

**ZELTIQ Aesthetics, Inc.**  
**Q413 Supplementary Financial & Operational Information**  
*as of December 31 2013, Q4 2013 Earnings Report*

\$ figures in Millions

	2010	2011	2012				2012	2013				2013	2014
	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Guidance
<b>Revenue</b>	<b>\$25.5</b>	<b>\$68.1</b>	<b>\$17.4</b>	<b>\$22.3</b>	<b>\$17.9</b>	<b>\$18.6</b>	<b>\$76.2</b>	<b>\$20.0</b>	<b>\$26.3</b>	<b>\$29.5</b>	<b>\$35.8</b>	<b>\$111.6</b>	<b>\$134 - \$137</b>
System	21.1	46.6	9.0	12.0	8.5	9.6	39.1	11.1	13.0	15.9	21.4	61.3	
Consumable	4.4	21.5	8.4	10.3	9.4	9.0	37.1	8.9	13.3	13.6	14.4	50.3	
<b>Revenue - YoY</b>	<b>N/A</b>	<b>168%</b>	<b>22%</b>	<b>28%</b>	<b>1%</b>	<b>(1%)</b>	<b>12%</b>	<b>15%</b>	<b>18%</b>	<b>64%</b>	<b>93%</b>	<b>47%</b>	<b>~20% - 23%</b>
System - YoY	N/A	121%	(9%)	2%	(36%)	(17%)	(16%)	23%	8%	87%	123%	57%	
Consumable - YoY	N/A	393%	93%	85%	109%	25%	72%	6%	30%	44%	61%	36%	
% System	83%	68%	52%	54%	47%	52%	51%	55%	49%	54%	60%	55%	
% Consumable	17%	32%	48%	46%	53%	48%	49%	45%	51%	46%	40%	45%	<b>~50%</b>
<b>Revenue</b>	<b>\$25.5</b>	<b>\$68.1</b>	<b>\$17.4</b>	<b>\$22.3</b>	<b>\$17.9</b>	<b>\$18.6</b>	<b>\$76.2</b>	<b>\$20.0</b>	<b>\$26.3</b>	<b>\$29.5</b>	<b>\$35.8</b>	<b>\$111.6</b>	
North America	16.9	50.3	13.0	16.7	13.7	13.3	56.7	16.6	21.2	23.5	27.8	89.1	
International	8.6	17.8	4.4	5.6	4.2	5.3	19.5	3.4	5.1	6.0	8.0	22.5	<b>~20% - 23%</b>
<b>Revenue - YoY</b>	<b>N/A</b>	<b>168%</b>	<b>22%</b>	<b>28%</b>	<b>1%</b>	<b>(1%)</b>	<b>12%</b>	<b>15%</b>	<b>18%</b>	<b>64%</b>	<b>93%</b>	<b>47%</b>	
North America - YoY	N/A	198%	24%	29%	10%	(7%)	13%	28%	27%	72%	109%	57%	
International - YoY	N/A	107%	17%	27%	(19%)	20%	10%	(23%)	(9%)	41%	51%	15%	
% North America	66%	74%	75%	75%	76%	72%	74%	83%	80%	80%	78%	80%	
% International	34%	26%	25%	25%	24%	28%	26%	17%	20%	20%	22%	20%	
<b># of Cycles</b>	<b>49,570</b>	<b>190,314</b>	<b>63,948</b>	<b>84,072</b>	<b>77,500</b>	<b>75,172</b>	<b>300,692</b>	<b>77,559</b>	<b>112,794</b>	<b>114,768</b>	<b>121,791</b>	<b>426,912</b>	
<b># of Systems</b>	<b>309</b>	<b>623</b>	<b>130</b>	<b>160</b>	<b>106</b>	<b>120</b>	<b>516</b>	<b>112</b>	<b>136</b>	<b>181</b>	<b>263</b>	<b>692</b>	
<b>Cash Balance*</b>	<b>\$12.7</b>	<b>\$83.9</b>	<b>\$75.3</b>	<b>\$70.9</b>	<b>\$66.9</b>	<b>\$58.6</b>	<b>\$58.6</b>	<b>\$51.6</b>	<b>\$52.5</b>	<b>\$55.9</b>	<b>\$56.1</b>	<b>\$56.1</b>	
Cash Generation / (Burn)	9.6	71.2	(8.6)	(4.4)	(4.0)	(8.3)	(25.3)	(7.0)	1.0	3.4	0.2	(2.5)	<b>~(\$5)</b>
<b>Gross Margin**</b>	<b>52%</b>	<b>62%</b>	<b>66%</b>	<b>68%</b>	<b>67%</b>	<b>66%</b>	<b>67%</b>	<b>63%</b>	<b>70%</b>	<b>72%</b>	<b>70%</b>	<b>69%</b>	<b>~70%</b>
<b>% of Revenue</b>	<b>102%</b>	<b>74%</b>	<b>125%</b>	<b>104%</b>	<b>95%</b>	<b>101%</b>	<b>106%</b>	<b>101%</b>	<b>84%</b>	<b>82%</b>	<b>85%</b>	<b>87%</b>	<b>~80%</b>
R&D	32%	15%	20%	15%	14%	19%	17%	19%	15%	14%	14%	15%	
S&M	47%	42%	83%	64%	61%	62%	67%	63%	56%	53%	57%	57%	
G&A	23%	17%	22%	25%	21%	20%	22%	19%	14%	15%	13%	15%	

\* Cash Balance is comprised of Cash and Cash Equivalents, Short-term Investments, and Long-term Investments from the Balance Sheet

\*\* Gross Margin is impacted by the 2.3% Medical Device Excise Tax on all applicable U.S. Sales starting in 2013

Note: Information above is from 2010 - 2013 only