



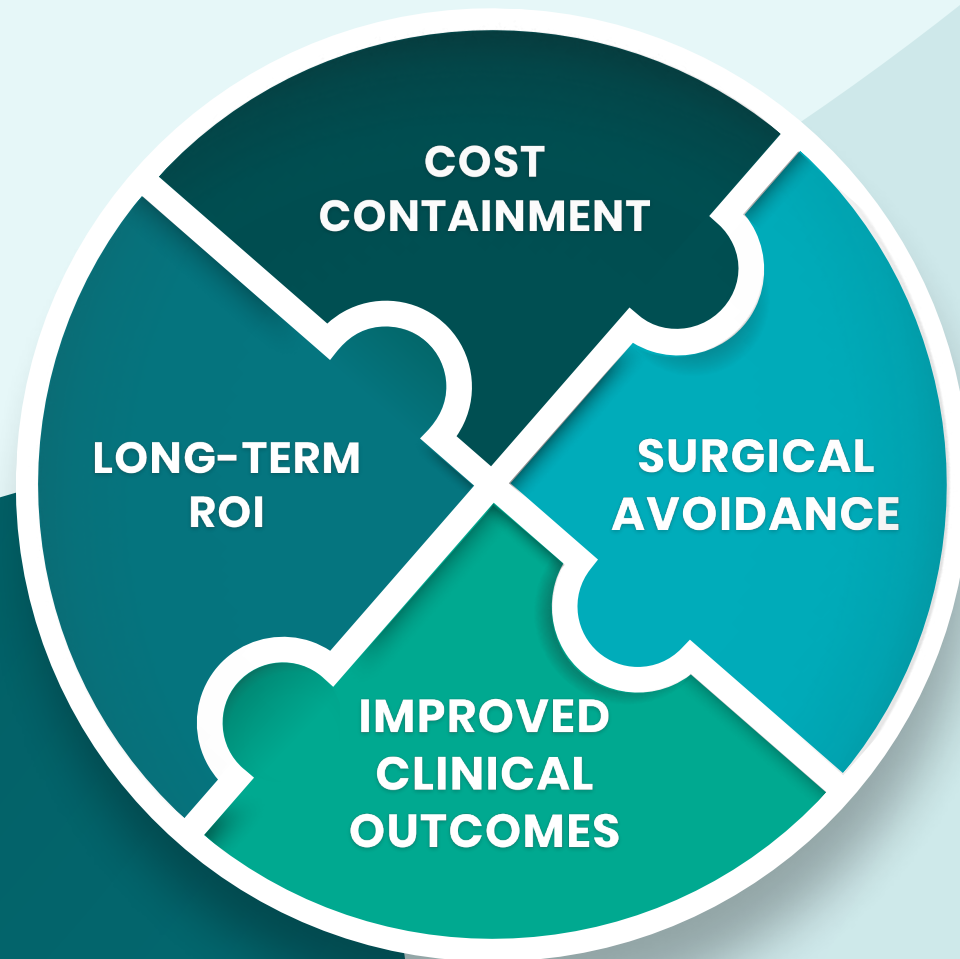
2025

MID-YEAR REPORT

Cut Costs, Not Care with a Smarter MSK Strategy

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INTRODUCTION

Welcome to the *Regenexx Corporate Program 2025 Mid-Year Report*. Inside, you'll:

Get a look at the metrics that matter
with 3rd-party and internal insights.

Discover how the Regenexx Corporate Program delivers real value through **cost containment, surgical avoidance, improved clinical outcomes, and long-term ROI.**

Learn how to contain costs now
while optimizing long-term ROI.

See how **every dollar saved—and surgery avoided—today can be a step toward a stronger ROI tomorrow.**

Catch up on the latest
in network expansion.

Read up on **what increased access means for members and employers.**

Regenexx[®] in the Spotlight



2025 UPDATE: Duke University launches cost-avoidance study on the Regenexx Corporate Program

Regenexx is honored to be the focus of additional independent research currently being conducted by Duke University, a respected American research institution. Stay tuned for more updates as they become available.

Did you know?

Procedures using Regenexx injectates provide an innovative non-surgical orthopedic care option that can **help members to avoid orthopedic surgeries** (like knee arthroscopy, lumbar discectomy, and shoulder decompression).

TAKE THE HIGH ROAD: AVOID LOW-VALUE SURGERIES



For many employers, the **ROI for elective orthopedic surgeries often doesn't make the cut.**

Take spinal fusion surgeries, for example. Their 20%-40% failure rate can certainly make it difficult to warrant paying the hefty price tag.^{1*}

According to the *British Medical Journal (BMJ)*:

- The evidence for many elective orthopedic surgeries is **“scandalously poor in parts”**
- A whopping **6 out of the 10 most common surgeries showed no benefit over conservative care**^{2,3}

In addition to poor evidence, the **high costs and risks related to surgery can far outweigh the benefits.** Risks include⁴⁻⁸:

- **Lost productivity**
- **Potential opioid dependency**
- **Need for additional invasive procedures**
- **Unchanged outcomes**

Surgery can be a high-cost, low-value proposition for both employers and employees. **When it comes to surgery for musculoskeletal (MSK) issues, the ends (surgery failures or unchanged outcomes) may not always justify the means.**⁴⁻⁶



THE SOLUTION?

Cut back on unnecessary surgery—and add value instead.

The Regenexx approach is a non-surgical MSK care option that can reduce the need for up to two-thirds of elective orthopedic surgeries.⁹

MSK costs **cut deep**—so much that **MSK care expenses are higher than those for any other chronic condition.**^{1*} Unfortunately, **increased costs don’t mean better outcomes.**^{2,3,10}

Addressing MSK cost and quality challenges requires thinking outside the box.

This means **finding alternatives to surgical “quick fixes”** that do more damage than good in the long run. (Like meniscus surgery, which has been correlated with higher risk of developing arthritis later.¹¹)



Check out the table below highlighting self-reported data from the **Regenexx Provider Patient Registry** on the percentage of joints that converted to traditional surgery—and see the difference yourself.

REPORTED RATES OF REGENEXX PROVIDER PATIENT JOINTS THAT CONVERTED TO SURGERY⁹

JOINT	TIMEPOINT	AVG. % OF JOINTS THAT WENT ON TO SURGERY
Knee	4 years	7%
Shoulder	4 years	2.5%
Spine	4 years	1.9%

It also means sourcing an MSK option with the long game in mind. An option that can **help members postpone or avoid surgery altogether—and get back their time, productivity, and quality of life.**

The Regenexx Corporate Program provides an option in MSK care that helps employers contain costs not just now but in the future, all without sacrificing quality. In fact, the Regenexx Corporate Program can help:

- **Reduce the cost of individual surgeries by up to 70%⁹**
- Enable employers to **cut costs today as well as drive measurable value over time**



Regenerative therapy is a tool, not a magic wand.

It’s a given that any medical intervention or procedure can fail. Some patients with Regenexx protocol may move on to surgery at some point.

As a pioneer and leading researcher in regenerative therapy, Regenexx strives to promote the best possible short- and long-term outcomes.

THE REGENEXX APPROACH: DESIGNED FOR DURABILITY AND LONG-TERM VALUE



One question we often get from brokers is:

"I understand how procedures using Regenexx injectates can bridge the gap between conservative care and surgery if conservative care fails. But what happens down the road in the years after someone has a procedure?"

Regenerative therapy can^{9,12-16}:



Reduce the recurrence of MSK claims over time



Provide durable pain relief



Avoid or delay joint replacements



Help to avoid or postpone financial, physical, and quality of life (QoL) downsides of surgery



Improve QoL

The long-term evidence is clear-cut, both from esteemed independent research and Regenexx outcomes data, which you'll see on the next page.

Employers can also gain long-term value by offering employees a preferred MSK care option

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"Prior to Regenexx, it was either 'be in pain' or 'get surgery' — and that surgery could affect my lifestyle in that it wasn't 100% guaranteed and because I'm an active person, I was worried that I would be limited physically after fusion surgery.

So, while that still might be in my future, Regenexx certainly gave me back my ability to live a lifestyle the way I want to live it."

—Brian M., McGohan Brabender

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Discover how making the move to smarter MSK care can deliver lasting impact with a **Regenexx Corporate Program Impact Study**.

- We'll analyze your clients' de-identified claims data and report back to you about the potential savings so you can share the potential impact with your clients
- Contact a Regenexx Corporate Sales Team member to get started with an Impact Study request

Contact Us

RIGOROUS RESEARCH, REAL-WORLD RESULTS



External research and internal outcomes data both validate that the Regenexx Corporate Program is a **clear-cut choice for cost savings, surgical avoidance, improved clinical outcomes, and long-term ROI**. Check out what independent and in-house data reveal for knees, a common MSK concern:

PHILIPPE HERNIGOU, MD (THE "FATHER OF MODERN ORTHOBIOLOGICS")

Dr. Hernigou conducted **trailblazing long-term knee osteoarthritis (OA) studies over 10-15 years** comparing bone marrow concentrate (BMC) injected into the bone underneath knee cartilage with total knee replacement (TKR). Results demonstrated^{12,13}:

Long-term outcomes about **same as those of TKR**

80% of knees treated 1x with BMC injection didn't need TKR (**10-15 yrs avg**)

Remaining 20% of BMC-treated knees that did need to go on to TKR = **to % of people** treated with only TKR who went on to revision (2nd) surgery

Knees treated with BMC **continued to last 10-15 years, even in advanced cases**

Suggests **BMC treatment didn't contribute to higher risk of requiring further surgery** (compared to the risk of TKR alone requiring revision surgery).

THINC. HEALTHCARE

THINC Healthcare **evaluated cost savings at 5 and 15 years comparing TKR surgery for knee OA with procedures using Regenexx injectates**. Findings demonstrated the following for Regenexx protocol^{14-16,a}:

~\$20,000 cost savings over 5 years

Dominance over TKR (lower cost for comparable QoL)

~70% decrease in subsequent TKRs^b over 5 years

Reach out to a Regenexx Corporate Sales Team member to request our **THINC report summaries**.

Get in Touch

Regenexx[®] PROVIDER PATIENT REGISTRY

The following **outcomes for knee procedures** using Regenexx protocol were **self-reported at 6 years** in the **Regenexx Provider Patient Registry**, one of the world's oldest and largest orthobiologics registries⁹:



Function regained



Overall improvement



Decrease in pain

^aIn general, TKR durability is evaluated in the long term. Therefore, this THINC report evaluated cost savings of the procedure using Regenexx injectates vs. TKR at both 5 and 15 years to see impact in the short and long term.
^bThe main driver for the difference in costs between the Regenexx approach and TKR is the reduction in the number of TKR surgeries in the Regenexx approach group. Cost savings is the end result of reducing ~70% of TKRs and associated complications.

2025 NETWORK EXPANSION

In 2011, Regenexx embarked on a mission to increase awareness and access to the Regenexx approach by starting to grow a **network of licensed physicians** composed of MSK and orthopedic specialists.

Now in 2025—our **fastest-growing year to date**—we're thrilled to announce **reaching major growth milestones for locations in the licensed Regenexx network**.

2025 MAJOR MILESTONES IN NETWORK GROWTH

- 75 pending new locations
- >130% projected growth (compared to 2024)
- 200 total locations forecast for EOY

A cut above: The physicians in the licensed Regenexx network

Increased expansion also means increased member access to the things that make the Regenexx approach exceptional.

This includes the licensed group of independent physicians who are required to:

- Meet strict acceptance criteria
- Undergo specialized training in Interventional Orthopedics
- Receive advanced third-party instruction in image-guided injections



John Pitts, MD

CORE ADVANTAGES OF NETWORK EXPANSION

Easier
for members
to access
care

Supports
continued
recognition of
regenerative
therapy as an
alternative
to surgery

Enables
onboarding of
larger national
accounts



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*I visited their offices in Tampa and was impressed—very professional, very cleanly. Interestingly, during that visit, **I asked to see their outcome data.** To my surprise, they took me into a side room and **sat me down in front of a computer and were able to pull up their outcome data....and I was very happy with what I saw.***

*....**We’ve had a significant number of our team members across the country utilize Regenexx and we’ve been very pleased indeed with the outcome....** Regenexx is exactly who they say they are—very professional group of folks and I would encourage you to utilize their medical services in your company.*

**—Ray Bowman, Ph.D., Sr. VP of Talent and Team Development
MarineMax, Clearwater, FL**

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IT'S NOT TOO LATE TO STEP INTO SMARTER MSK CARE IN 2025

Regenexx[®]
Corporate Program

Healthcare costs are rising and traditional surgery remains overutilized with underwhelming outcomes. **However, cutting MSK costs doesn't have to mean cutting corners.**

In 2025, the need for high-quality, cost-effective MSK care is urgent. **Benefits leaders are heeding the call to take action today for a better tomorrow.**

Since 2015, the Regenexx Corporate Program has expanded the MSK continuum of care while maintaining a **95.23% client retention rate.***

Join the **2,000+ self-funded employers** who offer a quality non-surgical MSK benefit with demonstrated cost control. **Let's help you step into offering smarter MSK care in 2025.**

**Percentage based on covered lives.*

**Contact a Regenexx Corporate
Sales Team Member**

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DISCLAIMERS

Patients often characterize Regenexx's non-surgical treatment options as "stem cell" or "regenerative medicine" procedures using Regenexx lab processes. For more information about these terms and how Regenexx defines them, please visit <https://regenexx.com/our-approach/stem-cells/>. Procedures using Regenexx injectates have a success and failure rate. Benefits professional reviews and testimonials in this document should not be interpreted as a statement on the effectiveness of treatments for anyone else.

Cost avoidance estimates for individual groups are not reflective of the potential cost avoidance estimates for another group. Any estimate of cost avoidance for a group is specific to their employee population. To understand how your company's surgical experience may relate to Regenexx, you can request a Regenexx Corporate Program Impact Study.

Cost savings estimates: Physicians within the licensed Regenexx network indicate the surgical procedure for which Regenexx provider patients are a candidate. The Regenexx Corporate Program then measures the actual cost of the procedure using Regenexx lab processes against the cost of the surgical alternative. While the Regenexx Corporate Program does post service reviews and assess a percentage of Regenexx provider patients, not all these cases have been verified by a third party. Fair cost estimates based on Denver, CO ZIP code. In some cases, a generic "arthroscopy" cost estimate had to be used when a detailed condition-specific estimate was unavailable.

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Like all medical procedures, procedures using Regenexx lab processes have a success and failure rate. Patient reviews and testimonials in this report should not be interpreted as a statement on the effectiveness of our treatments for anyone else. Industry professional reviews and testimonials reflect the experience of that entity with the Regenexx Corporate Program. To discuss what a partnership with Regenexx could look like for your company or client, contact our team.

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