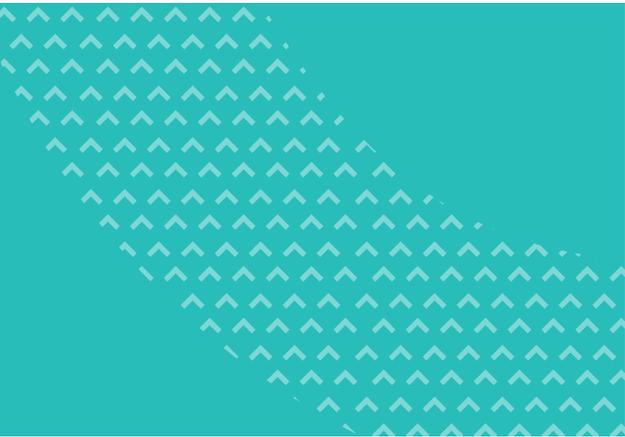


# strive HEALTH



## Media Kit

## The Strive Health Story

Today, kidney care focuses almost entirely on end-stage kidney disease and in-center dialysis, missing the primary drivers of high cost and poor outcomes. We are changing the kidney care paradigm to identify patients earlier, prioritize the right care at the right time, and drive better outcomes – all while lowering cost.

In other words, we are fixing a broken system. A system in which care delivery is extremely fragmented and fails to mitigate unsustainable cost trends.

**Chris Riopelle, Strive Health Co-Founder and CEO, saw his best friend face life-threatening kidney disease. Witnessing what his friend went through inspired Strive Health's mission. Strive is about providing hope, education and high-touch care to patients by radically changing the way the healthcare industry thinks about kidney disease.**

Today, we are a full-service solution for providers, health systems, payors and patients, delivering cost-effective and clinically integrated care that leads to better outcomes.

Shifting to value-based care equals resilience in this rapidly changing industry. Being proactive and providing whole-person care results in early interventions, less frequent hospitalizations, fewer readmissions and market-leading healthcare outcomes for people with chronic kidney disease.

In our partnerships, we work with healthcare organizations to understand their patient population's unique challenges and map their local market dynamics, designing a partnership model that aligns payors, providers, and

patients in their market. We implement our solution – taking financial risk, managing patients and generating shared value.

While our three pillars – high-touch care, technology/predictive analytics and provider integration – serve as the foundation to our care model, our partnerships with the local care delivery system allow the model to succeed. We build relationships with local providers to ensure the open flow of information and to create a fully integrated experience for patients.

The Strive care model is built around whole-person care which features our Kidney Heroes™ team, empowered by groundbreaking technology, and delivered where and when needed. Our specialized clinical team serves as an extension of practice to nephrologists and primary care physicians. The team is led by nurse practitioners and includes registered nurse case managers, social workers, dietitians, pharmacists and care coordinators.

With purpose-built predictive analytics and machine learning technology, we are able to accurately identify gaps in care, predict avoidable acute events, deeply understand personal health issues and ensure we intervene in the right way, at the right time.

*Empowering.  
Transforming.  
Saving Lives.*

**Established:** 2018  
**Co-Founders:** Chris Riopelle, Will Stokes  
**CEO:** Chris Riopelle  
**Headquarters:** Denver, CO  
**Employees (Strivers):** 450

## Strive Health Fact Sheet

### MISSION

We are starting over because we must. We deliver compassionate kidney care the way it should be done.

*“At Strive, we’re transforming kidney care. While our mission, vision and values-based culture play critical roles in that transformation, our people (Strivers) make it happen. Strivers are delivering compassionate kidney care and creating an incredible place to work.”* – Chris Riopelle, CEO

### VISION

Today, kidney care focuses almost entirely on end-stage kidney disease and in-center dialysis, missing the primary drivers of high cost and poor outcomes. Strive is changing the kidney care paradigm to identify patients earlier, prioritize the right care at the right time, and drive better outcomes – all while lowering cost. We are a full-service solution for kidney disease patients.

#### Core Solutions

- Population Health
- Strive Care Partners™ (a value-based nephrology platform)
- Complete Dialysis

#### The Strive Care Model

- The Strive care model is built around the Kidney Heroes™ care team that serves as an extension of practice to nephrologists and PCPs. The team is made up of nurse practitioners, social workers, dietitians, care coordinators and more who are empowered by groundbreaking technology and delivered where and when needed.
- Purpose-built predictive analytics technology identifies and risk stratifies patients, feeding data into Strive’s care management platform to drive seamless, coordinated care.
- Strive’s case management and population health programs are accredited by the National Committee for Quality Assurance (NCQA), and its technology platform, CareMultiplier™, is certified by HITRUST.

#### Numbers

- Strive serves over 56,000 patients across more than a dozen states
- Strive is partnered with over 215 provider groups across the U.S., including more than 2,300 individual providers

#### Partners

- Integrated health delivery systems
- Payors
- Medical groups
- Independent nephrologists and nephrology groups
- Government programs, including Comprehensive Kidney Care Contracting

#### Impact

- Higher patient engagement
- Improved patient care delivery
- Better patient outcomes
- Decreased total cost of care
- Access to valuable predictive analytics and data

#### Funding

- In 2021, Strive secured a \$140 million Series B round of funding led by CapitalG, Alphabet’s independent growth fund.
- Strive is backed by Alphabet’s CapitalG, New Enterprise Associates, Redpoint, Town Hall Ventures, Echo Health Ventures and Ascension Ventures.

#### Growth

- From 2020 to 2021, Strive grew its employee base – aka Strivers – by 600%.
- Today, Strive employs over 450 Strivers.
- In 2022 alone, Strive Health won four Best Places to Work awards, including Forbes America’s Best Startup Employers, Built In Colorado Best Places to Work, Comparably’s Best Places to Work in Denver and The Tech Tribune’s Best Startups in Denver.

## Kidney Disease Facts

### What Is Kidney Disease?

Kidneys filter waste and excess fluid from the blood, which are then removed from the body through urine. Kidney disease happens when the kidneys gradually lose their ability to function, which can lead to a buildup of dangerous levels of fluids and waste. The problem is that most people don't realize they have kidney disease until the condition reaches a critical stage.

### Kidney Disease by the Numbers



Kidney disease affects an estimated **37 million people** in the U.S. (15% of the adult population; more than 1 in 7 adults). (NKF)



There's over **\$410B annually of unmanaged spend** on late-stage CKD & ESKD patients in the U.S.



**Approximately 90%** of those with kidney disease don't know they have it. (NKF)



With each CKD stage progression, cost to U.S. health plans **increases exponentially**. (AJMC)



Chronic kidney disease (CKD) is more common in people **aged 65 years or older** (38%) than in people aged 45–64 years (12%) or 18–44 years (6%). (CDC)



Medicare alone spends an estimated **\$130 billion on kidney care**, including nearly \$30 billion to provide dialysis to 554,000 Americans with kidney failure. (USRDS)



**About 1 in 3 adults with diabetes** may have kidney disease. Diabetes is the top cause of kidney failure, causing nearly half (47%) of new cases. (AKF)



Additionally, patients with CKD, even in early disease stages, carry a **disproportionate burden of cardiovascular** morbidity, mortality, healthcare utilization and costs. (AJMC)



**1 in 5 adults with high blood pressure** may have kidney disease. High blood pressure is the second most common cause of kidney failure, causing 29% of new cases. (AKF)



There are **92,000 Americans on the kidney transplant waiting list** (as of February 2022), but in 2021, just 25,490 — or about 1 in 5 — were able to get a kidney. There were 5,971 living donor transplants performed in the U.S. last year. (AKF)

## By the Numbers

### KIDNEY DISEASE BY THE NUMBERS:



The CDC estimates that kidney disease affects **37 million adults**, including more than **38%** of those over 65 years old.



There is over **\$410B annually** of unmanaged spend on late-stage chronic kidney disease and end-stage kidney disease patients in the U.S.

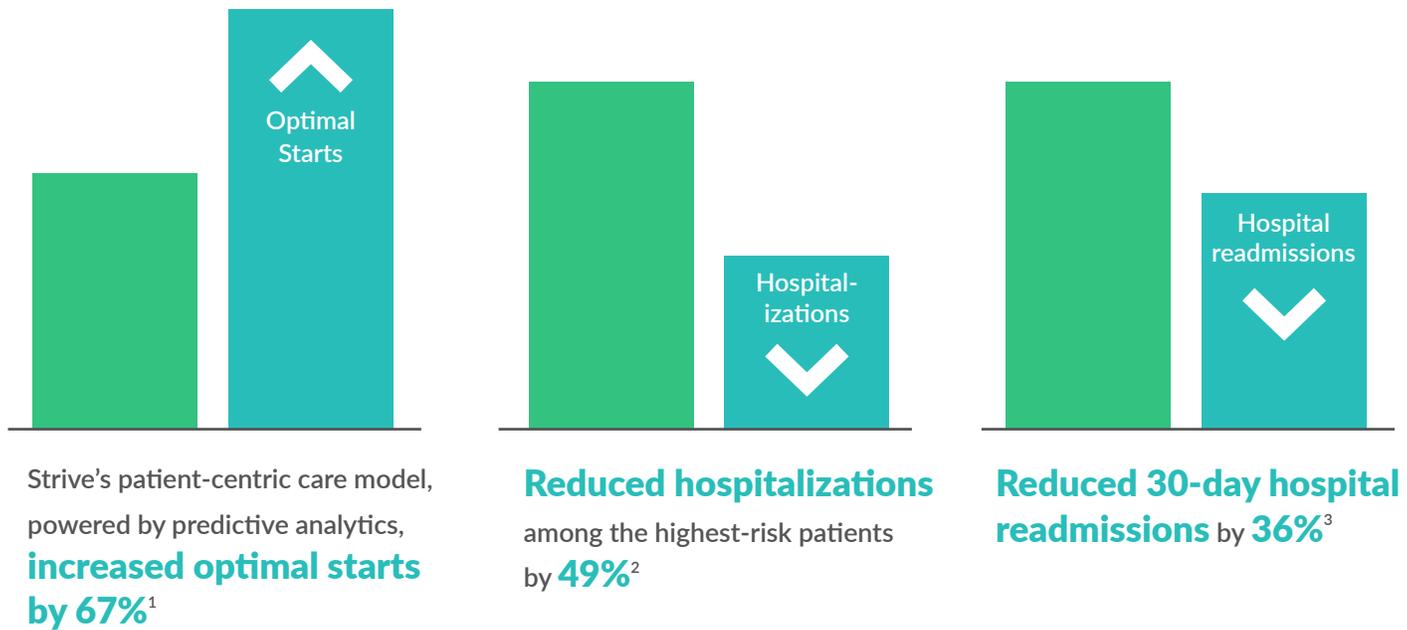


Kidney disease is the **ninth leading cause** of death in the United States.



More than **60% of kidney failures** occur without warning.

### STRIVE'S IMPACT BY THE NUMBERS:



<sup>1</sup> Compares the rate of optimal starts for patients enrolled in the Strive program to that of unenrolled patients across all active Strive markets. Optimal starts is defined as a planned start of renal replacement therapy by receiving a preemptive kidney transplant, initiating home dialysis, or initiating in-center hemodialysis via AVF or AVG.

<sup>2</sup> Compares the all-cause hospitalization rate for Complex patients who are engaged in the Strive program to a historical benchmark. "Complex" is the highest-risk tier in Strive's composite risk scoring model, which uses factors such as the Charlson Comorbidity Index, CDC Social Vulnerability Index, and prior hospital visits.

<sup>3</sup> Compares the 30-day hospital readmission rate for patients enrolled in a Strive health system ACO program to a three-year historical benchmark.

## Strive Health Spokespeople



### Chris Riopelle

Co-Founder & CEO  
Denver, CO

Chris Riopelle is CEO and co-founder of Strive Health, the market leader for value-based kidney care. Having raised more than \$220 million of capital from leading investors and now home to over 450 Strivers, Strive is transforming how kidney care is delivered in this country.

Chris has spent his career improving the lives of underserved patient populations and driving value for patients, providers and payors alike. Chris entered healthcare in 1995 with GeriMed, a company that sparked his interest in underserved populations and risk-bearing healthcare businesses. He spent 10 years in the kidney care industry at Gambro and DaVita, culminating in leading a \$1 billion division of DaVita. Chris also served as COO of LaVie Care Centers, a \$1 billion skilled nursing company, where he led the turnaround and sale of the company. Prior to co-founding Strive, he was CEO of NorthStar Anesthesia, an anesthesia management company that grew from \$130 million to \$500 million in revenue.

Co-founding Strive has allowed Chris to blend his professional experiences and passion for serving patients. In his free time, he loves to spend time in the outdoors with his wife and daughter, mountain biking, skiing and boating.

*Topics he's interested in speaking with members of the media about include: Trends in value-based care, the business of healthcare, risk-bearing healthcare, health equity*



### Will Stokes

Co-Founder & Chief Strategy Officer  
Memphis, TN

Will Stokes has spent his career creating and growing transformational healthcare businesses. He started his career as a strategy consultant with Deloitte Consulting, where he worked with some of the country's largest healthcare companies to make internal and external investments in clinical and business model innovation.

Will then joined Oxeon's Venture Studio, where he helped build healthcare technology and service companies from scratch. Will spent his first year at Oxeon as a primary architect in building Empiric Health — an analytics-enabled service that optimizes physician decision-making to improve cost and quality in surgical services — in partnership with Intermountain Healthcare. (Note: Empiric was acquired by Olive in April of 2021 after successful launch and scale of the business.) After Empiric launched, Will set out to work in the kidney care space, looking for ways to fill the gaps in care while aligning value in the system for all participants.

From this work, the idea for Strive Health was born. Will led the initial funding and launch of Strive from within the Oxeon Venture Studio before joining Strive as Chief Strategy Officer. At Strive, he leads all things go-to-market and brings Strive's model to life through payor and provider partnerships. Overall, he has created a mission-driven organization that grew its employee base by more than 600% in one year. Every employee, or "Striver," is firmly committed to building the foundation for compassionate kidney care the way it should be done.

When he's not focused on healthcare innovation, Will is outside in the mountains, lamenting another disappointing Tennessee Titans football season, and spending time with his family.

*Topics he's interested in speaking with members of the media about include: Trends in value-based care, growing healthcare businesses from the ground up, health equity*



**Shika Pappoe, MD**

*Chief Medical Officer  
Pasadena, CA*

Shika Pappoe, MD, is a pioneer and a nephrologist. She has blended medicine, public health and business administration to give her a perspective that is unlikely to be shared by many others.

She completed her undergraduate and medical degrees at Yale University, followed by her internal medicine residency and nephrology fellowship at Brigham and Women's Hospital. During her fellowship, she returned to the classroom to add a Master of Public health degree from Harvard University.

After completing her MPH, Dr. Pappoe moved to California and joined the Royalty Nephrology Medical Group. While she loved practicing community nephrology, she was eager to return to an academic setting where she could teach, participate in research and work in an innovative care setting. She therefore moved to the nephrology division of the Keck School of Medicine. She was assigned to work at Los Angeles County Hospital, one of the country's largest safety-net hospitals, where she was able to focus her energies on providing care to underserved communities.

*Topics she's interested in speaking with members of the media about include: Innovative care models, social determinants of health, health equity*



**Ted Shannon**

*Chief Financial Officer,  
Denver, CO & Philadelphia, PA*

Ted brings more than 20 years of financial leadership experience – including leading numerous acquisitions of both private, equity-backed and publicly traded companies – to his role as Strive's CFO.

Ted joined Strive's team excited by our mission to transform the way kidney care is delivered. Equipped with years of insights gleaned from overseeing high-performing businesses, Ted directs Strive's strategic financial planning with an eye toward supporting the company's future, long-term growth.

Before joining Strive, Ted served as CFO for Optum consumer businesses, helping lead them to over \$1 billion in revenue. Before that, he helped spur Optum specialty and infusion revenue growth from \$1 billion to over \$15 billion in six years.

Long interested in corporate best practices, Ted earned a bachelor's degree from Carleton College and studied global finance at New York University's Stern School of Business and the Hong Kong University of Science and Technology.

Ted lives with his partner, Jana, and their trans daughter, Taly. His family splits their time between homes in Denver and Philadelphia.

*Topics he's interested in speaking with members of the media about include: Healthcare finance, value-based care, home care specialties, business operations*



**Dave Thornton**

*Chief People Officer  
Purcellville, VA*

David Thornton brings extensive experience driving corporate values, culture and growth and is instrumental to Strive Health's ongoing success.

He joined Strive from Evolent Health, where he served as Chief Talent Officer, helping expand the company from 20 to 3,500 people with an award-winning culture. Previously, he was with AOL for eight years. During this time, the company shifted to a media and advertising company, undergoing a significant cultural change.

Dave loves the outdoors and spends his time golfing, hiking, climbing and running when he's not working. He enjoys spending time with his son and daughter and watching their basketball and soccer tournaments.

*Topics he's interested in speaking with members of the media about include: Company culture, employee wellbeing, leading remote and hybrid workforces*

## News & PR Contact Information

Visit the Strive Health Newsroom for the latest news and blogs. To ask questions or coordinate an interview with a Strive Health subject matter expert, reach out to:

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