

# Regenexx<sup>®</sup>

Corporate Program

# 2025

*Year in Review*

**EXPLORE**  
must-see  
metrics



**DISCOVER**  
the latest  
Regenexx research  
breakthroughs



**LEARN**  
why 2025 was our  
biggest year ever  
for network growth



**SEE**  
what happened  
when a benefits  
manager put their plan  
to a personal test



**FROM BREAKTHROUGHS  
TO BOTTOM-LINE IMPACT**



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## THE REGENEXX CORPORATE PROGRAM

*Your strategic partner for a smarter MSK solution*

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

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

Can **reduce need for up to two-thirds** of elective orthopedic surgeries<sup>1</sup>

**Still \$0** to add the Regenexx benefit

## INTRODUCTION

### 2025: From Breakthroughs to Bottom-Line Impact

Welcome to the **Regenexx Corporate Program 2025 Year in Review**. Inside, you'll get an overview of news you can use:



2025 breakthroughs in research, network growth, and more—and how they can help employers' bottom line



Actionable insights into how the Regenexx Corporate Program can help employers modernize their musculoskeletal (MSK) plan for greater quality and value

**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.

## INTRODUCTION (CONT'D)

### Is your MSK plan stuck in the past?

MSK conditions have already been taking **\$353 billion of employer healthcare spend**.<sup>2,3</sup>

This year's additional projected cost surges—such as a **6.5% increase on average for the total health benefit cost per employee**<sup>4</sup>—are squeezing employers' budgets even further.

**While employers are paying today's steep costs, members often receive yesterday's care for MSK issues.**

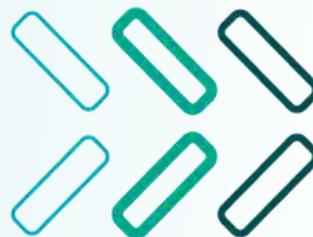
For too long, too many members have gotten pushed into orthopedic surgery too fast. This scenario can lead to unnecessary, low-value surgeries, which can be<sup>5-10</sup>:

- Invasive
- Prone to the development of complications (like infection and stroke)\*
- Lacking in evidence
- Unsuccessful

*\*See "The Slippery Slope of Surgery" on p. 11 to learn more about surgery physical and economic downsides.*

### MSK care that looks ahead

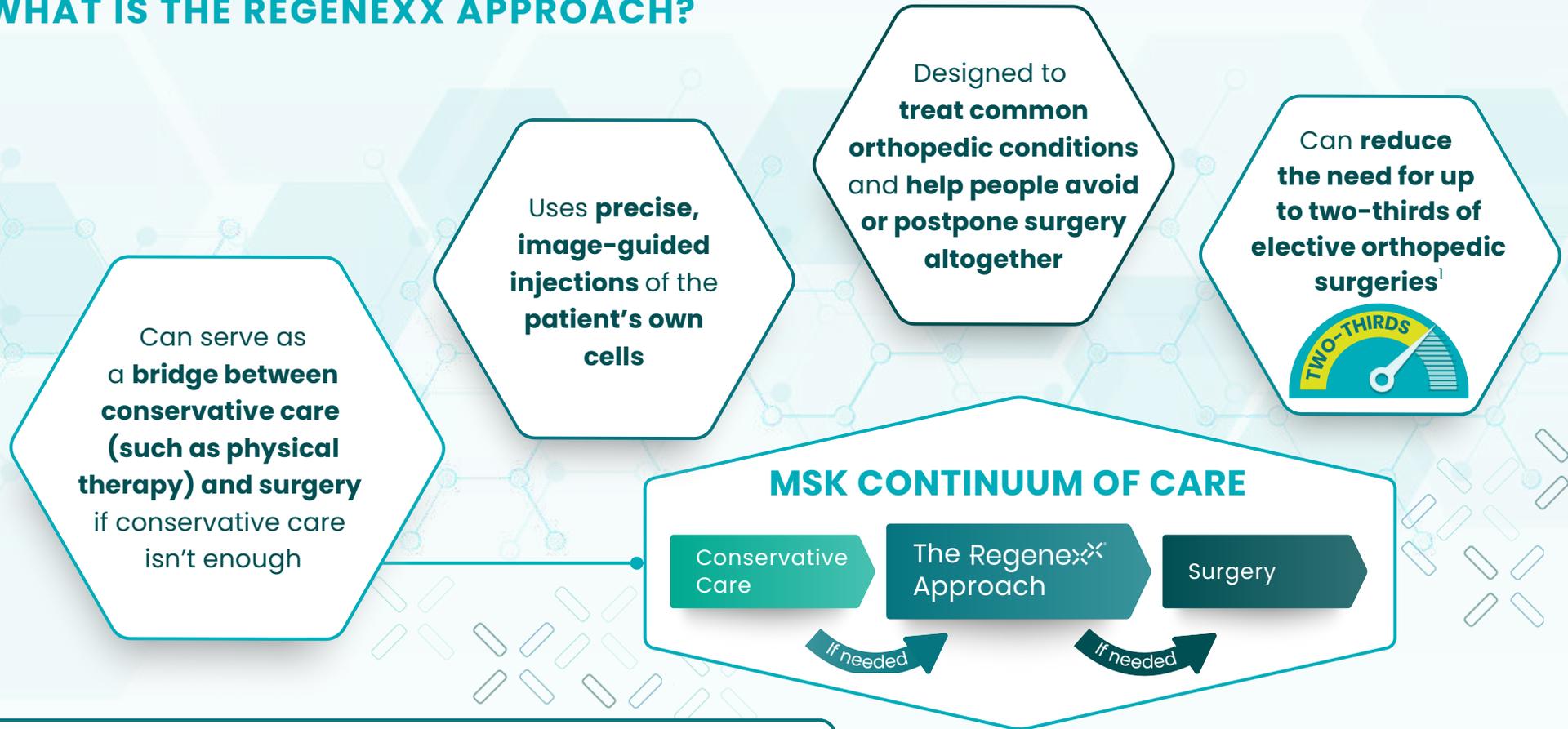
The **Regenexx approach** is an **innovative alternative to orthopedic surgery** that **delivers value** and **combats surgery waste**.<sup>2,3,6</sup>



*"Our shared vision is to **inspire hope, improve patient treatments, and set new standards** that will ripple across the medical field, **benefiting patients for years to come.**"<sup>11</sup>*

—Philippe Hernigou, MD,  
Regenexx Medical Director of  
Clinical Research

## WHAT IS THE REGENEXX APPROACH?



## STAY UP TO DATE ABOUT THE REGENEXX BENEFIT

For the latest news and developments:

- Visit our website, [www.regenexxcorporate.com](http://www.regenexxcorporate.com)
- Reach out to your Regenexx Corporate Sales Team member below for more information and to subscribe to the monthly *Regenexx at Work Newsletter*

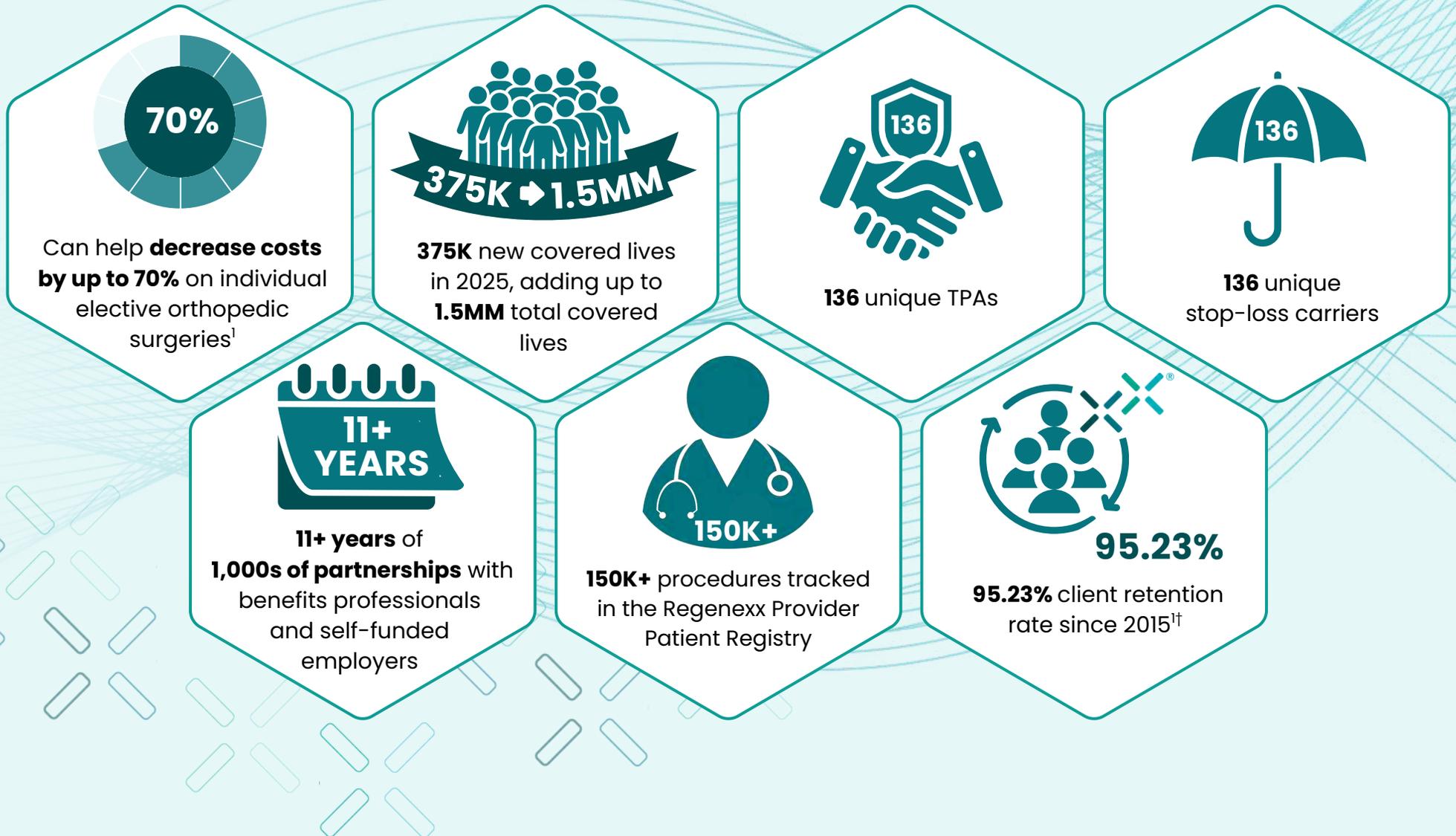
**Contact Mark Testa**

Compared to surgery, Regenexx provider patients often report<sup>1</sup>:

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

## 2025 AT A GLANCE: MAKING BIG STRIDES IN MSK CARE

The Regenexx Corporate Program continued to take big steps forward in 2025. We fostered both new and established partnerships. Now, we support more self-funded employers than ever in offering a **valued option in MSK care with demonstrated cost control.**



<sup>†</sup>Percentage based on covered lives.

## WHERE SCIENCE MEETS COST SAVINGS

Modern MSK care demands more than a quick fix. One of the best ways to create long-term ROI is to **offer an innovative MSK option with the long game in mind.**

Over 2,000 self-funded employers have seen firsthand how the Regenexx Corporate Program can serve as 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.

## 2025 Regenexx Research Roundup

2025 saw Regenexx continuing to build on its robust research legacy with truly groundbreaking findings. Our innovations help to expand the possibilities for members seeking MSK care.

### HIP OSTEOARTHRITIS (OA)

- We ran the largest and longest study of its kind on the injection of **bone marrow concentrate (BMC)**, which contains stem cells, for hip OA as an alternative to total hip replacement (THR)<sup>1</sup>
  - Utilized Dr. Hernigou's innovation of injecting orthobiologics directly into bone—which has demonstrated positive outcomes for knee OA<sup>12</sup>
  - With 15-year follow-up, study demonstrated that Regenexx patented protocol helped a significant number of patients postpone or avoid THR
- ✓ **People over 55 with severe hip OA now have access to a minimally invasive alternative to THR—with up to 15 years of durability**

### ANTERIOR CRUCIATE LIGAMENT (ACL) TEARS

- Our **BMC Musculoskeletal Disorders study** compared use of BMC and platelet products to exercise therapy<sup>13</sup>
  - ✓ **Patients receiving regenerative therapy demonstrated significant progress in function, pain, and overall improvement**

### CERVICAL (NECK) DISC CONDITIONS

- Our **Cureus case series** looked at delivering regenerative therapy directly inside cervical discs<sup>14</sup>
  - ✓ **A significant number of patients reported reduced pain and better function after treatment**



## A LEGACY OF GROUNDBREAKING RESEARCH

### Did you know?

The innovative research of orthobiologics<sup>‡</sup> pioneer Philippe Hernigou, MD, greatly influenced the development of the Regenexx protocol. This led to his appointment as Regenexx Medical Director of Clinical Research in late 2024.

<sup>‡</sup>Orthobiologics=naturally derived substances. They can support the body's natural healing processes when administered into bones, joints, muscles, ligaments, or tendons.<sup>15</sup>

Dr. Hernigou's **long-term studies over 10-15 years** for knee OA comparing BMC (injected into the bone under knee cartilage) with total knee replacement (TKR) demonstrated<sup>12,16</sup>:

- **80% of knees** treated once with BMC injection **didn't need TKR for 10-15 years** on average
- BMC-treated knees **continued to last 10-15 years, even in advanced cases**
- Long-term outcomes were about the **same as those of TKR**

### Treatment with the long game in mind



Dr. Hernigou's long-term studies demonstrate the efficacy and durability of regenerative therapy over time.<sup>12,16</sup>



**Philippe Hernigou, MD**  
Regenexx Medical Director of  
Clinical Research

## A LEGACY OF GROUNDBREAKING RESEARCH (CONT'D)



**Deborah Westergaard, MD**

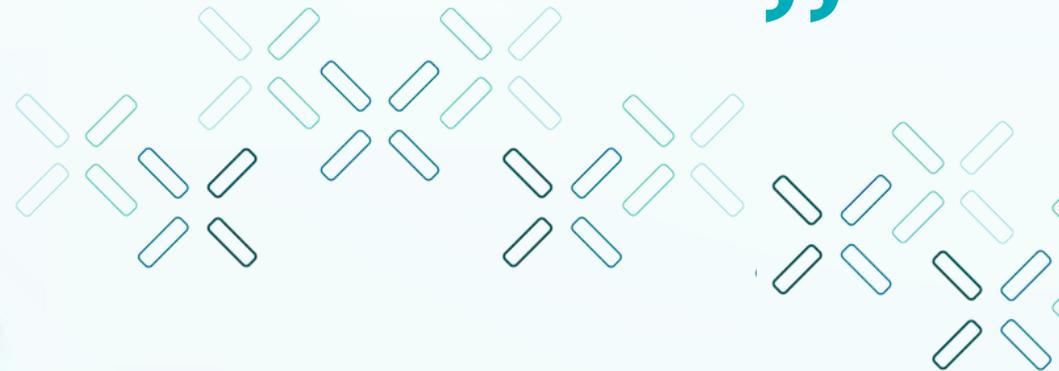
Physician in the licensed  
Regenexx network  
Plano, TX



*"I take great pride in representing an organization responsible for **over 40% of the world's orthobiologic literature.***

*As a Regenexx affiliate, I am honored to be part of a movement that is **reshaping the future of regenerative medicine.**"*

—Deborah Westergaard, MD



## THE SLIPPERY SLOPE OF SURGERY

Meeting this moment in healthcare requires a modern solution. One that can address **the effects of escalating MSK care costs**—without sacrificing quality.

One would think that surgery could be a good solution given how frequently it's performed. But the related high costs, risks, downtime, and productivity loss often don't justify the high costs. The data tell a disappointing story:



**Weak evidence:** The outcomes data for several common orthopedic surgeries is “*scandalously poor*,” reported a 2020 *BMJ* analysis<sup>17-18</sup>

- Only 14% of trials for common orthopedic conditions have demonstrated that surgery provided significant benefit<sup>19</sup>



**Surgical waste:** Orthopedic surgery is often unnecessary, overused, and misused, according to a growing body of research.<sup>6</sup>

- For example, >200K unnecessary back surgeries were performed in U.S. hospitals from 2019–2021
  - This is equal to *one low-value back surgery every 8 minutes*



Orthopedic surgery has its place—but sometimes it can do more harm than good.

**The old way of treating MSK issues with high-cost, low-value surgeries just isn't cutting it anymore.**

# THE SLIPPERY SLOPE OF SURGERY (CONT'D)

## Physical and Economic Downsides of Low-Value Orthopedic Surgery<sup>6,7,20-31</sup>

### PHYSICAL

#### Complications<sup>28,29</sup>

- Metal allergies, infection, blood clots, pneumonia, heart and lung problems, paralysis, stroke, and death

#### Chronic pain and mobility issues

- Worsened pain and additional problems
  - Requiring further intensive procedures
  - Failed back surgery syndrome can affect up to 40% of patients<sup>8,30</sup>

#### The “Surgery Snowball Effect”<sup>9-10,31-32</sup>

- Reduced movement during recovery → muscle mass loss → weakness → lack of exercise → increased risk of weight gain, chronic health conditions, and disability

### ECONOMIC

#### High cost yet low value

- Pricey spinal fusion: High failure rate of 20%-40%<sup>8</sup>
- Lumbar spine procedures using Regenexx lab processes: Low 3.3% failure rate at 4 years<sup>1</sup>

#### Productivity loss

- Adds up—both surgery patients and their caretakers miss workdays
  - Average return-to-work rate for worker’s comp spinal surgery patients: 233 days<sup>6</sup>

#### Additional costs related to poor outcomes and complications<sup>20,21</sup>

- Low-value surgeries (like spinal fusion) associated with worse outcomes and a higher need for costly, risky revision surgery<sup>1</sup>
  - Failed revision surgery can lead to even more surgery and downtime



### Time to inject innovation into your MSK plan

Low-value surgeries present significant physical, economic, and quality-of-life burdens. The Regenexx approach offers an innovative option that can **reduce the need for up to two-thirds of unnecessary orthopedic surgeries.**<sup>1</sup>

<sup>8</sup>Failed back surgery syndrome (FBSS)=a collection of symptoms that happen after spinal surgery (such as laminectomy) like limited mobility and persistent or recurring pain in different areas. While FBSS doesn't necessarily mean that the surgery totally failed, it can have various contributing factors. (A laminectomy is a procedure to treat back pain that removes part of a vertebra, typically performed alongside a spinal fusion.)<sup>6</sup>

<sup>1</sup>Revision surgery=future procedure to correct or improve the previous one.

## 2025 NETWORK GROWTH: MORE LOCATIONS, MORE ACCESS, MORE IMPACT

Last year was our **fastest-growing year to date** for expanded locations in the licensed Regenexx network. We welcomed 44 new locations across the country from **Ellicott City, Maryland** to **Helena, Montana**.

This expansion helps us to continue to meet growing demand and support our corporate partners. Bringing services closer to more members means **greater access to the Regenexx approach—and the difference it can make in members' lives**.

Network growth isn't just about numbers, though. It's also about the people who deliver the care that makes a difference: the elite group of specially trained physicians within the licensed Regenexx network.

See what **Joshua Sole, MD**, has to say about why he joined in 2025:



*"The research, the **Regenexx Provider Patient Registry**, and everything that Regenexx does is world class. Our **rural communities that I serve really benefit from that.**"*



*"The Regenexx Corporate Program has been amazing. I am so amazed by how many corporate patients we see even out here in the rural part of Nebraska as well as Wyoming and the Dakotas."*



# Regenexx<sup>®</sup>

MSK Pioneer Profile

### WHO

Joshua Sole, MD, FAAPMR,  
CAQSM, DABPM, RMSK, CIC



### SPECIALTIES

Physical medicine and  
rehabilitation, sports medicine,  
pain medicine, and  
Interventional Orthopedics

### WHERE

Regional West Physicians Clinic, Scottsbluff, NE

**Find a Location in the  
Licensed Regenexx Network**

## WHEN A BENEFITS MANAGER PUTS THEIR PLAN TO A PERSONAL TEST

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**<sup>®</sup>  
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.”

## MSK CARE DONE BETTER, NOT BACKWARDS

**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.



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%.<sup>1</sup>**

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

**Contact Mark Testa**

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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. Patient reviews and testimonials in this document should not be interpreted as a statement on the effectiveness of 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](#).*

*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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