



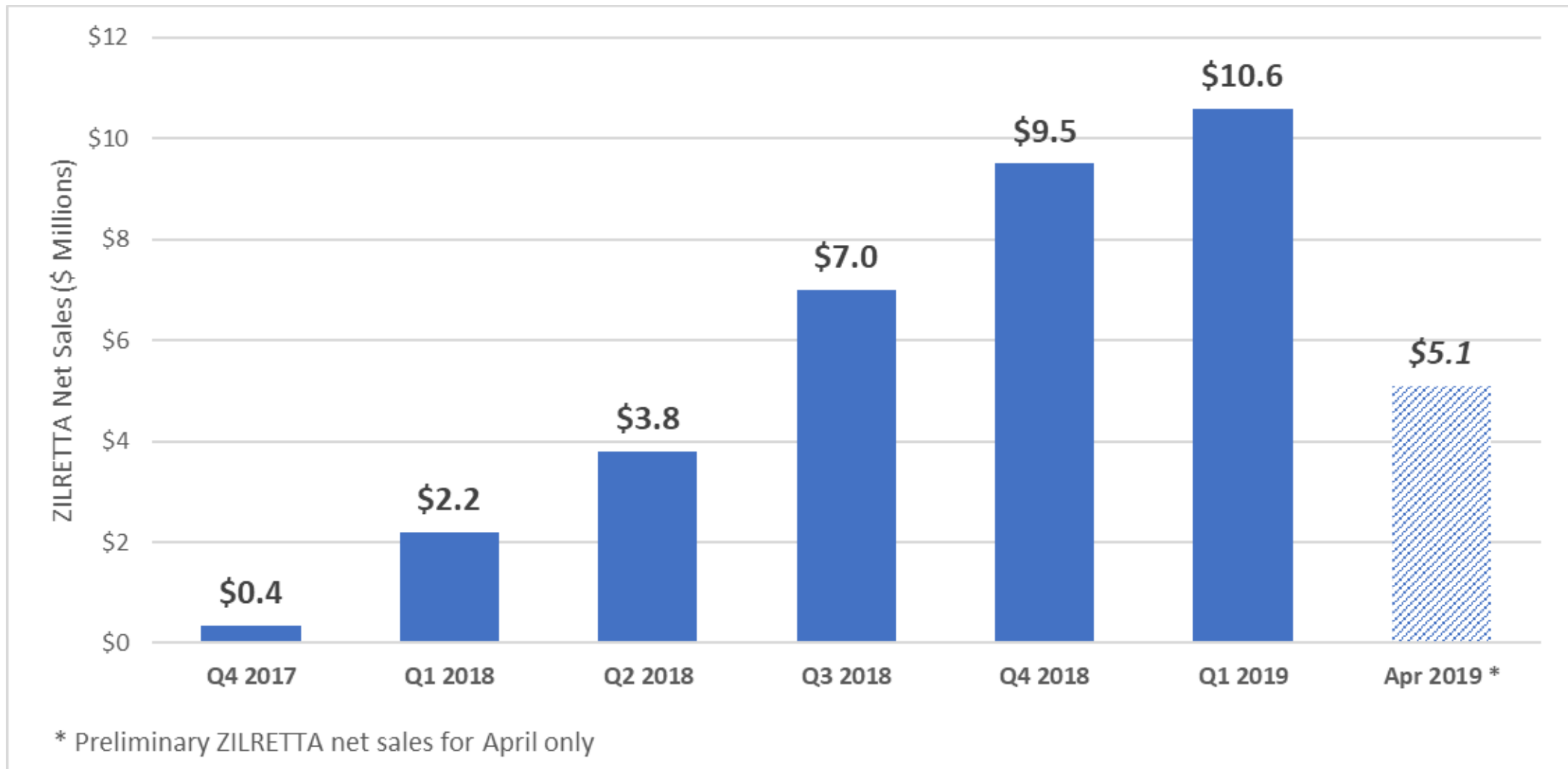
Commercial Metrics Overview

May 8, 2019

Commercial Metrics Overview

- ZILRETTA® net sales of \$10.6 million in the first quarter of 2019
- Preliminary ZILRETTA net sales of \$5.1 million in April 2019
- We have called on almost all of our 4,100 target accounts
- 2,247 accounts have purchased ZILRETTA, as of March 31, 2019; up from 1,837, as of December 31, 2018
- 1,601 accounts have re-ordered ZILRETTA (71% of accounts that had purchased), as of March 31, 2019; up from 1,276 accounts that had re-ordered ZILRETTA (69% of accounts that had purchased) as of December 31, 2018

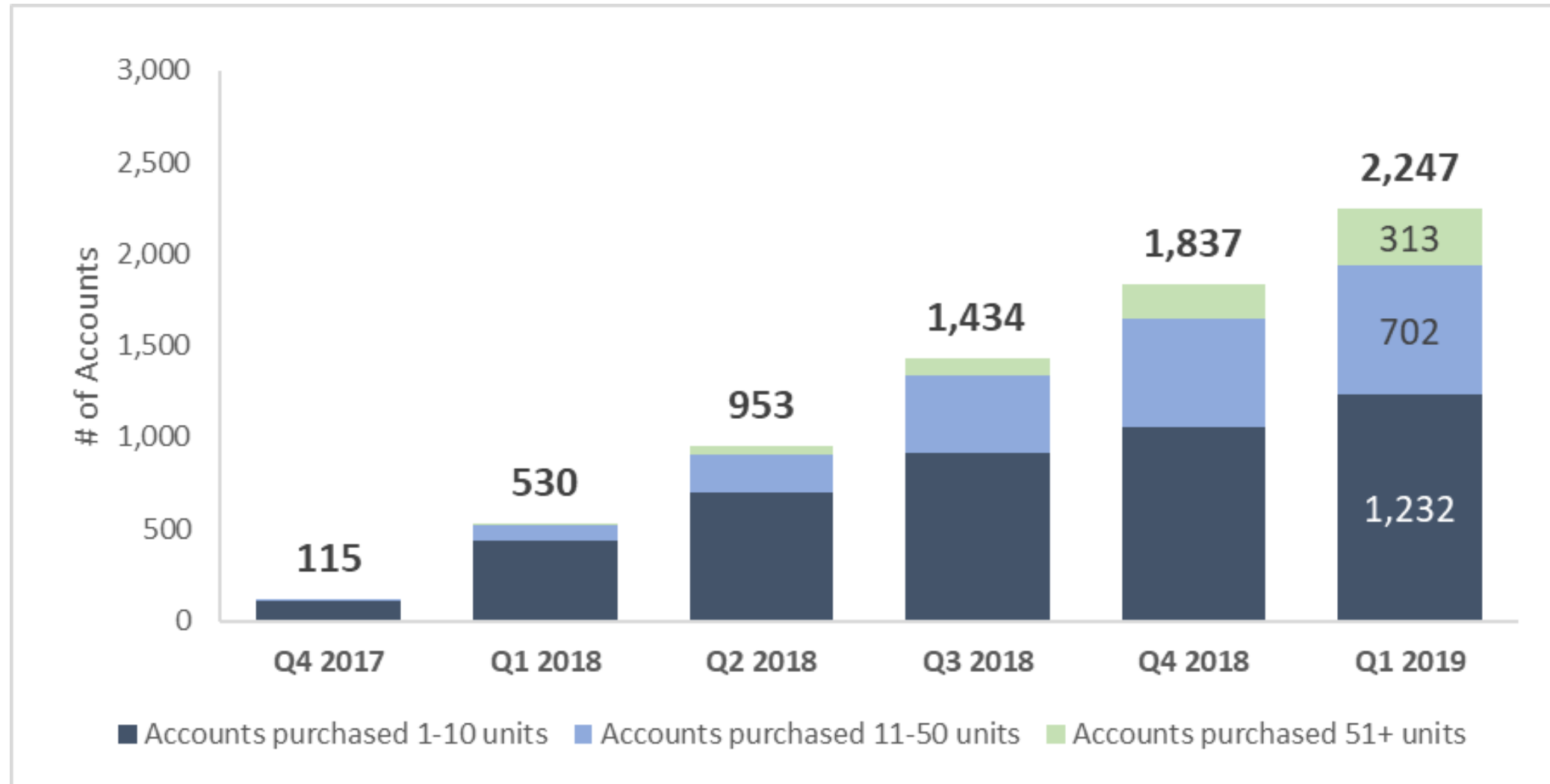
ZILRETTA Net Sales Quarterly



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

Distribution of Accounts by ZILRETTA Purchases

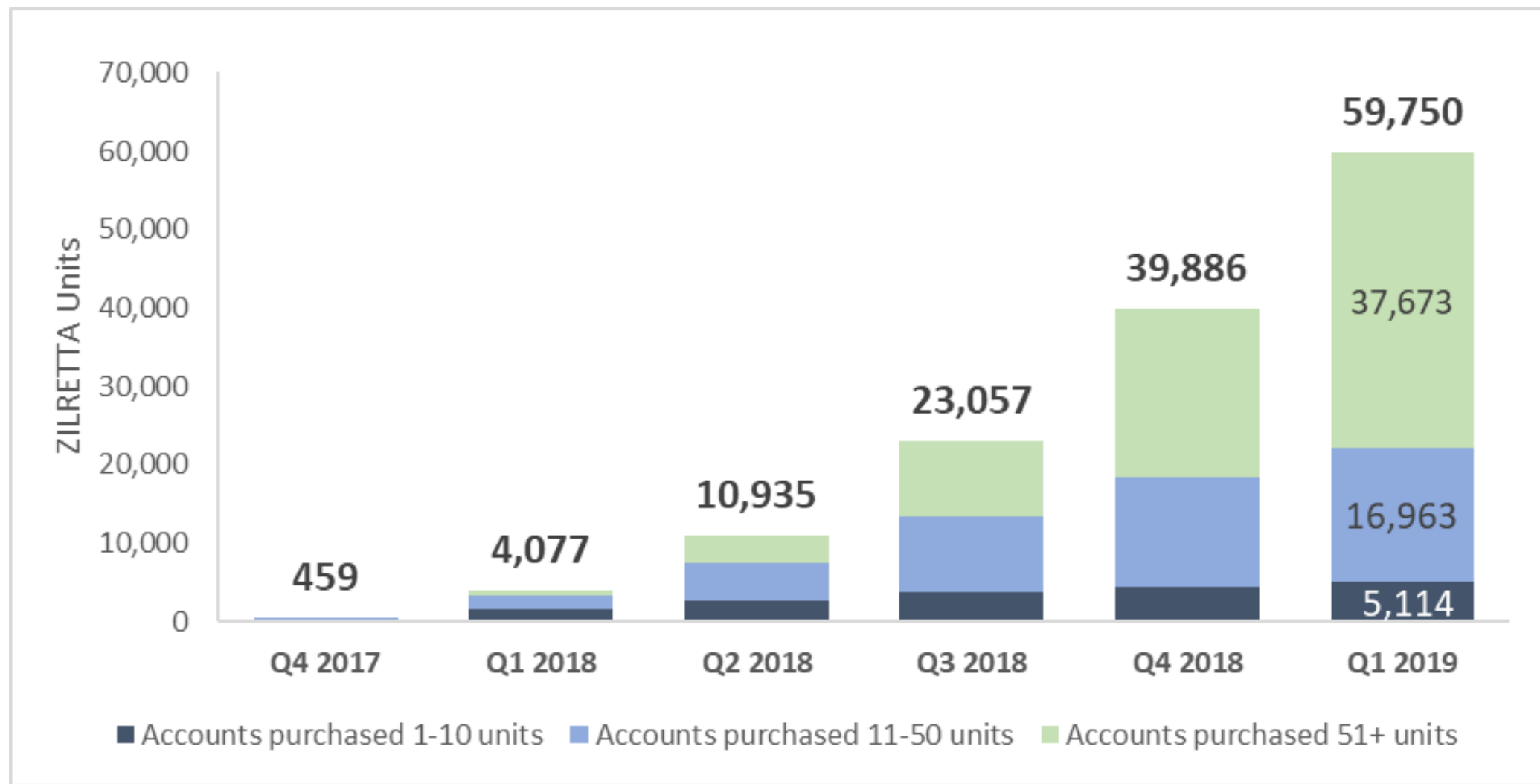
Cumulative



Note: Flexion recognizes ZILRETTA sales upon receipt of product by specialty distributors and pharmacies; accounts purchase ZILRETTA directly from these specialty distributors and pharmacies.

Distribution of ZILRETTA Purchases by Accounts

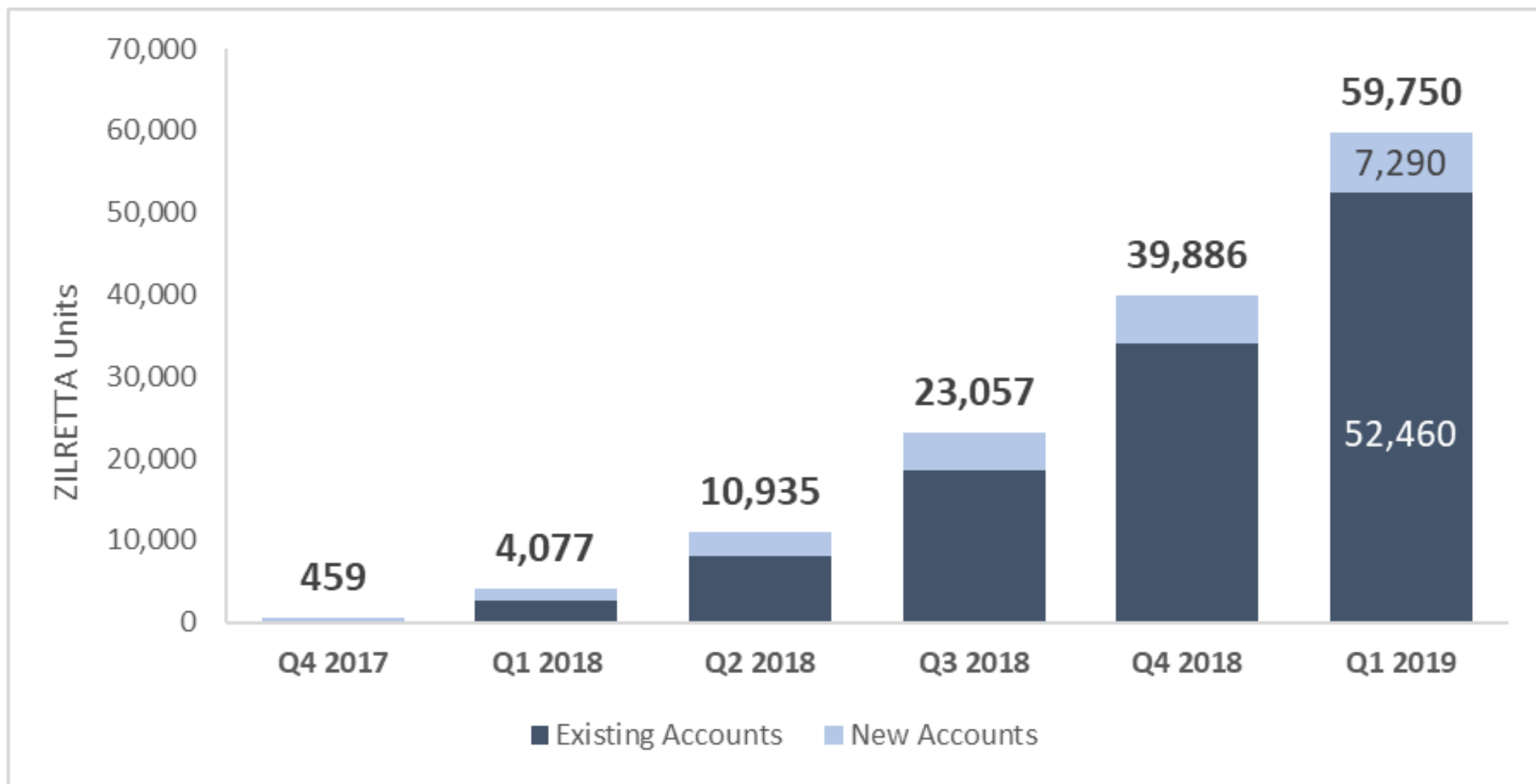
Cumulative



Note: Flexion recognizes ZILRETTA sales upon receipt of product by specialty distributors and pharmacies; accounts purchase ZILRETTA directly from these specialty distributors and pharmacies.

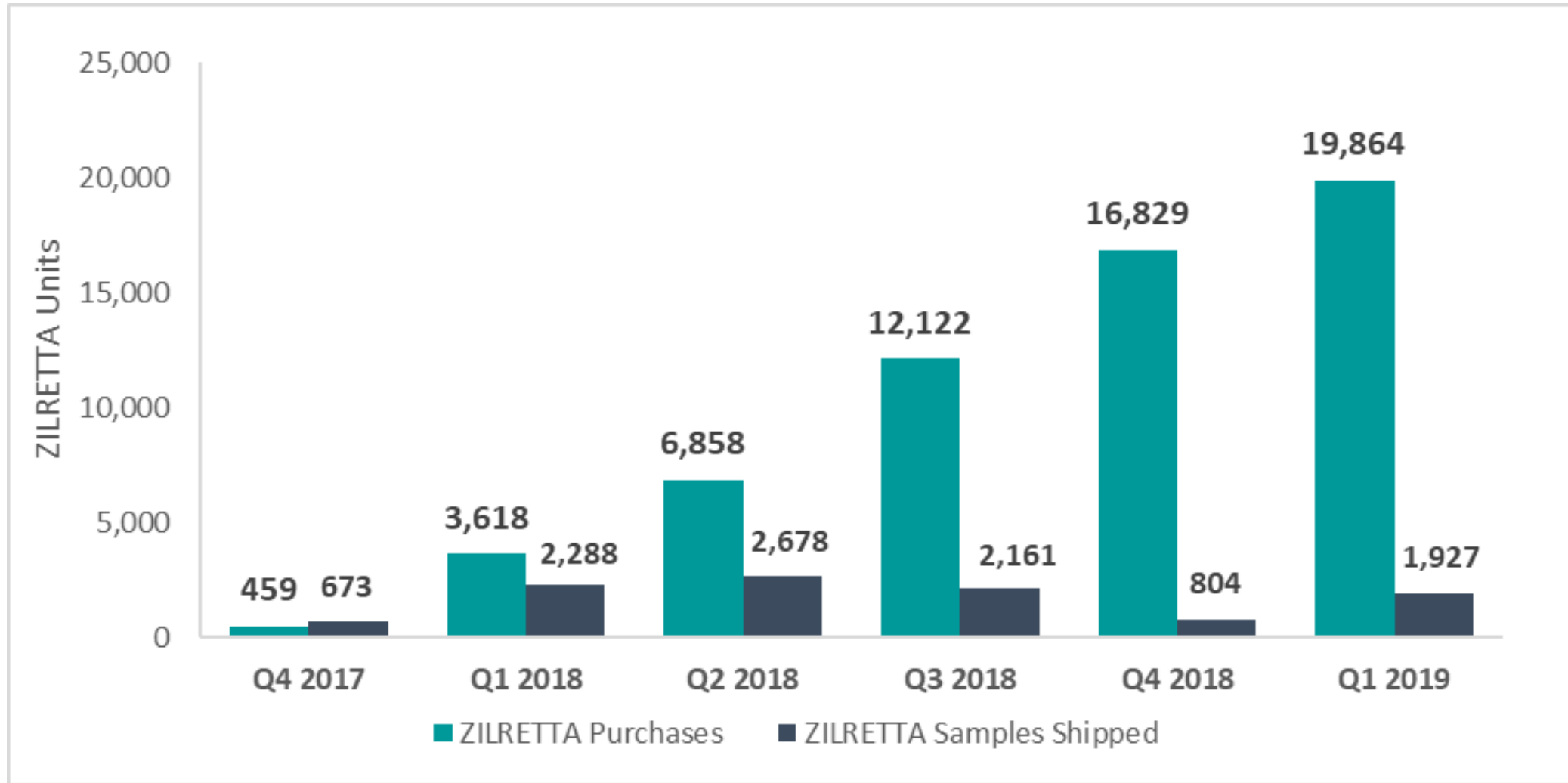
ZILRETTA Purchases by New and Existing Accounts

Cumulative



Note: Flexion recognizes ZILRETTA sales upon receipt of product by specialty distributors and pharmacies; accounts purchase ZILRETTA directly from these specialty distributors and pharmacies.

ZILRETTA Purchases and Samples Shipped Quarterly



Note: Flexion recognizes ZILRETTA sales upon receipt of product by specialty distributors and pharmacies; accounts purchase ZILRETTA directly from these specialty distributors and pharmacies.



flexion

Transformative Medicine...
Where It Matters