

ZELTIQ Aesthetics, Inc.
Q213 Supplementary Financial & Operational Information
as of June 30, 2013, Q2 2013 Earnings Report

\$ figures in Millions

	2010	2011	2012	2012				2012	2013		2013
	FY	FY	FY	Q1	Q2	Q3	Q4	1H	Q1	Q2	1H
Revenue	\$25.5	\$68.1	\$76.2	\$17.4	\$22.3	\$17.9	\$18.6	\$39.7	\$20.0	\$26.3	\$46.3
System	21.1	46.6	39.1	9.0	12.0	8.5	9.6	21.0	11.1	13.0	24.0
Consumable	4.4	21.6	37.0	8.4	10.3	9.4	9.0	18.6	8.9	13.4	22.3
Revenue - YoY		168%	12%	22%	28%	1%	(1%)	25%	15%	18%	17%
System - YoY		121%	(16%)	(9%)	2%	(36%)	(17%)	(3%)	23%	8%	14%
Consumable - YoY		394%	72%	93%	85%	109%	25%	89%	6%	30%	19%
% System	83%	68%	51%	52%	54%	47%	52%	53%	55%	49%	52%
% Consumable	17%	32%	49%	48%	46%	53%	48%	47%	45%	51%	48%
Revenue	\$25.5	\$68.1	\$76.2	\$17.4	\$22.3	\$17.9	\$18.6	\$39.7	\$20.0	\$26.3	\$46.3
North America	16.9	50.3	56.7	13.0	16.6	13.7	13.3	29.7	16.6	21.2	37.8
International	8.6	17.8	19.5	4.4	5.6	4.2	5.3	10.0	3.4	5.2	8.5
Revenue - YoY		168%	12%	22%	28%	1%	(1%)	25%	15%	18%	17%
North America - YoY		198%	13%	24%	29%	10%	(7%)	26%	28%	27%	27%
International - YoY		107%	10%	17%	27%	(19%)	20%	22%	(23%)	(8%)	(15%)
% North America	66%	74%	74%	75%	75%	76%	72%	75%	83%	80%	82%
% International	34%	26%	26%	25%	25%	24%	28%	25%	17%	20%	18%
# of Cycles	49,570	190,314	300,692	63,948	84,072	77,500	75,172	148,020	77,559	112,794	190,353
North America	26,985	125,066	207,908	43,943	57,193	55,130	51,642	101,136	58,388	80,922	139,310
International	22,585	65,248	92,784	20,005	26,879	22,370	23,530	46,884	19,171	31,872	51,043
# of Systems	309	623	516	130	160	106	120	290	112	136	248
North America	183	389	333	83	103	70	77	186	90	110	200
International	126	234	183	47	57	36	43	104	22	26	48
Cash Balance*	\$12.7	\$83.9	\$58.6	\$75.3	\$70.9	\$66.9	\$58.6	\$70.9	\$51.6	\$52.5	\$52.5
Cash Generation / (Burn)	9.6	71.2	(25.3)	(8.6)	(4.4)	(4.0)	(8.3)	(13.0)	(7.0)	1.0	(6.1)
Gross Margin**	52%	62%	67%	66%	68%	67%	66%	67%	63%	70%	67%
% of Revenue	102%	74%	106%	125%	104%	95%	101%	113%	101%	84%	91%
R&D	32%	15%	17%	20%	15%	14%	19%	17%	19%	15%	17%
S&M	47%	42%	67%	83%	64%	61%	62%	72%	63%	56%	59%
G&A	23%	17%	22%	22%	25%	21%	20%	24%	19%	14%	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 Q1 2010 - Q2 2013 only