



2025

BROKER INFORMATION BOOKLET

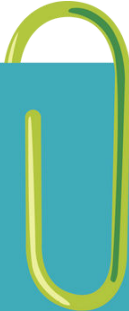
KEY ADVANTAGES OF THE REGENEXX APPROACH

- ✓ Clinical expertise
- ✓ Customized, precise lab processing
- ✓ 20 years of experience
- ✓ Image-based guidance
- ✓ Leadership in research

2024 FACTS AND FIGURES

- ✓ 2,000+ employers
- ✓ 1.5M total corporate covered lives
- ✓ 150K+ procedures
- ✓ 125 TPAs
- ✓ ~100 stop-loss carriers
- ✓ 95.23% client retention rate since 2015*

**Percentage rate based on covered lives.*



More than
**2,000 self-funded
clients** have added
the Regenexx
benefit to their
health plan

Digital PT programs are *not* a comprehensive MSK solution.
To be truly comprehensive, MSK treatments need to
live on a continuum of care.



MSK Continuum of Care^a



^a Each patient's eligibility for each treatment in the continuum would need to be determined by their physician on a case-by-case basis.

^b Having a direct contract with a surgical center of excellence can help to round out the continuum.

The Regenexx[®] Approach



Since 2005, the **Regenexx approach** has **incorporated innovative treatment protocols** using regenerative therapy



Procedures using Regenexx injectates support the **body's natural healing process, offering an alternative to surgery or medication**

The Regenexx® Approach

As a disruptive innovation in orthopedic care, the non-surgical Regenexx approach:

- Can reduce the need for up to 70% of elective orthopedic surgeries¹
- Offers an alternative to traditional surgical approaches for people experiencing MSK pain
- Uses the Regenexx provider patient's own cells
- Helps to bridge the gap between conservative care and surgery
- Can reduce the need for prescription medications such as opioids and steroids

Reference

1. Regenexx data on file.

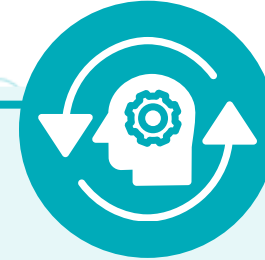


ACL Procedure – Dr. Jason Markle



Lab Processing – Custom Cell Concentrations

The ultimate goal:
**To improve mobility and quality
of life with less downtime.**



Did You Know?

Procedures using Regenexx injectates provide an **innovative, valued orthopedic care option.**

The Regenexx protocol is **non-surgical and needle-based.** Regenexx provider patients often report¹:

- **Having less downtime**
- **Returning to activities faster**
- **Experiencing less pain** after their procedure

Reference

1. Regenexx data on file.

Key Advantages of the Regenexx® Approach



Clinical expertise

Physicians within the licensed Regenexx network are MDs and DOs who:

- Have expertise in the evaluation and treatment of MSK issues
- Undergo specialized training in Interventional Orthopedics
- Receive third-party advanced instruction in image-guided injections

On the other hand, many orthobiologics “pop-ups” have providers who lack essential specialized training and expertise in orthobiologics.



Customized, precise lab processing

Regenexx lab processes:

- Focus exclusively on blood and bone marrow
- Comply with US state and federal law
- Use proprietary lab-processing methods to customize dose as well as concentration to treat each patient’s condition

Compare this to clinics that cut corners in processing. This often results in PRP dosages that are low, unconfirmed, or fall short of the recognized **PRP definition** and standards for PRP concentration.



20 years of experience

- Proprietary methods using a patented protocol have been developed over the last two decades that optimize the extraction, processing, and delivery of the patient’s own cells

Contrast this with newer clinics who lack published research and candidacy gradings for procedures.



Image-based guidance

- Physicians in the licensed Regenexx network use precise image guidance, such as fluoroscopy or ultrasound, for all injections
- This allows targeting of the exact location of injury
- Ultrasound and fluoroscopy are both very important and each technology requires a distinct skillset

Weigh this against the high number of orthobiologics clinics that don’t offer fluoroscopy at all, or only offer injections without precise image guidance.



Leadership in research

- Tracked outcomes data in the **Regenexx Provider Patient Registry** helps physicians in the licensed Regenexx network determine patient candidacy and offers transparency of results for patients who opted for the Regenexx protocol
- Regenexx published research (including randomized controlled trials) is conducted by a team of dedicated scientists and physician experts

On the flip side, many other clinics don’t have clinical data or published research to share, or lack overall transparency with their results and sample size with clinical data.

The Regenexx® Corporate Program: A Strategic Partner in Value Creation

COST-EFFECTIVENESS



- **No cost to add** Regenexx benefit to a health plan
- **Cost of individual surgeries can be reduced by up to 70%**¹
- Demonstrated to be **significantly cost-effective**, according to third-party cost-effectiveness research (THINC Healthcare, University Medical Center, Utrecht, Netherlands)²⁻⁴



EASE OF IMPLEMENTATION

- Typically, **30–45 days to onboard**, led by Regenexx team



BROKER SUPPORT

- Client and prospect introductions
- TPA and stop-loss carrier partnerships
- Client meeting materials



MEMBER EDUCATION

- Comprehensive announcement and education program



TRACKED OUTCOMES DATA

- Helps physicians in licensed Regenexx network determine patient candidacy
- Offers **transparency of results** for patients who opted for Regenexx protocol



COMMITMENT TO INNOVATION

- Access to research-backed proprietary methods that promote **faster recovery** and **best possible outcomes**

References

1. Regenexx data on file. 2. Frederix GWJ, van Lieshout C, van der Meulen MP. Regenexx: The Next Generation of Orthopedic Recovery as an Alternative of Surgery. Utrecht, NL: THINC Healthcare; 2023. 3. Boeren S, Abraham K, Frederix GWJ, van Lieshout C, van der Meulen MP. Regenexx: The Next Generation of Orthopedic Recovery for Rotator Cuff Tears as an Alternative to Surgery. Utrecht, NL: THINC Healthcare; 2023. 4. Boeren S, Abraham K, Frederix GWJ, van Lieshout C, van der Meulen MP. Regenexx: The Next Generation of Orthopedic Recovery for Anterior Cruciate Ligament Tears as an Alternative to Surgery. Utrecht, NL: THINC Healthcare; 2023.



Delivering a quality MSK benefit shouldn't be a pain

Our aim at the Regenexx Corporate Program is to make the entire process—from discovery through rollout of the Regenexx benefit—as smooth as possible.

See how the Regenexx Corporate Program helps you so you can **help your clients optimize their healthcare ROI.**



Support for Brokers



Easy and no cost for groups to add

- \$0 to add in as soon as 30-45 days*



Broker assistance

- Introductions to clients and prospects



Partner to 100+ TPAs and ~100 stop-loss carriers

- Partnerships to aid you and your clients



Client meeting materials

- Resources to help inform your clients' decisions to add Regenexx

**Timeframe to add Regenexx benefit depends on how quickly TPA receives SPD, onboarding form is completed, benefits card text is approved, and eligibility file is received from TPA.*

Testimonials



"As a fire chief, I didn't want to go through surgery, possible infection, and extended recovery or be put on any medications.

A lot of our young firefighters feel the same way—whether it's a shoulder, knee, or back injury.

What the Regenexx benefit provides is fantastic."

CHUCK DESMITH

Deputy Fire Chief, Renton, WA
Regenexx provider patient



"In our plans, we've made it free for employees. Mark Testa's clear explanation and the program's extensive research and outcomes made us question why we hadn't adopted this for all our groups sooner.

Regenexx collaborates smoothly with our preferred TPAs, and their educational strategies effectively engage people before they head down the surgery path. If you haven't considered this yet, I recommend reaching out to Mark."

DAVID CONTORNO | FOUNDER AND CEO
EMMA FOX | PARTNER AND COO



"Mark works within a client's health ecosystem to best leverage all resources to create a positive journey for the member and to improve the overall health of the company."

TAMMY OLSEN

Area Senior Vice President



"We've integrated the Regenexx benefit into over 40 health plans. Our collaboration with Mark Testa and the Regenexx team for nearly five years has been smooth and easy to implement with our TPA."

JOHN FRISSORA

President and CEO



"Implementing the Regenexx benefit has been straightforward, and I highly recommend reaching out to learn more about this effective solution."

GALE WOODS

Senior Vice President



"Regenexx was brought to us by our benefits advisors as an idea when we asked for alternatives around handling the high orthopedic-related costs we were seeing on our plan. The Regenexx approach not only works—it greatly reduces downtime, pain, and risk, removes a lot of the anxiety of surgery."

SANDI JUDSON

Vice President, Human Resources

The future of MSK care is already here.

Regenerative therapy is rapidly gaining momentum. There's no better time to take the lead in healthcare benefits innovation. Contact the Regenexx Corporate Sales Team today to learn more.



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Contact Mark

With 30 years of mastery in non-surgical musculoskeletal care and close to 15 years in regenerative medicine, I have some ideas how to drive down your healthcare expenses. As a licensed insurance broker specializing in self-funded health benefits, I combine my clinical insights with fiscal strategy to optimize your healthcare ROI. I'm your go-to expert.

Expertise: Non-surgical musculoskeletal healthcare and regenerative medicine