

# The 2023-2028 Outlook for Regenerative Medicines for US Zip Codes

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## Abstracts

This study covers the latent demand outlook for regenerative medicines across the states and zip codes of the United States. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 10,833 zip codes in the United States. For each zip code in question, the percent share the zip code is of its state and of the United States as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a zip code vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each state and zip code, latent demand estimates are created for regenerative medicines. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

In this report we define the sales of regenerative medicines as including all commonly understood products falling within this broad category, irrespective of product packaging, formulation, size, or form. Companies participating in this industry include Aastrom Biosciences, Abbott, Abbvie Inc (Allergan Plc), Acelyt (KCI Concepts) (U.S.), Advanced Cell Technology, Alcon, Allegan, PLC, Allergan, AlloSource, Alphatec Spine, American Cryostem, Amgen, Anika Therapeutics, Anterogen, Arthrex, Astellas Pharma, Asterias Biotherapeutics, AstraZeneca, Athertsys, Avita Medical, AxoGen, Azaya Therapeutics, Baxter, Bay Labs, Benda Pharmaceutical, BioTime, Bioventus, BlueRock Therapeutics, Boehringer Ingelheim GmbH(C.H.Boehringer Sohn AG & Co.KG, Ingelheim), BrainStorm Cell Therapeutics, Bristol-Myers Squibb, Caladrius Biosciences, Celgene Corporation, Cell Cure Neurosciences, Cellular Dynamics, Cephalon, Cesca Therapeutics, Chiesi Farmaceutici, Clinical Cell Culture (C3), CloudMedx, Cook

Biotech, Corline Biomedical AB, CryoLife, Cytomedix, Cytori Therapeutics, DePuy Synthes (Johnson & Johnson), Dow Agro Sciences, Eli Lilly and Company, ES Cell International Pte, Ltd., Exactech, F. Hoffmann-La Roche, Gamida Cell, General Electric (GE), Genzyme, GlaxoSmithKline, Healios K.K., Humacyte, InoCard, Instratek, Integra LifeSciences, iPierian, Inc., Isto Biologics (Isto Biologics Medical Systems, Inc.), Japan Tissue Engineering Company, JCR Pharmaceuticals Company, Johnson & Johnson, Kinetic Concepts, Koninklijke Philips, LifeMap Sciences, Inc., Lifenet Health, Macropore Biosurgery, Inc., MedImmune, Medipost, Medline Industries, Medtronic, Merck & Company, Mesoblast, MiMedx Group, Nikon CeLL innovation Co., Ltd. (NCLi), NovaBone Products, Novartis, Nutech, NuVasive, Ocata Therapeutics, Inc., Octane Biotech, OncoCyte, Organogenesis, OrthoCyte Corporation, Orthofix, Osiris Therapeutics, Oxford BioMedica, Pfizer, Pharmicell Company, ReCyte Therapeutics, Inc., Regenerys, Ltd., Renova Therapeutics, Sangamo Therapeutics, Sanofi, Shanghai Sunway Biotech, Shenzhen SiBiono GeneTech, Shimadzu Recursion Pharmaceuticals, Inc., Shire, Sigma-Aldrich, Smith & Nephew, Spark Therapeutics, St. Jude Medical, Stability, LLC., Stem cells, Inc., Stryker Corporation, Sun Pharma, Takara Bio, Takeda, Theracell Advanced BIOTECHNOLOGY, Ltd., Thermo Fisher Scientific, TiGenix, Tissue Regenix, U.S. Stem Cell, UniQure, Vericel, Vertex Pharmaceuticals, Visiomed, Wright Medical Group, Xcellerex, and Zimmer Biomet. In addition to the sources indicated, additional information available to the public via news and/or press releases published by players in the industry was considered in defining and calibrating this category. All figures are in a common currency (U.S. dollars, millions) and are not adjusted for inflation (i.e., they are current values). Exchange rates used to convert to U.S. dollars are averages for the year in question. Future exchange rates are assumed to be constant in the future at the current level (the average of the year of this publication's release in 2022).

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