



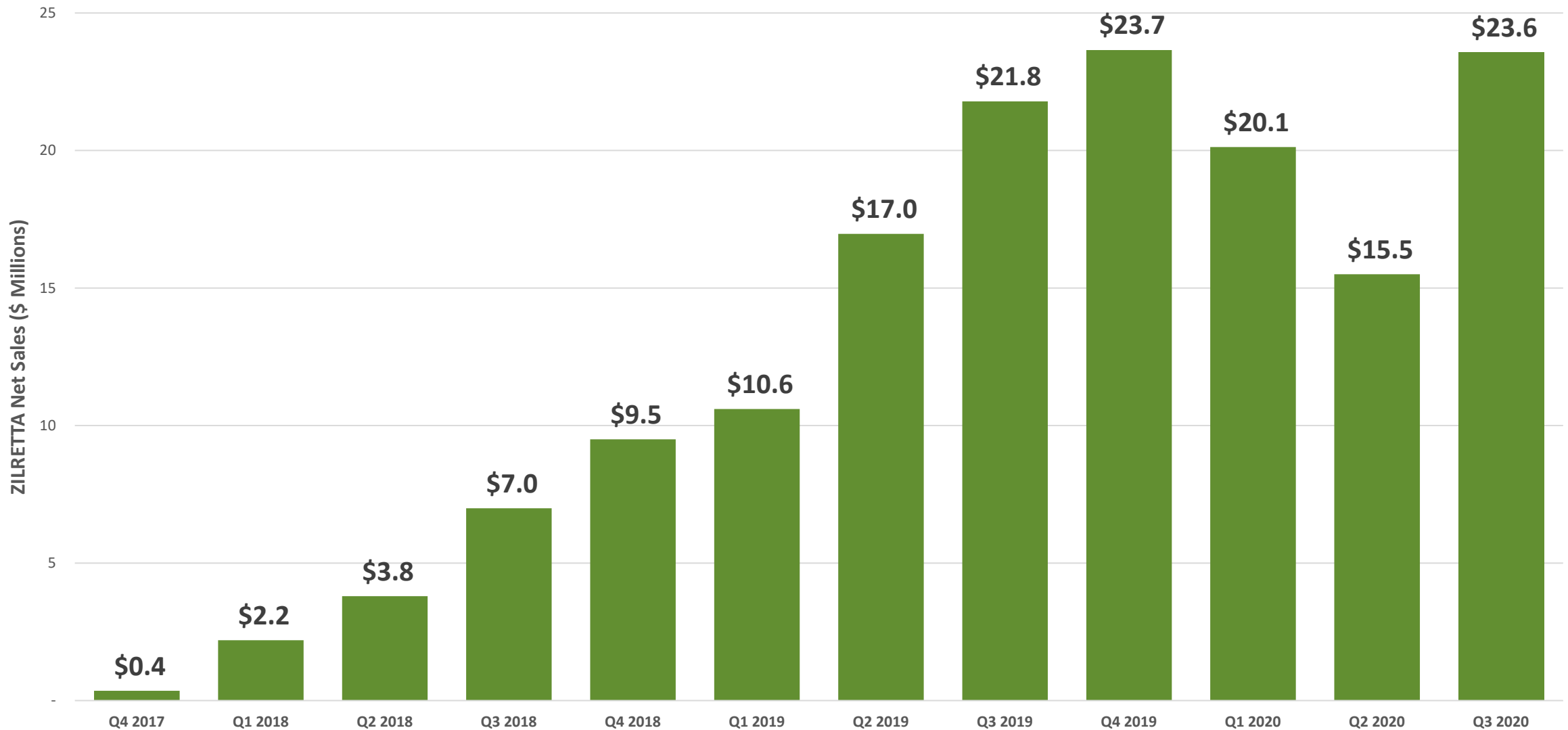
Commercial Metrics Overview

October 13, 2020

Commercial Metrics Overview

- Preliminary ZILRETTA® net sales of ~\$23.6 million in Q3 2020
- 4,072 accounts (of 5,400 targets) had purchased ZILRETTA, as of September 30, 2020; up from 3,858, as of June 30, 2020
- 3,153 accounts had re-ordered ZILRETTA (77% of accounts that had purchased), as of September 30, 2020; up from 2,983 accounts that had re-ordered ZILRETTA (77% of accounts that had purchased) as of June 30, 2020

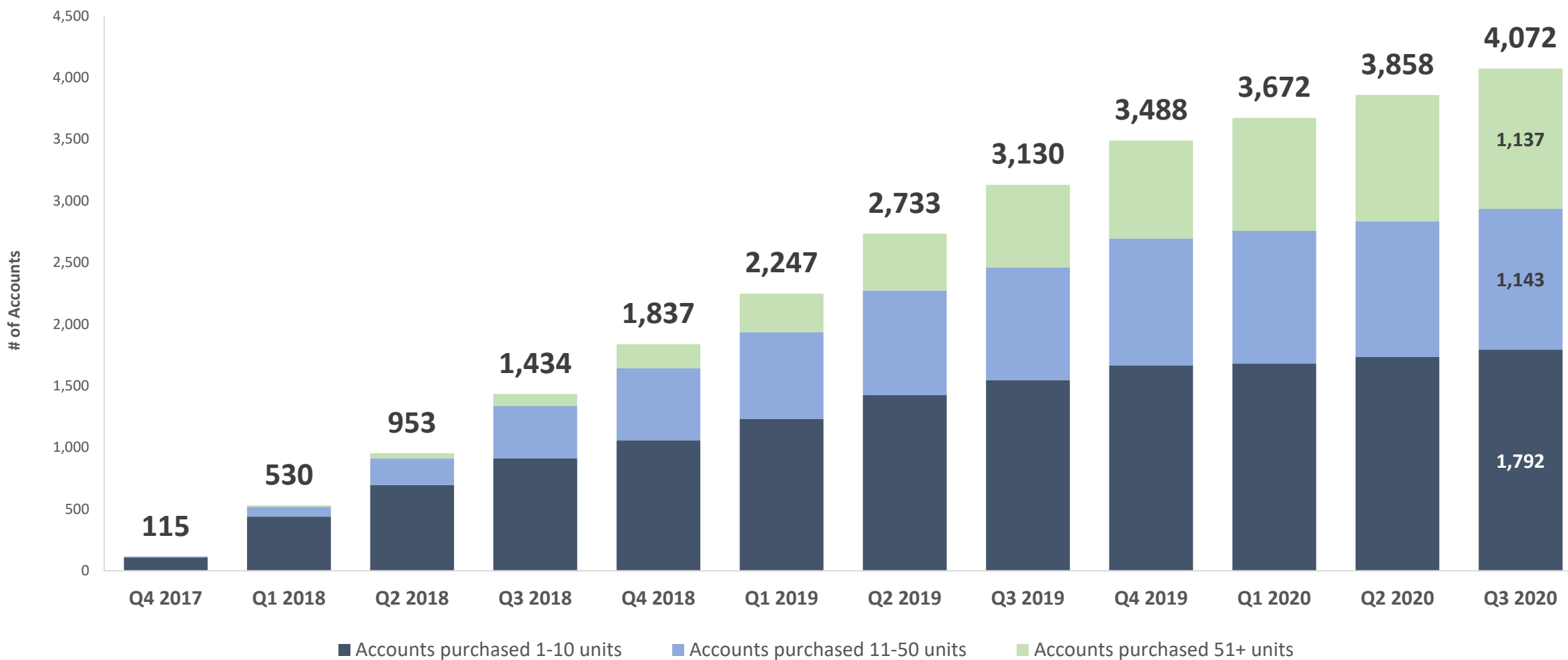
ZILRETTA Net Sales *Quarterly since launch*



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

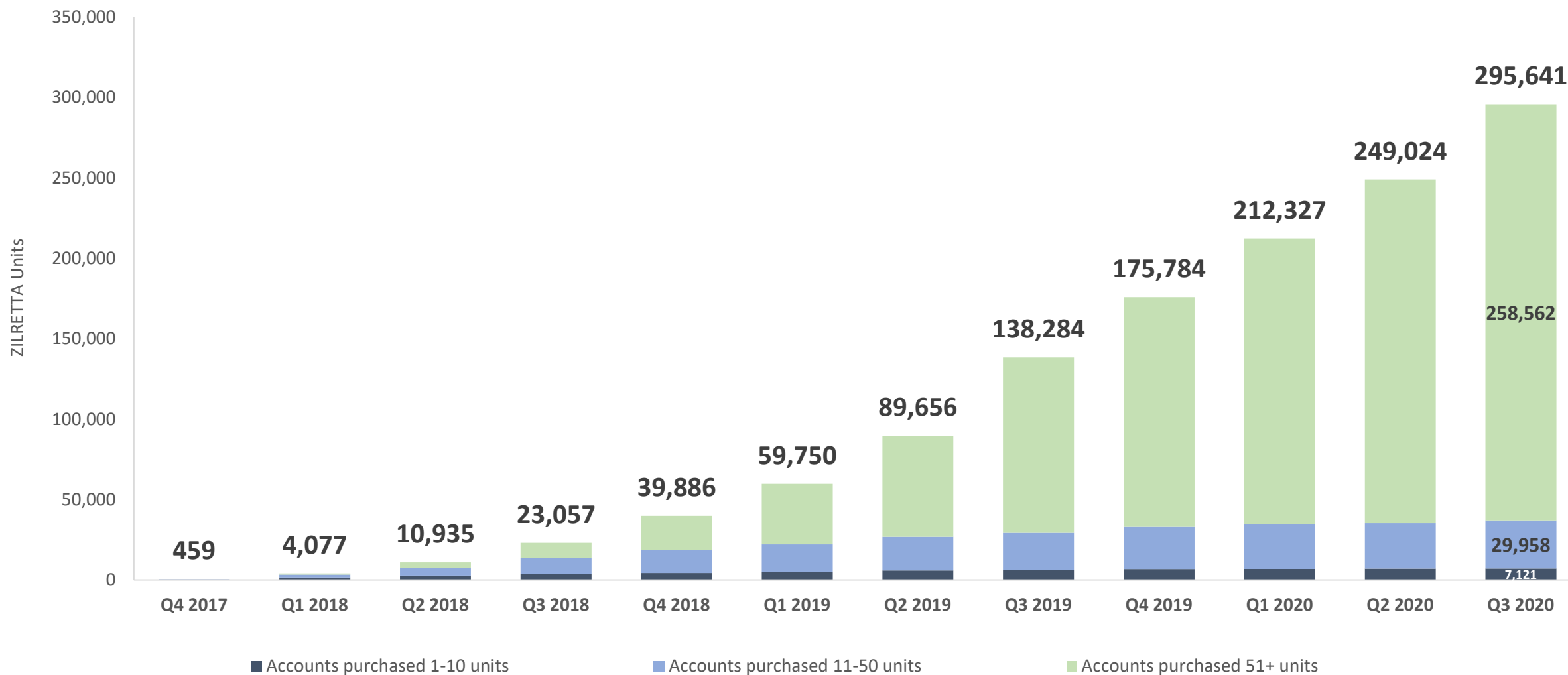
Distribution of Accounts by ZILRETTA Purchases

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

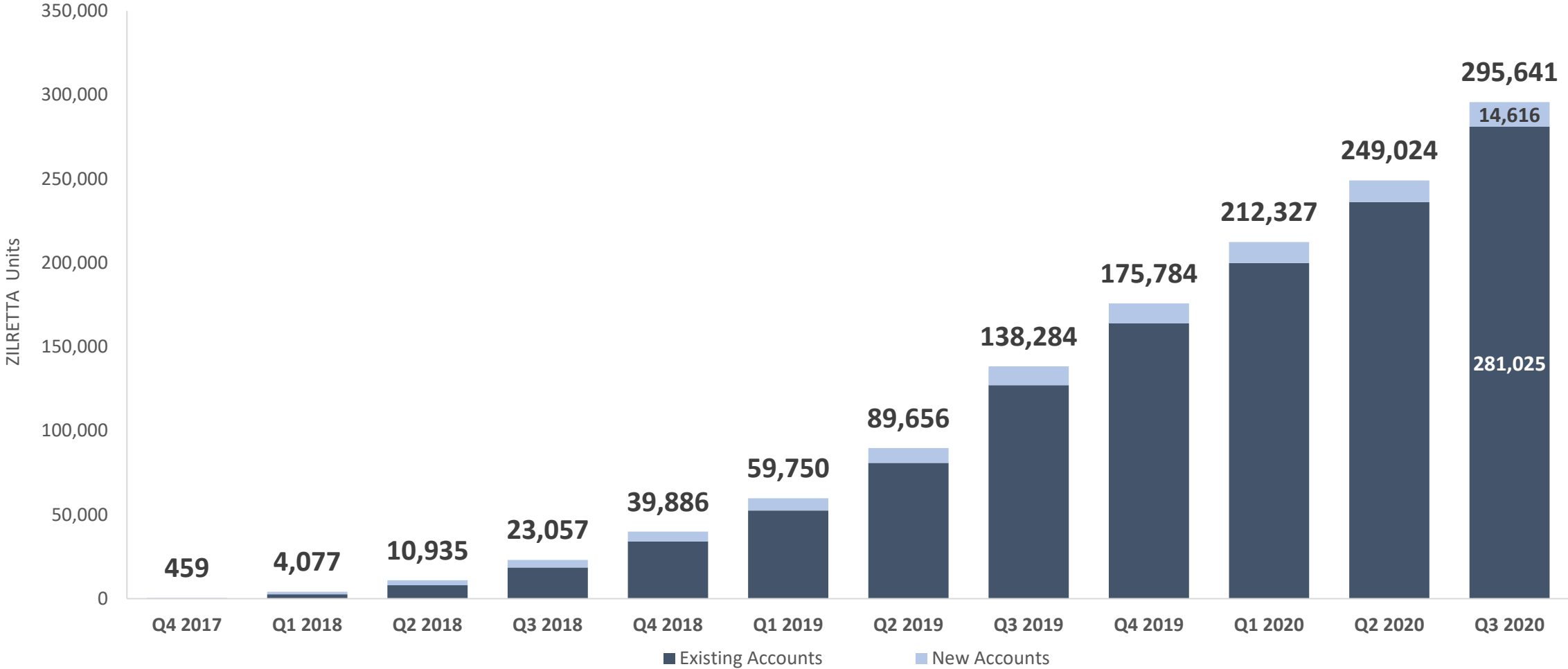
Distribution of ZILRETTA Purchases by Accounts *Cumulative*



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

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



flexion

Transformative Medicine...
Where It Matters