

# Frequently Asked Questions: Patients

## **Q1. What is the Zeltiq™ Procedure?**

A1. The Zeltiq Procedure is a new, non-invasive way to gently and effectively reduce fat in targeted areas of your body, resulting in noticeable, natural-looking fat reduction in the treated areas.

What makes the Zeltiq Procedure different is its advanced cooling technology that targets and eliminates fat cells. Unlike traditional invasive surgical procedures, the Zeltiq Procedure is non-invasive, with no needles and no incisions. There is no need for anesthesia or pain medications and there is no recovery time.

The procedure is performed in a medical office, under the supervision of a physician specializing in cosmetic procedures.

## **Q2. How does the Zeltiq Procedure work?**

A2. Early research done by world-renowned dermatologists at Massachusetts General Hospital in Boston, MA, a teaching affiliate of Harvard Medical School, showed that fat cells are naturally more vulnerable to cold than other surrounding tissue.<sup>1</sup> This scientific principle is called "Cryolipolysis™."

During the procedure, a non-invasive applicator delivers precisely controlled cooling to target and eliminate fat cells in specific areas of your body. When fat cells are exposed to cooling during the Zeltiq Procedure, it triggers a process of natural removal, which gradually reduces the thickness of the fat layer. The result is a reduction in fat bulges that is visible in most patients in two to four months.

## **Q3. What happens to the fat cells?**

A3. The exposure to cooling causes the fat cells to begin a process of natural removal, which gradually reduces the thickness of the fat layer. The fat cells in the treated area are gently eliminated through the body's normal metabolic processes, like fat from food. The result is a gradual reduction in fat bulges that is visible to most patients in two to four months.

## **Q4. What clinical evidence shows that the Zeltiq Procedure really works?**

A4. Clinical studies<sup>2</sup> involving hundreds of patients show that, for properly selected patients, the Zeltiq Procedure is an effective way to reduce fat without the pain, risk, and recovery time of surgical procedures. The result is noticeable, natural-looking fat reduction in the treated areas.

The Zeltiq Procedure for non-invasive fat layer reduction is available on a limited basis in Canada, the European Union and other international markets. The Zeltiq device is also cleared by the FDA for various applications related to skin cooling during dermatologic treatments, with a pending application for non-invasive fat layer reduction.

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## **Q5. How long until I notice results?**

A5. In properly selected patients, the Zeltiq Procedure results in a noticeable, measurable reduction in fat bulges in two to four months. At that time, you and your doctor can meet to assess your cosmetic improvement and consider additional Zeltiq Procedures to achieve greater fat reduction.

## **Q6. How do the results compare with invasive procedures like liposuction?**

A6. The results of the Zeltiq Procedure are not as rapid or dramatic as invasive procedures such as liposuction. However, if you want to avoid the pain, risk and recovery time associated with surgical procedures, the Zeltiq Procedure may be the preferred option for you.

## **Q7. How long do the results last?**

A7. Patients experiencing fat layer reduction show persistent results at least six months after the Zeltiq Procedure. Longer term studies have not been completed. The elimination of fat cells as a result of the Zeltiq Procedure is expected to last about as long as fat cells removed by invasive procedures such as liposuction.

## **Q8. What are common effects after the procedure?**

Q8. The Zeltiq Procedure is completely non-invasive, which allows return to normal activities on the same day as the procedure, such as work or exercise. Redness may appear in the treated area, and may last from a few minutes to a few hours. Some localized bruising may occur, which clears within a few weeks. Many patients experience a temporary dulling of sensation in the treated area lasting one to eight weeks.

## **Q9. How long does the procedure take?**

Q.9. Procedure time can be two hours or more depending on the size of the area to be treated. During your consultation, your doctor will discuss how long your procedure will take and how much time you should allow for your office visit.

## **Q10. Does the Zeltiq Procedure hurt?**

Q10. The Zeltiq Procedure is comfortable for most patients<sup>3</sup>. No anesthesia was needed for any patients in clinical trials<sup>2</sup>. Typically patients are comfortable enough to read, work on their laptop computers, listen to music, or just relax during the procedure.

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## **Q11. Is there downtime after the Zeltiq Procedure?**

Q11. There is no recovery time after the Procedure. You may resume your normal activities on the same day as your procedure, including work and exercise.

## **Q12. Will I benefit from additional Zeltiq Procedures?**

A12. A follow-up visit should be scheduled with your doctor two to four months after your procedure to assess your cosmetic improvement and consider additional Zeltiq Procedures to achieve greater fat reduction.

## **Q13. Am I a good candidate for the Zeltiq Procedure?**

A13. Ideal candidates for the Zeltiq Procedure are relatively fit, but have some modest-size fat bulges that are not easily reduced through diet and exercise. They are seeking spot reduction for specific areas of fat, but are not considering a surgical procedure. The Zeltiq Procedure is not a way to lose weight or treat obesity, and it is not a substitute for invasive methods like liposuction. During a consultation, your doctor can talk with you about whether you are a good candidate for the Zeltiq Procedure.

## **Q14. How is the Zeltiq Procedure different from other procedures?**

A14. The controlled cooling of the Zeltiq Procedure targets and eliminates only fat cells. Other treatment modalities such as lasers, radiofrequency, and focused ultrasound affect fat cells and may affect other adjacent tissue in a way that is not comparable to the Zeltiq method of cryolipolysis.

## **Q15. Who is Zeltiq Aesthetics?**

A15. Zeltiq Aesthetics is a science-based medical device company located in the San Francisco Bay Area. It has licensed the commercial rights to cryolipolysis from Massachusetts General Hospital as a non-invasive method of reducing fat. Zeltiq Aesthetics is advancing the basic science, clinical evaluation, and commercial development of this technology. The Company has developed an advanced medical device that utilizes this new discovery, and is making it available to physicians specializing in cosmetic procedures.

## References

1. Manstein D, Laubach H, Watanabe K, Farinelli W, Zurakowski D, Anderson R. Selective cryolysis: a novel method of non-invasive fat removal. *Laser Surg Med.* 2008;40:595-604.

2. Clinical data on file. Zeltiq Aesthetics, Inc. Pleasanton, CA.

3. J. Dover, MD, J. Burns, MD, S. Coleman, MD, R. Fitzpatrick, MD, J. Garden, MD, D. Goldberg, MD, R. Geronemus, MD, S. Kilmer, MD, F. Mayoral, MD, E. Tanzi, MD, R. Weiss, MD, and B. Zelickson, MD A Prospective Clinical Study

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of Noninvasive Cryolipolysis™ for Subcutaneous Fat Layer Reduction - Interim Report of Available Subject Data.  
Poster presented at 2008 Annual Meeting of the American Society for Dermatologic Surgery; November 6-9 2008;  
Orlando, FL.

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