



Commercial Metrics Overview

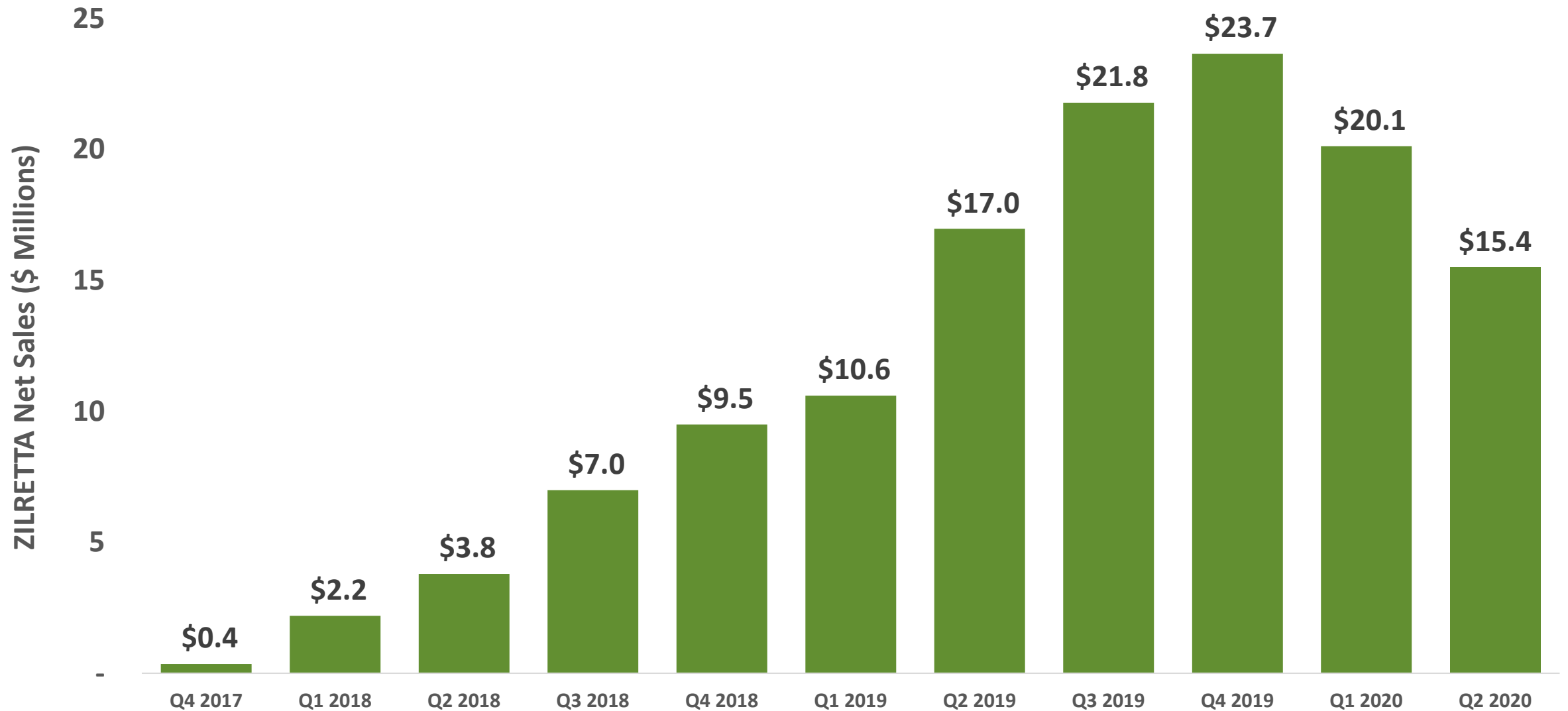
July 14, 2020

Commercial Metrics Overview

- ZILRETTA® net sales of ~\$15.4 million in Q2 2020
- 3,858 accounts (of 5,000 targets) have purchased ZILRETTA, as of June 30, 2020; up from 3,672, as of March 31, 2020
- 2,983 accounts have re-ordered ZILRETTA (77% of accounts that had purchased), as of June 30, 2020; up from 2,832 accounts that had re-ordered ZILRETTA (77% of accounts that had purchased) as of March 31, 2020

ZILRETTA Net Sales

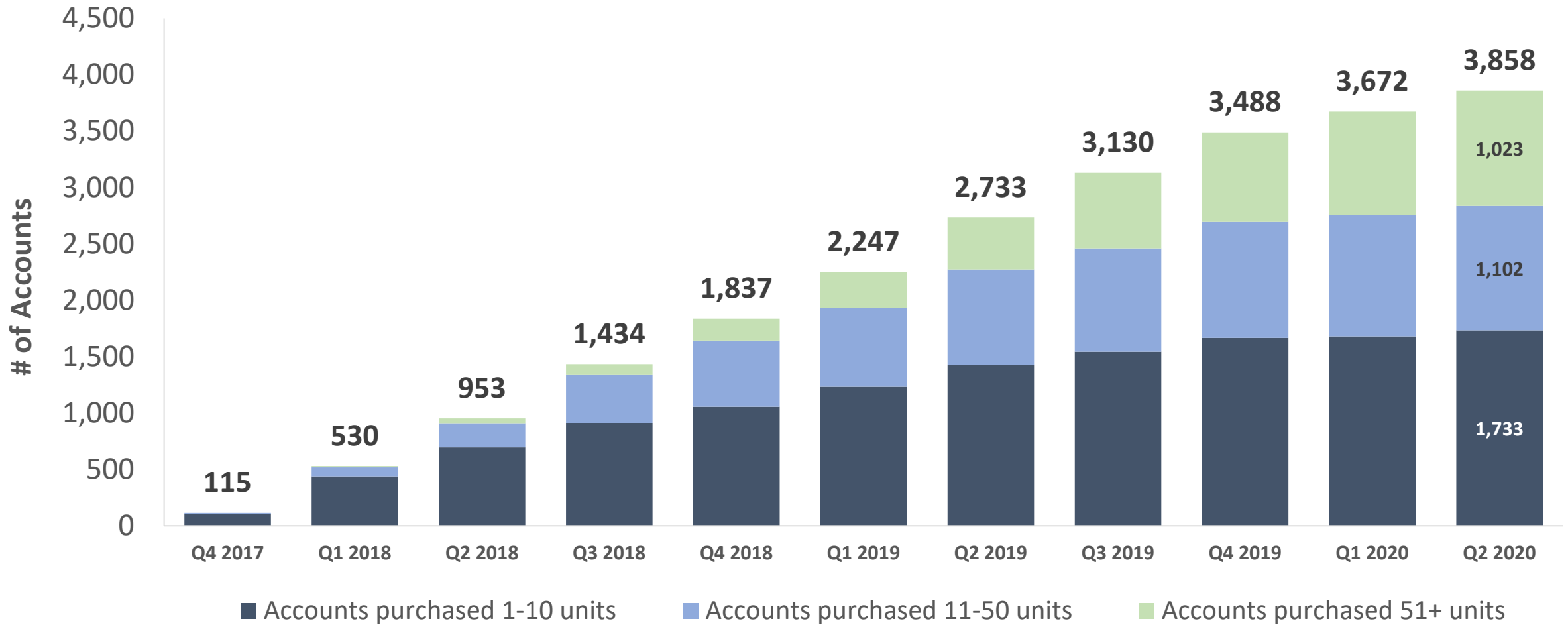
Quarterly Since Launch



Note: Flexion recognizes Zilretta sales upon receipt of product by specialty distributors and pharmacies.

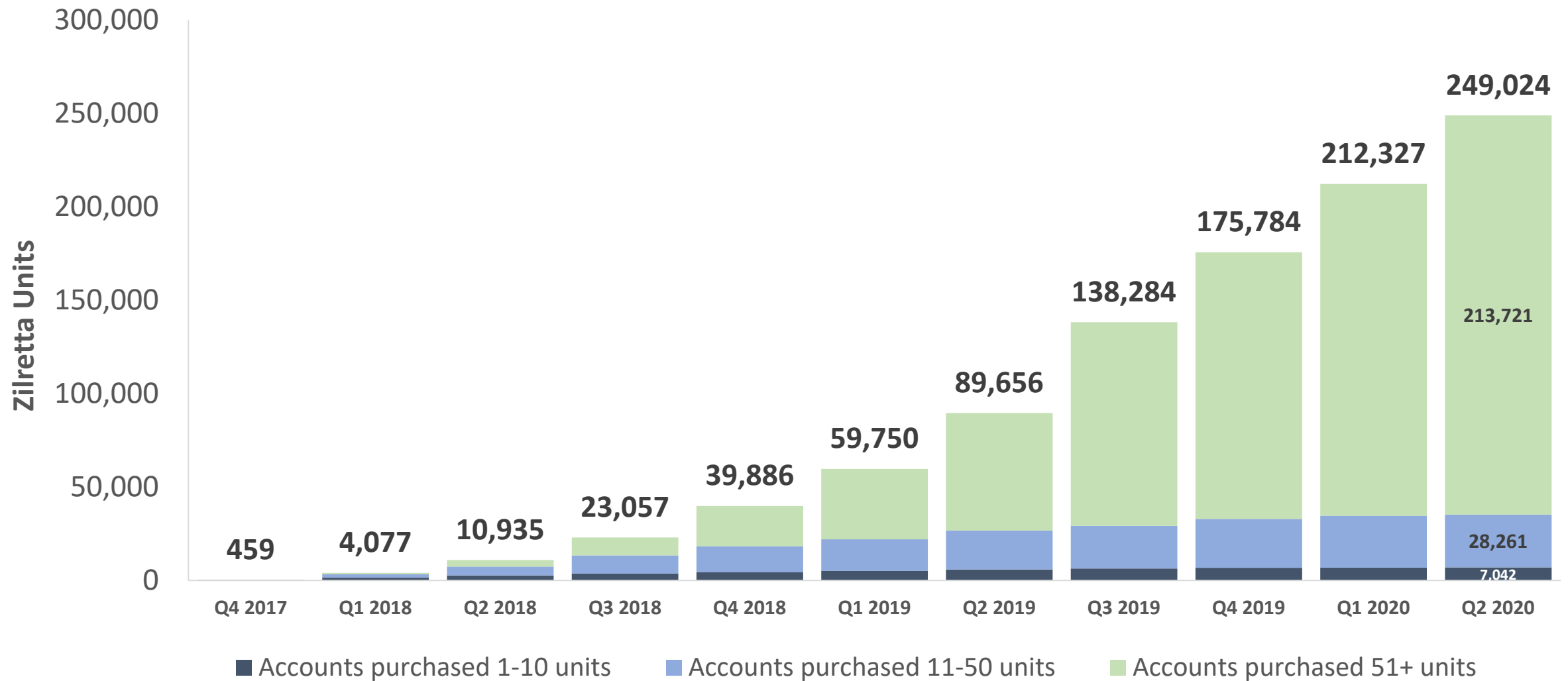
Distribution of Accounts by ZILRETTA Purchases

Cumulative



Note: Flexion primarily sells ZILRETTA to specialty distributors and a specialty pharmacy; accounts (physicians, clinics and certain medical centers or hospitals) then subsequently purchase ZILRETTA directly from these specialty distributors and specialty pharmacy

Distribution of ZILRETTA Purchases by Accounts *Cumulative*



Note: Flexion primarily sells ZILRETTA to specialty distributors and a specialty pharmacy; accounts (physicians, clinics and certain medical centers or hospitals) then subsequently purchase ZILRETTA directly from these specialty distributors and specialty pharmacy

Distribution of ZILRETTA Purchases by New and Existing Accounts *Cumulative*



Note: Flexion primarily sells ZILRETTA to specialty distributors and a specialty pharmacy; accounts (physicians, clinics and certain medical centers or hospitals) then subsequently purchase ZILRETTA directly from these specialty distributors and specialty pharmacy



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