



# Fourth quarter 2020 earnings.



Increased revenues  
10% from Q3 2020



Continued positive adjusted  
EBITDA and increased by  
\$4mm from Q3 2020 to \$7mm



Increased gross margin by  
323 bps from Q3 2020 to 74%



Shipped 102,000 unique  
aligner orders, up 9% QoQ

## Performance overview.



**\$185mm**

Total net revenues



10%  
QoQ

**102,000**

Unique aligners shipped



9%  
QoQ

**74%**

Gross margin



323bps  
QoQ

**\$7mm**

Adjusted  
EBITDA



\$4mm  
QoQ

**43%**

Marketing & Sales  
Expenses/Revenues

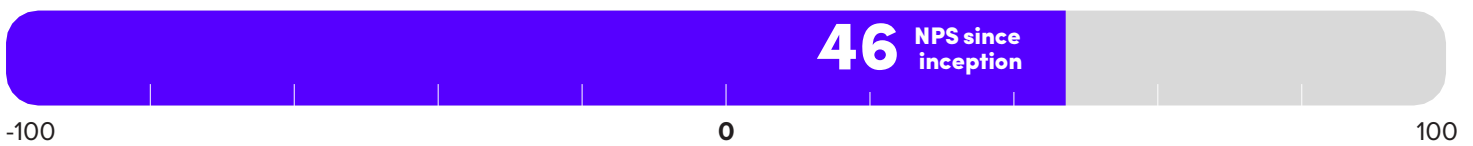


Midpoint of the  
Long-Term Target

## A brand our members love.



Net promoter score



Online consumer sentiment at an all-time high

## Growth initiatives.



Continued execution against long-term revenue growth targets of 20-30% annually



Partner network  
professional channel



Teen  
demographic



International  
expansion