



YTD 2021 earnings.



1.5mm smiles made and operating in 14 global markets



54% aided brand awareness in the US



1,100 Locations



250+ affiliated state-licensed doctors



12,900+ retail locations

YTD Performance overview.



\$511mm

Total net revenues - YTD



8.3%
YoY

\$378.1mm

Gross profit - YTD



20.4%
YoY

71%

Q3 Gross margin



91bps
YoY

266k

Initial aligner orders shipped YTD



1.5mm+ smiles made globally

A brand our members love.



Online consumer sentiment at an all-time high.

127.9k

Google & Trustpilot Reviews



4.7/5-star avg. rating

BBB Rating

A+

20%

referral rate

66%

consumers view SDC as trusted brand – within 3% of Invisalign

Growth initiatives.



Long-term revenue growth targets remain intact of 20-30% annually



Dental Partner Network



Teen demographic



International expansion