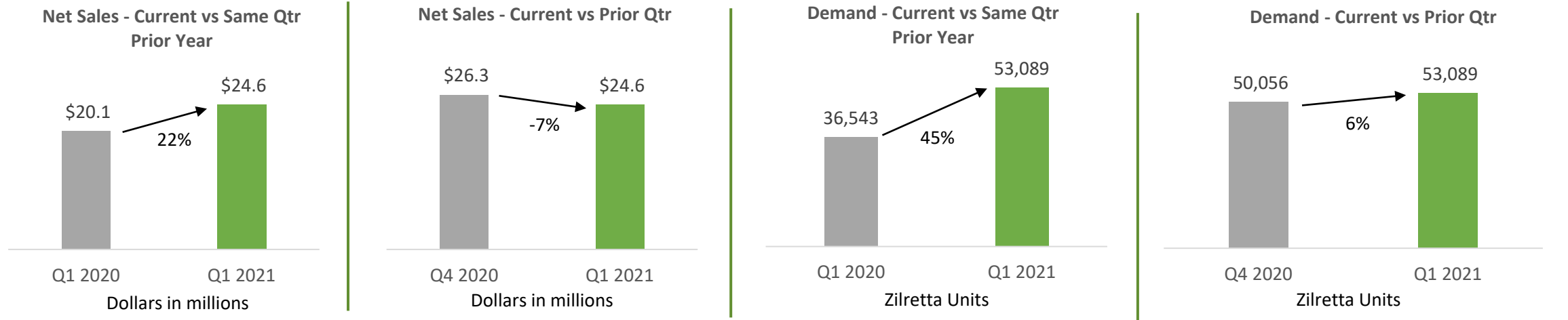




# Q1 2021 Commercial Metrics Overview

May 12, 2021

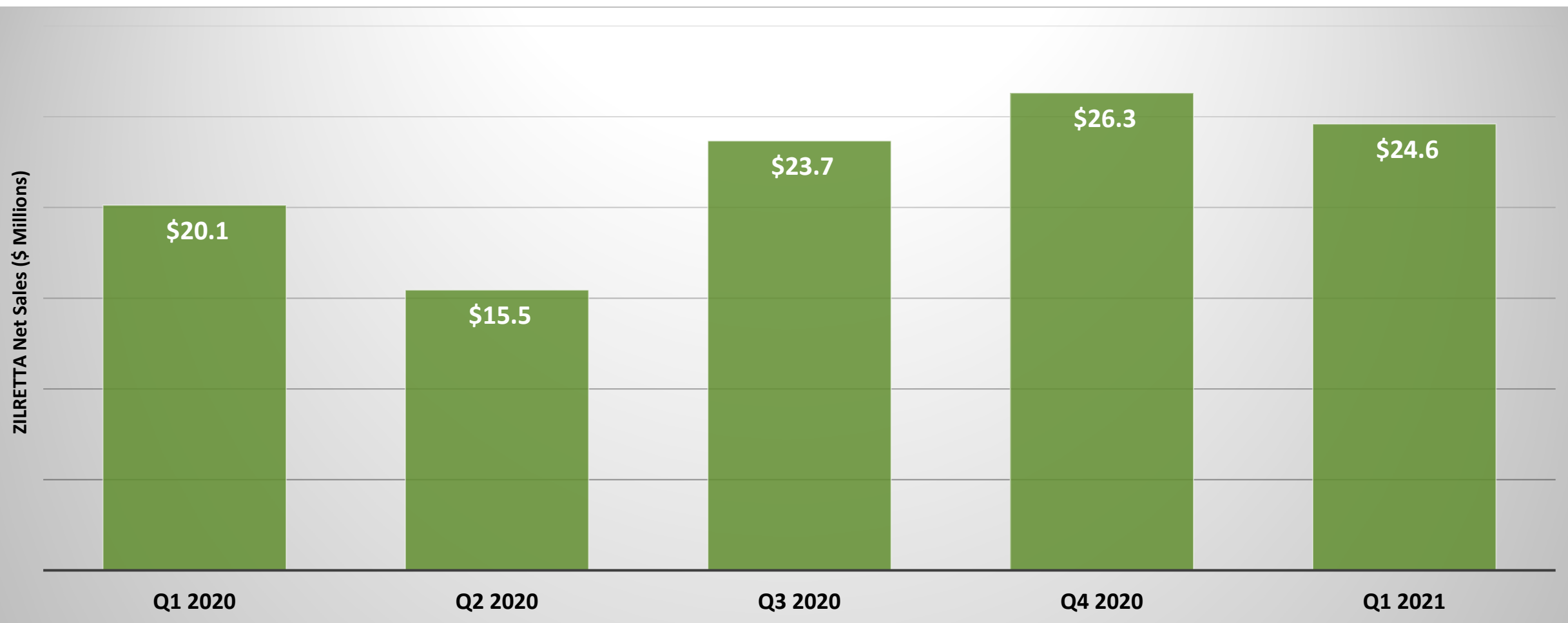
# Commercial Overview: Q1 Performance Metrics



- ZILRETTA® net sales of **\$24.6 million** in Q1 2021
- In Q1 2,044 accounts purchased ZILRETTA
- Of the 2,044 accounts that purchased in Q1, **90%** had purchased in a prior quarter

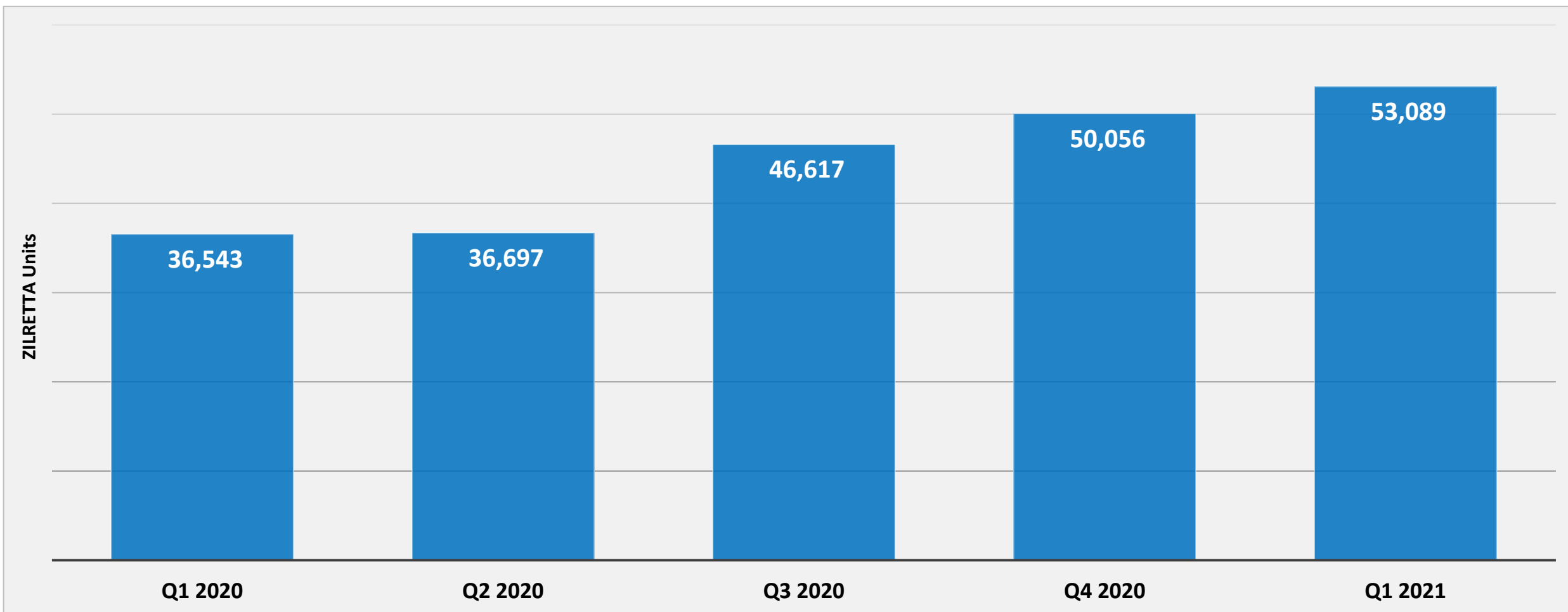
Flexion primarily sells ZILRETTA to specialty distributors; Flexion recognizes ZILRETTA sales upon receipt of product by distributors; demand refers to end-user account purchases (physicians, clinics, and certain medical centers or hospitals) who purchase from these specialty distributors

# ZILRETTA Net Sales by Quarter



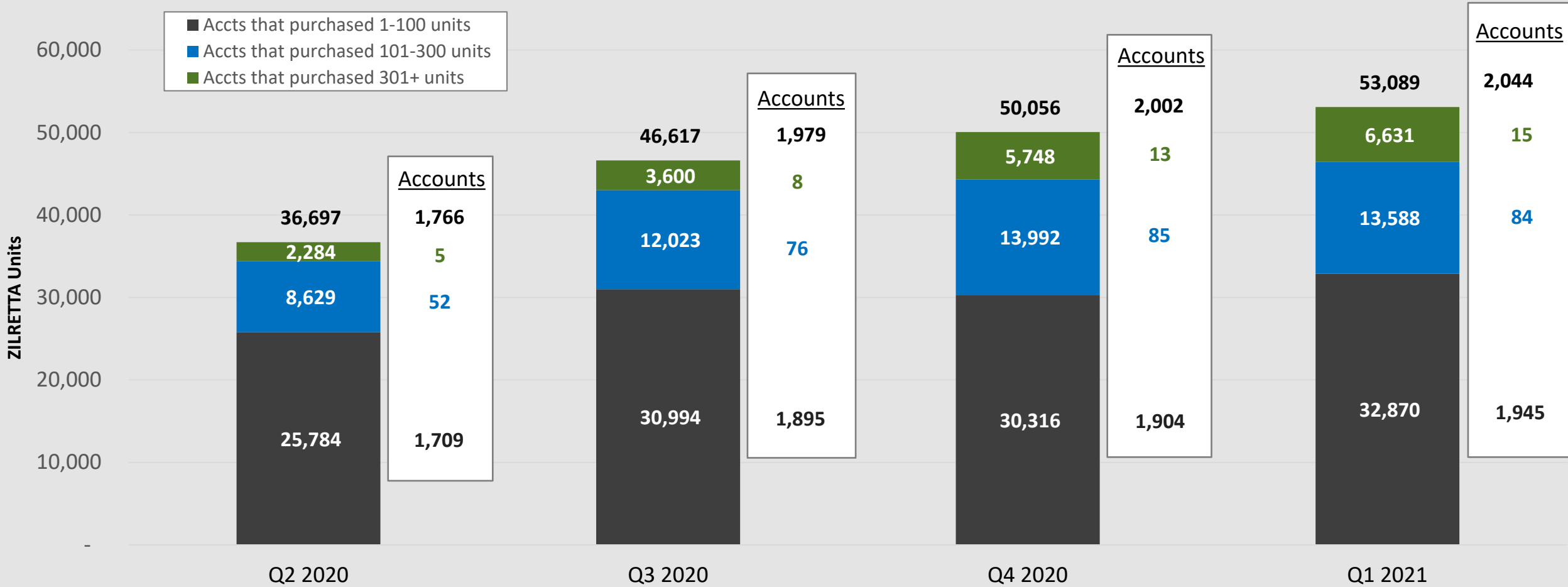
*Flexion recognizes ZILRETTA sales upon receipt of product by specialty distributors.*

# ZILRETTA Demand by Quarter



*Flexion primarily sells ZILRETTA to specialty distributors; Flexion recognizes ZILRETTA sales upon receipt of product by distributors; demand refers to end-user account purchases (physicians, clinics, and certain medical centers or hospitals) who purchase from these specialty distributors.*

# In Q1, ~38% of Demand Came from Accounts Purchasing More than 100 Units



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