



2026

FACTS & FIGURES

KEY ADVANTAGES OF THE REGENEXX APPROACH

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



In today's healthcare landscape, there's no time, money, or procedure to waste.

Smart benefits leaders know that **time's up on low-value surgeries**—and they're making the move to modern MSK care.

THE REGENEXX CORPORATE PROGRAM

Your strategic partner for a smarter MSK solution

Can **decrease cost of individual surgeries by up to 70%**¹, providing members a valued option in care

0 days off after procedures using Regenexx injectates *reported by 75% of members*¹

Can **reduce need for up to two-thirds** of elective orthopedic surgeries¹

Still \$0 to add the Regenexx benefit



2025 FACTS & FIGURES



Can help **decrease costs** by up to **70%** on individual elective orthopedic surgeries^a



375K new covered lives in 2025, adding up to **1.5MM** total covered lives



136 unique TPAs



136 unique stop-loss carriers



11+ years of **1,000s of partnerships** with benefits professionals and self-funded employers



150K+ procedures tracked in the Regenexx Provider Patient Registry



95.23% client retention rate since 2015^{a,b}

^aRegenexx data on file.

^bPercentage based on covered lives.

It's time to leave high-cost, low-value surgeries in the past. Today, offering modern MSK care is a must.



MSK issues deserve better than backwards care and so-called “solutions” that only create more problems.



Members deserve access to an innovative option that can help them get back their time, productivity, and quality of life.



Employers deserve the ability to offer an alternative to surgery that delivers quality, value, and ROI—now *and* later.

*Regenexx data on file.



The Regenexx Corporate Program makes it simple to roll out an innovative MSK care option that can **reduce the cost of elective orthopedic surgery by up to 70%.***

Reach out today to learn how we can help bring your MSK plan up to speed—without disrupting your current plan.

Regenexx
Corporate Program

The *Regenexx Provider Patient Registry* is a valuable tool that provides **self-reported outcome, failure rate, and side effect data** collected from **>63,000 Regenexx provider patients** over **20 years** and going.*

REGENEXX PROVIDER PATIENT REGISTRY ADVANTAGES



SUPPORTS informed treatment decisions



SHAPES the development of Regenexx comprehensive cost-savings models



TRACKS complications that get reported and addressed by physicians in the licensed Regenexx network



REFINES the Regenexx candidacy grading process over time to ensure physicians remain current on who is likely to benefit from Regenexx protocol



ENABLES assessment of candidacy grades by physicians within the licensed Regenexx network to help Regenexx candidates understand the likelihood of benefiting from a procedure

*Regenexx data on file.

Smarter strategies will count more than ever in 2026.

See how the Regenexx Corporate Program can be your strategic partner in helping to **decrease employer costs** and **increase member affordability** with the Regenexx benefit:

The Regenexx Benefit: A Smarter Strategy for 2026 and Beyond



No per
employee
per month
(PEPM) fee



No cost
to add



Add the
Regenexx
benefit
anytime



No high OOP
expenses for
members

Utilizing innovative MSK care options is more important than ever. The right option can help **neutralize the effects of ballooning healthcare costs**—without sacrificing quality.

The Regenexx patented protocol is such an option, as it provides an **innovative alternative to elective orthopedic surgery**. This supports the Regenexx Corporate Program’s ability to be a **powerful lever for cost savings**—now and later.

Smarter Cost Savings Today—and Tomorrow



NOW

It costs nothing upfront to add the Regenexx benefit to a health plan.



LATER

Every surgery avoided has a cost-savings impact on the bottom line.

Take a closer look at how the clinically validated algorithm used in Regenexx UR can help to **drive value for members—and the health plan:**

UR MADE SMARTER

The **clinically validated algorithm** used in Regenexx UR is fed by data from the **Regenexx Provider Patient Registry**—the largest orthobiologics patient registry in the world.

The information provided by this algorithm helps Regenexx to:

- Demonstrate when a **higher level of care is needed** than conservative care
- Report to employers **which surgeries have been avoided** with use of the Regenexx protocol



The Regenxx Corporate Program serves as a strategic partner in driving value.

See how we make it simple for employers to get the most out of the Regenxx benefit—and provide an MSK option in care that employees prefer.

How the Regenxx Corporate Program Optimizes Employer ROI



[†]PEPM=per employee per month.

Check out the table below featuring self-reported data from the **Regenexx Provider Patient Registry**.



The table compares the **total summary costs** of **two different spinal surgical procedures** to those of **procedures using Regenexx injectates** over a 4-year period.

4-Year Total Summary Cost Comparison

Traditional Spine Surgery		Regenexx [®] Patented Protocol [*]		
Surgery Type	Total Costs	Surgery Avoided	Total Costs	Total Cost Savings
Lumbar decompression (1-3 levels)	\$48,123	Lumbar decompression (1-3 levels)	\$10,746	\$37,377
Lumbar fusion (1-3 levels)	\$103,389	Lumbar fusion (1-3 levels)	\$12,392	\$90,997

Note: Total surgery costs include the surgery as well as costs related to complications, rehabilitation, and revision surgery.

**Regenexx data on file.*

See how the Regenexx approach offers a **high-value, high-quality surgical avoidance option between conservative care and surgery** if conservative care falls short:

The Regenexx Approach: A smart step between conservative care and surgery

SURGICAL AVOIDANCE

Conservative Care (Non-surgical)

- Physical therapy
- Pharmaceuticals
- Chiropractic care



The Regenexx^{xx} Approach

- Reduces need for up to two-thirds of unnecessary orthopedic surgeries¹
- Compared to typical post-surgery outcomes, Regenexx provider patients report the following:
 - ✓ Having less downtime
 - ✓ Returning to activities faster
 - ✓ Experiencing less pain after their procedure

Orthopedic Surgery

- Overused and misused
- Just 14% of trials for common orthopedic conditions demonstrated that surgery provided significant benefit^{2,a}
- Only 20% of procedures estimated to have at least 1 low-bias-risk RCT indicating surgery superior to conservative care³

^aComparing surgery to placebo surgery, non-surgical intervention, or no intervention.

1. Regenexx data on file. 2. Harris IA, Sidhu V, Mittal R, Adie S. Surgery for chronic musculoskeletal pain: the question of evidence. *Pain*. 2020;161 Suppl 1:S95–S103. 3. Lohmander LS, Roos EM. The evidence base for orthopaedics and sports medicine. *BMJ*. 2015;350:g7835. Published January 2, 2015.

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

Conservative
Care

The Regenexx[®]
Approach

Surgery^b

If needed

If needed

^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.

Key Advantages of the Regenexx Approach



Many Orthobiologics “Pop-Up Shops”



20+ YEARS OF EXPERIENCE

Proprietary methods using patented protocol:

- Developed since 2005
- Optimize the extraction, processing, and delivery of the patient's own cells

Lack published research and candidacy grading for procedures.



CLINICAL EXPERTISE

MDs and DOs within the licensed Regenexx network have:

- MSK condition expertise
- Specialized training in Interventional Orthopedics and image-guided injections

Missing 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 and concentration for each patient's condition

Cut corners in processing. This often results in **platelet-rich plasma (PRP)** dosages that are low, unconfirmed, or fall short of recognized PRP definition and PRP concentration standards.



IMAGE-BASED GUIDANCE

- For all injections, physicians in the licensed Regenexx network use precise image guidance (such as fluoroscopy or ultrasound) to target injury location

Don't offer fluoroscopy or only offer injections without precise image guidance.



LEADERSHIP IN RESEARCH

- Regenexx research team of scientists and physician experts produces ~50% of all published research worldwide on use of bone marrow concentrate (BMC), which contains stem cells, for MSK injury treatment
- The **Regenexx Provider Patient Registry** provides outcomes data, which:
 - Helps physicians determine candidacy gradings
 - Gives candidates a transparent look at results

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

- **2-4 weeks** average to onboard the Regenexx benefit at no cost to the health plan



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 the 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.

Regenexx Client Communication Resources

The Regenexx Corporate Sales Team can provide the following resources to introduce and discuss the Regenexx benefit with your clients:

Regenexx Broker Playbook

- Our **#1 go-to guide for brokers** that makes the complex simple. Learn how to introduce the Regenexx benefit to clients.

Regenexx Impact Study

- An overview of the **savings opportunity** for clients plus **summary materials** for client meetings

Client meeting support

- Assistance from a Regenexx Corporate Sales Team member, who can **present *Regenexx Impact Study findings*** to clients in your meetings

Regenexx webinars

- Info about the **Regenexx benefit, Q&A, and tips** on how to talk about it with clients and colleagues



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.**

Regenexx[®]
Corporate Program

Support for Brokers



Easy and no cost for groups to add

- \$0 to add and 2-4 weeks average to onboard pending TPA receiving SPD, onboarding form completion, benefit card text approval and eligibility file received from TPA



Broker assistance

- Introductions to clients and prospects



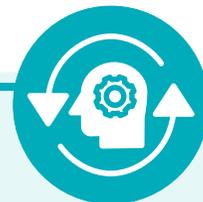
Partner to 136 TPAs and ~136 stop-loss carriers

- Partnerships to aid you and your clients



Client meeting materials

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



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 report*:

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

*Regenexx data on file.



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 two-thirds of elective orthopedic surgeries***
- 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**

*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.**

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 Regenex benefit provides is fantastic.”

CHUCK DESMITH
Deputy Fire Chief, Renton, WA
Regenex 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.

Regenex 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 Regenex benefit into over 40 health plans. Our collaboration with Mark Testa and the Regenex team for nearly five years has been smooth and easy to implement with our TPA.”

JOHN FRISSORA
President and CEO



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

GALE WOODS
Senior Vice President



“Regenex 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 Regenex 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

It's an honor when benefits professionals like Jeanette Pillow see for themselves what the Regenexx benefit is about. **Check out what Jeanette has to say about her experience—personally and professionally.**

Regenexx®

Provider Patient Experience



PATIENT

Jeanette Pillow, Benefits Manager

EMPLOYER

Delaware Area Career Center

TREATING PHYSICIAN

Michael Skeels, DO

CLINIC

COPC Sports, Spine and Joint
and Orthopedic Urgent Care
Westerville, OH

Individual results of the Regenexx procedures will vary depending on a number of factors, including the patient's diagnosis, condition severity, overall health, and others. To inquire about candidacy for a Regenexx procedure, call (877) 341-5968.



*"When our broker introduced the option of adding the Regenexx benefit to our insurance plan, it seemed like an **excellent opportunity for employees dealing with MSK injuries or chronic pain.**"*



*"We recognized the **significant benefits the Regenexx benefit could provide** to those who are good candidates for the procedure, helping them **avoid surgery, lengthy recovery times, and the high costs** associated with it."*



*"Since I was personally experiencing...issues, **I decided to pursue the Regenexx approach.***

*After two injections, **I'm feeling significantly better!** About **90% of the sciatica pain I was dealing with has been relieved,** thanks to the Regenexx protocol."*



To learn more, contact your Regenexx
Corporate Sales Team Representative today:

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With 30 years of mastery in non-surgical musculoskeletal care and 15+ years in regenerative medicine, I have some ideas how to drive down your healthcare expenses. 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



Learn More

