

**ZELTIQ Aesthetics, Inc.**  
**Q315 Supplemental Financial & Operational Information**  
*as of September 30 2015, Q3 2015 Earnings Report*  
*Unaudited Results*

<i>\$ figures in Millions</i>	2010	2011	2012	2013	2014				2014	2014	2015			2015	2015
	FY	FY	FY	FY	Q1	Q2	Q3	Q4	YTD	FY	Q1	Q2	Q3	YTD	Guidance
<b>Revenue</b>	<b>\$25.5</b>	<b>\$68.1</b>	<b>\$76.2</b>	<b>\$111.6</b>	<b>\$31.0</b>	<b>\$47.1</b>	<b>\$45.7</b>	<b>\$50.8</b>	<b>\$123.7</b>	<b>\$174.5</b>	<b>\$51.6</b>	<b>\$64.4</b>	<b>\$61.2</b>	<b>\$177.2</b>	~\$252M
System	21.1	46.6	39.1	61.3	14.5	25.4	24.8	28.4	64.6	93.0	26.2	32.0	29.3	87.5	~ 44%
Consumable	4.4	21.5	37.1	50.3	16.5	21.7	20.9	22.4	59.1	81.5	25.4	32.4	31.9	89.7	
<b>Revenue - YoY</b>	<b>N/A</b>	<b>168%</b>	<b>12%</b>	<b>47%</b>	<b>55%</b>	<b>79%</b>	<b>55%</b>	<b>42%</b>	<b>167%</b>	<b>56%</b>	<b>66%</b>	<b>37%</b>	<b>34%</b>	<b>43%</b>	~ 50%
System - YoY	N/A	121%	(16%)	57%	31%	96%	56%	33%	169%	52%	81%	26%	18%	35%	
Consumable - YoY	N/A	393%	72%	35%	85%	63%	54%	55%	166%	62%	54%	49%	53%	52%	
% System	83%	68%	51%	55%	47%	54%	54%	56%	52%	53%	51%	50%	48%	49%	~ 44%
% Consumable	17%	32%	49%	45%	53%	46%	46%	44%	48%	47%	49%	50%	52%	51%	
<b>Revenue</b>	<b>\$25.5</b>	<b>\$68.1</b>	<b>\$76.2</b>	<b>\$111.6</b>	<b>\$31.0</b>	<b>\$47.1</b>	<b>\$45.7</b>	<b>\$50.8</b>	<b>\$123.7</b>	<b>\$174.5</b>	<b>\$51.6</b>	<b>\$64.4</b>	<b>\$61.2</b>	<b>\$177.2</b>	~ 44%
North America	16.9	50.3	56.7	89.1	22.8	37.1	35.0	39.6	94.8	134.4	35.3	51.4	46.6	133.3	
International	8.6	17.8	19.5	22.5	8.2	10.0	10.7	11.2	28.9	40.1	16.3	13.0	14.6	43.9	
<b>Revenue - YoY</b>	<b>N/A</b>	<b>168%</b>	<b>12%</b>	<b>47%</b>	<b>55%</b>	<b>79%</b>	<b>55%</b>	<b>42%</b>	<b>167%</b>	<b>56%</b>	<b>66%</b>	<b>37%</b>	<b>34%</b>	<b>43%</b>	~ 50%
North America - YoY	N/A	198%	13%	57%	37%	75%	49%	42%	151%	51%	55%	39%	33%	41%	
International - YoY	N/A	107%	10%	15%	143%	95%	79%	40%	239%	78%	99%	30%	36%	52%	
% North America	66%	74%	74%	80%	74%	79%	77%	78%	77%	77%	68%	80%	76%	75%	~ 44%
% International	34%	26%	26%	20%	26%	21%	23%	22%	23%	23%	32%	20%	24%	25%	
<b>Add-on Applicator Revenue *</b>	<b>--</b>	<b>--</b>	<b>\$1.7</b>	<b>\$4.8</b>	<b>\$0.3</b>	<b>\$6.1</b>	<b>\$1.9</b>	<b>\$1.3</b>	<b>\$8.3</b>	<b>\$9.6</b>	<b>\$0.7</b>	<b>\$2.8</b>	<b>\$1.6</b>	<b>\$5.1</b>	
<b>Revenue Cycles</b>	<b>48,127</b>	<b>172,827</b>	<b>273,156</b>	<b>382,247</b>	<b>126,059</b>	<b>166,116</b>	<b>159,116</b>	<b>173,895</b>	<b>451,291</b>	<b>625,186</b>	<b>207,287</b>	<b>252,642</b>	<b>247,298</b>	<b>707,227</b>	
North America	26,326	112,646	182,680	271,354	86,908	122,468	111,115	125,857	320,491	446,348	130,201	178,799	171,180	480,180	
International	21,801	60,181	90,476	110,893	39,151	43,648	48,001	48,038	130,800	178,838	77,086	73,843	76,118	227,047	
<b># of New Systems</b>	<b>309</b>	<b>623</b>	<b>516</b>	<b>692</b>	<b>179</b>	<b>208</b>	<b>260</b>	<b>354</b>	<b>647</b>	<b>1,001</b>	<b>347</b>	<b>387</b>	<b>337</b>	<b>1,071</b>	
North America	183	389	333	535	114	145	183	264	442	706	207	287	225	719	
International	126	234	183	157	65	63	77	90	205	295	140	100	112	352	
<b>Cumulative North America Accounts</b>	<b>183</b>	<b>520</b>	<b>780</b>	<b>1,177</b>	<b>1,260</b>	<b>1,367</b>	<b>1,504</b>	<b>1,676</b>	<b>1,367</b>	<b>1,676</b>	<b>1,794</b>	<b>1,963</b>	<b>2,105</b>	<b>2,105</b>	
Single-system	179	482	679	982	1,044	1,125	1,221	1,312	1,125	1,312	1,347	1,418	1,496	1,496	
Multi-system	4	38	101	195	216	242	283	364	242	364	447	545	609	609	
% Multi-system Accounts	2%	7%	13%	17%	17%	18%	19%	22%	18%	22%	25%	28%	29%	29%	

\* Included in Systems Revenue for SEC reporting. Line item includes revenues derived from add-on applicators and applicator exchange program.  
Note: Information above is from 2010 - 2015 only

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<i>\$ figures in Millions</i>	2010	2011	2012	2013	2014				2014	2014	2015			2015	2015
	FY	FY	FY	FY	Q1	Q2	Q3	Q4	YTD	FY	Q1	Q2	Q3	YTD	Guidance
<b>Revenue</b>	\$25.5	\$68.1	\$76.2	\$111.6	\$31.0	\$47.1	\$45.7	\$50.8	\$123.7	\$174.5	\$51.6	\$64.4	\$61.2	\$177.2	~ \$252M
<b>Gross Margin *</b>	52%	62%	67%	69%	71%	71%	73%	71%	72%	71%	72%	72%	74%	73%	~ 71%
<b>GAAP OPEX - as % of revenue</b>	102%	74%	106%	87%	94%	65%	62%	68%	71%	70%	75%	69%	71%	72%	~ 69%
GAAP R&D - as % of revenue	32%	15%	17%	15%	14%	9%	9%	11%	10%	10%	12%	9%	9%	10%	~ 10%
GAAP S&M - as % of revenue	47%	42%	67%	57%	65%	45%	42%	46%	49%	48%	47%	50%	50%	49%	~ 48%
GAAP G&A - as % of revenue	23%	17%	22%	15%	15%	11%	11%	11%	12%	12%	16%	10%	12%	13%	~ 11%
<b>Stock Based Compensation</b>	\$1.3	\$2.3	\$5.0	\$6.7	\$2.1	\$2.4	\$2.5	\$2.4	\$7.0	\$9.4	\$4.2	\$3.1	\$3.0	\$10.3	~ \$14M
Revenue **	--	--	--	--	--	--	--	0.8	--	0.8	0.1	0.1	0.1	0.2	
COGS	0.0	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.3	0.4	0.1	0.1	0.2	0.5	
R&D	0.1	0.5	0.9	1.6	0.2	0.3	0.3	0.3	0.8	1.1	0.4	0.4	0.4	1.2	
S&M	0.1	0.5	0.8	1.8	0.9	1.0	1.0	(0.0)	2.9	2.9	1.6	1.3	1.2	4.1	
G&A	1.1	1.2	3.1	3.0	0.9	1.0	1.1	1.1	3.0	4.1	2.0	1.1	1.2	4.3	
as % of revenue	5%	3%	7%	6%	7%	5%	6%	5%	6%	5%	8%	5%	5%	6%	
<b>Depreciation</b>	\$0.5	\$0.7	\$0.9	\$1.0	\$0.3	\$0.3	\$0.2	\$0.3	\$0.8	\$1.1	\$0.3	\$0.4	\$0.5	\$1.2	~ \$2.3M
COGS	0.2	0.2	0.4	0.5	0.1	0.1	0.1	0.1	0.3	0.5	0.1	0.1	0.2	0.4	
R&D	0.2	0.2	0.2	0.1	0.0	0.0	0.0	0.1	0.1	0.2	0.1	0.1	0.1	0.2	
S&M	0.1	0.2	0.3	0.3	0.1	0.1	0.1	0.1	0.3	0.3	0.1	0.1	0.2	0.4	
G&A	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.1	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%	1%	
<b>Amortization</b>	\$0.7	\$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	~ \$0.7M
COGS	0.7	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%	0%	0%	0%	0%	0%	0%	0%	0%	0%	
<b>Adjusted EBITDA Margin</b>	(41%)	(7%)	(31%)	(10%)	(15%)	12%	17%	9%	7%	8%	6%	8%	9%	8%	~ 9%

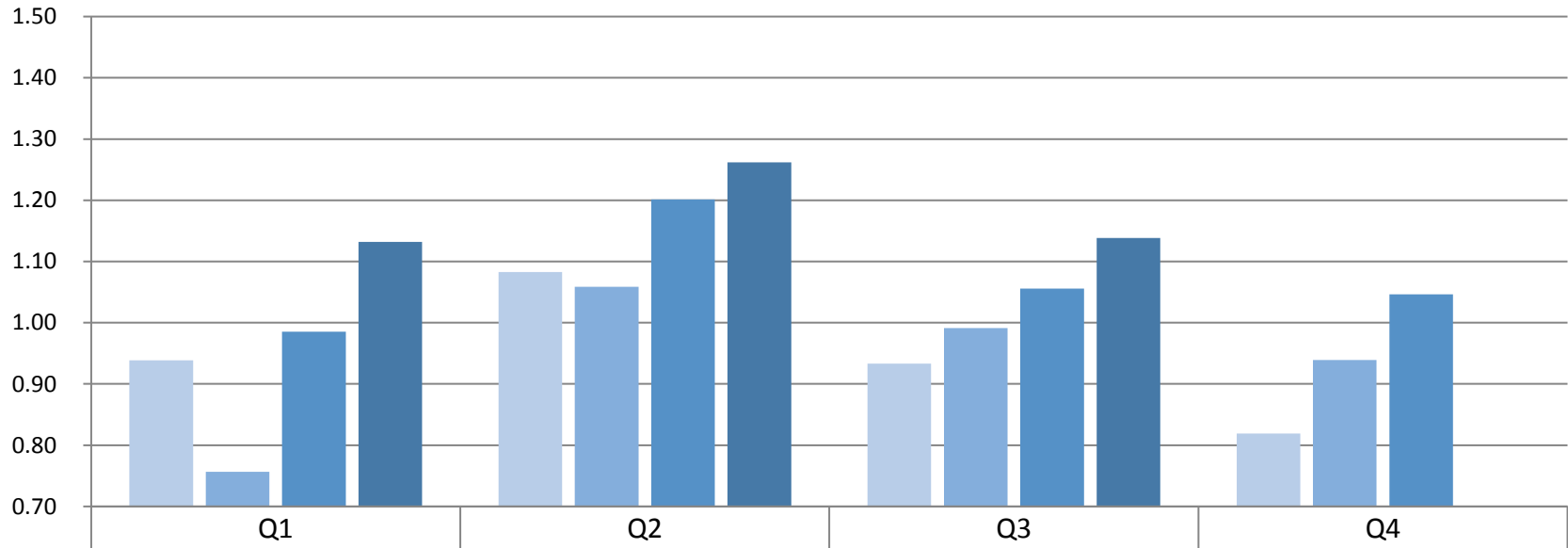
\* Gross Margin is impacted by the 2.3% Medical Device Excise Tax on all applicable U.S. Sales starting in 2013

\*\* Stock-based compensation expense includes \$833k recorded in Q4 2014 as a reduction to revenue for equity grants to a customer made in 2013 and 2014.

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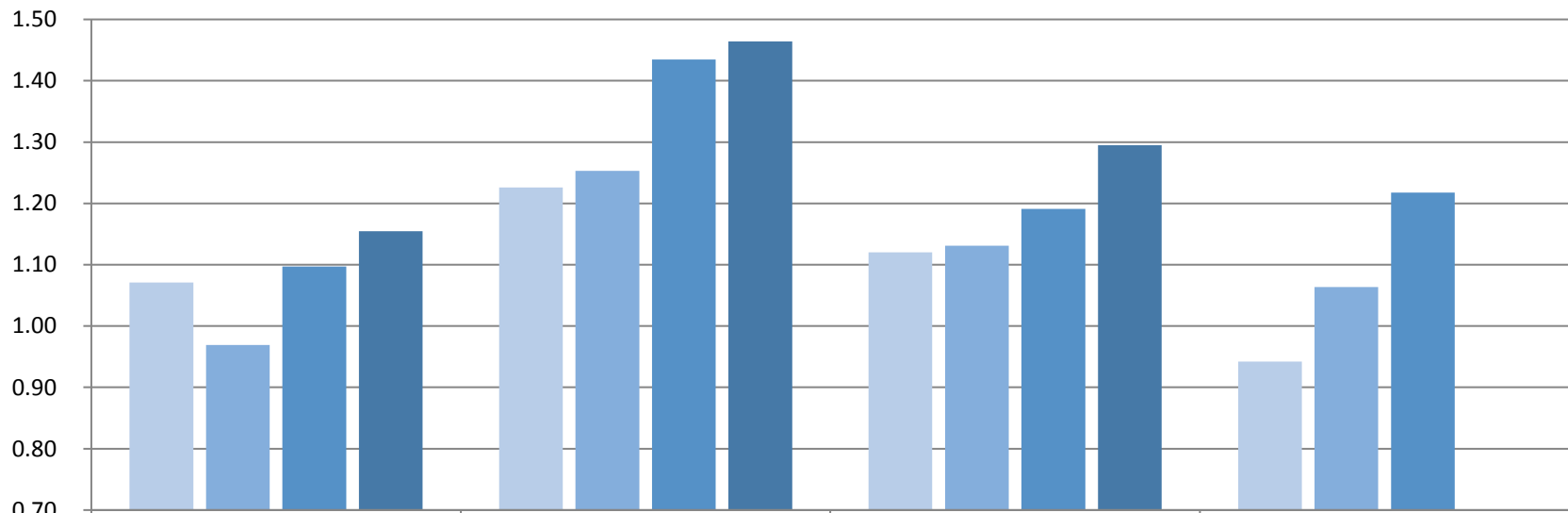
**Global Utilization**  
**Revenue Cycles per Account per Day**



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

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**North America Utilization**  
**Revenue Cycles per Account per Day**



	Q1	Q2	Q3	Q4
FY 2012	1.07	1.23	1.12	0.94
FY 2013	0.97	1.25	1.13	1.06
FY 2014	1.10	1.43	1.19	1.22
FY 2015	1.15	1.46	1.29	

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