

Regenexx[®]

Corporate Program

2024

Year In Review

✓ **Learn how**
Regenexx continued
to break new
ground in 2024

✓ **Catch a glimpse**
at what's on the
horizon in 2025

✓ **Hear an**
employer's take
on what it's like to
partner with the
Regenexx Corporate
Program

✓ **Get the information**
you need to take
the lead for
improving employer
healthcare ROI



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Vice President, Viking Yacht Company* 4

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20 years
of pioneering
regenerative therapy

.....

10 years partnering with
2,000+ self-funded employers

.....

Still \$0 to add the
Regenexx
benefit



INTRODUCTION

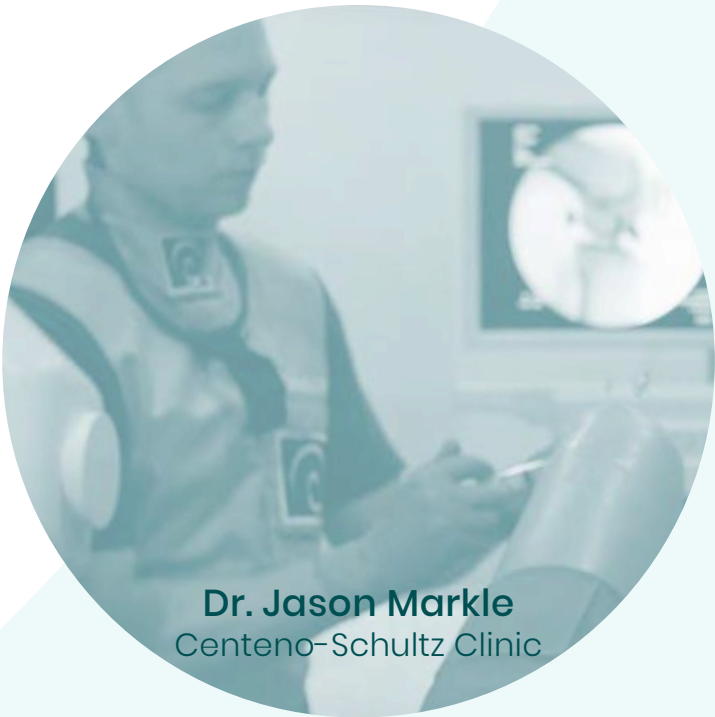
Welcome to the annual *Regenexx Corporate Program 2024 Year in Review*. Inside, you'll get a look at where we've been, a sneak peek at where we're headed in 2025, and a review of how the Regenexx benefit can help benefits professionals, employees, and the future of orthopedic care.

Why regenerative therapy?

It's widely known that musculoskeletal (MSK) issues are a top cost driver for employers.^{1*} However, given the **well-documented high costs and physical risks of surgery**²⁻⁸, it's concerning how many physicians still have a "knee-jerk" response to recommend surgery if conservative care fails.

Surgery isn't always the last, best, or necessary option—nor is it without considerable economic and physical downsides.

The good news is that there's a non-surgical option available that's rapidly changing MSK care: **regenerative therapy.**




Dr. Jason Markle
Centeno-Schultz Clinic


"YOU NEVER CHANGE THINGS BY FIGHTING THE EXISTING REALITY. TO CHANGE SOMETHING, BUILD A NEW MODEL THAT MAKES THE EXISTING MODEL OBSOLETE."

—Buckminster Fuller

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**



MY REGENEXX CORPORATE PROGRAM EXPERIENCE:

ANDREW L. DAVALA



WHO
Andrew L. Davala,
Executive Vice President

INDUSTRY
Manufacturing

COMPANY
Viking Yacht Company

WHERE
New Gretna, NJ

**REGENEXX CORPORATE PROGRAM
CLIENT SINCE**
2018

So far, you’ve learned about our 2024 highlights, what’s on the horizon for 2025, and what makes the Regenexx benefit different. But don’t just take it from us—to the right, see an insider’s perspective on what it’s like to collaborate with the Regenexx Corporate Program.

For some background: manufacturing is an industry where the #1 injury is physical overexertion and the risk of developing musculoskeletal (MSK) issues is heightened. The costs related to addressing these issues—such as surgery, medication, follow-up visits, time off from work, and decreased productivity—all add up quickly.¹³

VIKING YACHT COMPANY,
A REGENEXX CORPORATE PROGRAM CLIENT, PARTICIPATED IN A 6-MONTH CASE STUDY LOOKING AT COST SAVINGS, PRODUCTIVITY, AND RECOVERY TIME FOR EMPLOYEES USING THE REGENEXX BENEFIT.

Here’s what Viking Yacht Company EVP Andrew L. Davala had to say about what happened after employees used their Regenexx benefit:

Cost Savings with Productivity
“The other tangible is the cost savings we are achieving in our productivity. Typically, these cases would be out of work for 6–8 weeks, and at lost production time of \$82.00 per hour, per employee, the lost productivity is huge.”

Employee Outcomes
“Our 6-month study of Regenexx benefit cases that were all surgically bound have been remarkable. All 8 cases referred to the Regenexx benefit have avoided surgery, recovered extremely well, and returned to work within 7 days or less.”

Still Going Strong in 2025
“We still couldn’t be happier with the Regenexx benefit....We are still using the Regenexx benefit for work-related injuries (under our self-insured workers’ comp program) and referrals from our corporate health providers for personal injuries and conditions.”

Address employee MSK issues and your MSK spend.
Join Viking Yacht Company and the **2,000+** self-funded employers who offer the innovative, non-surgical Regenexx benefit to their employees.

The Bottom Line
“The Regenexx benefit has been a win-win for the employee as well as our self-insured medical program.”

Conversion to total knee arthroplasty (TKA): In our knee OA RCT, 12% of patients decided to get TKA despite treatment at 2 years. In an analysis of the Regenexx Provider Patient Registry (100 patients, 100 charts reviewed, and 100% response rate), 14.8% of patients converted to TKA at 1-2 years when patients were TKA candidates. Failure rates from rotator cuff tear at 2 years were 10%, which are similar to the Regenexx Provider Patient Registry data. The failure rate of rotator cuff repair for full thickness tears is higher, quoted as approximately 20%. We assumed that patients treated with Perc-RC Repair using Regenexx injectates who were unhappy with their results would convert to a surgical repair at a rate of 10%.

MOVE THE NEEDLE FORWARD IN YOUR MSK PLAN WITH REGENERATIVE THERAPY

That’s what the **2,000+ multi-industry self-funded groups, 125 TPAs, and ~100 stop-loss carriers** who have partnered with the Regenexx Corporate Program have done.

They trust us to do what we do best: provide a **high-value, innovative MSK benefit** that’s an alternative to risky, expensive surgery. It’s no cost to add and we provide support at every step of the way.

We know it might sound too good to be true. But there’s no catch—just an opportunity to make a real difference in MSK care for employers and employees alike. In fact, the Regenexx Corporate Program **can reduce costs by up to 70% on individual surgeries while offering members a new option in care.**¹⁴

Stay in the Know About Regenexx

Here are the best ways to stay up to date with Regenexx news and developments:


- Visit our website, www.regenexxcorporate.com
- Contact us to subscribe to our monthly *Regenexx at Work Newsletter*
- Reach out to a **Regenexx Corporate Sales Team member**

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 maximize their healthcare ROI:**


Regenexx[®]
Corporate Program

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

100

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.

THE WORLD IS WAKING UP TO INNOVATION IN MSK CARE

The tides of MSK care are indeed changing—we’re seeing greater worldwide adoption of orthobiologics for musculoskeletal (MSK) issues. In fact, **many academic medical centers (including the top 10 medical schools such as Harvard, Yale, and Johns Hopkins)** and esteemed medical institutions such as **Mayo Clinic, Cleveland Clinic,** and the **Hospital for Special Surgery** have been offering MSK care using orthobiologics.



However, not all orthobiologics for MSK are the same

Many orthobiologics “pop-up shops”⁹⁻¹¹:

- ❌ Have providers who lack essential specialized training and expertise in orthobiologics
- ❌ Tend to cut corners in processing, often resulting in lower-dose platelet-rich plasma (PRP) that falls short of the recognized **PRP definition** and standards for PRP concentration
- ❌ Are unable to verify the dose of PRP they’re administering
- ❌ Inject orthobiologics without any image guidance, so there’s no way to ensure they’re delivered exactly where they need to go

All of the above factors can negatively affect outcomes.

Key Advantages of the Regenexx Approach

Compare orthobiologics “pop-up shops” to the Regenexx approach, which sets a high bar that many others just can’t achieve:



EXACTING STANDARDS

Physicians within the licensed Regenexx network must meet strict acceptance criteria, undergo specialized training in Interventional Orthopedics, and receive third-party advanced instruction in image-guided injections.



CUSTOMIZED LAB PROCESSING

Regenexx lab processes focus exclusively on blood and bone marrow, comply with US state and federal law, and use proprietary lab-processing methods to customize dose as well as concentration to treat each patient’s condition.



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.



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. However, many orthobiologics clinics don’t offer fluoroscopy at all and instead only offer injections without precise image guidance.



REGENEXX PROVIDER PATIENT REGISTRY

Tracked outcomes data helps physicians in the licensed Regenexx network determine patient candidacy. Outcomes data also offers transparency of results for patients who opted for the Regenexx protocol.

A photograph of four diverse professionals (three women and one man) walking and smiling in a warehouse or industrial setting. They are dressed in business casual attire. The image is overlaid with a large, light blue arrow pointing to the right, which contains the main text.

In 2024, regenerative therapy gained momentum. Now in 2025, regenerative therapy is going mainstream.

The world is catching up to the disruption in MSK care that Regenexx innovated 20 years ago. With the Regenexx benefit, you're not just offering a high-quality MSK care option. You're championing a more cost-effective future for clients—and an MSK option employees prefer. Let's help MSK care take a step forward together.



2024 HIGHLIGHTS



2024 was a noteworthy year across the board for orthobiologics research for MSK issues. In fact, **144 randomized controlled trials** studying the use of PRP for MSK issues were published. Of those 144 trials, 127 indicated that PRP was superior to standard-of-care treatments such as exercise or steroid injections.¹²

For Regenexx in particular, it was also a year of continuing to break new ground. This included participating in the first third-party health technology assessment of its kind and publishing exciting new research.

MAY 2024

Regenexx published the first 2-year follow-up study that compared regenerative therapies to exercise therapy for the treatment of rotator cuff tears. After receiving regenerative therapeutics in the form of PRP therapy and bone marrow concentrate containing stem cells, study participants reported significantly greater changes in the following (compared to exercise therapy):



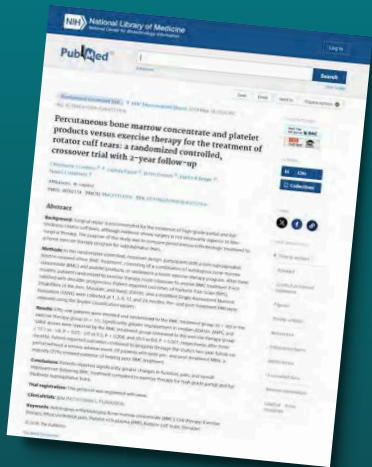
Pain



Function



Overall improvement



Read the Regenexx Study

AUGUST 2024

Regenexx had the honor of being the focus of innovative research led by THINC, a healthcare innovation research institute at the University of Utrecht, Netherlands.

In August 2024, we published our THINC papers, which break down the THINC reports into 3 quick one-page summaries—so it’s simple to review and share with your clients.

The THINC reports:

- Evaluated the outcomes of 3 procedures using Regenexx injectates for common MSK issues (**knee osteoarthritis, shoulder rotator cuff tear, and knee ACL tear**) with the highest potential for cost savings
- Compared the **outcomes of the procedures using Regenexx injectates with those of traditional surgery**



Request Your THINC Papers



2024 HIGHLIGHTS



MAY 2024

In May, the Regenexx Corporate Program relaunched the *Regenexx at Work Newsletter*, a monthly publication for benefits professionals and employers. The newsletter is a must-read for anyone who wants to stay in the know about hot topics in MSK care and maximizing healthcare ROI—all in a 2-minute read.



Contact a Regenexx Corporate Sales Team Member to Subscribe



2025 Sneak Peek:
Expanded Locations in the
Licensed Regenexx Network

In 2024, intensive planning went underway to expand the locations in the licensed Regenexx network. This enables our corporate partners to be served even better by improving member access. We're happy to announce that 56 pending new locations in the licensed Regenexx network are slated to onboard in 2025. This demonstrates over 50% growth and will bring the total number of locations to 200 by the end of this year.



Find a Location in the
Licensed Regenexx Network



A photograph of two men in business attire standing on a modern building's balcony, engaged in a conversation. The man on the left is wearing glasses and a light-colored blazer over a checkered shirt. The man on the right has curly hair, wears glasses, a dark tie, and a light-colored blazer, and is holding a white mug. The background shows the architectural details of the building and a clear sky.

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.

**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.

The information provided by Regenexx is for informational purposes only and is not intended or implied to be a substitute for professional medical advice, diagnosis, or treatment. Regenexx is not a teaching institution or medical practice, and does not engage in the training of physicians or the practice of medicine. Physicians listed on the Regenexx websites are independent contractors who have licensed certain Regenexx intellectual property. Nothing on the Regenexx webpages, the Regenexx blog, any informational videos, or other marketing materials should be interpreted as endorsing a particular physician or establishing an employer-employee, partnership, or agency relationship between Regenexx and any physician.

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