

Align Technology

Q1 2026 | April 29, 2026

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Safe Harbor and Forward-Looking Statements

This presentation, including the tables below, contains forward-looking statements, including statements of our current intentions, beliefs and expectations regarding our ability to grow in 2026 and beyond, actively manage our business with focus and discipline while strategically investing in innovation and growth opportunities, including advancing digital dentistry through the Align™ Digital Platform, scaling our iTero™ Lumina ecosystem, expanding internationally with localized strategies, and continuing to build a differentiated portfolio for teens and growing patients; our expectations regarding, and our ability to navigate, dynamic macroeconomic environments; our expectations regarding implemented or proposed tariffs and the potential impact on our financial results; our expectations for Q2'26 worldwide revenues, Clear Aligner volume, Clear Aligner ASPs, Systems and Services revenues, and GAAP and non-GAAP operating margin, including our assumption that the impact of the ongoing conflicts in the Middle East will have some impact on both Clear Aligner and scanner demand; our expectations for fiscal year 2026 worldwide revenue growth, Clear Aligner volume growth, GAAP and non-GAAP operating margin, and investments in capital expenditures, including our assumption of approximately 100 basis points of benefit from foreign exchange; and our expectations regarding the timing and amount of future stock repurchases. Forward-looking statements contained in this presentation are based upon information available to Align as of the date hereof. These forward-looking statements reflect our best judgments based on currently known facts and circumstances and are subject to risks and uncertainties, and assumptions that may be inaccurate. As a result, actual results may differ materially and adversely from those expressed or implied in any forward-looking statement.

Factors that might cause such a difference include, but are not limited to:

- macroeconomic conditions, including fluctuations in foreign currency exchange rates, higher interest rates, market volatility, inflation, general economic weakness, and threats of or actual slowdowns or recessions;
- geopolitical events, such as wars, military conflicts (such as those involving the Middle East, Ukraine, and China), terrorism and major public health crises, which could result in, among other things, disruptions to our supply chain and the global economy, energy shortages, inflation, decreased customer and consumer sentiment, uneven patient traffic at dental practices, and a shift in public opinion about companies based in the United States or in the regions where we operate;
- trade policies, tariffs, customs duties and fees, and retaliatory actions, international trade disputes, or protectionist trade measures taken in response to or resulting from such measures;
- customer and consumer purchasing behavior and changes in demand for dental services as a result of, among other things, prevailing macroeconomic conditions, declining customer confidence and consumer sentiment, consumer economic uncertainty, employment levels, health insurance coverage, wages, debt obligations, discretionary income, inflationary pressure, and perceptions of current and future economic conditions;
- variations in our geographic, channel or product mix, product launches, product pilots and product adoption, and selling prices regionally and globally, including product mix shifts to lower priced products or to products with a higher percentage of deferred revenue;
- reductions, delays or shifts in purchasing or utilization of our products and services by doctors at dental support organizations, orthodontic service organizations and other large group practices;
- competition from existing and new competitors;
- competitive pressure from AI-powered technologies in the dental industry, regulatory and legal risks surrounding implementation of AI, and reputational harm from improper use of AI;
- declines in, or the slowing of the growth of, sales of our clear aligners and intraoral scanners domestically and/or internationally and the impact either would have on the adoption of Invisalign products;
- the possibility that the development and release of new products or enhancements to existing products do not proceed in accordance with the anticipated timeline or may themselves contain bugs, errors, or defects in software or hardware requiring remediation and that the market for the sale of these new or enhanced products may not develop as expected;
- the timing, availability and cost of raw materials, components, products and other shipping and supply chain constraints and disruptions;
- unexpected or rapid changes in the growth or decline of our domestic and/or international markets;
- rapidly evolving and groundbreaking advances that fundamentally alter the dental industry or the way new and existing customers market and provide products and services to consumers;
- our ability to protect our intellectual property rights;
- our ability to comply with regulatory requirements and obtain and maintain regulatory approvals or clearances, including as a result of any shutdowns of the U.S. federal government or reductions in government personnel;
- the willingness and ability of our customers to maintain and/or increase product utilization in sufficient numbers;
- our ability to sustain or increase profitability or revenue growth in future periods (or minimize declines) while controlling expenses;
- expansion of our business and products;
- our ability to identify, complete, finance and integrate acquisitions, investments and other strategic transactions, and to realize the anticipated synergies and benefits of those transactions;
- the impact of excess or constrained capacity at our manufacturing and treat operations facilities and pressure on our internal systems and personnel;
- security breaches, data breaches, or other cybersecurity incidents involving any customer and/or patient data, and our failure to comply with laws, regulations and other obligations related to privacy, data protection, data governance and cybersecurity;
- natural disasters and extreme weather conditions occurring in a region where one of our facilities or those of our customers or suppliers are located;
- the timing of case submissions from our doctor customers within a quarter as well as increases in manufacturing cost per case; and
- the loss of key personnel, labor shortages, or work stoppages for us or our suppliers.

The foregoing and other risks are detailed from time to time in our periodic reports filed with the Securities and Exchange Commission, including, but not limited to, our Annual Report on Form 10-K for the year ended December 31, 2025, which was filed with the Securities and Exchange Commission ("SEC") on February 27, 2026. Align undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

Non-GAAP Financial Measures

To supplement our consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles ("GAAP") in the United States ("U.S. GAAP"), we use the following non-GAAP financial measures: constant currency net revenues, constant currency gross profit, constant currency gross margin, constant currency income from operations, constant currency operating margin, constant currency diluted net income per share, non-GAAP gross profit, non-GAAP gross margin, non-GAAP total operating expenses, non-GAAP income from operations, non-GAAP operating margin, non-GAAP net income before provision for income taxes, non-GAAP provision for income taxes, non-GAAP effective tax rate, non-GAAP net income and non-GAAP diluted net income per share. These non-GAAP financial measures exclude certain items that may not be indicative of our fundamental operating performance, including foreign currency exchange rate impacts, the effects of stock-based compensation, amortization of intangible assets related to certain acquisitions, restructuring and other charges, legal settlements, acquisition-related costs, discrete cash and non-cash charges or gains and associated tax impacts that are included in the most directly comparable GAAP financial measure.

Our management believes that the use of certain non-GAAP financial measures provides meaningful supplemental information regarding our recurring core operating performance. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when planning, forecasting, and analyzing future periods. We believe these non-GAAP financial measures are useful to investors because (1) they allow for greater transparency with respect to key metrics used by management in its financial and operational decision-making, and (2) they are used by our institutional investors and the analyst community to help them analyze the performance of our business.

There are material limitations to using non-GAAP financial measures as they are not prepared in accordance with U.S. GAAP and may be different from similarly titled non-GAAP financial measures used by other companies. Non-GAAP financial measures exclude certain items that may have a material impact upon our reported results of operations, which can limit their usefulness for comparison purposes. In addition, they are subject to inherent limitations as they reflect the exercise of judgments by management about which charges and gains are excluded or included from the non-GAAP financial measures. We compensate for these limitations by analyzing current and future results on both a GAAP and non-GAAP basis and by providing specific information regarding the GAAP amounts excluded or included from these non-GAAP financial measures in our public disclosures. The presentation of non-GAAP financial information is meant to be considered in addition to, not as a substitute for, superior to, or in isolation from, the directly comparable financial measures prepared in accordance with U.S. GAAP. We urge investors to review the reconciliation of our GAAP financial measures to the comparable non-GAAP financial measures included herein and not to rely on any single financial measure to evaluate our business. For more information on these non-GAAP financial measures and a reconciliation of GAAP to non-GAAP measures, please see the tables captioned "Unaudited GAAP to Non-GAAP Reconciliation."



align™ | ✱ invisalign® | iTero® | exocad™

Q1 2026 Financial Results

Q1 2026 | Highlights

Better-than-expected Q1. Continued strength of Invisalign® demand across age groups and geographies

- We're pleased to report another better-than-expected quarter, with Q1 revenues, Clear Aligner volumes, and both GAAP and non-GAAP operating margins exceeding our outlook. These results reflect continued execution against our strategic priorities and the resilience across our global business.
- We delivered first-quarter revenues of \$1.04 billion, up 6.2% year-over-year, driven primarily by higher Clear Aligner volumes and increased ASPs.
- Clear Aligner shipments reached a record 685.7 thousand cases, increasing 6.7% year-over-year, reflecting double-digit growth across our international business and continued stability in North America. Growth was broad-based across customer channels, with shipments to Orthodontists up 7.4% and GPs up 5.6% year over year, along with solid momentum across adult, teen, and growing-kid patient categories.
- Dental and Orthodontic Service Organizations continued to be a force multiplier in every region, driving global double-digit Clear Aligner volume growth during the quarter. We remain encouraged by how naturally our digital platform fits within the DSO operating model and how it continues to benefit customers and patients, and support both Invisalign® adoption and increased iTero™ scanner utilization.
- Q1 highlights the continued strength of Invisalign demand across age groups and geographies, even amid varying macro conditions.
- For Q1, 449.1 thousand adults were treated with Invisalign® aligners, up 7.8% year-over-year, reflecting strong growth across both Orthodontist and GP channels in all regions, led by EMEA, APAC, and Latin America.
- Teens and growing kids continue to represent the largest orthodontic patient opportunity globally. In Q1, 236.6 thousand teens and kids started Invisalign treatment, up 4.8% year-over-year, led by China and Latin America. Growth was supported by continued adoption of Invisalign First™, the Invisalign® Palatal Expander, and mandibular advancement with occlusal blocks, reflecting broader use across growing-patient indications.

Q1 2026 | Revenues and Operating Performance

Consistent execution strengthening growth and operating performance

TOTAL REVENUES

Q1'26: **\$1,040.1M**

Q/Q (0.7)% Y/Y +6.2%

Q1'25: \$979.3M

Q/Q (1.6)% Y/Y (1.8)%

TOTAL SYSTEMS & SERVICES REVENUES

Q1'26: **\$184.1M**

Q/Q (12.1)% Y/Y +0.9%

Q1'25: \$182.4M

Q/Q (9.2)% Y/Y +1.2%

TOTAL CLEAR ALIGNER REVENUES

Q1'26: **\$856.0M**

Q/Q +2.1% Y/Y +7.4%

Q1'25: \$796.8M

Q/Q +0.3% Y/Y (2.5)%

GAAP OPERATING PROFIT | OPERATING MARGIN

Q1'26: **\$142.0M | 13.6%**

Q/Q (1.2) pts Y/Y +0.2 pts

Q1'25: \$131.1M

Q/Q (1.1)% pts Y/Y (2.1)% pts

Q1'26 FX Impact:

Q/Q: ~\$8.7M favorable impact from FX*

Y/Y: ~\$44.9M favorable impact from FX*

Q1'26 FX Impact:

Q/Q: ~\$1.2M favorable impact from FX*

Y/Y: ~\$6.7M favorable impact from FX*

Q1'26 FX Impact:

Q/Q: ~\$7.5M favorable impact from FX*

Y/Y: ~\$38.2M favorable impact from FX*

Q1'26 FX Impact:

Q/Q: ~\$2.7M unfavorable impact from FX*

Y/Y: ~\$4.8M favorable impact from FX*

*See table: Unaudited GAAP to Non-GAAP Reconciliation

Q1 2026 | Revenue Summary Commentary

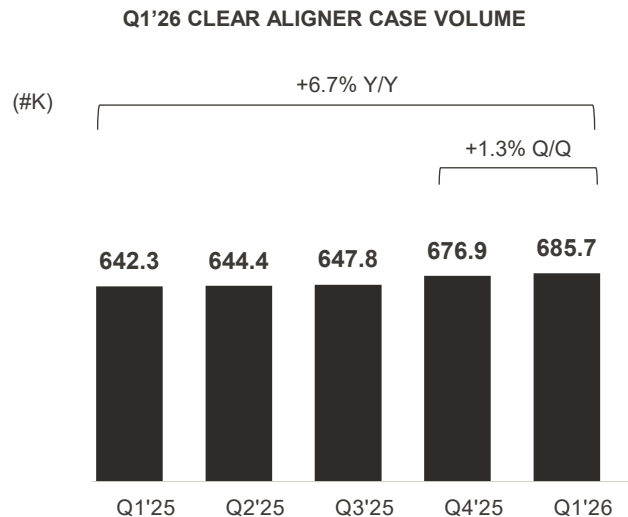
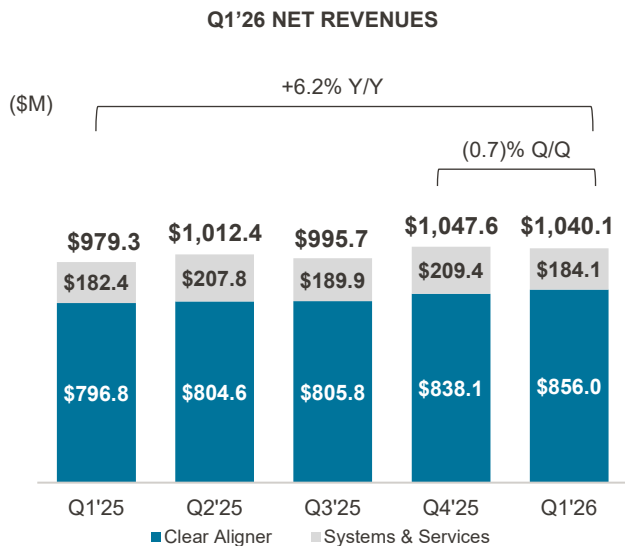
Record first-quarter revenues driven primarily by higher Clear Aligner volumes and increased ASPs

- **Q1'26 Total revenues were \$1,040.1M, +6.2% Y/Y**
 - Y/Y, On a constant currency basis, Q1'26 revenues were favorably impacted by FX of ~\$44.9M or ~4.5%*, in-line with our Q1 expectations
- **Q1'26 Clear Aligners revenues were \$856.0M, +7.4% Y/Y**
 - Y/Y, Q1'26 increase primarily due to higher volume, favorable FX, price increases and lower net deferrals, partially offset by higher discounts and mix shift to lower priced countries and products
 - Y/Y, Q1'26 revenues were favorably impacted by FX of ~\$38.2M or ~4.7%*
 - Q1'26 Clear Aligner average per case shipment price of \$1,250, +1% or \$10 per case on a Y/Y basis, primarily due to favorable FX, price increases, and lower net deferrals, partially offset by higher discounts and mix shift to lower priced countries and products
- **Q1'26 Systems and Services revenues were \$184.1M, +0.9% Y/Y**
 - Y/Y, Q1'26 increase primarily due to favorable FX, higher scanner system sales and non-system sales, partially offset by lower scanner wand sales
 - Y/Y, Q1'26 revenues were favorably impacted by FX of ~\$6.7M or ~3.8%*

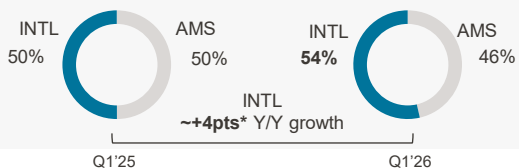
*See table: Unaudited GAAP to Non-GAAP Reconciliation

Q1 2026 | Trended Revenues, Clear Aligner Case Volume, and Intl Mix Trends

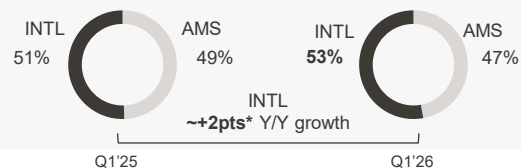
Continued international adoption



TOTAL CLEAR ALIGNER REVENUES INTL & AMS MIX



TOTAL CLEAR ALIGNER VOLUMES INTL & AMS MIX



*Rounding may affect totals

Q1 2026 | Regional Performance Overview

Clear Aligner volumes increased across all regions—solid momentum across adult, teen/growing kid categories, strong DSO performance

AMERICAS

- Clear Aligner volumes up Y/Y, very strong double-digit growth in Latin America, partially offset by a modest, but stable, Y/Y decline in North America
- Latin America: record first quarter shipments, driven by:
 - Increased submitters & higher utilization across both Ortho and GP channels
 - Strength across adult, teen, and growing kid categories

EMEA

- Clear Aligner volumes up double-digit Y/Y, record first-quarter levels led by increases in Iberia, Italy, and Nordics, UKI and Turkey
- Growth driven primarily by:
 - Utilization gains across both GP and Ortho channels
 - Continued strength from adults and growing kids patients

APAC

- Clear Aligner volumes up double-digits Y/Y, with record first-quarter shipments for APAC led by China, India, Korea and Japan
- In addition, 8 APAC markets had record-first quarters including China, Japan, Korea, India and Taiwan
- Growth broad-based, with teens and growing kid patients growing double-digits alongside continued growth among adult patients

- **Clear Aligner volumes +6.7% Y/Y**, reflecting **double-digit growth** across our **international business** and continued **stability in North America**
- **Growth was broad-based** across customer channels, with shipments to **Orthodontists +7.4% Y/Y** and **GPs +5.6% Y/Y**
- **DSO** Clear Aligner volumes **grew double-digit across all regions** and represented **~25% of total global volumes**
- **Retail channel** continued to be **mixed**, particularly in the U.S., where our doctor customers reported **less patient traffic** during the quarter
- To **drive adoption** and **utilization across channels**, we expect to continue expanding targeted initiatives focused on affordability, patient conversion, clinical confidence, and practice efficiency

Q1 2026 | Driving Adoption Through Targeted Initiatives

Improving affordability, conversion, clinical confidence, and practice efficiency

Practice Economics

Doctor Subscription Program (DSP)

- Strong growth, including retention and Touch-up or relapse cases, with double-digit Y/Y growth in Touch-Up cases across regions
- Originally launched in the U.S. (2023), EMEA expansion (2025)
- In North America, DSP is also supporting early momentum with orthodontic groups and DSOs, helping drive re-engagement among competitive and historically lower-utilizing doctors as pricing simplicity and bundled value resonate across accounts

Q2 Callout: DSP launching in APAC in Q2, extending the model to a new growth region

Affordability & Access

Patient Financing

Healthcare Finance Direct (HFD)

- Live in ~4K U.S. offices; enables pre-qualification before first appointment within Invisalign Doctor Site
- Strong Q1 adoption in American Academy of Clear Aligner ("AACA") member practices, driving improved affordability, higher conversion, and case start growth
- Expanding across independent practices, multi-site groups, and DSOs

Practice Impact

- Simplifies front-office workflows and payment conversations
- Boosts staff confidence during consults and events
- Flexible financing broadens access and supports expanded treatment scope (including Invisalign® clear aligners)

Feedback: Key Benefits

- Fast approvals, clear options, prompt funding
- Shifts conversations from price to patient care
- Reduces administrative burden; scalable across multi-practice environments

Invisalign Pay (Brazil → LATAM): Improving affordability and conversion; widely adopted in Brazil (majority of cases) with strong doctor and patient uptake—validating embedded, patient-centric financing

Impact: Enhances provider cash flow, reduces patient friction, and supports reactivation of lower-utilizing providers—a meaningful lever for sustained case growth across the region

Clinical Confidence

Peer-to-Peer Mentoring

- 12-month clinician programs driving confidence and engagement
- Particularly effective for kids, teens, complex cases, and new technology adoption
- These efforts complement our broader engagement strategy, particularly with GPs and competitive orthodontic accounts that benefit from hands-on clinical support and shared best practices
- Peer-to-peer programs are active across all regions and we expect to expand them over the year

Practice Efficiency

Treatment Planning Services (TPS)

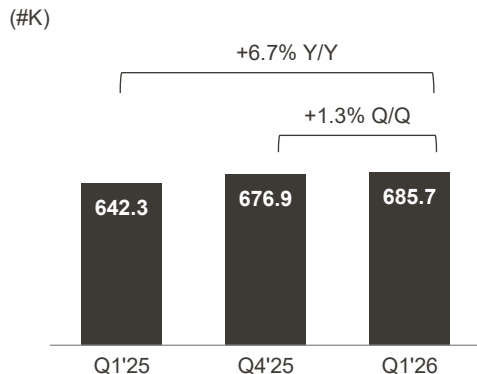
- Addresses key adoption barrier of low clinical confidence, especially among GPs, by providing case assessment and planning support—enabling more confident case submission
- **Performance Impact:** Strong global adoption with higher utilization vs. non-users; in markets like Canada, TPS users consistently outperform, driving low double-digit case starts Y/Y

Emerging as a **distinct go-to-market lever**, driving materially higher utilization among TPS users and strong adoption across regions

These initiatives are beginning to show traction with GP Dentists, Orthodontists, and DSOs, helping to drive increased engagement and directional growth in case volumes

Q1 2026 | Clear Aligner Performance: Volume, Utilization, and ASP

WW CLEAR ALIGNER SHIPMENTS

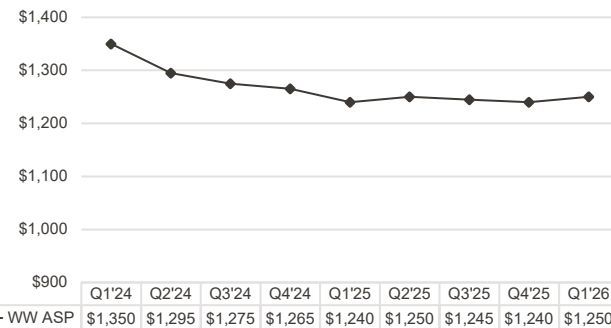


WW CLEAR ALIGNER TOTAL UTILIZATION*

7.5 — 7.7 — 7.8

Q1'25 Q4'25 Q1'26

CLEAR ALIGNER REVENUE PER CASE SHIPMENT

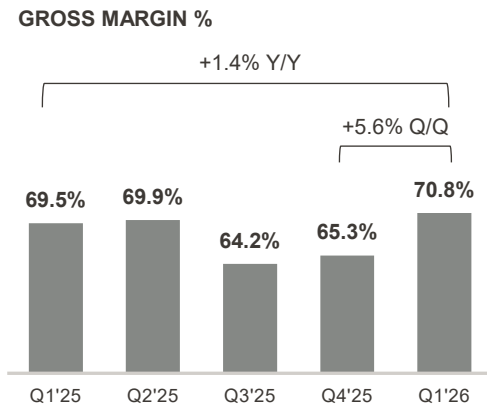


Average Selling Price ("ASP"): Clear Aligner revenues / Case shipments

- **+88K doctors** submitted Invisalign® cases globally, **Y/Y +3%** or an additional **~3K Orthodontists and GPs**, driven by increases in **APAC and Americas—led by Latin America**
- **Doctor utilization increased Y/Y +3.4%**, led by **EMEA, Latin America, and APAC**
- These metrics illustrate **continued adoption and penetration** of the Invisalign® System **through our strategic geographic growth efforts—and meaningful additional opportunities** in the **large untapped demand for digital orthodontics**—both in gaining share in the existing **22M annual ortho case starts** and expanding access to care to the **600M+ potential patients** that our digital technology can serve **through GP dentists globally**

*Number of cases shipped/number of doctors to whom cases were shipped

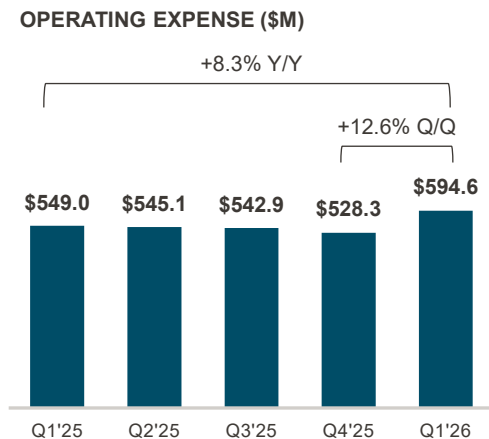
Q1 2026 | Trended GAAP Gross Margins



- **Overall, Q1'26 gross margin was 70.8%, +1.4 pts Y/Y** primarily due to operational efficiencies and higher Clear Aligner ASP
 - Y/Y, Q1'26 overall gross margin was unfavorably impacted by FX of ~0.4 pts*
- On a non-GAAP basis, which excludes stock-based compensation, amortization of intangibles related to certain acquisitions, depreciation expense on assets disposed of other than by sale, gain on assets held for sale, and restructuring and other non-GAAP charges, **Q1'26 non-GAAP gross margin was 71.8%, +1.6 pts Y/Y***
- **Q1'26 Clear Aligner gross margin was 71.6%**
 - +1.1 pts Y/Y primarily due to higher ASP and operational efficiencies. FX unfavorably impacted Clear Aligner gross margin by ~0.5 pts Y/Y
- **Q1'26 Systems and Services gross margin was 67.2%**
 - +2.5 pts Y/Y primarily due to operational efficiencies, partially offset by lower ASP. On a Y/Y basis, FX had no significant impact on Q1 Systems and Services gross margin

*See table: Unaudited GAAP to Non-GAAP Reconciliation

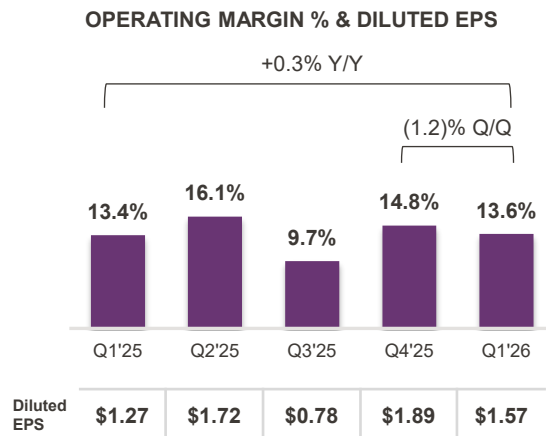
Q1 2026 | Trended GAAP Operating Expenses



- **Q1'26 Operating expenses were \$594.6M, +8.3% Y/Y**
- Y/Y, Q1'26 operating expenses increased by +\$45.6M, primarily due to legal settlement cost and higher employee compensation
- On a non-GAAP basis, excluding stock-based compensation, restructuring and other charges, amortization of acquired intangibles related to certain acquisitions, and legal settlement cost, **Q1'26 non-GAAP operating expenses were \$523.1M, +4.5% Y/Y***

*See table: Unaudited GAAP to Non-GAAP Reconciliation

Q1 2026 | Trended GAAP Operating Margin and EPS



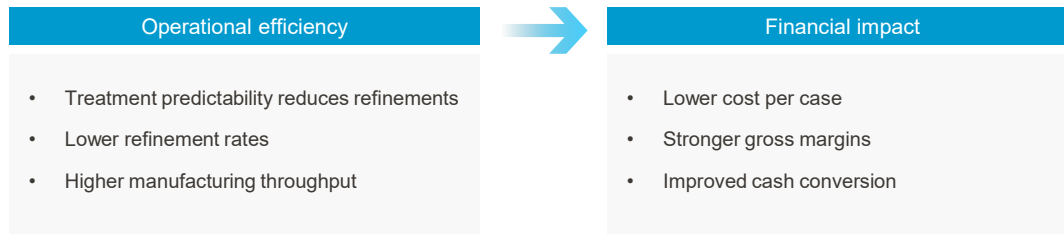
- **Q1'26 Operating income of \$142.0M resulting in a Q1'26 operating margin of 13.6%, +0.3 pts Y/Y**
- Q1'26 Operating margin was unfavorably impacted from FX by ~0.1 pts Y/Y*
- **Q1'26 non-GAAP Operating margin**, which excludes stock-based compensation, restructuring and other non-GAAP charges, amortization of acquired intangibles related to certain acquisitions, legal settlement cost, gain on assets held for sale, and depreciation on assets disposed of other than by sale, **was 21.5%, +2.5 pts Y/Y***
- **The GAAP effective tax rate was 24.3%**, compared to 33.6% in the first quarter of 2025
- The first quarter GAAP effective tax rate was lower than the first quarter effective tax rate of the prior year primarily due to change in our jurisdictional mix of income, lower tax expense related to uncertain tax positions, lower tax expense recognized related to stock-based compensation, and a decrease in U.S. taxes on foreign earnings
- **Our non-GAAP effective tax rate was 20%**, which reflects our long-term projected tax rate
- **Q1'26 net income per diluted share was \$1.57, +\$0.31 compared to the prior year.** Our EPS was favorably impacted by \$0.01 on a Y/Y basis due to FX*
- **On a non-GAAP basis, net income per diluted share was \$2.58 for Q1, +21% Y/Y**

*See table: Unaudited GAAP to Non-GAAP Reconciliation

Q1 2026 | Structural Margin Expansion Beyond Mix and Cost Actions

Operational improvements tied to scale, data, and manufacturing efficiency are increasingly driving margins over time

- Margin expansion is increasingly driven by **lower refinement rates**, **improved treatment predictability**, and **higher manufacturing throughput**
- These benefits **scale with volume and data**, improving cost per case over time
- Several lower-priced configurations (e.g., **Comp 3in3**, **DSP Touch-Up**) require fewer or no additional aligners
- Reduced manufacturing intensity supports **gross margin and cash conversion**, despite lower upfront pricing



Refinements refer to additional aligners beyond the initial treatment plan

Q1 2026 | Broadening the Invisalign® Portfolio: “Comp Zero AA” Configuration

Builds on established margin and cash efficiency from fewer additional aligner offerings

Delivered double-digit year-over-year growth off an early base, reflecting initial momentum

Comp Zero AA Market Availability

AMS | EMEA | APAC

Available across regions; not yet in all markets (Q1 2026)

The clinical capability of the Invisalign® System enables Zero AA configurations that:

- **support customer scalability,**
- **meet patient expectations,** and
- **strengthen our competitive position**

Over a year ago, we expanded the Invisalign portfolio to include our “Comp Zero AA” configuration

– primarily with U.S. DSOs that began piloting in the retail channel in Q1

It’s still early, but given results from DSO partners showing Comp Zero AA drives adoption by supporting:

- **improved efficiency,**
- **utilization,** and
- overall **price economics for doctors**

We see interest and momentum building around this offering and **anticipate expanding it over the year**

Q1 2026 | Leveraging Brand Trust to Unlock Orthodontic Growth

Building long-term demand in a large, underserved market

- Invisalign® stands as the most trusted brand in global orthodontics, with an unwavering focus on driving long-term demand—even amid challenging macro conditions for doctors and patients
- The market for clear aligner treatment, particularly among teens and kids, remains vast and largely untapped. Invisalign clear aligner treatment is as effective as braces and delivers results faster, yet most orthodontic cases are still managed with traditional brackets and wires
- To sustain awareness and educate young adults, parents, and teens about the advantages of Invisalign, we deployed targeted campaigns on leading platforms including Meta, TikTok, Google, YouTube, WeChat, and Douyin, ensuring our message reaches audiences across diverse markets
- Our strategy centers on differentiation and communicating Invisalign's superiority, a critical driver for increasing our share of orthodontic case starts, especially among teens and their parents. By collaborating with trusted influencers and sharing authentic patient stories, we celebrated our 22M patient milestone, elevating awareness and education around Invisalign's unique benefits
- For adults, our global campaigns featured impactful patient testimonials that highlight how Invisalign-trained doctors deliver transformative smiles. These stories emphasize the life-changing boost in self-confidence that Invisalign treatment provides
- Engaging young adults, teens, and their parents requires dynamic outreach, and we've leveraged influencer partnerships and creator-led campaigns to forge genuine connections
- Utilization of digital tools continued to increase during the quarter:



Targeted, platform-led approach to demand creation across generations



My Invisalign Consumer and Patient App:

+6.7M downloads to date

+501K monthly active users

+7% Y/Y

Live Update:

Used by 61.8K doctors in Q1

+842.9K cases in Q1

Modifying treatment time reduced by +15.8%

Invisalign Practice App:

Used by 72.5K doctors, +2.9% Y/Y in Q1

470K patients created, +9.4% Y/Y in Q1

5.7M photos uploaded, (8.9%) Y/Y

The wide field of capture with the iTero Lumina™ imaging system reduces the number of photos captured by the Invisalign Practice App

Global advertising response underscores powerful digital reach and brand resonance

Q1 2026 | Meaningful Progress In Demand Creation

Delivering scale, engagement, and education across key consumer audiences

AMERICAS

Social media and influencer marketing
Teen, Adult and Moms of teens

- Partnered with real Invisalign® patients-adults, teens, and parents-to highlight confidence, differentiation, and oral-health benefits
- Campaigns were amplified across Meta, TikTok, YouTube, PR, and live brand experiences, including Super Bowl activations and national broadcast education

Result: 3.5B impressions and 9.4M unique website visitors in Q1

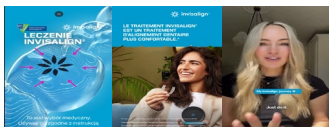


EMEA

New market launch Sweden
(Eng language allowing us to repurpose UK assets)
Social media (paid & organic) launched in Poland & France

- Expanded consumer media in France and Poland and launched new activity in Sweden:
 - strengthening visibility and consideration through targeted search and social

Result: 1.4B impressions and 8.7M unique website visitors in Q1

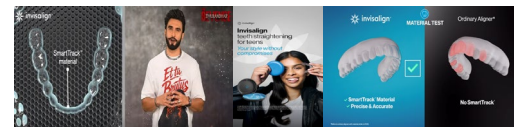


APAC

Real stories - Real patients
shared across omnichannel media

- Launched locally relevant campaigns across Japan, India, Australia, and other markets featuring:
 - real transformation stories and education on Invisalign® science and Invisalign® for Kids

Result: 3.1B impressions and 15.4M unique website visitors in Q1



Across all regions, our focus on education, authenticity, and scale reinforced the Invisalign® System's brand leadership and sustained demand creation

Q1 2026 | Clear Aligner Shipments by Patient Segment

~22.8M* patients treated WW including ~6.8M* teens and kids: patient adoption continues to expand globally

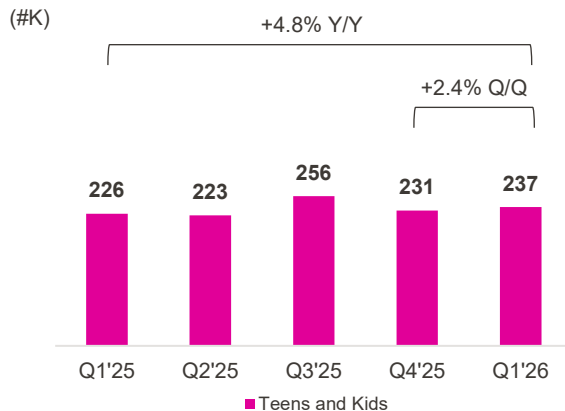
Invisalign® Palatal Expander Enables Controlled, Skeletal-Driven Expansion



A clinical study by researchers at the University of Insubria, Italy found that the Invisalign Palatal Expander (IPE) was shown to effectively widen the upper jaw by opening the natural growth seam in the palate, achieving bone and bite changes similar to a traditional metal Hyrax expander. IPE also delivered more controlled and predictable results than Hyrax. When further considering the greater ability to maintain hygiene and the simplicity many parents desire compared to the Hyrax device, These findings support use of IPE as a reliable option for growing patients and highlight its role as an important step toward fully digital orthodontic care

Levini et al., Frontiers in Dental Medicine, 2026

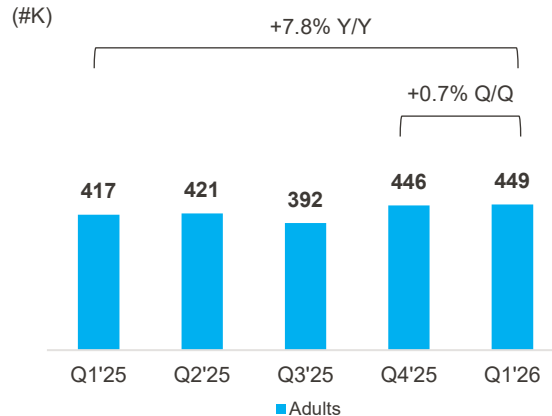
WW CLEAR ALIGNER SHIPMENTS TEENS AND KIDS



+4.8% Y/Y led by China and Latin America

- Reflecting broader use across growing-patient indications
 - continued adoption of Invisalign First™
 - continued uptake of the Invisalign® Palatal Expander
 - growing use of mandibular advancement with occlusal blocks

WW CLEAR ALIGNER SHIPMENTS ADULTS



+7.8% Y/Y led by EMEA, APAC, and Latin America

- Reflecting strong growth across both Orthodontist and GP channels in all regions

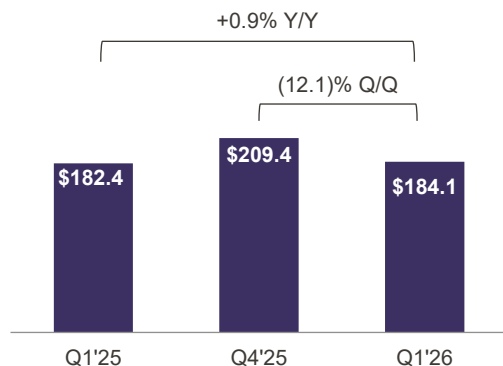
*As of Q1'26

Q1 2026 | Systems and Services Segment

Accelerating digital adoption

IMAGING SYSTEMS AND CAD/CAM SERVICES

(\$M) SYSTEMS & SERVICES REVENUES



CAD/CAM and Services revenues represent **~53%*** of our Systems and Services business, **~+3 pts* Y/Y**



iTero Lumina™ scanner in PC configuration

The iTero Lumina digital imaging system provides a foundational infrastructure enabling practice transformation, ortho-restorative expansion, and long-term penetration of a vastly underserved market

- Y/Y revenue growth reflects continued adoption of iTero Lumina™ full systems, services revenues and CPO sales, alongside a continued mix shift toward lower-priced scanner offerings, including PC-based configurations, leasing, and rental units
- These offerings provide greater affordability and flexibility to doctors in certain markets and practice models.
- In addition, the number of scanners sold to new doctors increased double-digits Y/Y

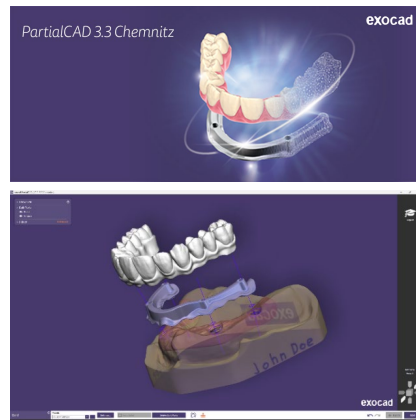
*Q1'26, Rounding may affect totals

Leveraging exocad to expand our digital platform across orthodontic and restorative applications

- exocad delivered double-digit Y/Y revenue growth, reinforcing our strategy to integrate orthodontics and restorative dentistry within a customer and patient-centric digital platform
- Following the success of our inaugural Invisalign® Advanced Restorative Treatment (ART) pilot in EMEA, we recently began an Invisalign ART pilot in the U.S., with labs and doctors beginning training in select markets
- Invisalign ART integrates with exocad, enabling clinicians and labs to plan tooth alignment ahead of restorative work within the exocad environment, without changing the tools doctors and labs already use
- We are very excited about this opportunity to enhance the goal of preserving patients' natural dentition as much as possible. Invisalign ART allows this by incorporating the prior alignment of teeth into the overall restorative treatment plan as opposed to the removal or grinding them down, before minimally invasive restorative work, and allows us to further expand our reach and offer existing and new products to the large and growing restorative market through lab-based channels

PartialCAD 3.3 Chemnitz release Guided split denture workflow simplifies the design process

- exocad released *PartialCAD 3.3 Chemnitz*, the latest version of its software for the **design of high-quality removable partial dentures**
- The new split denture feature* allows dental professionals to design an implant-based suprastructure in *DentalCAD* and generate a precisely fitting underlying bar in *PartialCAD* with just a few clicks. A **guided, automated workflow** helps to accurately split an All-on-X design, while a manual mode allows for further customization
- This new feature is geared toward *PartialCAD* users or those with no extensive experience with the exocad Bar Module and is suited to labs desiring high productivity through **standardized designs and automated workflows**

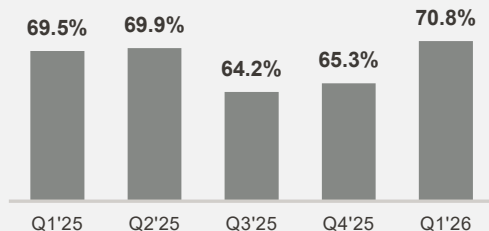


*Executing this function requires PartialCAD as well as the Implant Module and the Bar Module.

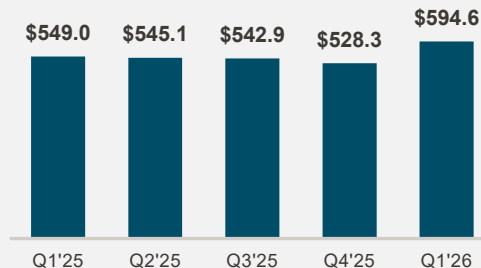
Q1 2026 | Trended Quarterly Financials

GAAP

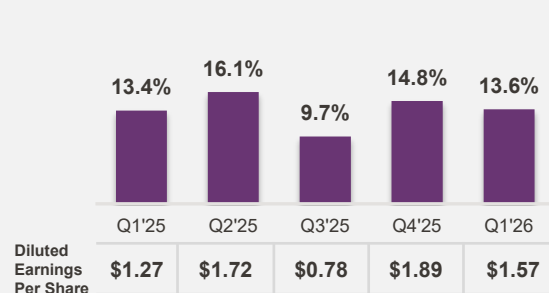
GROSS MARGIN %



OPERATING EXPENSE (\$M)

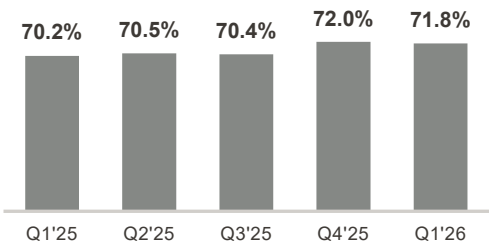


OPERATING MARGIN % & DILUTED EPS

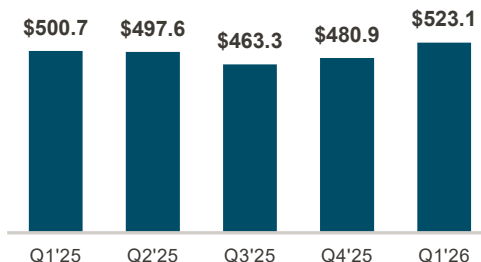


Non-GAAP*

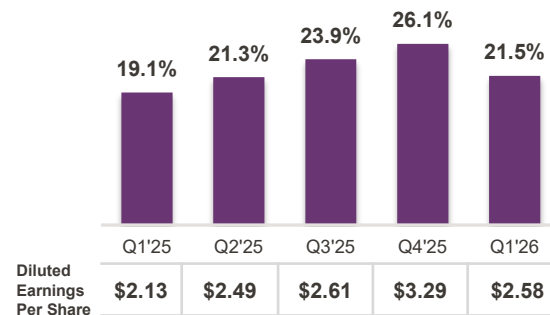
GROSS MARGIN %



OPERATING EXPENSE (\$M)



OPERATING MARGIN % & DILUTED EPS



*See table: Unaudited GAAP to Non-GAAP Reconciliation

Q1 2026 | Balance Sheet & Cash Flow

(\$ in millions except for DSO)	Q1'25	Q4'25	Q1'26
Accounts Receivables, net	\$1,062.0	\$1,101.8	\$1,125.1
DSO	97 days	94 days	97 days
Cash, Cash Equivalents, and Short-Term and Long-Term Marketable Securities	\$873.0	\$1,094.9	\$1,059.8
Cash Flow from Operations	\$52.7	\$223.2	\$151.0
Capital Expenditures	\$(25.3)	\$(35.9)	\$(30.8)
Free Cash Flow*	\$27.4	\$187.3	\$120.3

*Free cash flow is defined as cash flow from operations less capital expenditures and is a non-GAAP measure
Rounding may affect totals

- As of March 31, 2026, cash and cash equivalents were \$1,059.8M, and up \$186.8M Y/Y. Of the \$1,059.8M, \$206.6M was held in the U.S. and \$853.2M was held by our international entities
- Align maintains a disciplined capital return program. In August 2025, we announced our intention to repurchase \$200.0 million of common stock under our previously authorized \$1.0 billion stock repurchase program from April 2025. Between August 2025 and January 2026, we repurchased approximately 1.4 million shares at an average price per share of \$143.85, completing the \$200.0 million repurchase plan
- As of March 31, 2026, \$800.0 million remains available for repurchases of common stock under our repurchase program
- Today, we announced that we expect to repurchase up to an additional \$200.0 million of our common stock a six-month period beginning on or about May 1, 2026. We believe this action reflects our conviction that Align's shares remain attractively valued, supported by improving underlying business fundamentals
- Clear Aligner deferred revenues on the balance sheet as of March 31, 2026, decreased \$77.2M, or 6.4% Y/Y, and will be recognized as revenue as additional aligners, also known as refinements, are shipped
- As we continue to scale our zero AA configuration and introduce other streamlined configurations with limited or no additional aligners, which do not require revenue deferral because there are no future performance obligations, we expect the overall Clear Aligner deferred revenue balance to decrease over time. This reflects earlier revenue recognition and cash conversion rather than any change in free cash flow economics
- Systems and Services deferred revenues decreased \$22.4M, or 10.8% Y/Y, due in part to the shorter duration of service contracts selected by customers on initial scanner system purchases

align™ |  invisalign® | iTero™ | exocad™

Business Outlook & Management Comments



Fiscal 2026 Business Outlook

With Q1'26 results as a backdrop, we remain focused on executing our strategic growth initiatives and building on the recent quarterly results. At the same time, there is uncertainty and the potential for adverse impacts on patient traffic, consumer demand and shipping/freight resulting from the ongoing military action in the Middle East.

With respect to the Middle East, we continue to monitor developments closely. While our doctor customers in MEA have noted some impact on patient traffic and case conversion, the overall effect on our EMEA results was immaterial in the first quarter. Given the ongoing uncertainty, we have taken a prudent approach in our second quarter outlook by assuming some impact on both clear aligner and scanner demand. Beyond the second quarter, it becomes increasingly difficult to predict how the conflict in the Middle East will affect our business, particularly in the event of further escalation, sustained constraints on oil and gas supplies, or broader softening in consumer and patient sentiment.

As we look to Q2 and the remainder of 2026, assuming no circumstances occur beyond our control such as: additional ramifications as a result of the aforementioned military action in the Middle East beyond what we have already assumed, adverse foreign exchange fluctuation, changes to currently applicable duties, including tariffs or other fees that could impact our business, our outlook is as follows:

Q2'26:

- We expect Q2'26 worldwide revenues to be in the range of \$1,040M to \$1,060M, up approximately 3% to 5% year-over-year
- We expect Q2'26 Clear Aligner volume to be up sequentially and year-over-year, and Clear Aligner Average Selling Price ("ASP") to be flat sequentially and year-over-year
- We expect Systems and Services revenues to be up sequentially
- We expect our Q2'26 GAAP operating margin to be approximately 16.4% and non-GAAP operating margin to be approximately 21.5%

For fiscal 2026:

For fiscal 2026, we remain confident in the outlook that we provided previously and reaffirm our full year fiscal 2026 guidance as follows:

- We expect 2026 worldwide revenue growth to be up 3% to 4% year-over-year
- Our full year 2026 revenue guidance continues to assume a benefit from foreign exchange that is consistent with the assumptions underlying our initial full year outlook. We expect the impact of foreign exchange to moderate in the remaining quarters, trending toward the full year assumption of approximately 100 basis points
- We expect 2026 Clear Aligner volume growth to be up mid-single digits year-over-year
- We expect 2026 GAAP operating margin to be slightly below 18.0%, an approximately 400 basis points improvement over 2025 and non-GAAP operating margin to be approximately 23.7%, a 100 basis points improvement year-over-year consistent with our previous guidance
- We expect our investments in capital expenditures for fiscal 2026 to be \$125 million to \$150 million. Capital expenditures primarily relate to technology upgrades, additional manufacturing capacity as well as maintenance
- We expect to repurchase up to \$200.0 million of our common stock over a six-month period beginning on or about May 1, 2026

As we consider our full year 2026 guidance, we want to be clear about our approach. While we are encouraged by our first quarter performance and our outlook for the second quarter, we are maintaining a prudent stance with respect to the full year. The macroeconomic environment remains uncertain, and we believe it is appropriate to maintain the guidance framework established at the beginning of the year. We remain focused on disciplined execution in a dynamic environment and will provide updates as visibility improves over the course of the year.

CEO Closing Comments

Stepping back, we're pleased with our Q1 performance and the consistency of execution we're seeing across the business. Growth this quarter was broad-based across regions, patient segments, and channels, supported by record submitters for a first quarter and higher utilization within our existing customer base. We also continued to see strong momentum from the Doctor Subscription Program, with Invisalign® Touch-Up and retention products growing double-digits year-over-year.

We continue to observe the dental needs we address such as orthodontics, restorative, diagnostics, oral health and digital dentistry and durable consumer demand which we expect will continue to drive our long-term growth expectations. Importantly, teens and growing kids remain a central driver of Invisalign® demand and long-term opportunity. In Q1, we saw continued strength in teens/kids across key international markets, supported by adoption of Invisalign First™, palatal expansion, and mandibular advancement. These products are helping doctors treat a broader range of growing patient cases with Invisalign aligners and allowing us to compete more effectively against traditional wires and braces, at earlier stages of treatment.

As we move forward in 2026, our focus is on maintaining discipline as we invest strategically in innovation and growth opportunities. That includes advancing digital dentistry through the Align™ Digital Platform, scaling our iTero Lumina™ ecosystem, expanding internationally with localized strategies, and continuing to build a differentiated portfolio for teens and growing kids.

While macroeconomic conditions remain dynamic, we continue to benefit from long-term investments in AI-enabled treatment planning and integrated digital workflows that improve predictability, efficiency, and scalability across our business. These capabilities are designed to increase planning consistency and throughput, and support more predictable outcomes for doctors—helping us operate more efficiently across volume environments.

A key part of our strategy is expanding the role Align plays in oral health and restorative dentistry. Increasingly, doctors are using our platform not just to align teeth, but to identify oral health issues earlier and integrate orthodontics into comprehensive treatment plans. By connecting iTero™, exocad™, and Invisalign through digital workflows, we're helping doctors deliver better long-term oral health outcomes for patients—especially as they transition from orthodontic to restorative care.

Our vision is to make tooth alignment using clear aligner therapy the standard of care (solution of choice) by revolutionizing traditional treatment modalities, appliances, tools, practice workflows, and business and go-to-market models across the dental industry. By focusing on oral health and the benefits of tooth alignment as part of orthodontic or restorative treatment, we are developing products and technologies that are helping doctors deliver the best treatment experiences and clinical outcomes for their patients.

To date, nearly 23 million patients worldwide have been treated with the Invisalign System, including approximately 7 million teens/kids. Every case adds to our proprietary clinical dataset, generated within our integrated digital platform. This dataset continues to fuel our innovation and ability to scale across orthodontics, oral health, and change lives for our doctor customers and their patients.

Innovation remains central to our strategy—but always with a clear purpose: helping doctors deliver better outcomes, improving efficiency, and enhancing the patient experience. Looking forward, that includes continued progress in direct fabrication, which we're advancing deliberately and in phases, with quality and reliability as our guiding principles. While still early, direct printing unlocks new design flexibility, strengthens our long-term cost structure and allows us to operate more cost effectively while improving our ecological sustainability footprint. We began initial limited market releases of direct-3D printed attachments and retainer products in Q1 and look forward to updating you further as our direct printing program progresses.

Our objective is straightforward: to keep earning trust through clinical leadership, thoughtful innovation, and consistent execution, quarter after quarter.

Appendix & Additional Details



Appendix & Additional Details | Unaudited GAAP to Non-GAAP Reconciliation Constant Currency Net Revenues

ALIGN TECHNOLOGY, INC.
UNAUDITED GAAP TO NON-GAAP RECONCILIATION*
CONSTANT CURRENCY NET REVENUES
(in thousands, except percentages)

Sequential constant currency analysis:

	Three Months Ended		Impact % of Revenue
	March 31, 2026	December 31, 2025	
GAAP net revenues	\$ 1,040,087	\$ 1,047,561	
Constant currency impact ⁽¹⁾	(8,675)		(0.8)%
Constant currency net revenues ⁽¹⁾	<u>\$ 1,031,412</u>		
GAAP Clear Aligner net revenues	\$ 856,024	\$ 838,145	
Clear Aligner constant currency impact ⁽¹⁾	(7,483)		(0.9)%
Clear Aligner constant currency net revenues ⁽¹⁾	<u>\$ 848,541</u>		
GAAP Imaging Systems and CAD/CAM Services net revenues	\$ 184,063	\$ 209,416	
Imaging Systems and CAD/CAM Services constant currency impact ⁽¹⁾	(1,192)		(0.7)%
Imaging Systems and CAD/CAM Services constant currency net revenues ⁽¹⁾	<u>\$ 182,871</u>		

Year-over-year constant currency analysis:

	Three Months Ended		Impact % of Revenue
	March 31,		
	2026	2025	
GAAP net revenues	\$ 1,040,087	\$ 979,262	
Constant currency impact ⁽¹⁾	(44,931)		(4.5)%
Constant currency net revenues ⁽¹⁾	<u>\$ 995,156</u>		
GAAP Clear Aligner net revenues	\$ 856,024	\$ 796,843	
Clear Aligner constant currency impact ⁽¹⁾	(38,219)		(4.7)%
Clear Aligner constant currency net revenues ⁽¹⁾	<u>\$ 817,805</u>		
GAAP Imaging Systems and CAD/CAM Services net revenues	\$ 184,063	\$ 182,419	
Imaging Systems and CAD/CAM Services constant currency impact ⁽¹⁾	(6,712)		(3.8)%
Imaging Systems and CAD/CAM Services constant currency net revenues ⁽¹⁾	<u>\$ 177,351</u>		

Note:

- 1) We define constant currency net revenues as total net revenues excluding the effect of foreign exchange rate movements and use it to determine the percentage for the constant currency impact on net revenues on a sequential and year-over-year basis. Constant currency impact in dollars is calculated by translating the current period GAAP net revenues using the foreign currency exchange rates that were in effect during the previous comparable period and subtracting it by the current period GAAP net revenues. The percentage for the constant currency impact on net revenues is calculated by dividing the constant currency impact in dollars (numerator) by constant currency net revenues in dollars (denominator).
- (+) Changes and percentages are based on actual values. Certain tables may not sum or recalculate due to rounding. Refer to "About Non-GAAP Financial Measures" section of presentation.

Appendix & Additional Details | Unaudited GAAP to Non-GAAP Reconciliation Constant Currency Gross Profit and Gross Margin

ALIGN TECHNOLOGY, INC.
UNAUDITED GAAP TO NON-GAAP RECONCILIATION CONTINUED*
CONSTANT CURRENCY GROSS PROFIT AND GROSS MARGIN
(in thousands, except percentages)

Sequential constant currency analysis:

GAAP gross profit

Constant currency impact on gross profit ⁽¹⁾

Constant currency gross profit ⁽¹⁾

Three Months Ended	
March 31, 2026	December 31, 2025
\$ 736,587	\$ 683,587
	(2,557)
<u>\$ 734,031</u>	

GAAP gross margin

Gross margin constant currency impact ⁽¹⁾

Constant currency gross margin ⁽¹⁾

Three Months Ended	
March 31, 2026	December 31, 2025
70.8 %	65.3 %
	0.3
<u>71.2 %</u>	

Year-over-year constant currency analysis:

GAAP gross profit

Constant currency impact on gross profit ⁽¹⁾

Constant currency gross profit ⁽¹⁾

Three Months Ended March 31,	
2026	2025
\$ 736,587	\$ 680,108
	(27,518)
<u>\$ 709,069</u>	

GAAP gross margin

Gross margin constant currency impact ⁽¹⁾

Constant currency gross margin ⁽¹⁾

Three Months Ended March 31,	
2026	2025
70.8 %	69.5 %
	0.4
<u>71.3 %</u>	

Note:

- 1) We define constant currency gross profit as GAAP gross profit excluding the impacts of foreign exchange rate fluctuations on net revenues and cost of net revenues. We define constant currency gross margin as constant currency gross profit as a percentage of constant currency net revenues. Gross margin constant currency impact is the increase or decrease in constant currency gross margin compared to the GAAP gross margin.
- (+) Changes and percentages are based on actual values. Certain tables may not sum or recalculate due to rounding. Refer to "About Non-GAAP Financial Measures" section of presentation.

Appendix & Additional Details | Unaudited GAAP to Non-GAAP Reconciliation Constant Currency Income from Operations and Operating Margin

ALIGN TECHNOLOGY, INC.
UNAUDITED GAAP TO NON-GAAP RECONCILIATION CONTINUED*
CONSTANT CURRENCY INCOME FROM OPERATIONS AND OPERATING MARGIN
(in thousands, except percentages)

Sequential constant currency analysis:

GAAP income from operations

Income from operations constant currency impact ⁽¹⁾

Constant currency income from operations ⁽¹⁾

Three Months Ended	
March 31, 2026	December 31, 2025
\$ 141,955	\$ 155,324
	2,743
<u>\$ 144,698</u>	

GAAP operating margin

Operating margin constant currency impact ⁽²⁾

Constant currency operating margin ⁽²⁾

Three Months Ended	
March 31, 2026	December 31, 2025
13.6 %	14.8 %
	0.4
<u>14.0 %</u>	

Year-over-year constant currency analysis:

GAAP income from operations

Income from operations constant currency impact ⁽¹⁾

Constant currency income from operations ⁽¹⁾

Three Months Ended March 31,	
2026	2025
\$ 141,955	\$ 131,100
	(4,793)
<u>\$ 137,162</u>	

GAAP operating margin

Operating margin constant currency impact ⁽²⁾

Constant currency operating margin ⁽²⁾

Three Months Ended March 31,	
2026	2025
13.6 %	13.4 %
	0.1
<u>13.8 %</u>	

Notes:

- Beginning in Q1 2026, we define constant currency income from operations as GAAP income from operations excluding the effect of foreign exchange rate movements for GAAP gross profit and operating expenses on a sequential and year-over-year basis. Constant currency impact in dollars is calculated by translating the current period gross profit and operating expenses using the foreign currency exchange rates that were in effect during the previous comparable period and subtracting it by the current period GAAP net revenues and operating expenses.
 - We define constant currency operating margin as constant currency income from operations as a percentage of constant currency net revenues. Operating margin constant currency impact is the increase or decrease in constant currency operating margin compared to the GAAP operating margin.
- (+) Changes and percentages are based on actual values. Certain tables may not sum or recalculate due to rounding. Refer to "About Non-GAAP Financial Measures" section of presentation.

Appendix & Additional Details | Unaudited GAAP to Non-GAAP Reconciliation Constant Currency Diluted Net Income Per Share

ALIGN TECHNOLOGY, INC.
UNAUDITED GAAP TO NON-GAAP RECONCILIATION CONTINUED*
CONSTANT CURRENCY DILUTED NET INCOME PER SHARE
(in dollars)

Sequential constant currency analysis:

GAAP diluted net income per share
Diluted net income per share constant currency impact ⁽¹⁾
Constant currency diluted net income per share ⁽¹⁾

Three Months Ended	
March 31, 2026	December 31, 2025
\$ 1.57	\$ 1.89
	(0.07)
<u>\$ 1.65</u>	

Year-over-year constant currency analysis:

GAAP diluted net income per share
Diluted net income per share constant currency impact ⁽¹⁾
Constant currency diluted net income per share ⁽¹⁾

Three Months Ended March 31,	
2026	2025
\$ 1.57	\$ 1.27
0.01	
<u>\$ 1.57</u>	

Notes:

- 1) Constant currency diluted net income per share is computed by dividing GAAP net income excluding the impacts of foreign exchange rate fluctuations on GAAP operating income and non-operating income and expense by the weighted average diluted shares outstanding during the period. Diluted net income per share constant currency impact is the increase or decrease in constant currency diluted net income per share compared to the GAAP diluted net income per share.
- (+) Changes and percentages are based on actual values. Certain tables may not sum or recalculate due to rounding. Refer to "About Non-GAAP Financial Measures" section of presentation.

Appendix & Additional Details | Unaudited GAAP to Non-GAAP Reconciliation Financial Measures Other Than Constant Currency

ALIGN TECHNOLOGY, INC.
UNAUDITED GAAP TO NON-GAAP RECONCILIATION CONTINUED*
FINANCIAL MEASURES OTHER THAN CONSTANT CURRENCY
(in thousands, except per share data)

	Three Months Ended March 31,			Three Months Ended March 31,	
	2026	2025		2026	2025
GAAP gross profit	\$ 736,587	\$ 680,108	GAAP net income before provision for income taxes	\$ 148,886	\$ 140,442
Stock-based compensation	1,620	1,538	Stock-based compensation	40,924	44,997
Amortization of intangibles ⁽¹⁾	3,880	3,549	Amortization of intangibles ⁽¹⁾	4,837	4,390
Restructuring and other charges ⁽²⁾	80	2,253	Restructuring and other charges ⁽²⁾	726	2,056
Gain on Assets held for sale ⁽³⁾	(11,699)	—	Legal settlements	30,632	4,178
Depreciation on assets disposed of other than sale ⁽⁴⁾	15,599	—	Gain on Assets held for sale ⁽³⁾	(11,699)	—
Other non-GAAP items ⁽⁵⁾	841	—	Depreciation on assets disposed of other than sale ⁽⁴⁾	15,599	—
Non-GAAP gross profit	\$ 746,908	\$ 687,448	Other non-GAAP items ⁽⁵⁾	841	—
GAAP gross margin	70.8 %	69.5 %	Non-GAAP net income before provision for income taxes	\$ 230,746	\$ 196,063
Non-GAAP gross margin	71.8 %	70.2 %	GAAP provision for income taxes	\$ 36,115	\$ 47,212
GAAP total operating expenses	\$ 594,632	\$ 549,008	Tax impact on non-GAAP adjustments	10,034	(8,000)
Stock-based compensation	(39,304)	(43,459)	Non-GAAP provision for income taxes	\$ 46,149	\$ 39,212
Amortization of intangibles ⁽¹⁾	(957)	(841)	GAAP effective tax rate	24.3 %	33.6 %
Restructuring and other charges ⁽²⁾	(646)	197	Non-GAAP effective tax rate	20.0 %	20.0 %
Legal settlements	(30,632)	(4,178)	GAAP net income	\$ 112,771	\$ 93,230
Non-GAAP total operating expenses	\$ 523,093	\$ 500,727	Stock-based compensation	40,924	44,997
GAAP income from operations	\$ 141,955	\$ 131,100	Amortization of intangibles ⁽¹⁾	4,837	4,390
Stock-based compensation	40,924	44,997	Restructuring and other charges ⁽²⁾	726	2,056
Amortization of intangibles ⁽¹⁾	4,837	4,390	Legal settlements	30,632	4,178
Restructuring and other charges ⁽²⁾	726	2,056	Gain on Assets held for sale ⁽³⁾	(11,699)	—
Legal settlements	30,632	4,178	Depreciation on assets disposed of other than sale ⁽⁴⁾	15,599	—
Gain on Assets held for Sale ⁽³⁾	(11,699)	—	Other non-GAAP items ⁽⁵⁾	841	—
Depreciation on assets disposed of other than sale ⁽⁴⁾	15,599	—	Tax impact on non-GAAP adjustments	(10,034)	8,000
Other non-GAAP items ⁽⁵⁾	841	—	Non-GAAP net income	\$ 184,597	\$ 156,851
Non-GAAP income from operations	\$ 223,815	\$ 186,721	GAAP diluted net income per share	\$ 1.57	\$ 1.27
GAAP operating margin	13.6 %	13.4 %	Non-GAAP diluted net income per share	\$ 2.58	\$ 2.13
Non-GAAP operating margin	21.5 %	19.1 %	Shares used in computing diluted net income per share	71,614	73,615

Notes:

- 1) Amortization of intangible assets related to certain acquisitions.
- 2) During the fourth quarter of 2024 and the third quarter of 2025, we initiated restructuring plans to reduce headcount and increase efficiency across the organization and lower the overall cost structure. Restructuring charges are primarily related to involuntary termination benefits, including employee severance and other post-employment benefits.
- 3) During the third quarter 2025, we originally recorded an impairment loss related to a manufacturing facility disposal group that met the criteria to be classified as assets held for sale. During the first quarter of 2026, we recognized a gain of \$11.7 million resulting from an increase in fair value less costs to sell related to these assets held for sale.
- 4) During the third quarter 2025, we initiated the disposal, other than by sale, of certain manufacturing fixed assets. Accordingly, we revised the useful lives of these assets and recorded accelerated depreciation expense.
- 5) During the first quarter 2026, we recorded other non-recurring charges related to the disposal of certain manufacturing fixed assets.
- (+) Changes and percentages are based on actual values. Certain tables may not sum or recalculate due to rounding. Refer to "About Non-GAAP Financial Measures" section of presentation.

Appendix & Additional Details | Q2 2026 and Fiscal 2026 Outlook – GAAP to Non-GAAP Reconciliation

ALIGN TECHNOLOGY, INC.
Q2 2026 OUTLOOK - GAAP TO NON-GAAP RECONCILIATION

GAAP operating margin	Approximately 16.4%
Stock-based compensation	~4.6%
Amortization of intangibles ⁽¹⁾	~0.5%
Non-GAAP operating margin	Approximately 21.5%

Percentages do not add up due to rounding.

⁽¹⁾ Amortization of intangible assets related to certain acquisitions

ALIGN TECHNOLOGY, INC.
FISCAL 2026 OUTLOOK - GAAP TO NON-GAAP RECONCILIATION

GAAP operating margin	Slightly below 18.0%
Stock-based compensation	~4.5%
Amortization of intangibles ⁽¹⁾	~0.5%
Asset sale, accelerated depreciation and restructuring charges	~0.1%
Legal settlements ⁽²⁾	~0.7%
Non-GAAP operating margin	Approximately 23.7%

Notes:

- 1) Amortization of intangible assets related to certain acquisitions
- 2) Legal settlements from Q1'26

Appendix & Additional Details | Tariff Update as of March 31, 2026

- As a result of the Supreme Court's ruling on February 20, 2026 that certain of the tariffs imposed under the International Emergency Economic Powers Act ("IEEPA") were unlawful, we are no longer subject to IEEPA tariffs, but are subject to new, temporary tariffs on imports under Section 122 of the Trade Act of 1974, effective February 24, 2026. We do not expect this change to have a material impact to our results.

Appendix & Additional Details | Market Opportunity

Large global Clear Aligner market that remains structurally underserved

GP OPPORTUNITY

600M+ Potential patients

Total addressable market (TAM)

~75% of the population

ORTHO OPPORTUNITY

22M+ Starts per year

Served addressable market (SAM)

Invisalign® System ~10% global share

Expands and deepens TAM

Align's Deep & Broad Technology

- End-to-end digital orthodontic platform
- Large-scale proprietary data advantage
- Clinically extensible platform
- Continuous innovation cadence
- Platform leverage (not point solutions)

Converts TAM into realized revenue

Align's Strong Distribution
(Customer / Partners: Doctor, DSO, Lab)

- Thousands of trained and active doctors globally
- Embedded in daily practice workflows
- DSO relationships at scale
- Lab and partner integration
- Commercial and clinical support infrastructure

Broadens geographic TAM

Align's Global Scale with Regional / Local Touch

- Global manufacturing and supply footprint
- Localized commercial execution
- Regulatory and compliance know-how
- Ability to launch globally, optimize locally
- Resilience through diversification

Expands demand and defends share

Invisalign® Brand Power for Doctors & Consumers / Patients

- Category-defining brand among consumers
- Professional credibility built over decades
- Dual-sided brand equity
- Marketing scale individual practices cannot replicate
- Brand extensions reinforce the core

Appendix & Additional Details | Market Opportunity

It starts with an iTero™ scanner at every chair

2M GLOBAL DOCTORS

125K+ active units*

~50% of market share

*Majority of surveyed Invisalign® trained doctors and their staff agree that the iTero Lumina™ intraoral scanner scanning experience helps remove adoption and utilization barriers.***

iTero scanners accelerate Invisalign adoption and help drive utilization

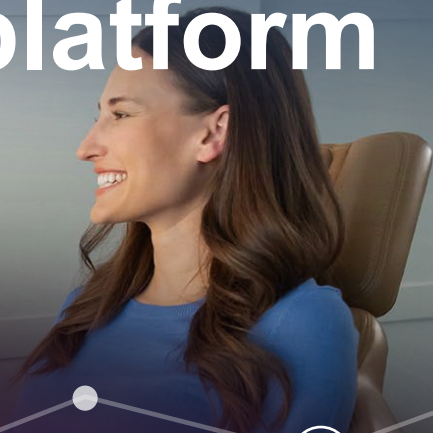
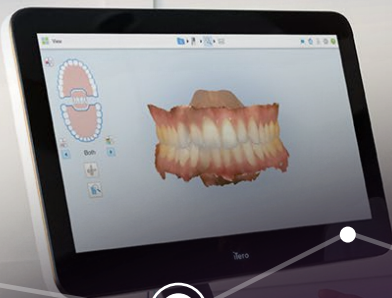
- The iTero Digital Imaging System is at the front end of digital dentistry, with +125K active scanners globally (~50% market share), positioning the system as the first clinical touchpoint and driving downstream workflow, utilization, and platform pull-through
- A value-to-premium portfolio has evolved the iTero scanner from a device into a platform, expanding the addressable market across practices and geographies



*Data on file at Align Technology

**Based on a survey in September 2023 of n=22 users who participated in a global limited market release, working with iTero Lumina™ intraoral scanner for an average period of 6 months, representing both Invisalign® trained general practitioners and orthodontists, and their staff in NA, EMEA and APAC, who were presented with a 4 point level of agreement scale from strongly agree to strongly disagree with the following statement: "The iTero Lumina™ intraoral scanner scanning experience helps remove adoption and utilization barriers."

TRUSTED digital platform



Connected Data and
New Data Sources

Connected Users
and Community

Connected Workflows
and Seamless Experiences



Connect



Scan



Diagnose



Plan



Treat



Monitor



Retain



CONSUMERS
& PATIENTS



DOCTORS



DENTAL LABS

align™ digital platform

TRANSFORMING SMILES, CHANGING LIVES.

align™ |  invisalign® | iTero™ | exocad™ | vivera™