Evidence of Mechanism of Action

- Apligraf transmits potent healing signals (growth factors/cytokines) that **CONVERT** the wound from a **CHRONIC** to an **ACUTE** state<sup>1,2,7-9</sup>
  - Keratinocytes activated at the wound edge
  - Growth factor signaling regulated and corrected
  - Inflammatory environment modulated
  - ECM production balanced

Stem cells are key contributors to Apligraf’s signaling profile.<sup>6</sup>
Apligraf Has Unsurpassed Proof in Healing VLUs³,⁴

- Apligraf’s **Efficacy is Supported** by a large, randomized controlled clinical (pivotal) trial (N=240) that was conducted under rigorous FDA review³
- The wounds studied in the pivotal trial were difficult to treat⁴
  - Greater than 50% of the wounds were present for more than 1 year
  - Wounds were large with a mean size of 14.2 cm²
  - Greater than 50% of the wounds were full-thickness

**Apligraf Closes More VLUs, Faster Than Conventional Therapy³,⁴**

- **More Patients** achieved **100% Healing** with Apligraf plus conventional therapy versus conventional therapy alone³,⁴
- Apligraf-treated VLUs achieved healing **46% faster** than conventional therapy alone³,⁴

**Incidence of VLU closure**

<table>
<thead>
<tr>
<th></th>
<th>Apligraf (n = 130)</th>
<th>Conventional care (n = 110)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 12</td>
<td>37%</td>
<td>24%</td>
</tr>
<tr>
<td>Week 24</td>
<td>57%</td>
<td>40%</td>
</tr>
</tbody>
</table>

**Median time to VLU closure**

- **90 DAYS** faster

Apligraf Has Comprehensive Reimbursement Coverage*

**Medicare Coverage⁴**

- Apligraf is reimbursed by CMS as a skin substitute in the high bundle
- Apligraf is **Covered** by **100%** of local coverage determinations (LCDs)

**Unsurpassed Commercial Insurance Coverage⁴**

- **All** commercial medical policies **Cover** Apligraf treatment
  - Supplied in 44 sq cm
  - Billed using HCPCS code Q4101 and CPT codes 15271-15278

*The coverage information provided is for educational purposes only and shall not be construed as a statement, promise, or guarantee that all information is accurate or reimbursement will be received. Reimbursement requirements are subject to change at any time, therefore, check with your local payer regularly.

For product information and technical, medical or reimbursement questions, please call 1-888-432-5232, OPTION 3.