

ZELTIQ Aesthetics, Inc.
Q416 Supplemental Financial & Operational Information
as of December 31, 2016, Q4 2016 Earnings Report
Unaudited Results

\$ figures in Millions

	2010	2011	2012	2013	2014	2015				2015	2016				2016
	FY	FY	FY	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue	\$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	\$105.1	\$354.2
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	51.2	158.0
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	53.9	196.2
Revenue - YoY	N/A	168%	12%	47%	56%	66%	37%	34%	54%	46%	25%	39%	55%	34%	39%
System - YoY	N/A	121%	(16%)	57%	52%	81%	26%	18%	52%	41%	(6%)	23%	46%	19%	21%
Consumable - YoY	N/A	393%	72%	35%	62%	54%	49%	53%	56%	53%	57%	54%	64%	54%	57%
% System	83%	68%	51%	55%	53%	51%	50%	48%	55%	51%	38%	44%	45%	49%	45%
% Consumable	17%	32%	49%	45%	47%	49%	50%	52%	45%	49%	62%	56%	55%	51%	55%
Revenue	\$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	\$105.1	\$354.2
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	83.4	283.1
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	21.7	71.1
Revenue - YoY	N/A	168%	12%	47%	56%	66%	37%	34%	54%	46%	25%	39%	55%	34%	39%
North America - YoY	N/A	198%	13%	57%	51%	55%	39%	33%	52%	44%	46%	44%	59%	39%	46%
International - YoY	N/A	107%	10%	15%	78%	99%	30%	36%	62%	55%	(20%)	19%	43%	20%	15%
% North America	66%	74%	74%	80%	77%	68%	80%	76%	77%	76%	80%	83%	78%	79%	80%
% International	34%	26%	26%	20%	23%	32%	20%	24%	23%	24%	20%	17%	22%	21%	20%
Add-on Applicator Revenue *	--	--	\$1.7	\$4.8	\$9.6	\$0.7	\$2.8	\$1.6	\$12.0	\$17.1	\$3.4	\$8.4	\$4.8	\$9.6	\$26.2
Revenue Cycles	48,127	172,827	273,156	382,247	625,186	207,287	252,642	247,298	273,112	980,339	307,418	370,122	386,854	400,971	1,465,365
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	242,922	1,032,940
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	158,049	432,425
# of New Systems	309	623	516	692	1,001	347	387	337	387	1,458	256	364	403	343	1,366
North America	183	389	333	535	706	207	287	225	242	961	191	283	277	245	996
International	126	234	183	157	295	140	100	112	145	497	65	81	126	98	370
Cumulative North America Accounts	183	520	780	1,177	1,676	1,794	1,963	2,105	2,256	2,256	2,381	2,546	2,715	2,901	2,901
Single-system	179	482	679	982	1,312	1,347	1,418	1,496	1,578	1,578	1,648	1,717	1,809	1,942	1,942
Multi-system	4	38	101	195	364	447	545	609	678	678	733	829	906	959	959
% Multi-system Accounts	2%	7%	13%	17%	22%	25%	28%	29%	30%	30%	31%	33%	33%	33%	33%

* Included in Systems Revenue for SEC reporting. Line item includes revenues derived from add-on applicators and applicator exchange program.
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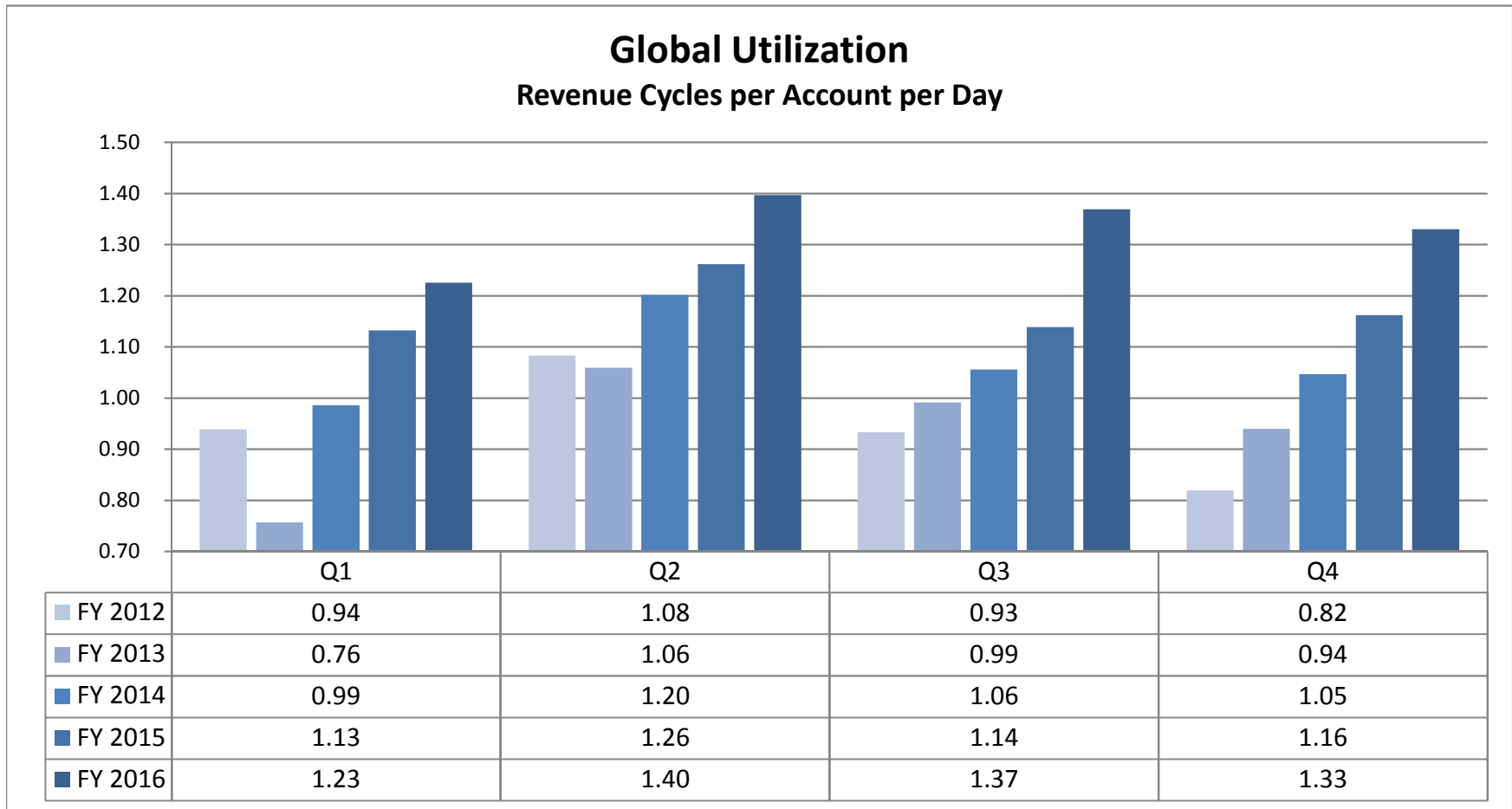
	2010	2011	2012	2013	2014	2015				2015	2016				2016
	FY	FY	FY	FY	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue	\$25.5	\$68.1	\$76.2	\$111.6	\$174.5	\$51.6	\$64.4	\$61.2	\$78.2	\$255.4	\$64.5	\$89.5	\$95.2	\$105.1	\$354.2
Gross Margin *	52%	62%	67%	69%	71%	72%	72%	74%	67%	71%	72%	69%	70%	72%	71%
GAAP OPEX - as % of revenue	102%	74%	106%	87%	70%	75%	69%	71%	65%	69%	89%	73%	58%	57%	67%
GAAP R&D - as % of revenue	32%	15%	17%	15%	10%	12%	9%	9%	7%	9%	10%	7%	7%	6%	7%
GAAP S&M - as % of revenue	47%	42%	67%	57%	48%	47%	50%	50%	49%	49%	63%	56%	42%	41%	49%
GAAP G&A - as % of revenue	23%	17%	22%	15%	12%	16%	10%	12%	9%	11%	16%	10%	9%	10%	11%
Stock Based Compensation	\$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	\$4.4	\$17.2
Revenue **	--	--	--	--	0.8	0.1	0.1	0.1	--	0.2	--	0.1	0.1	0.0	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	0.2	1.0
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	0.5	2.0
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	2.4	7.4
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	1.3	6.8
as % of revenue	5%	3%	7%	6%	5%	8%	5%	5%	4%	5%	7%	5%	4%	4%	5%
Depreciation & Amortization	\$1.2	\$1.4	\$1.6	\$1.7	\$1.8	\$0.5	\$0.5	\$0.6	\$0.7	\$2.4	\$0.7	\$0.8	\$0.9	\$1.2	\$3.6
COGS	0.9	0.9	1.1	1.2	1.2	0.3	0.3	0.3	0.3	1.3	0.3	0.3	0.4	0.5	1.6
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	0.2	0.6
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	0.4	1.2
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	0.1	0.3
as % of revenue	5%	2%	2%	2%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Lease Termination Expense	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.2	\$1.2
G&A	--	--	--	--	--	--	--	--	--	--	--	--	--	1.2	1.2
as % of revenue	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%
Adjusted EBITDA Margin	(41%)	(7%)	(31%)	(10%)	8%	6%	8%	9%	7%	8%	(10%)	2%	17%	22%	10.0%

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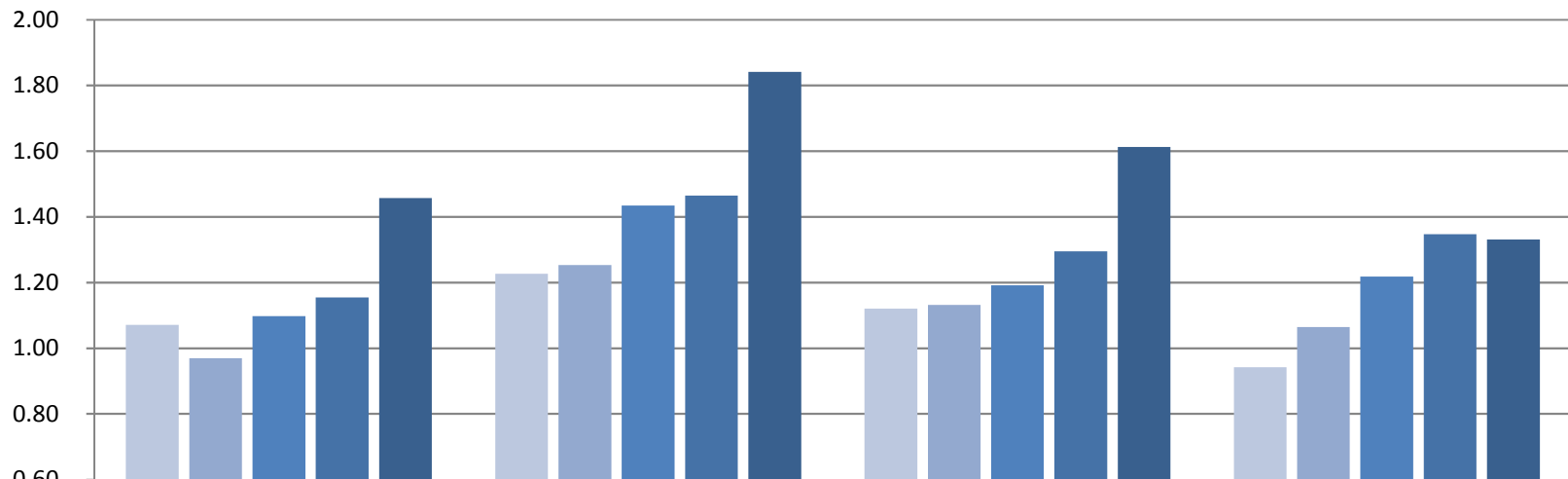
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* Revenue Cycles per Account per Day = Revenue Cycles / Average Accounts / 65 Days (average business days in quarter)

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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)