

ZELTIQ Aesthetics, Inc.
Q215 Supplemental Financial & Operational Information
as of June 30 2015, Q2 2015 Earnings Report
Unaudited Results

Figures in Millions

	2010	2011	2012	2013	2014				2014	2014	2015		2015	2015
	FY	FY	FY	FY	Q1	Q2	Q3	Q4	YTD	FY	Q1	Q2	YTD	Guidance
Revenue	\$25.5	\$68.1	\$76.2	\$111.6	\$31.0	\$47.1	\$45.7	\$50.8	\$78.0	\$174.5	\$51.6	\$64.4	\$116.0	~ \$245M - \$247M
System	21.1	46.6	39.1	61.3	14.5	25.4	24.8	28.4	39.8	93.0	26.2	32.0	58.2	~ 40% - 42%
Consumable	4.4	21.5	37.1	50.3	16.5	21.7	20.9	22.4	38.2	81.5	25.4	32.4	57.8	
Revenue - YoY	N/A	168%	12%	47%	55%	79%	55%	42%	68%	56%	66%	37%	49%	
System - YoY	N/A	121%	(16%)	57%	31%	96%	56%	33%	66%	52%	81%	26%	46%	~ 50%
Consumable - YoY	N/A	393%	72%	35%	85%	63%	54%	55%	72%	62%	54%	49%	51%	
% System	83%	68%	51%	55%	47%	54%	54%	56%	51%	53%	51%	50%	50%	
% Consumable	17%	32%	49%	45%	53%	46%	46%	44%	49%	47%	49%	50%	50%	
Revenue	\$25.5	\$68.1	\$76.2	\$111.6	\$31.0	\$47.1	\$45.7	\$50.8	\$78.0	\$174.5	\$51.6	\$64.4	\$116.0	~ 40% - 42%
North America	16.9	50.3	56.7	89.1	22.8	37.1	35.0	39.6	59.9	134.4	35.3	51.4	86.7	
International	8.6	17.8	19.5	22.5	8.2	10.0	10.7	11.2	18.2	40.1	16.3	13.0	29.3	
Revenue - YoY	N/A	168%	12%	47%	55%	79%	55%	42%	68%	56%	66%	37%	49%	~ 40% - 42%
North America - YoY	N/A	198%	13%	57%	37%	75%	49%	42%	58%	51%	55%	39%	45%	
International - YoY	N/A	107%	10%	15%	143%	95%	79%	40%	114%	78%	99%	30%	61%	
% North America	66%	74%	74%	80%	74%	79%	77%	78%	77%	77%	68%	80%	75%	
% International	34%	26%	26%	20%	26%	21%	23%	22%	23%	23%	32%	20%	25%	
Add-on Applicator Revenue *	--	--	\$1.7	\$4.8	\$0.3	\$6.1	\$1.9	\$1.3	\$6.4	\$9.6	\$0.7	\$2.8	\$3.5	
Revenue Cycles	48,127	172,827	273,156	382,247	126,059	166,116	159,116	173,895	292,175	625,186	207,287	252,642	459,929	
North America	26,326	112,646	182,680	271,354	86,908	122,468	111,115	125,857	209,376	446,348	130,201	178,799	309,000	
International	21,801	60,181	90,476	110,893	39,151	43,648	48,001	48,038	82,799	178,838	77,086	73,843	150,929	
# of New Systems	309	623	516	692	179	208	260	354	387	1,001	347	387	734	
North America	183	389	333	535	114	145	183	264	259	706	207	287	494	
International	126	234	183	157	65	63	77	90	128	295	140	100	240	
Cumulative North America Accounts	183	520	780	1,177	1,260	1,367	1,504	1,676	1,367	1,676	1,794	1,963	1,963	
Single-system	179	482	679	982	1,044	1,125	1,221	1,312	1,125	1,312	1,347	1,418	1,418	
Multi-system	4	38	101	195	216	242	283	364	242	364	447	545	545	
% Multi-system Accounts	2%	7%	13%	17%	17%	18%	19%	22%	18%	22%	25%	28%	28%	

* Included in Systems Revenue for SEC reporting. Line item includes revenues derived from add-on applicators and applicator exchange program.

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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	YTD	Guidance
Revenue	\$25.5	\$68.1	\$76.2	\$111.6	\$31.0	\$47.1	\$45.7	\$50.8	\$78.0	\$174.5	\$51.6	\$64.4	\$116.0	~ \$245M - \$247M
Gross Margin *	52%	62%	67%	69%	71%	71%	73%	71%	71%	71%	72%	72%	72%	~ 71%
GAAP OPEX - as % of revenue	102%	74%	106%	87%	94%	65%	62%	68%	77%	70%	75%	69%	72%	~ 69% - 70%
GAAP R&D - as % of revenue	32%	15%	17%	15%	14%	9%	9%	11%	11%	10%	12%	9%	10%	~ 10%
GAAP S&M - as % of revenue	47%	42%	67%	57%	65%	45%	42%	46%	53%	48%	47%	50%	49%	~ 48% - 49%
GAAP G&A - as % of revenue	23%	17%	22%	15%	15%	11%	11%	11%	13%	12%	16%	10%	13%	~ 11%
Stock Based Compensation	\$1.3	\$2.3	\$5.0	\$6.7	\$2.1	\$2.4	\$2.5	\$2.4	\$4.5	\$9.4	\$4.2	\$3.1	\$7.2	~ \$14M
Revenue **	--	--	--	--	--	--	--	0.8	--	0.8	0.1	0.1	0.1	
COGS	0.0	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.2	0.4	0.1	0.1	0.3	
R&D	0.1	0.5	0.9	1.6	0.2	0.3	0.3	0.3	0.5	1.1	0.4	0.4	0.7	
S&M	0.1	0.5	0.8	1.8	0.9	1.0	1.0	(0.0)	1.9	2.9	1.6	1.3	2.9	
G&A	1.1	1.2	3.1	3.0	0.9	1.0	1.1	1.1	1.9	4.1	2.0	1.1	3.2	
as % of revenue	5%	3%	7%	6%	7%	5%	6%	5%	6%	5%	8%	5%	6%	
Depreciation	\$0.5	\$0.7	\$0.9	\$1.0	\$0.3	\$0.3	\$0.2	\$0.3	\$0.6	\$1.1	\$0.3	\$0.4	\$0.7	~ \$2.3M
COGS	0.2	0.2	0.4	0.5	0.1	0.1	0.1	0.1	0.2	0.5	0.1	0.1	0.3	
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	
S&M	0.1	0.2	0.3	0.3	0.1	0.1	0.1	0.1	0.2	0.3	0.1	0.1	0.2	
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	0.1	
as % of revenue	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	
Amortization	\$0.7	\$0.7	\$0.7	\$0.7	\$0.2	\$0.2	\$0.2	\$0.2	\$0.4	\$0.7	\$0.2	\$0.2	\$0.4	~ \$0.7M
COGS	0.7	0.7	0.7	0.7	0.2	0.2	0.2	0.2	0.4	0.7	0.2	0.2	0.4	
as % of revenue	3%	1%	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	
Adjusted EBITDA Margin	(41%)	(7%)	(31%)	(10%)	(15%)	12%	17%	9%	1%	8%	6%	8%	7%	~ 8% - 9%

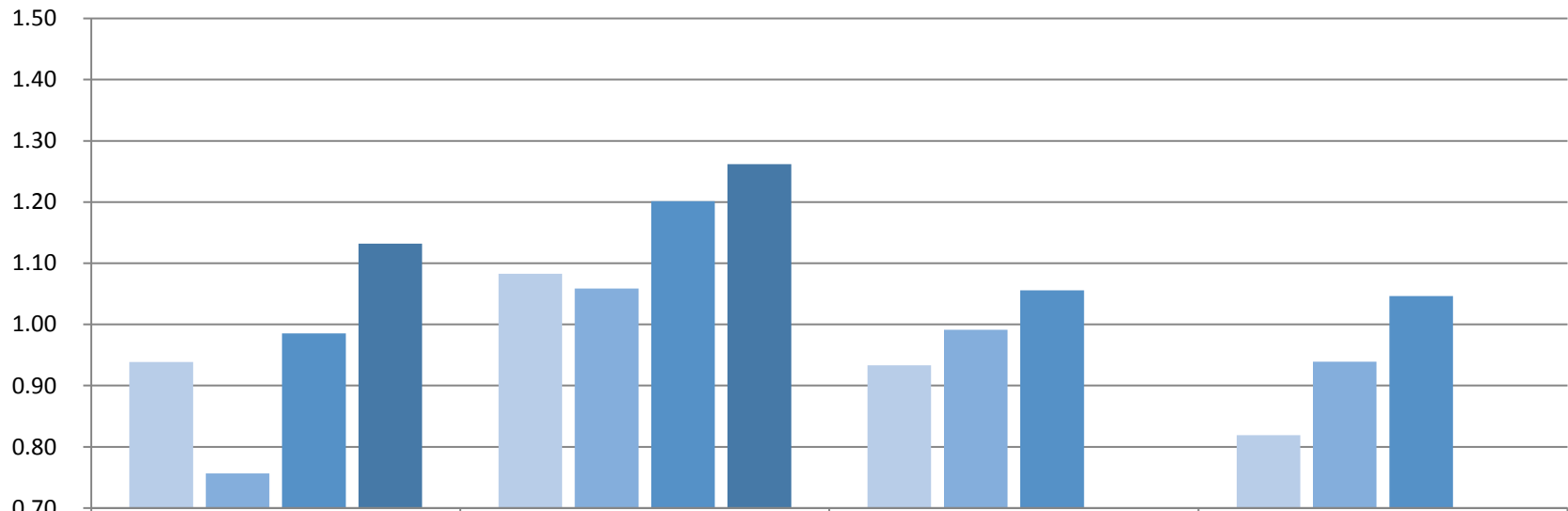
* Gross Margin is impacted by the 2.3% Medical Device Excise Tax on all applicable U.S. Sales starting in 2013

** 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

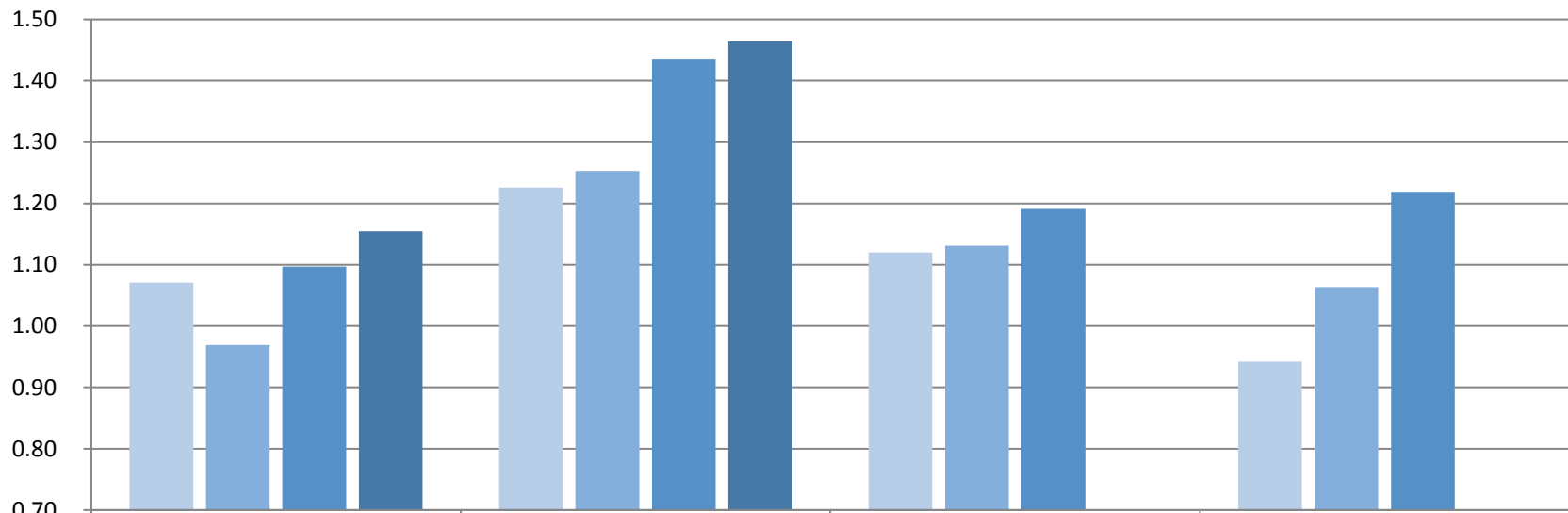


	Q1	Q2	Q3	Q4
FY 2012	0.94	1.08	0.93	0.82
FY 2013	0.76	1.06	0.99	0.94
FY 2014	0.99	1.20	1.06	1.05
FY 2015	1.13	1.26		

* 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		

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