



## Q1 2021 Commercial Metrics

April 13, 2021

#### **Commercial Metrics Overview**

- Preliminary ZILRETTA® net sales of \$24.6 million in Q1 2021
- **4,417** accounts had purchased ZILRETTA, as of March 31, 2021; up from **4,248**, as of December 31, 2020
- **3,470** accounts had re-ordered ZILRETTA (79% of accounts that had purchased), as of March 31, 2021; up from **3,321** accounts that had re-ordered ZILRETTA (78% of accounts that had purchased) as of December 31, 2020
- As of March 31, 2021, Flexion had ~\$154 million in cash, cash equivalents and marketable securities and ~49.9 million shares outstanding

### ZILRETTA Net Sales Quarterly Since Launch



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



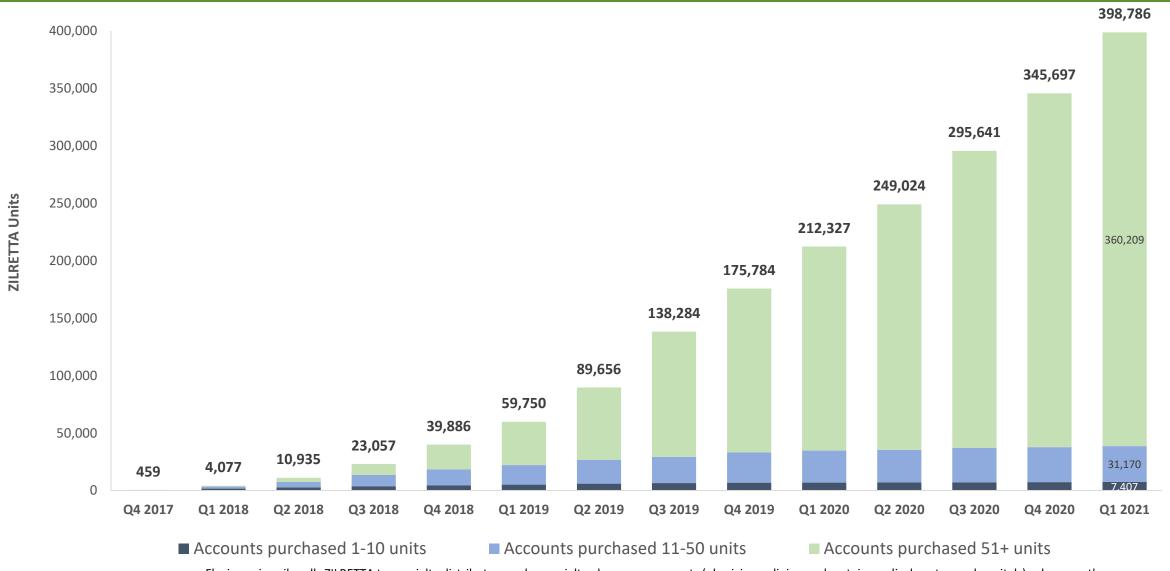
# Distribution of Accounts by ZILRETTA Purchases Cumulative



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



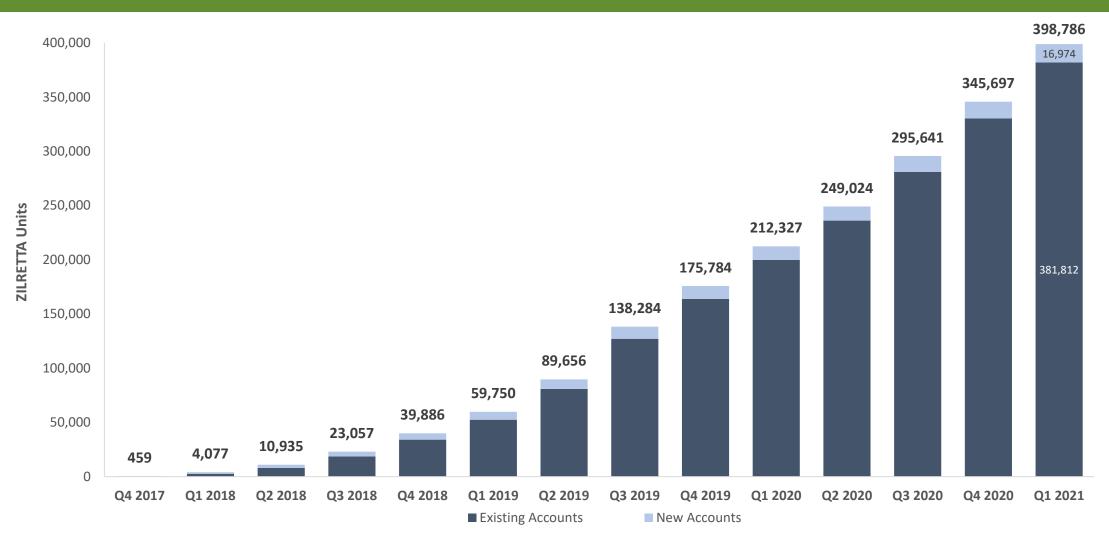
### Distribution of ZILRETTA Purchases by Accounts Cumulative



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



### ZILRETTA Purchases by New and Existing Accounts Cumulative



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





