ZELTIQ Aesthetics, Inc.

Q314 Supplemental Financial & Operational Information

as of September 30 2014, Q3 2014 Earnings Report
Unaudited Results

2010	2011	2012		20	013		2013	2013		2014		2014	2014
FY	FY	FY	Q1	Q2	Q3	Q4	YTD	FY	Q1	Q2	Q3	YTD	Guidance
\$25.5	\$68.1	\$76.2	\$20.0	\$26.3	\$29.5	\$35.8	\$75.8	\$111.6	\$31.0	\$47.1	\$45.7	\$123.7	\$171M - \$173M
21.1	46.6	39.1	11.1	13.0	15.9	21.4	39.9	61.3	14.5	25.4	24.8	64.6	
4.4	21.5	37.1	8.9	13.3	13.6	14.4	35.8	50.3	16.5	21.7	20.9	59.1	
N/A	168%	12%	15%	18%	64%	93%	32%	47%	55%	79%	55%	63%	~ 53% - 55%
N/A	121%	(16%)	23%	8%	87%	123%	35%	57%	31%	96%	56%	62%	
N/A	393%	72%	6%	30%	44%	61%	28%	35%	85%	63%	54%	65%	
83%	68%	51%	55%	49%	54%	60%	53%	55%	47%	54%	54%	52%	
17%	32%	49%	45%	51%	46%	40%	47%	45%	53%	46%	46%	48%	~ 45% - 50%
\$25.5	\$68.1	\$76.2	\$20.0	\$26.3	\$29.5	\$35.8	\$75.8	\$111.6	\$31.0	\$47.1	\$45.7	\$123.7	
16.9	50.3	56.7	16.6	21.2	23.5	27.8	61.3	89.1	22.8	37.1	35.0	94.8	
8.6	17.8	19.5	3.4	5.1	6.0	8.0	14.5	22.5	8.2	10.0	10.7	28.9	
N/A	168%	12%	15%	18%	64%	93%	32%	47%	55%	79%	55%	63%	~ 53% - 55%
N/A	198%	13%	28%	27%	72%	109%	41%	57%	37%	75%	49%	55%	
N/A	107%	10%	(23%)	(9%)	41%	51%	2%	15%	143%	95%	79%	100%	
66%	74%	74%	83%	80%	80%	78%	81%	80%	74%	79%	77%	77%	
34%	26%	26%	17%	20%	20%	22%	19%	20%	26%	21%	23%	23%	
		\$1.7	\$2.0	\$1.6	\$0.7	\$0.5	\$4.2	\$4.8	\$0.3	\$6.1	\$1.9	\$8.3	
48,127	172,827	273,156	67,928	101,657	103,492	109,170	273,077	382,247	126,059	166,116	159,116	451,291	
26.326	112.646	182,680	51.056	71.847	71.984	76,467	194.887	271.354	86.908	122.468	111.115	320.491	
21,801	60,181	90,476	16,872	29,810	31,508	32,703	78,190	110,893	39,151	43,648	48,001	130,800	
300	622	516	112	126	191	262	429	692	179	208	260	647	
126	234	183	22	26	39	70	87	157	65	63	77	205	
183	520	780	841	923	1.035	1.177	1.035	1.177	1.260	1.367	1.504	1.504	
4	38	101	118	138	154	195	154	195	216	242	283	283	
2%	7%	13%	14%	15%	15%	17%	15%	17%	17%	18%	19%	19%	
	FY \$25.5 21.1 4.4 N/A N/A N/A N/A 83% 17% \$25.5 16.9 8.6 N/A N/A N/A N/A 266% 34% 48,127 26,326 21,801 309 183 126 183 179 4	FY FY \$25.5 \$68.1 21.1 46.6 4.4 21.5 N/A 168% N/A 121% N/A 393% 83% 68% 17% 32% \$25.5 \$68.1 16.9 50.3 8.6 17.8 N/A 198% N/A 198% N/A 26% 48,127 172,827 26,326 112,646 21,801 60,181 309 623 183 389 126 234 183 520 179 482	FY FY FY \$25.5 \$68.1 \$76.2 21.1 46.6 39.1 4.4 21.5 37.1 N/A 168% 12% N/A 121% (16%) N/A 393% 72% 83% 68% 51% 17% 32% 49% \$25.5 \$68.1 \$76.2 16.9 50.3 56.7 8.6 17.8 19.5 N/A 168% 12% N/A 198% 13% N/A 107% 10% 66% 74% 74% 34% 26% 26% \$1.7 48,127 172,827 273,156 26,326 112,646 182,680 21,801 60,181 90,476 309 623 516 183 389 333 126 234 183 <t< td=""><td>FY FY FY Q1 \$25.5 \$68.1 \$76.2 \$20.0 21.1 46.6 39.1 11.1 4.4 21.5 37.1 8.9 N/A 168% 12% 15% N/A 121% (16%) 23% N/A 393% 72% 6% 83% 68% 51% 55% 17% 32% 49% 45% \$25.5 \$68.1 \$76.2 \$20.0 16.9 50.3 56.7 16.6 8.6 17.8 19.5 3.4 N/A 168% 12% 15% N/A 198% 13% 28% N/A 107% 10% (23%) N/A 107% 10% (23%) N/A 107% 10% (23%) N/A 107% 26% 26% 17% - \$1.7 \$2.0 48,127</td><td>FY FY FY Q1 Q2 \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 21.1 46.6 39.1 11.1 13.0 4.4 21.5 37.1 8.9 13.3 N/A 168% 12% 15% 18% N/A 121% (16%) 23% 8% N/A 393% 72% 6% 30% 83% 68% 51% 55% 49% 17% 32% 49% 45% 51% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 16.9 50.3 56.7 16.6 21.2 8.6 17.8 19.5 3.4 5.1 N/A 168% 12% 15% 18% N/A 198% 13% 28% 27% N/A 107% 10% (23%) (9%) 66% 74% 74% 83% 80%</td><td>FY FY FY Q1 Q2 Q3 \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 21.1 46.6 39.1 11.1 13.0 15.9 4.4 21.5 37.1 8.9 13.3 13.6 N/A 168% 12% 15% 18% 64% N/A 121% (16%) 23% 8% 87% N/A 393% 72% 6% 30% 44% 83% 68% 51% 55% 49% 54% 17% 32% 49% 45% 51% 46% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 16.9 50.3 56.7 16.6 21.2 23.5 8.6 17.8 19.5 3.4 5.1 6.0 N/A 168% 12% 15% 18% 64% N/A 107% 10% (23%) (9%)</td><td>FY FY FY Q1 Q2 Q3 Q4 \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 21.1 46.6 39.1 11.1 13.0 15.9 21.4 4.4 21.5 37.1 8.9 13.3 13.6 14.4 N/A 168% 12% 15% 18% 64% 93% N/A 121% (16%) 23% 8% 87% 123% N/A 393% 72% 6% 30% 44% 61% 83% 68% 51% 55% 49% 54% 60% 17% 32% 49% 45% 51% 46% 40% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 16.9 50.3 56.7 16.6 21.2 23.5 27.8 8.6 17.8 19.5 3.4 5.1 6.0 8.0 <t< td=""><td>FY FY FY Q1 Q2 Q3 Q4 YTD \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 N/A 168% 12% 15% 18% 64% 93% 32% N/A 121% (16%) 23% 8% 87% 123% 35% N/A 393% 72% 6% 30% 44% 61% 28% 83% 68% 51% 55% 49% 54% 60% 53% 17% 32% 49% 45% 51% 46% 40% 47% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 16.9 \$0.3 \$6.7 16.6 21.2</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 N/A 168% 12% 15% 18% 64% 93% 32% 47% N/A 121% (16%) 23% 8% 87% 123% 35% 57% N/A 121% (16%) 23% 8% 87% 123% 35% 57% N/A 393% 72% 6% 30% 44% 61% 28% 35% 83% 68% 51% 55% 49% 54% 60% 53% 55% 17% 32% 49% 45% 51% 46% 60% 53% 55% 183% 68 51% 45% 51% 46% <t< td=""><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 \$25.5 \$568.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$31.1.6 \$31.0 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 4.4 21.5 37.1 8.9 13.3 13.6 14.4 39.9 61.3 14.5 M/A 168% 12% 15% 18% 64% 93% 32% 47% 55% N/A 121% (16%) 23% 8% 87% 122% 35% 57% 31% N/A 393% 72% 6% 30% 44% 61% 22% 35% 85% 85% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 17% 32% 49% 45% 51% 46% 40%</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.7 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% N/A 121% (16%) 23% 88 87% 123% 35% 55% 31% 96% N/A 393% 72% 6% 30% 44% 61% 228% 35% 55% 47% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 17% 32% 49% 45% 51% 46% 40% 47% 45% 53% 55%</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$311.6 \$31.0 \$47.1 \$45.7 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.4 24.8 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 50.3 16.5 21.7 20.9 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% 55% N/A 393% 72% 6% 30% 44% 61% 28% 35% 85% 63% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 54% 17% 32% 49% 45% 54%<!--</td--><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 YTD PY Q1 Q2 Q3 YTD PS25.5 S68.1 S76.2 S20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 \$45.7 \$45.7 \$123.7 \$21.1 \$46.6 \$39.1 \$11.1 \$13.0 \$13.0 \$14.4 \$39.9 \$6.1 \$3 \$14.5 \$25.4 \$24.8 \$46.6 \$4.4 \$21.5 \$37.1 \$8.9 \$13.3 \$13.6 \$14.4 \$35.8 \$50.3 \$16.5 \$21.7 \$20.9 \$59.1 \$10.4 \$16.8 \$12.8 \$15.4 \$12.8 \$12.8 \$12.4 \$12.8 \$12.8 \$12.4 \$12.8</td></td></t<></td></t<></td></t<>	FY FY FY Q1 \$25.5 \$68.1 \$76.2 \$20.0 21.1 46.6 39.1 11.1 4.4 21.5 37.1 8.9 N/A 168% 12% 15% N/A 121% (16%) 23% N/A 393% 72% 6% 83% 68% 51% 55% 17% 32% 49% 45% \$25.5 \$68.1 \$76.2 \$20.0 16.9 50.3 56.7 16.6 8.6 17.8 19.5 3.4 N/A 168% 12% 15% N/A 198% 13% 28% N/A 107% 10% (23%) N/A 107% 10% (23%) N/A 107% 10% (23%) N/A 107% 26% 26% 17% - \$1.7 \$2.0 48,127	FY FY FY Q1 Q2 \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 21.1 46.6 39.1 11.1 13.0 4.4 21.5 37.1 8.9 13.3 N/A 168% 12% 15% 18% N/A 121% (16%) 23% 8% N/A 393% 72% 6% 30% 83% 68% 51% 55% 49% 17% 32% 49% 45% 51% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 16.9 50.3 56.7 16.6 21.2 8.6 17.8 19.5 3.4 5.1 N/A 168% 12% 15% 18% N/A 198% 13% 28% 27% N/A 107% 10% (23%) (9%) 66% 74% 74% 83% 80%	FY FY FY Q1 Q2 Q3 \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 21.1 46.6 39.1 11.1 13.0 15.9 4.4 21.5 37.1 8.9 13.3 13.6 N/A 168% 12% 15% 18% 64% N/A 121% (16%) 23% 8% 87% N/A 393% 72% 6% 30% 44% 83% 68% 51% 55% 49% 54% 17% 32% 49% 45% 51% 46% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 16.9 50.3 56.7 16.6 21.2 23.5 8.6 17.8 19.5 3.4 5.1 6.0 N/A 168% 12% 15% 18% 64% N/A 107% 10% (23%) (9%)	FY FY FY Q1 Q2 Q3 Q4 \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 21.1 46.6 39.1 11.1 13.0 15.9 21.4 4.4 21.5 37.1 8.9 13.3 13.6 14.4 N/A 168% 12% 15% 18% 64% 93% N/A 121% (16%) 23% 8% 87% 123% N/A 393% 72% 6% 30% 44% 61% 83% 68% 51% 55% 49% 54% 60% 17% 32% 49% 45% 51% 46% 40% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 16.9 50.3 56.7 16.6 21.2 23.5 27.8 8.6 17.8 19.5 3.4 5.1 6.0 8.0 <t< td=""><td>FY FY FY Q1 Q2 Q3 Q4 YTD \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 N/A 168% 12% 15% 18% 64% 93% 32% N/A 121% (16%) 23% 8% 87% 123% 35% N/A 393% 72% 6% 30% 44% 61% 28% 83% 68% 51% 55% 49% 54% 60% 53% 17% 32% 49% 45% 51% 46% 40% 47% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 16.9 \$0.3 \$6.7 16.6 21.2</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 N/A 168% 12% 15% 18% 64% 93% 32% 47% N/A 121% (16%) 23% 8% 87% 123% 35% 57% N/A 121% (16%) 23% 8% 87% 123% 35% 57% N/A 393% 72% 6% 30% 44% 61% 28% 35% 83% 68% 51% 55% 49% 54% 60% 53% 55% 17% 32% 49% 45% 51% 46% 60% 53% 55% 183% 68 51% 45% 51% 46% <t< td=""><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 \$25.5 \$568.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$31.1.6 \$31.0 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 4.4 21.5 37.1 8.9 13.3 13.6 14.4 39.9 61.3 14.5 M/A 168% 12% 15% 18% 64% 93% 32% 47% 55% N/A 121% (16%) 23% 8% 87% 122% 35% 57% 31% N/A 393% 72% 6% 30% 44% 61% 22% 35% 85% 85% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 17% 32% 49% 45% 51% 46% 40%</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.7 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% N/A 121% (16%) 23% 88 87% 123% 35% 55% 31% 96% N/A 393% 72% 6% 30% 44% 61% 228% 35% 55% 47% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 17% 32% 49% 45% 51% 46% 40% 47% 45% 53% 55%</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$311.6 \$31.0 \$47.1 \$45.7 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.4 24.8 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 50.3 16.5 21.7 20.9 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% 55% N/A 393% 72% 6% 30% 44% 61% 28% 35% 85% 63% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 54% 17% 32% 49% 45% 54%<!--</td--><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 YTD PY Q1 Q2 Q3 YTD PS25.5 S68.1 S76.2 S20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 \$45.7 \$45.7 \$123.7 \$21.1 \$46.6 \$39.1 \$11.1 \$13.0 \$13.0 \$14.4 \$39.9 \$6.1 \$3 \$14.5 \$25.4 \$24.8 \$46.6 \$4.4 \$21.5 \$37.1 \$8.9 \$13.3 \$13.6 \$14.4 \$35.8 \$50.3 \$16.5 \$21.7 \$20.9 \$59.1 \$10.4 \$16.8 \$12.8 \$15.4 \$12.8 \$12.8 \$12.4 \$12.8 \$12.8 \$12.4 \$12.8</td></td></t<></td></t<>	FY FY FY Q1 Q2 Q3 Q4 YTD \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 N/A 168% 12% 15% 18% 64% 93% 32% N/A 121% (16%) 23% 8% 87% 123% 35% N/A 393% 72% 6% 30% 44% 61% 28% 83% 68% 51% 55% 49% 54% 60% 53% 17% 32% 49% 45% 51% 46% 40% 47% \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 16.9 \$0.3 \$6.7 16.6 21.2	FY FY FY Q1 Q2 Q3 Q4 YTD FY \$25.5 \$68.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 N/A 168% 12% 15% 18% 64% 93% 32% 47% N/A 121% (16%) 23% 8% 87% 123% 35% 57% N/A 121% (16%) 23% 8% 87% 123% 35% 57% N/A 393% 72% 6% 30% 44% 61% 28% 35% 83% 68% 51% 55% 49% 54% 60% 53% 55% 17% 32% 49% 45% 51% 46% 60% 53% 55% 183% 68 51% 45% 51% 46% <t< td=""><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 \$25.5 \$568.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$31.1.6 \$31.0 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 4.4 21.5 37.1 8.9 13.3 13.6 14.4 39.9 61.3 14.5 M/A 168% 12% 15% 18% 64% 93% 32% 47% 55% N/A 121% (16%) 23% 8% 87% 122% 35% 57% 31% N/A 393% 72% 6% 30% 44% 61% 22% 35% 85% 85% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 17% 32% 49% 45% 51% 46% 40%</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.7 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% N/A 121% (16%) 23% 88 87% 123% 35% 55% 31% 96% N/A 393% 72% 6% 30% 44% 61% 228% 35% 55% 47% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 17% 32% 49% 45% 51% 46% 40% 47% 45% 53% 55%</td><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$311.6 \$31.0 \$47.1 \$45.7 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.4 24.8 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 50.3 16.5 21.7 20.9 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% 55% N/A 393% 72% 6% 30% 44% 61% 28% 35% 85% 63% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 54% 17% 32% 49% 45% 54%<!--</td--><td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 YTD PY Q1 Q2 Q3 YTD PS25.5 S68.1 S76.2 S20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 \$45.7 \$45.7 \$123.7 \$21.1 \$46.6 \$39.1 \$11.1 \$13.0 \$13.0 \$14.4 \$39.9 \$6.1 \$3 \$14.5 \$25.4 \$24.8 \$46.6 \$4.4 \$21.5 \$37.1 \$8.9 \$13.3 \$13.6 \$14.4 \$35.8 \$50.3 \$16.5 \$21.7 \$20.9 \$59.1 \$10.4 \$16.8 \$12.8 \$15.4 \$12.8 \$12.8 \$12.4 \$12.8 \$12.8 \$12.4 \$12.8</td></td></t<>	FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 \$25.5 \$568.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$31.1.6 \$31.0 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 4.4 21.5 37.1 8.9 13.3 13.6 14.4 39.9 61.3 14.5 M/A 168% 12% 15% 18% 64% 93% 32% 47% 55% N/A 121% (16%) 23% 8% 87% 122% 35% 57% 31% N/A 393% 72% 6% 30% 44% 61% 22% 35% 85% 85% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 17% 32% 49% 45% 51% 46% 40%	FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.7 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% N/A 121% (16%) 23% 88 87% 123% 35% 55% 31% 96% N/A 393% 72% 6% 30% 44% 61% 228% 35% 55% 47% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 17% 32% 49% 45% 51% 46% 40% 47% 45% 53% 55%	FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 \$25.5 \$58.1 \$76.2 \$20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$311.6 \$31.0 \$47.1 \$45.7 21.1 46.6 39.1 11.1 13.0 15.9 21.4 39.9 61.3 14.5 22.4 24.8 4.4 21.5 37.1 8.9 13.3 13.6 14.4 35.8 50.3 16.5 21.7 20.9 N/A 168% 12% 15% 18% 64% 93% 32% 47% 55% 79% 55% N/A 393% 72% 6% 30% 44% 61% 28% 35% 85% 63% 54% 83% 68% 51% 55% 49% 54% 60% 53% 55% 47% 54% 54% 17% 32% 49% 45% 54% </td <td>FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 YTD PY Q1 Q2 Q3 YTD PS25.5 S68.1 S76.2 S20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 \$45.7 \$45.7 \$123.7 \$21.1 \$46.6 \$39.1 \$11.1 \$13.0 \$13.0 \$14.4 \$39.9 \$6.1 \$3 \$14.5 \$25.4 \$24.8 \$46.6 \$4.4 \$21.5 \$37.1 \$8.9 \$13.3 \$13.6 \$14.4 \$35.8 \$50.3 \$16.5 \$21.7 \$20.9 \$59.1 \$10.4 \$16.8 \$12.8 \$15.4 \$12.8 \$12.8 \$12.4 \$12.8 \$12.8 \$12.4 \$12.8</td>	FY FY FY Q1 Q2 Q3 Q4 YTD FY Q1 Q2 Q3 YTD PY Q1 Q2 Q3 YTD PS25.5 S68.1 S76.2 S20.0 \$26.3 \$29.5 \$35.8 \$75.8 \$111.6 \$31.0 \$47.1 \$45.7 \$45.7 \$123.7 \$21.1 \$46.6 \$39.1 \$11.1 \$13.0 \$13.0 \$14.4 \$39.9 \$6.1 \$3 \$14.5 \$25.4 \$24.8 \$46.6 \$4.4 \$21.5 \$37.1 \$8.9 \$13.3 \$13.6 \$14.4 \$35.8 \$50.3 \$16.5 \$21.7 \$20.9 \$59.1 \$10.4 \$16.8 \$12.8 \$15.4 \$12.8 \$12.8 \$12.4 \$12.8 \$12.8 \$12.4 \$12.8

^{*} Included in Systems Revenue for SEC reporting. Note: Information above is from 2010 - 2014 only

ZELTIQ Aesthetics, Inc.

Q314 Supplemental Financial & Operational Information

as of September 30 2014, Q3 2014 Earnings Report Unaudited Results

\$ figures in Millions	2010	2011	2012	2013			2013	2013		2014		2014	2014	
	FY	FY	FY	Q1	Q2	Q3	Q4	YTD	FY	Q1	Q2	Q3	YTD	Guidance
Revenue	\$25.5	\$68.1	\$76.2	\$20.0	\$26.3	\$29.5	\$35.8	\$75.8	\$111.6	\$31.0	\$47.1	\$45.7	\$123.7	\$171M - \$173M
Gross Margin *	52%	62%	67%	63%	70%	72%	70%	69%	69%	71%	71%	73%	72%	~ 71%
GAAP OPEX - as % of revenue	102%	74%	106%	101%	84%	82%	85%	88%	87%	94%	65%	62%	71%	~ 73%
GAAP R&D - as % of revenue	32%	15%	17%	19%	15%	14%	14%	16%	15%	14%	9%	9%	10%	~ 11%
GAAP S&M - as % of revenue	47%	42%	67%	63%	56%	53%	57%	56%	57%	65%	45%	42%	49%	~ 50%
GAAP G&A - as % of revenue	23%	17%	22%	19%	14%	15%	13%	16%	15%	15%	11%	11%	12%	~ 12%
Stock Based Compensation	\$1.3	\$2.3	\$5.0	\$1.1	\$1.5	\$1.5	\$2.6	\$4.1	\$6.7	\$2.1	\$2.4	\$2.5	\$7.0	~ \$9.5
COGS	0.0	0.1	0.1	0.0	0.1	0.1	0.1	0.2	0.2	0.1	0.1	0.1	0.3	
R&D	0.1	0.5	0.9	0.2	0.2	0.2	1.0	0.7	1.6	0.2	0.3	0.3	0.8	
S&M	0.1	0.5	0.8	0.2	0.5	0.4	0.7	1.1	1.8	0.9	1.0	1.0	2.9	
G&A	1.1	1.2	3.1	0.7	0.7	0.8	0.8	2.2	3.0	0.9	1.0	1.1	3.0	
as % of revenue	5%	3%	7%	6%	6%	5%	7%	5%	6%	7%	5%	6%	6%	
Depreciation	\$0.5	\$0.7	\$0.9	\$0.3	\$0.2	\$0.2	\$0.3	\$0.7	\$1.0	\$0.3	\$0.3	\$0.2	\$0.8	~ \$1.2
COGS	0.2	0.2	0.4	0.1	0.1	0.1	0.1	0.4	0.5	0.1	0.1	0.1	0.3	
R&D	0.2	0.2	0.2	0.0	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.1	
S&M	0.1	0.2	0.3	0.1	0.1	0.1	0.1	0.2	0.3	0.1	0.1	0.1	0.3	
G&A	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	
as % of revenue	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	
Amortization	\$0.7	\$0.7	\$0.7	\$0.2	\$0.2	\$0.2	\$0.2	\$0.5	\$0.7	\$0.2	\$0.2	\$0.2	\$0.5	~ \$0.7
COGS	0.7	0.7	0.7	0.2	0.2	0.2	0.2	0.5	0.7	0.2	0.2	0.2	0.5	
as % of revenue	3%	1%	1%	1%	1%	1%	0%	1%	1%	1%	0%	0%	0%	
Adjusted EBITDA Margin	(41%)	(7%)	(31%)	(30%)	(7%)	(3%)	(6%)	(11%)	(10%)	(15%)	12%	17%	7%	~6%

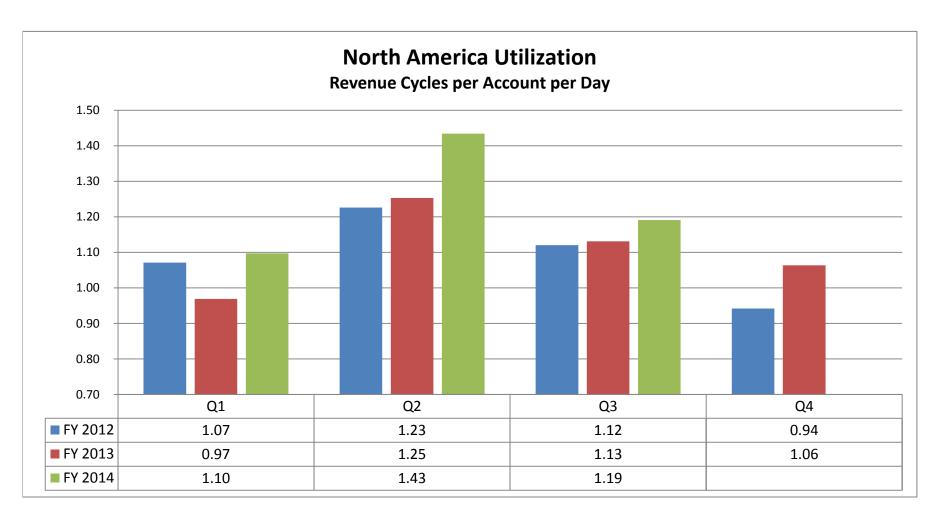
^{*} Gross Margin is impacted by the 2.3% Medical Device Excise Tax on all applicable U.S. Sales starting in 2013

Note: Information above is from 2010 - 2014 only

ZELTIQ Aesthetics, Inc.

Q314 Supplemental Financial & Operational Information

as of September 30 2014, Q3 2014 Earnings Report Unaudited Results



^{*} Revenue Cycles per Account per Day = Revenue Cycles / Average Accounts / 65 Days (average business days in quarter)