713</u>	<u>\$ 74,966</u>	<u>\$ 21,546</u>	<u>\$ 28,173</u>	<u>\$ 22,187</u>	<u>\$ 21,527</u>	<u>\$ 93,433</u>	<u>\$ 21,242</u>	<u>\$ 29,320</u>	<u>\$ 34,537</u>	<u>\$ 42,422</u>	<u>\$ 127,521</u>

(1) Non-case net revenues includes the retainer business, training revenues, and ancillary offerings under our Clear Aligner product line: