

**ZELTIQ Aesthetics, Inc.**  
**Q316 Supplemental Financial & Operational Information**  
*as of September 30, 2016, Q3 2016 Earnings Report*  
*Unaudited Results*

\$ figures in Millions

	2010	2011	2012	2013	2014	2015				2015	2016			2016	2016
	FY	FY	FY	FY	FY	Q1	Q2	Q3	Q4	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>\$174.5</b>	<b>\$51.6</b>	<b>\$64.4</b>	<b>\$61.2</b>	<b>\$78.2</b>	<b>\$255.4</b>	<b>\$64.5</b>	<b>\$89.5</b>	<b>\$95.2</b>	<b>\$249.1</b>	<b>~ \$350M - \$352M</b>
System	21.1	46.6	39.1	61.3	93.0	26.2	32.0	29.3	43.2	130.6	24.7	39.5	42.7	106.9	~ 37% - 38%
Consumable	4.4	21.5	37.1	50.3	81.5	25.4	32.4	31.9	35.0	124.8	39.8	50.0	52.5	142.2	
<b>Revenue - YoY</b>	<b>N/A</b>	<b>168%</b>	<b>12%</b>	<b>47%</b>	<b>56%</b>	<b>66%</b>	<b>37%</b>	<b>34%</b>	<b>54%</b>	<b>46%</b>	<b>25%</b>	<b>39%</b>	<b>55%</b>	<b>41%</b>	
System - YoY	N/A	121%	(16%)	57%	52%	81%	26%	18%	52%	41%	(6%)	23%	46%	22%	~ 55%
Consumable - YoY	N/A	393%	72%	35%	62%	54%	49%	53%	56%	53%	57%	54%	64%	59%	
% System	83%	68%	51%	55%	53%	51%	50%	48%	55%	51%	38%	44%	45%	43%	
% Consumable	17%	32%	49%	45%	47%	49%	50%	52%	45%	49%	62%	56%	55%	57%	
<b>Revenue</b>	<b>\$25.5</b>	<b>\$68.1</b>	<b>\$76.2</b>	<b>\$111.6</b>	<b>\$174.5</b>	<b>\$51.6</b>	<b>\$64.4</b>	<b>\$61.2</b>	<b>\$78.2</b>	<b>\$255.4</b>	<b>\$64.5</b>	<b>\$89.5</b>	<b>\$95.2</b>	<b>\$249.1</b>	<b>~ 37% - 38%</b>
North America	16.9	50.3	56.7	89.1	134.4	35.3	51.4	46.6	60.1	193.4	51.5	74.0	74.2	199.7	~ 37% - 38%
International	8.6	17.8	19.5	22.5	40.1	16.3	13.0	14.6	18.1	62.1	13.0	15.5	20.9	49.4	
<b>Revenue - YoY</b>	<b>N/A</b>	<b>168%</b>	<b>12%</b>	<b>47%</b>	<b>56%</b>	<b>66%</b>	<b>37%</b>	<b>34%</b>	<b>54%</b>	<b>46%</b>	<b>25%</b>	<b>39%</b>	<b>55%</b>	<b>41%</b>	
North America - YoY	N/A	198%	13%	57%	51%	55%	39%	33%	52%	44%	46%	44%	59%	50%	~ 55%
International - YoY	N/A	107%	10%	15%	78%	99%	30%	36%	62%	55%	(20%)	19%	43%	12%	
% North America	66%	74%	74%	80%	77%	68%	80%	76%	77%	76%	80%	83%	78%	80%	
% International	34%	26%	26%	20%	23%	32%	20%	24%	23%	24%	20%	17%	22%	20%	
<b>Add-on Applicator Revenue *</b>	<b>--</b>	<b>--</b>	<b>\$1.7</b>	<b>\$4.8</b>	<b>\$9.6</b>	<b>\$0.7</b>	<b>\$2.8</b>	<b>\$1.6</b>	<b>\$12.0</b>	<b>\$17.1</b>	<b>\$3.4</b>	<b>\$8.4</b>	<b>\$4.8</b>	<b>\$16.6</b>	
<b>Revenue Cycles</b>	<b>48,127</b>	<b>172,827</b>	<b>273,156</b>	<b>382,247</b>	<b>625,186</b>	<b>207,287</b>	<b>252,642</b>	<b>247,298</b>	<b>273,112</b>	<b>980,339</b>	<b>307,418</b>	<b>370,122</b>	<b>386,854</b>	<b>1,064,394</b>	
North America	26,326	112,646	182,680	271,354	446,348	130,201	178,799	171,180	190,905	671,085	219,475	294,803	275,740	790,018	
International	21,801	60,181	90,476	110,893	178,838	77,086	73,843	76,118	82,207	309,254	87,943	75,319	111,114	274,376	
<b># of New Systems</b>	<b>309</b>	<b>623</b>	<b>516</b>	<b>692</b>	<b>1,001</b>	<b>347</b>	<b>387</b>	<b>337</b>	<b>387</b>	<b>1,458</b>	<b>256</b>	<b>364</b>	<b>403</b>	<b>1,023</b>	
North America	183	389	333	535	706	207	287	225	242	961	191	283	277	751	
International	126	234	183	157	295	140	100	112	145	497	65	81	126	272	
<b>Cumulative North America Accounts</b>	<b>183</b>	<b>520</b>	<b>780</b>	<b>1,177</b>	<b>1,676</b>	<b>1,794</b>	<b>1,963</b>	<b>2,105</b>	<b>2,256</b>	<b>2,256</b>	<b>2,381</b>	<b>2,546</b>	<b>2,715</b>	<b>2,715</b>	
Single-system	179	482	679	982	1,312	1,347	1,418	1,496	1,578	1,578	1,648	1,717	1,809	1,809	
Multi-system	4	38	101	195	364	447	545	609	678	678	733	829	906	906	
% Multi-system Accounts	2%	7%	13%	17%	22%	25%	28%	29%	30%	30%	31%	33%	33%	33%	

\* 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 - 2016 only

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	FY	FY	FY	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	YTD	Guidance
<b>Revenue</b>	\$25.5	\$68.1	\$76.2	\$111.6	\$174.5	\$51.6	\$64.4	\$61.2	\$78.2	\$255.4	\$64.5	\$89.5	\$95.2	\$249.1	~ \$350M - \$352M
<b>Gross Margin *</b>	52%	62%	67%	69%	71%	72%	72%	74%	67%	71%	72%	69%	70%	70%	~ 70%
<b>GAAP OPEX - as % of revenue</b>	102%	74%	106%	87%	70%	75%	69%	71%	65%	69%	89%	73%	58%	71%	~ 68%
GAAP R&D - as % of revenue	32%	15%	17%	15%	10%	12%	9%	9%	7%	9%	10%	7%	7%	8%	
GAAP S&M - as % of revenue	47%	42%	67%	57%	48%	47%	50%	50%	49%	49%	63%	56%	42%	53%	
GAAP G&A - as % of revenue	23%	17%	22%	15%	12%	16%	10%	12%	9%	11%	16%	10%	9%	11%	
<b>Stock Based Compensation</b>	\$1.3	\$2.3	\$5.0	\$6.7	\$9.4	\$4.2	\$3.1	\$3.0	\$3.0	\$13.2	\$4.2	\$4.6	\$4.0	\$12.8	
Revenue **	--	--	--	--	0.8	0.1	0.1	0.1	--	0.2	--	0.1	0.1	0.1	
COGS	0.0	0.1	0.1	0.2	0.4	0.1	0.1	0.2	0.2	0.7	0.2	0.3	0.2	0.7	
R&D	0.1	0.5	0.9	1.6	1.1	0.4	0.4	0.4	0.5	1.6	0.5	0.5	0.5	1.5	
S&M	0.1	0.5	0.8	1.8	2.9	1.6	1.3	1.2	1.1	5.1	1.4	1.8	1.8	5.0	
G&A	1.1	1.2	3.1	3.0	4.1	2.0	1.1	1.2	1.2	5.5	2.1	2.0	1.4	5.5	
as % of revenue	5%	3%	7%	6%	5%	8%	5%	5%	4%	5%	7%	5%	4%	5%	~ 5%
<b>Depreciation</b>	\$0.5	\$0.7	\$0.9	\$1.0	\$1.1	\$0.3	\$0.4	\$0.5	\$0.5	\$1.7	\$0.5	\$0.7	\$0.8	\$2.0	
COGS	0.2	0.2	0.4	0.5	0.5	0.1	0.1	0.2	0.2	0.6	0.1	0.2	0.2	0.6	
R&D	0.2	0.2	0.2	0.1	0.2	0.1	0.1	0.1	0.1	0.3	0.1	0.1	0.2	0.4	
S&M	0.1	0.2	0.3	0.3	0.3	0.1	0.1	0.2	0.2	0.7	0.2	0.3	0.3	0.8	
G&A	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.1	0.0	0.1	0.1	0.2	
as % of revenue	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	~ 1%
<b>Amortization</b>	\$0.7	\$0.7	\$0.7	\$0.7	\$0.7	\$0.2	\$0.2	\$0.2	\$0.2	\$0.7	\$0.2	\$0.2	\$0.2	\$0.5	
COGS	0.7	0.7	0.7	0.7	0.7	0.2	0.2	0.2	0.2	0.7	0.2	0.2	0.2	0.5	
as % of revenue	3%	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	~ 0%
<b>Adjusted EBITDA Margin</b>	(41%)	(7%)	(31%)	(10%)	8%	6%	8%	9%	7%	8%	(10%)	2%	17%	5%	~ 8%

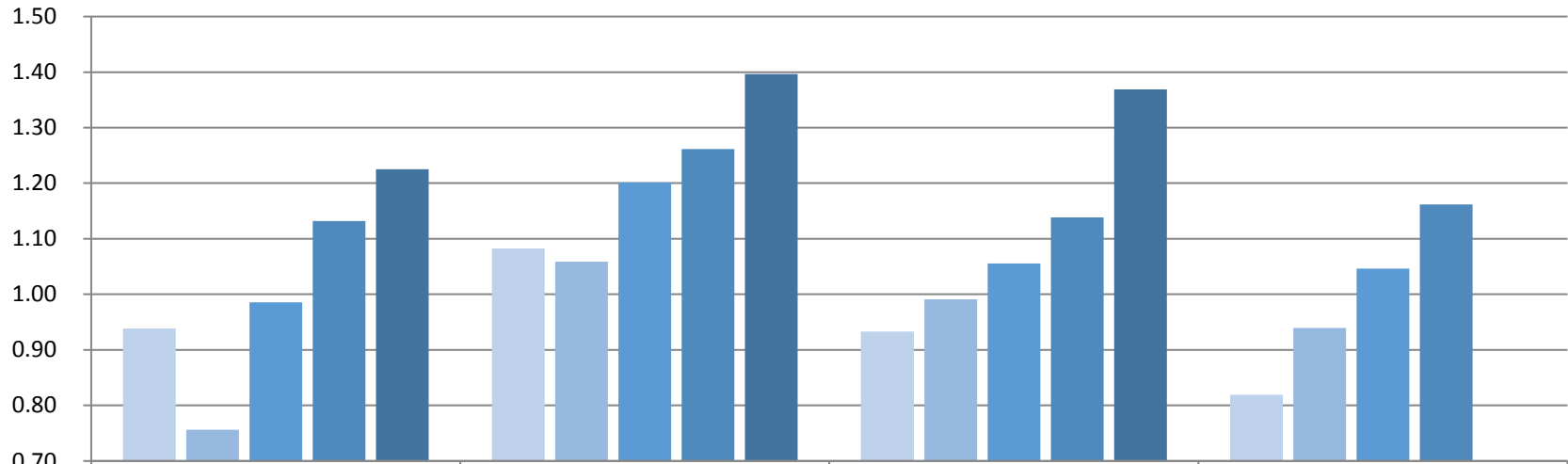
\* Gross Margin is impacted by the 2.3% Medical Device Excise Tax on all applicable U.S. Sales starting in 2013 through 2015

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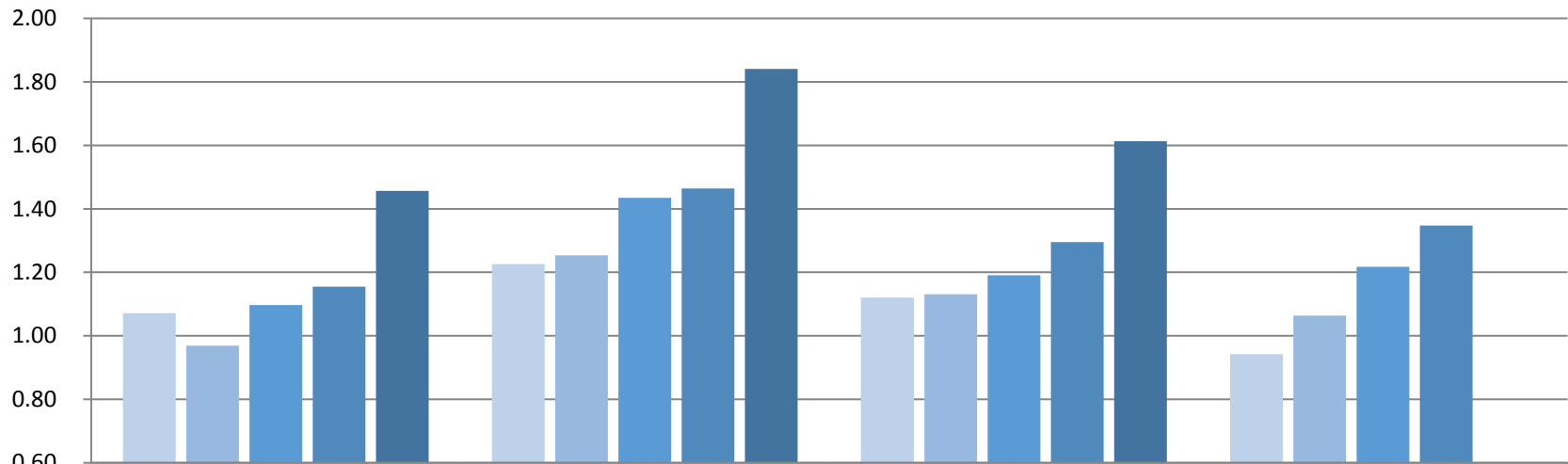
**Global Utilization**  
**Revenue Cycles per Account per Day**



\* 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**



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