

- ⊕ GP Invisalign integration claims
NA, EU, China, Japan
Updated January 10, 2020

(NA) 67% of surveyed dentists reported an increase of new patients*

(EU) 69% of surveyed dentists reported an increase of new patients*

(China) 88% of surveyed dentists reported an increase of new patients*

(Japan) 72% of surveyed dentists reported an increase of new patients*

***after adding Invisalign clear aligner therapy to their practice.**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” Data on file at Align Technology, as of January 10, 2020.

***after adding Invisalign clear aligner therapy to their practice.**

EU Disclaimer: Based on a survey of n=176 European Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” Data on file at Align Technology, as of January 10, 2020.

***after adding Invisalign clear aligner therapy to their practice.**

China Disclaimer: Based on a survey of n=100 China Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” Data on file at Align Technology, as of January 10, 2020.

***after adding Invisalign clear aligner therapy to their practice.**

Japan Disclaimer: Based on a survey of n=100 Japan Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” Data on file at Align Technology, as of January 10, 2020.

(NA) +18% growth of new patients*
(EU) +19% growth of new patients*
(China) +22% growth of new patients*
(Japan) +25% growth of new patients*

***after adding Invisalign Clear Aligner Therapy to their practice.**

NA Disclaimer: Based on a survey of n=67 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice and agree (“Agree” or “Strongly Agree”) with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” If they agreed, they were asked “By what percentage did your new patient volume increase after adding Invisalign to your practice?” Data on file at Align Technology, as of January 10, 2020.

***after adding Invisalign Clear Aligner Therapy to their practice.**

EU Disclaimer: Based on a survey of n=121 European Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice and agree (“Agree” or “Strongly Agree”) with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” If they agreed, they were asked “By what percentage did your new patient volume increase after adding Invisalign to your practice?” Data on file at Align Technology, as of January 10, 2020.

***after adding Invisalign Clear Aligner Therapy to their practice.**

China Disclaimer: Based on a survey of n=88 China Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice and agree (“Agree” or “Strongly Agree”) with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” If they agreed, they were asked “By what percentage did your new patient volume increase after adding Invisalign to your practice?” Data on file at Align Technology, as of January 10, 2020.

***after adding Invisalign Clear Aligner Therapy to their practice.**

Japan Disclaimer: Based on a survey of n=72 Japan Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice and agree (“Agree” or “Strongly Agree”) with the statement “Adding Invisalign clear aligner therapy to my practice increased the number of new patients.” If they agreed, they were asked “By what percentage did your new patient volume increase after adding Invisalign to your practice?” Data on file at Align Technology, as of January 10, 2020.

(NA) 82% of surveyed dentists reported a higher annual production per patient*

(EU) 68% of surveyed dentists reported a higher annual production per patient*

(China) 84% of surveyed dentists reported a higher annual production per patient*

(Japan) 76% of surveyed dentists reported a higher annual revenue per patient*

***after integrating Invisalign clear aligner therapy into their practice.**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement: "I have higher annual production per patient after integrating Invisalign clear aligner therapy into my practice." Data on file at Align Technology, as of January 10, 2020.

***after integrating Invisalign clear aligner therapy into their practice.**

EU Disclaimer: Based on a survey of n=176 European Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement: "I have higher annual production per patient after integrating Invisalign clear aligner therapy into my practice." Data on file at Align Technology, as of January 10, 2020.

***after integrating Invisalign clear aligner therapy into their practice.**

China Disclaimer: Based on a survey of n=100 China Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement: "I have higher annual production per patient after integrating Invisalign clear aligner therapy into my practice." Data on file at Align Technology, as of January 10, 2020.

***after integrating Invisalign clear aligner therapy into their practice.**

Japan Disclaimer: Based on a survey of n=100 Japan Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement: "I have higher annual production (revenue) per patient after integrating Invisalign clear aligner therapy into my practice." Data on file at Align Technology, as of January 10, 2020.

(NA) 90% of surveyed dentists agree Invisalign patients are more willing to accept recommended dental procedures*.
(EU) 89% of surveyed dentists agree Invisalign patients are more willing to accept recommended dental procedures*.
(China) 95% of surveyed dentists agree Invisalign patients are more willing to accept recommended dental procedures*.
(Japan) 87% of surveyed dentists agree Invisalign patients are more willing to accept recommended dental procedures*.

***aesthetic and restorative procedures**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “A patient treated with Invisalign clear aligner therapy is more willing to accept recommended aesthetic or restorative procedures.” Data on file at Align Technology, as of January 10, 2020.

***aesthetic and restorative procedures**

EU Disclaimer: Based on a survey of n=176 European Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “A patient treated with Invisalign clear aligner therapy is more willing to accept recommended aesthetic or restorative procedures.” Data on file at Align Technology, as of January 10, 2020.

***aesthetic and restorative procedures**

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***aesthetic and restorative procedures**

Japan Disclaimer: Based on a survey of n=100 Japan Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “A patient treated with Invisalign clear aligner therapy is more willing to accept recommended aesthetic or restorative procedures.” Data on file at Align Technology, as of January 10, 2020.

(NA) 89% of surveyed dentists agree Invisalign treatment helps to improve doctor-patient relationships*
(EU) 75% of surveyed dentists agree Invisalign treatment helps to improve doctor-patient relationships*
(China) 90% of surveyed dentists agree Invisalign treatment helps to improve doctor-patient relationships*
(Japan) 94% of surveyed dentists agree Invisalign treatment helps to improve doctor-patient relationships*

***after patients got treated with Invisalign clear aligner therapy**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement "Treating patients with Invisalign clear aligner therapy has helped me to improve my doctor-patient relationships." Data on file at Align Technology, as of January 10, 2020.

***after patients got treated with Invisalign clear aligner therapy**

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(NA) 85% of surveyed dentists build greater trust with patients*
(EU) 83% of surveyed dentists build greater trust with patients*
(China) 94% of surveyed dentists build greater trust with patients*
(Japan) 99% of surveyed dentists build greater trust with patients*

***after patients got treated with Invisalign clear aligner therapy**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “I have built greater trust with patients treated with Invisalign clear aligner therapy.” Data on file at Align Technology, as of January 10, 2020.

***after patients got treated with Invisalign clear aligner therapy**

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***after patients got treated with Invisalign clear aligner therapy**

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(NA) 79% of surveyed dentists develop higher patient – practice retention*

(EU) 63% of surveyed dentists develop higher patient – practice retention*

(China) 85% of surveyed dentists develop higher patient – practice retention*

(Japan) 84% of surveyed dentists develop higher patient – practice retention*

***after they got treated with Invisalign clear aligner therapy**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “My practice has developed higher retention with patients treated with Invisalign clear aligner therapy.” Data on file at Align Technology, as of January 10, 2020.

***after they got treated with Invisalign clear aligner therapy**

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***after they got treated with Invisalign clear aligner therapy**

Japan Disclaimer: Based on a survey of n=100 Japan Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement “My practice has developed higher retention with patients treated with Invisalign clear aligner therapy.” Data on file at Align Technology, as of January 10, 2020.

- (NA) Invisalign treatment improves patients' confidence in their smile for 100% of surveyed dentists.**
- (EU) Invisalign treatment improves patients' confidence in their smile for 97% of surveyed dentists.**
- (China) Invisalign treatment improves patients' confidence in their smile for 97% of surveyed dentists.**
- (Japan) Invisalign treatment improves patients' confidence in their smile for 98% of surveyed dentists.**

NA Disclaimer: Based on a survey of n=100 US and Canada Invisalign dentist active submitters (1+ case past 12 months) who agree that they have successfully integrated Invisalign clear aligner therapy into their practice. They were asked to indicate their level of agreement with the statement "I agree that Invisalign clear aligner therapy improves my patient's confidence in their smile." Data on file at Align Technology, as of January 10, 2020.

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