

ZELTIQ Aesthetics, Inc.
Q313 Supplementary Financial & Operational Information
as of September 30, 2013, Q3 2013 Earnings Report

\$ figures in Millions

	2010	2011	2012				2012	2012	2013			2013	2013
	FY	FY	Q1	Q2	Q3	Q4	FY	YTD	Q1	Q2	Q3	YTD	Guidance
Revenue	\$25.5	\$68.1	\$17.4	\$22.3	\$17.9	\$18.6	\$76.2	\$57.6	\$20.0	\$26.3	\$29.5	\$75.8	
System	21.1	46.6	9.0	12.0	8.5	9.6	39.1	29.5	11.1	13.0	15.9	39.9	
Consumable	4.4	21.6	8.4	10.3	9.4	9.0	37.0	28.1	8.9	13.4	13.6	35.8	
Revenue - YoY	N/A	168%	22%	28%	1%	(1%)	12%	17%	15%	18%	64%	32%	~40% YoY
System - YoY	N/A	121%	(9%)	2%	(36%)	(17%)	(16%)	(16%)	23%	8%	87%	35%	
Consumable - YoY	N/A	394%	93%	85%	109%	25%	72%	95%	6%	30%	44%	28%	
% System	83%	68%	52%	54%	47%	52%	51%	51%	55%	49%	54%	53%	45% - 50%
% Consumable	17%	32%	48%	46%	53%	48%	49%	49%	45%	51%	46%	47%	
Revenue	\$25.5	\$68.1	\$17.4	\$22.3	\$17.9	\$18.6	\$76.2	\$57.6	\$20.0	\$26.3	\$29.5	\$75.8	
North America	16.9	50.3	13.0	16.6	13.7	13.3	56.7	43.3	16.6	21.2	23.5	61.3	
International	8.6	17.8	4.4	5.6	4.2	5.3	19.5	14.3	3.4	5.2	6.0	14.5	
Revenue - YoY	N/A	168%	22%	28%	1%	(1%)	12%	17%	15%	18%	64%	32%	~40% YoY
North America - YoY	N/A	198%	24%	29%	10%	(7%)	13%	21%	28%	27%	72%	41%	
International - YoY	N/A	107%	17%	27%	(19%)	20%	10%	6%	(23%)	(8%)	41%	2%	
% North America	66%	74%	75%	75%	76%	72%	74%	75%	83%	80%	80%	81%	
% International	34%	26%	25%	25%	24%	28%	26%	25%	17%	20%	20%	19%	
# of Cycles	49,570	190,314	63,948	84,072	77,500	75,172	300,692	225,520	77,559	112,794	114,768	305,121	
# of Systems	309	623	130	160	106	120	516	396	112	136	181	429	
Cash Balance*	\$12.7	\$83.9	\$75.3	\$70.9	\$66.9	\$58.6	\$58.6	\$66.9	\$51.6	\$52.5	\$55.9	\$55.9	
Cash Generation / (Burn)	9.6	71.2	(8.6)	(4.4)	(4.0)	(8.3)	(25.3)	(17.0)	(7.0)	1.0	3.3	(2.7)	~(9)
Gross Margin**	52%	62%	66%	68%	67%	66%	67%	67%	63%	70%	72%	69%	~69%
% of Revenue	102%	74%	125%	104%	95%	101%	106%	108%	101%	84%	82%	88%	~90%
R&D	32%	15%	20%	15%	14%	19%	17%	16%	19%	15%	14%	16%	
S&M	47%	42%	83%	64%	61%	62%	67%	69%	63%	56%	53%	56%	
G&A	23%	17%	22%	25%	21%	20%	22%	23%	19%	14%	15%	16%	

* 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 - Q3 2013 only