



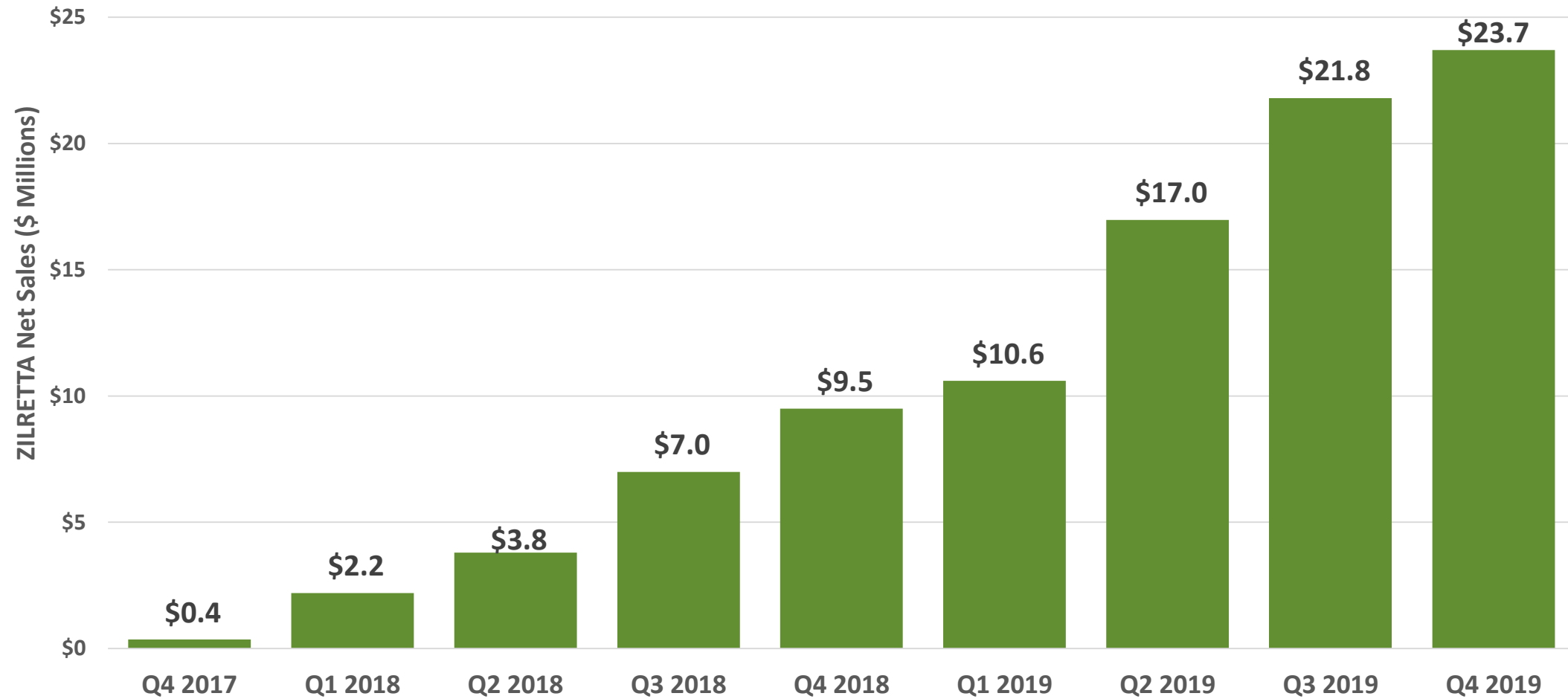
# Commercial Metrics Overview

March 12, 2020

# Commercial Metrics Overview

- ZILRETTA® net sales of \$23.7 million in the fourth quarter of 2019
- We have called on almost all of our 4,972 target accounts
- 3,488 accounts have purchased ZILRETTA, as of December 31, 2019; up from 3,130, as of September 30, 2019
- 2,642 accounts have re-ordered ZILRETTA (76% of accounts that had purchased), as of December 31, 2019; up from 2,344 accounts that had re-ordered ZILRETTA (75% of accounts that had purchased) as of September 30, 2019

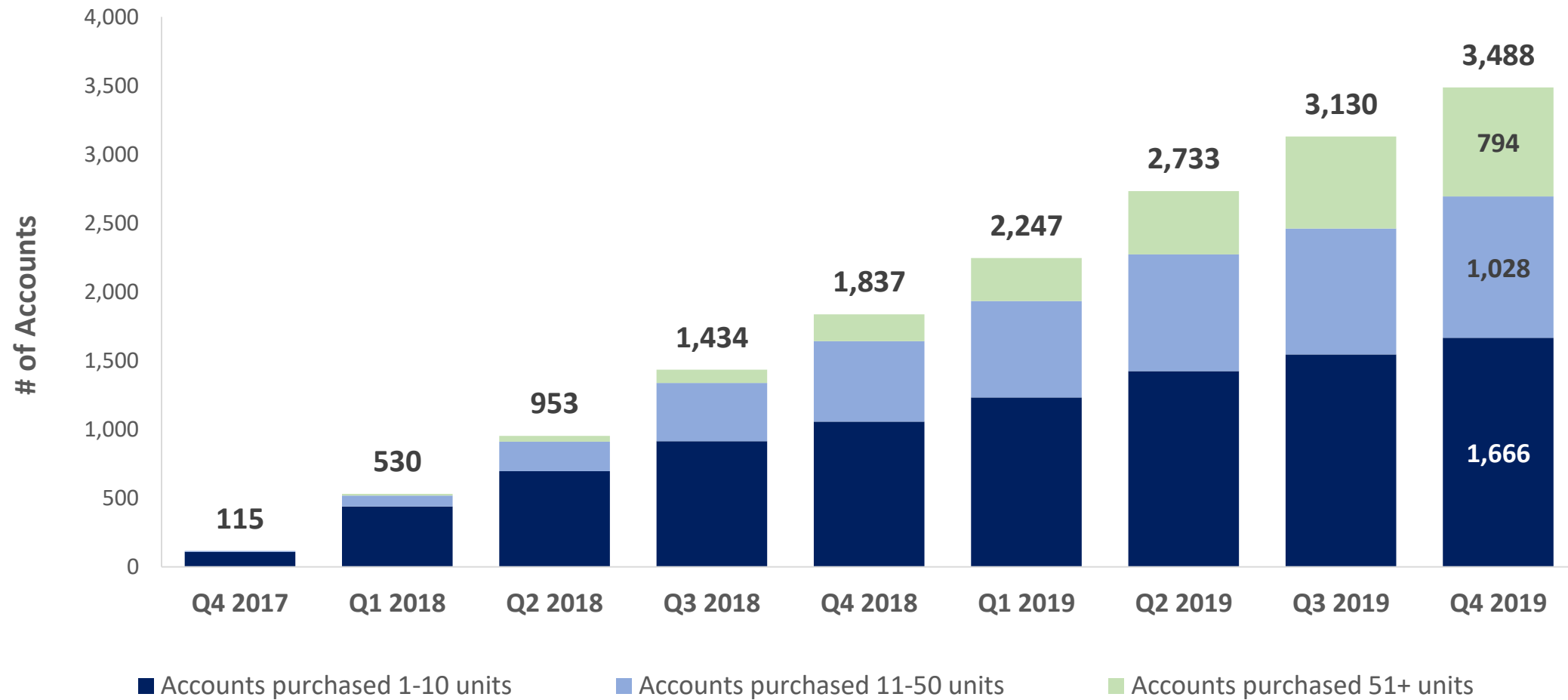
# ZILRETTA Net Sales Quarterly



Note: Flexion primarily sells ZILRETTA to specialty distributors and a specialty pharmacy

# Distribution of Accounts by ZILRETTA Purchases

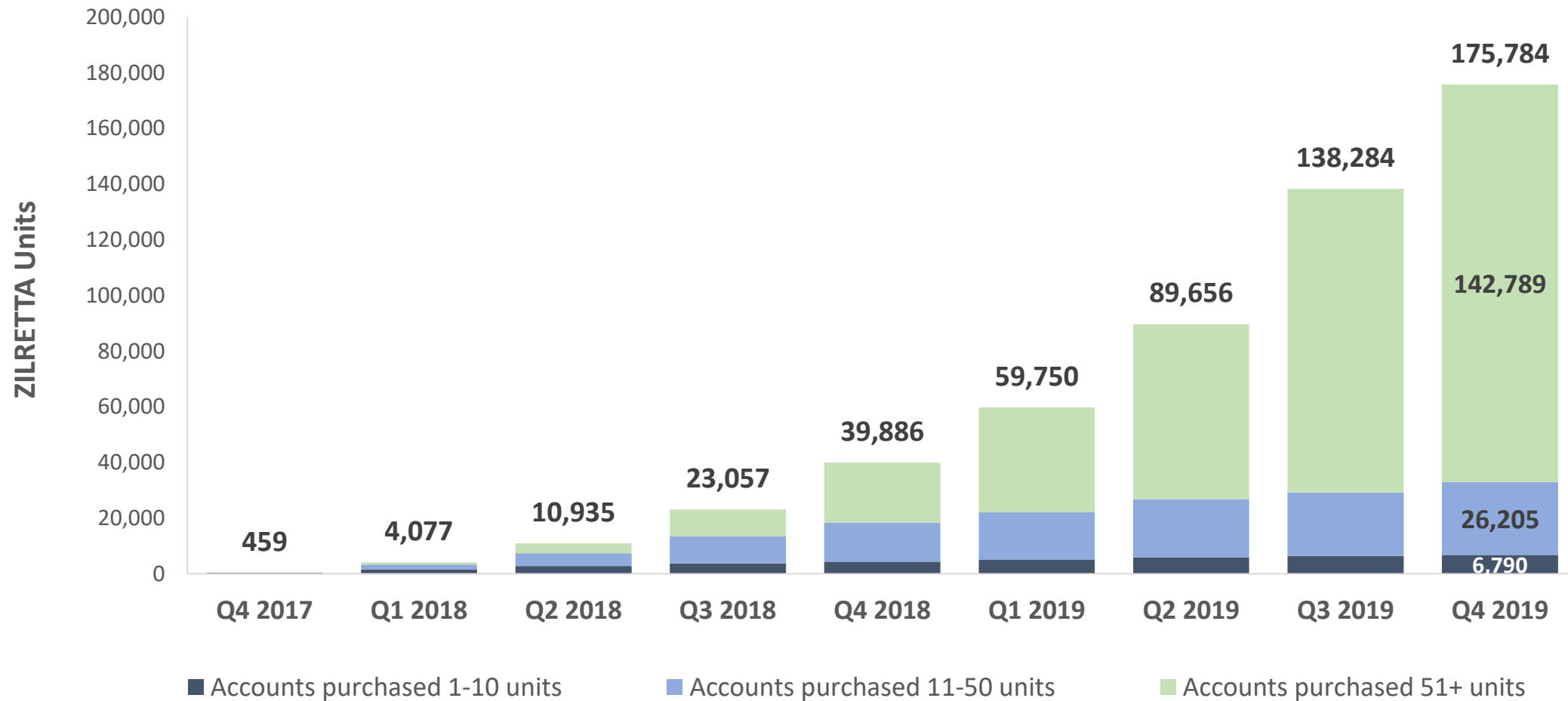
## Cumulative



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

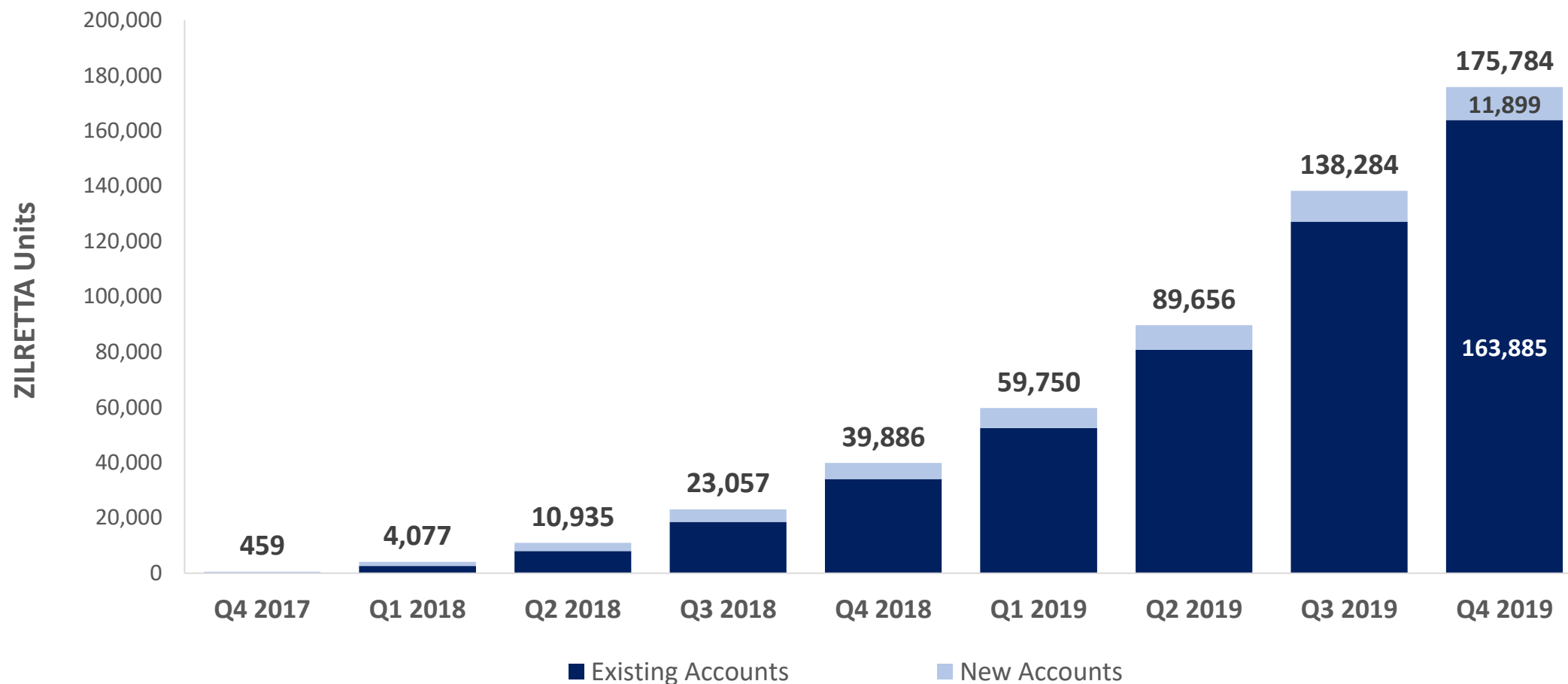
## Cumulative



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*