



Q1 2022 financial results.



1.7m smiles made since inception



60% aided brand awareness in the US



3 ways to get started: SmileShop, dentist office, impression kit



240+ affiliated state-licensed doctors



16,300+ retail locations

Performance overview.



\$152m

Total net revenue



20.1%
QoQ

\$108.6m

Gross profit



32.5%
QoQ

71.6%

Gross margin



673bps
QoQ

76.2k

Initial aligner orders shipped



15%
QoQ

Long-term revenue outlook: mid-teens CAGR from 2022-2026

A brand our members love.



99K

Google & Trustpilot Reviews



4.8/5-star rating

BBB Rating

A+

20%

referral rate

\$5B

saved by consumers who chose SmileDirectClub aligners over braces since 2014¹

Growth initiatives.



Outsized growth opportunities.



Professional channel network growth



Successfully target higher income customers



Organic volume growth and footprint expansion



Retail partnership and adjacent product expansion

¹Calculated using the SinglePay price for SmileDirectClub aligners as of 4/20/2022 vs. average fees (including diagnostics and in-person exams) for treatment of mild-to-moderate malocclusion with braces as reported in a survey of orthodontists. Price comparison does not include additional costs, such as retainers. As treatment is highly individualized, results may not be the same.