

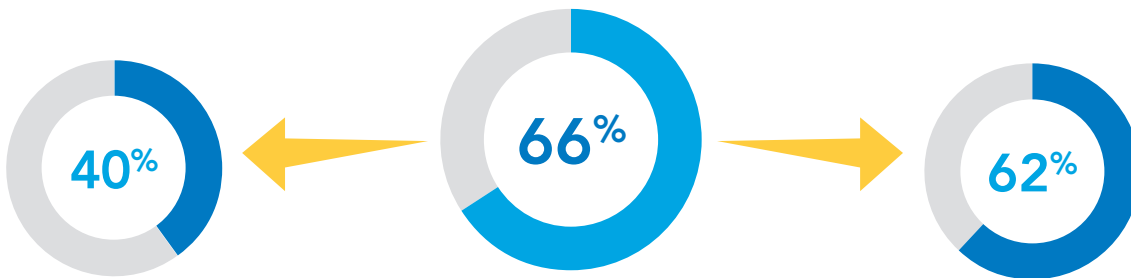


# BROAD OVERVIEW OF A CLINICAL & COMMERCIAL EXPERIENCE WITH COOLSCULPTING®

Stevens WG, Pietrzak LK, Spring MA. Broad Overview of a Clinical and Commercial Experience with CoolSculpting. *Aesthetic Surgery Journal*. August 2013;33(6).

## KEY TAKEAWAYS

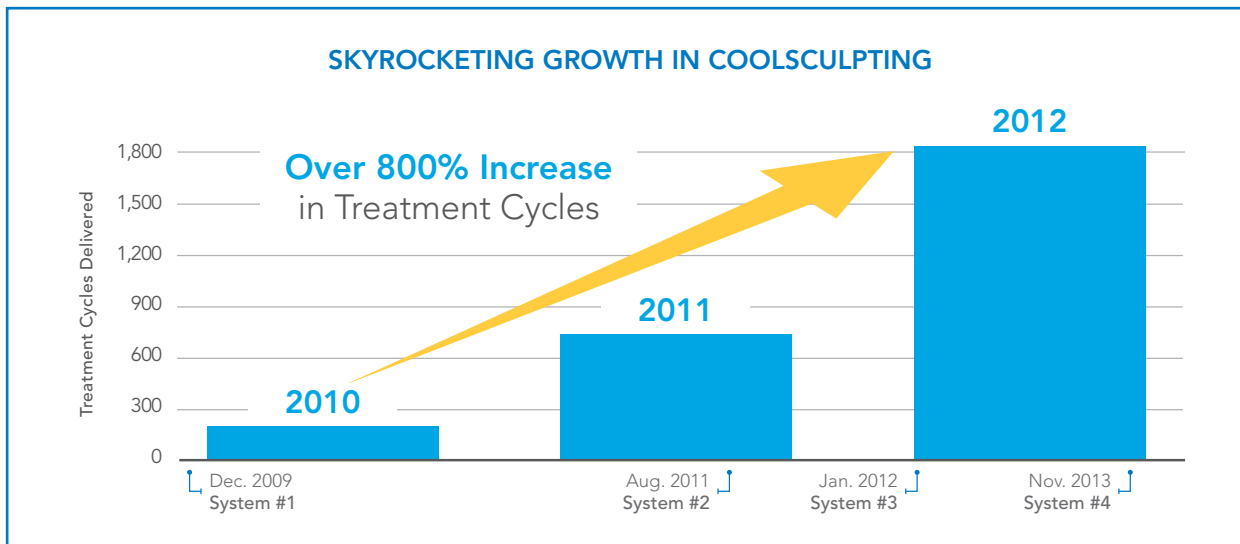
- » Largest and most comprehensive review of CoolSculpting patient data to date (n=528 patients)
- » High patient satisfaction and significant business growth attributed to CoolSculpting procedures



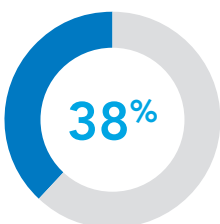
40% became established patients for other aesthetic procedures, such as cosmetic surgery, injectable treatments or laser hair removal

66% of patients were new to the practice, specifically interested in CoolSculpting procedures

62% were aesthetic neophytes

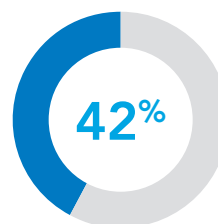


## TREATMENT to TRANSFORMATION™



In 2012, 38% of patients received more than 4 treatment cycles  
Average treatment cycles per patient rose from 3.45 to 5.22 over the course of the study

## SIGNIFICANT MALE PATIENT BASE



Men accounted for 42% of the patient population (Q4 2012) due to aggressively targeted marketing campaigns

SEE THE RESULTS

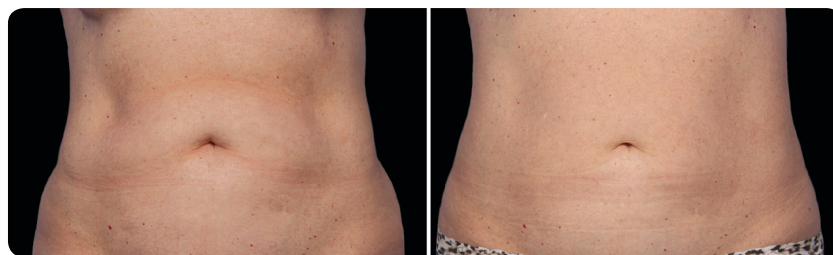




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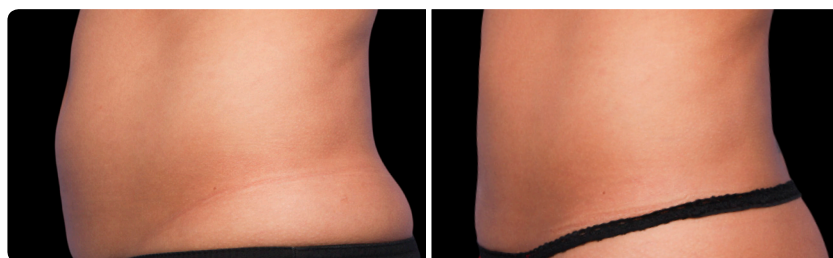
## RESULTS



BEFORE

12 WEEKS AFTER  
SECOND COOLSCULPTING TREATMENT

Procedure by Grant Stevens, MD  
(-4 pounds)



BEFORE

12 WEEKS AFTER  
COOLSCULPTING TREATMENT

Procedure by Grant Stevens, MD  
(+1 pound)



BEFORE

1 YEAR AFTER  
FIRST COOLSCULPTING TREATMENT

1 YEAR AFTER  
SECOND COOLSCULPTING TREATMENT  
(No weight change)

In the U.S. and Taiwan, non-invasive fat reduction is cleared only for the flank (love handle) and abdomen. The CoolSculpting Procedure for non-invasive fat reduction is available worldwide. ZELTIQ, CoolSculpting, the CoolSculpting logo, the Snowflake design, Cryolipolysis, and Freeze Detect are registered trademarks and Treatment to Transformation is a trademark of ZELTIQ Aesthetics, Inc. © 2014. All rights reserved. The products described in this document may be covered by U.S. Patent 7,367,341. Other patents and patent applications pending worldwide. IC1537-A

