



Q4 2020 Commercial Metrics

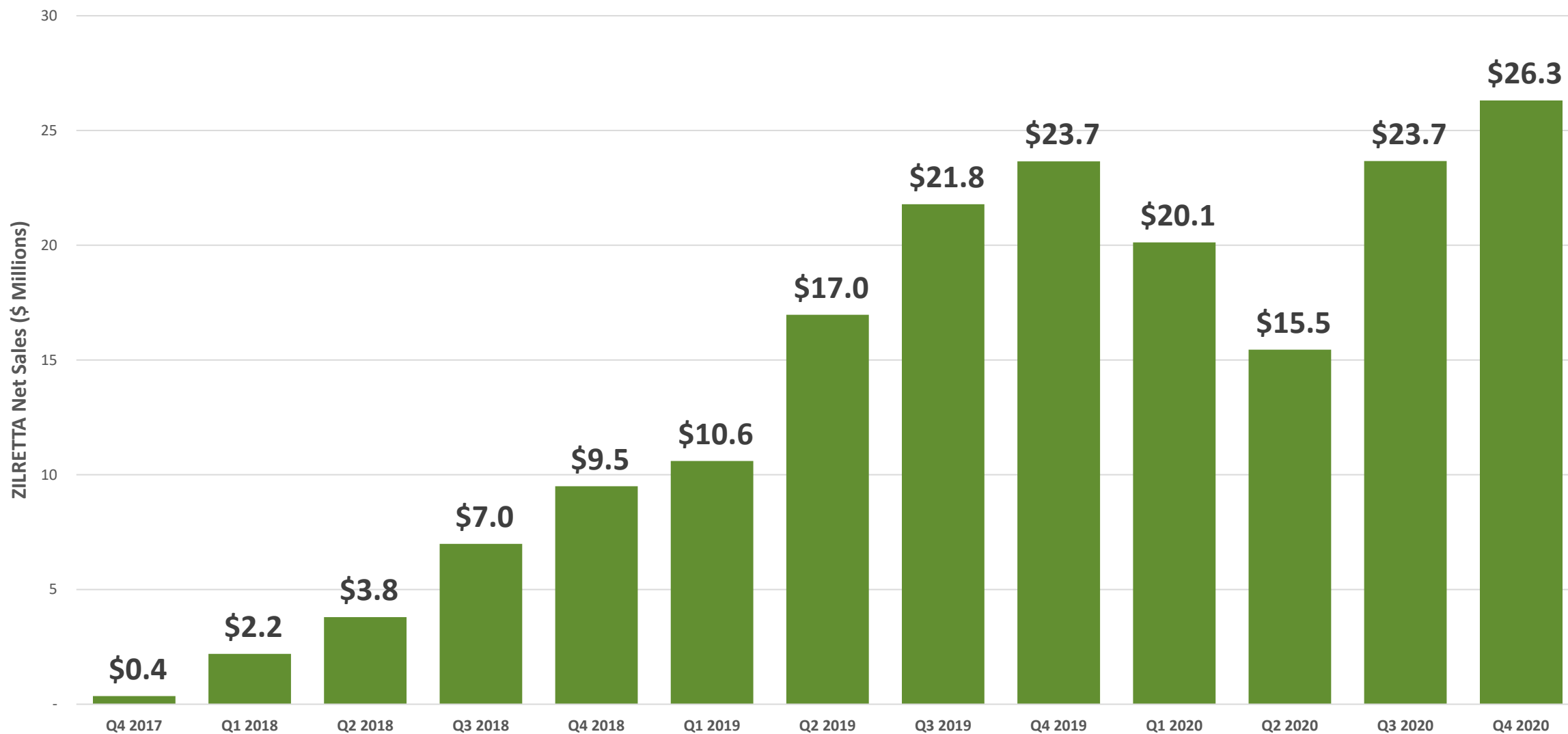
January 13, 2021

Overview

- Preliminary ZILRETTA® net sales of **~\$26.3 million** in Q4 2020
- Net sales for full-year 2020 estimated to be **~\$85.5 million**
- **4,248** accounts had purchased ZILRETTA as of December 31, 2020; up from **4,072** as of September 30, 2020
- **3,321** accounts had re-ordered ZILRETTA (78% of accounts that had purchased), as of December 31, 2020; up from **3,153** accounts that had re-ordered ZILRETTA (77% of accounts that had purchased) as of September 30, 2020
- As of December 31, 2020, Flexion had **~\$175 million** in cash, cash equivalents and marketable securities and **~49.4 million shares** outstanding

ZILRETTA Net Sales

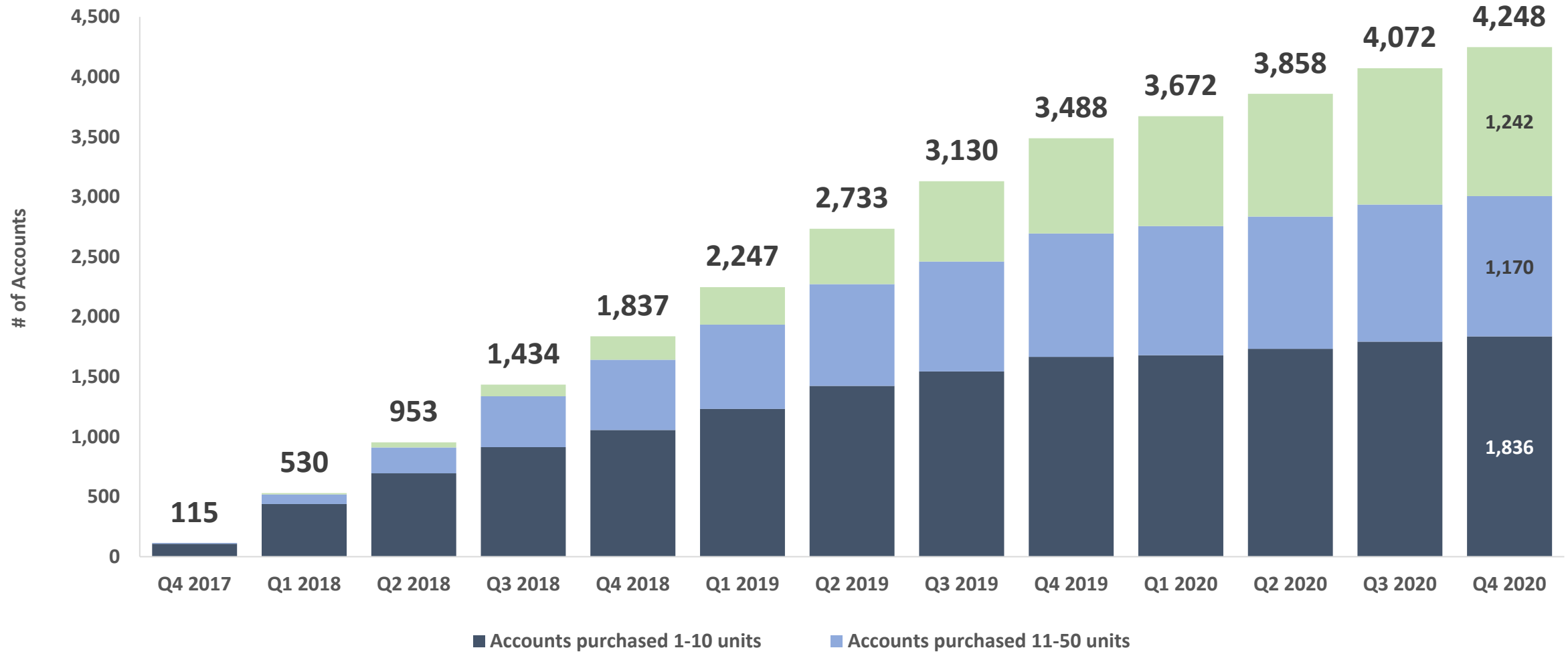
Quarterly Since Launch



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

Distribution of Accounts by ZILRETTA Purchases

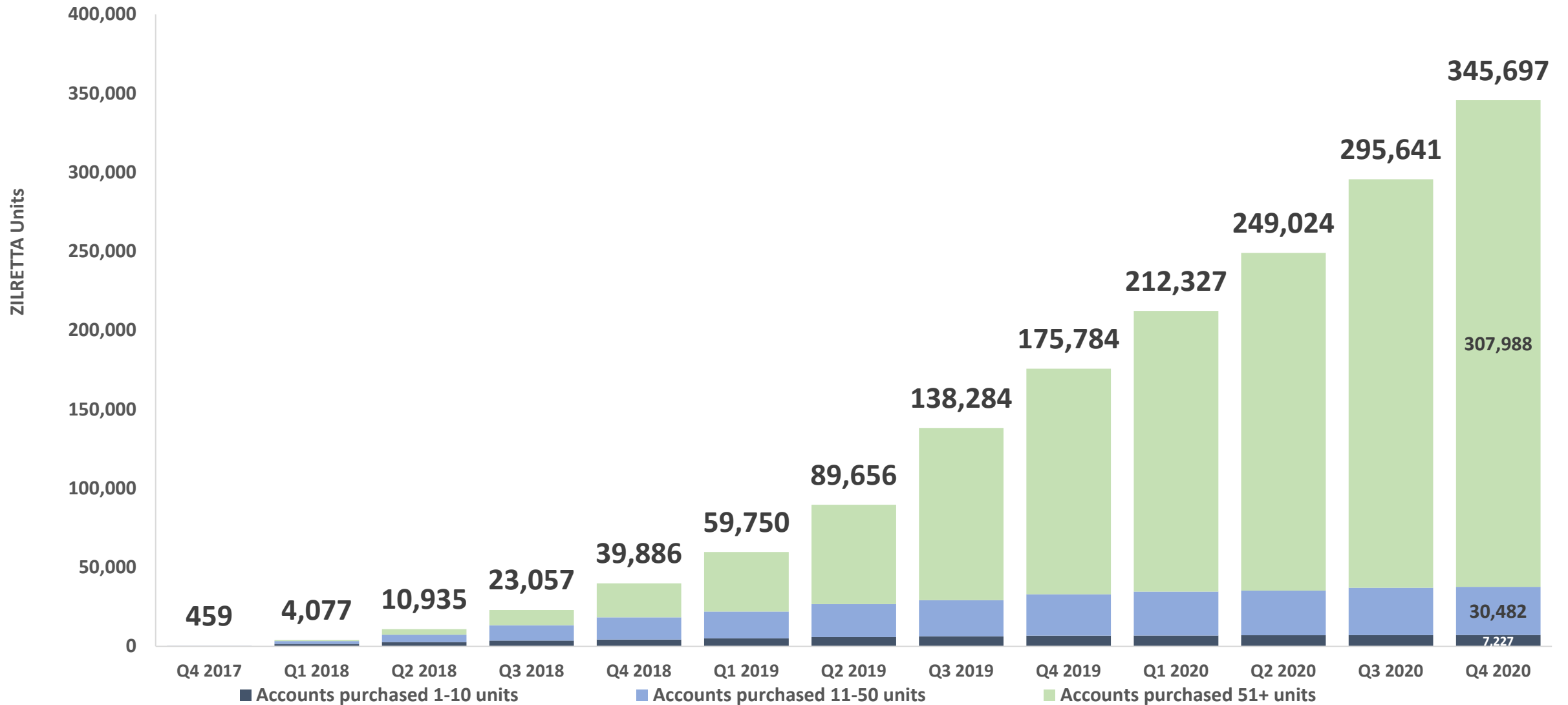
Cumulative



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

Distribution of ZILRETTA Purchases by Accounts

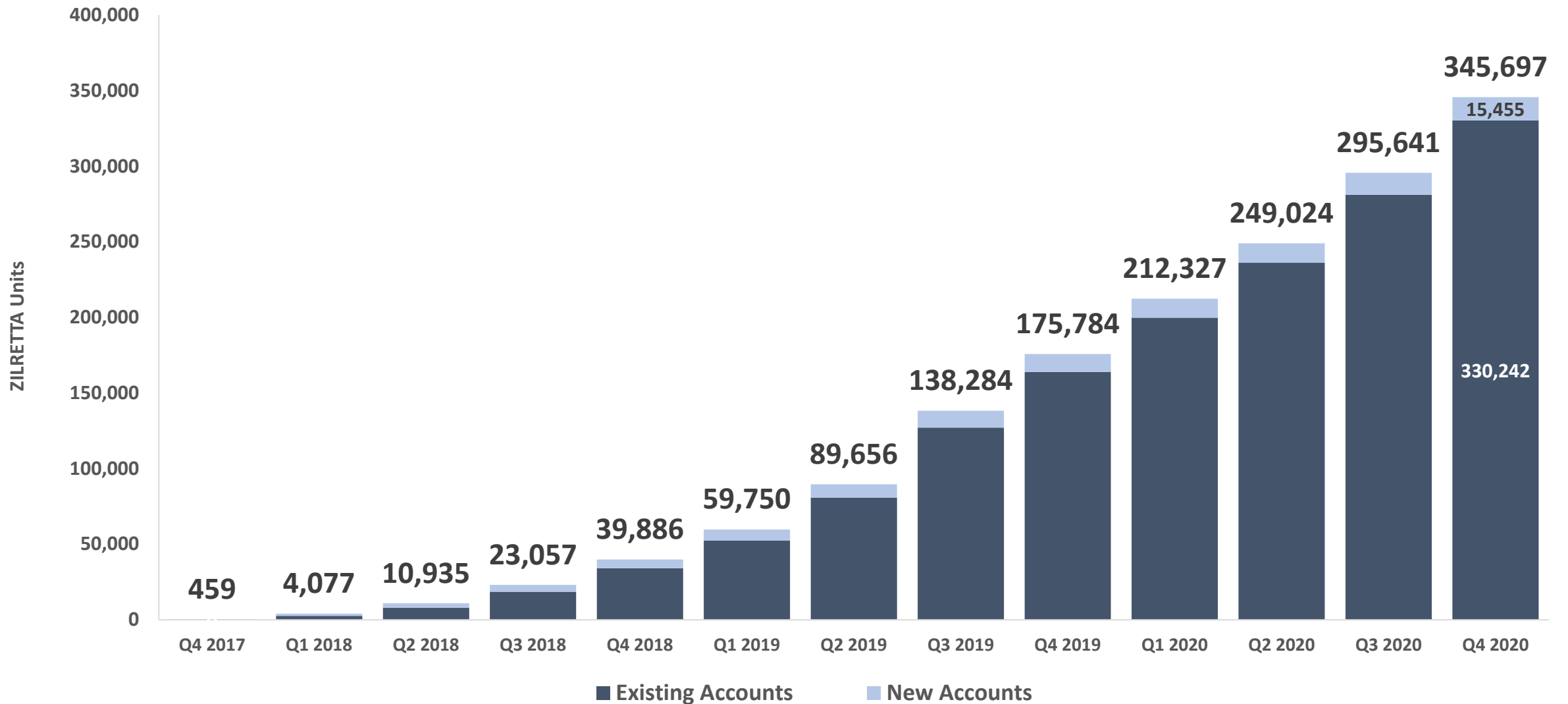
Cumulative



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ZILRETTA Purchases by New and Existing Accounts

Cumulative



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flexion

Transformative Medicine...
Where It Matters