strîve HEALTH

MEDIA KIT



The Strive Health Story

For decades, kidney care focused almost entirely on end-stage kidney disease and in-center dialysis, missing the primary drivers of high cost and poor outcomes. Since its founding in 2018, Strive has been changing the kidney care paradigm to identify patients earlier, prioritize the right care at the right time and drive better outcomes — all while lowering costs.

In other words, Strive has been fixing a broken system in which care delivery has historically been extremely fragmented and failed to mitigate unsustainable cost trends.

Chris Riopelle, Strive Co-Founder and CEO, saw his best friend face life-threatening kidney disease. Witnessing what his friend went through inspired Strive's mission: Redefining care. Elevating life. 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 and other complex chronic conditions.

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 and features our Kidney Heroes® team, which is empowered by groundbreaking technology that's 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 nurses, case managers, social workers, dietitians and care coordinators.

With purpose-built predictive analytics and AI 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.

Creating better futures for people with complex chronic conditions, one patient at a time.

strive HEALTH

Established:	2018
Co-Founders:	Chris Riopelle, Will Stokes
CEO:	Chris Riopelle
Headquarters:	Denver, CO
Employees (Strivers):	800+

Strive Fact Sheet

MISSION

Redefining care. Elevating life.

CORE VALUES

PATIENTS FIRST

Every decision starts with patients.

MAKE AN IMPACT

Make a difference and own your outcomes.

ONE TEAM

We succeed together.

ELEVATE THE EVERYDAY

Positivity and recognition power our best work.

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 to deliver care 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.

Scale and Reach

- Strive serves 165,000+ patients across 50 states.
- Strive is partnered with over 6,500 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 2025, Strive completed a Series D capital raise of $550 million, which was comprised of $300 million in equity and $250 million in debt financing.
- Strive is backed by New Enterprise Associates, CVS Health Ventures, CapitalG (Alphabet), Echo Health Ventures, Town Hall Ventures and Redpoint plus funds and accounts managed by affiliates of BlackRock, Inc. Hercules Capital led Strive's debt financing.

Growth and Accolades

- Today, Strive employs 800+ Strivers.
- Strive has won more than 15 awards, including Forbes America's Best Startup Employers, TIME World's Top HealthTech Companies, LinkedIn Top Startups and Built In Colorado Best Places to Work.
- Strive's CEO Chris Riopelle was named 2023 Most Admired CEO by the Denver Business Journal and 2021 Ernst & Young Entrepreneur of the Year.

Kidney Disease and Comorbid Condition 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. Most people don't realize they have kidney disease until the condition reaches late- or end-stage kidney disease (ESKD). Other complex health conditions, such as diabetes and hypertension, often cause and/or occur alongside kidney disease.



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

Source: National Kidney Foundation



There's over **$456 billion annually of unmanaged spend** on late-stage CKD and ESKD patients in the U.S.

Source: Strive Health



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

Source: National Kidney Foundation



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

Source: American Journal of Managed Care



Chronic kidney disease (CKD) is more common in people aged **65 years or older** (34%) than in people aged 45-64 years (12%) or 18-44 years (6%).

Source: CDC



Approximately 1 in 4 Medicare dollars is spent on people with kidney disease — **$156.7 billion** and growing.

Source: National Kidney Foundation



About **1 in 3 adults** with diabetes may have kidney disease. Diabetes and hypertension cause or contribute to 2 of 3 new cases of kidney failure.

Source: American Kidney Fund



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

Source: American Journal of Managed Care



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 28% of new cases.

Source: American Kidney Fund



More than **90,000 Americans** are on the kidney transplant waitlist.

Source: American Kidney Fund

Strive by the Numbers

Strive delivers results to people with kidney disease and other complex chronic conditions and adds value for stakeholders.

20%
Reduction in Total Cost of Care
Deliver highest-value care at lowest cost

41%
Reduction in Hospitalizations
Offer quality care across Strive platform

11%
Reduction in ED Visits
Preempt expensive care in lower acuity settings

85%
Increase in Optimal Dialysis Starts
Engage and educate patients at highest risk

62%
Increase in Home Dialysis Adoption
Bring care to preferred setting

34%
Reduction in Readmit Rate
Deploy local teams to manage care continuum

42%
Increase in Nephrology Visits
Keep patients on "ideal journey"

94%
Patient Satisfaction
Treat the whole person

Strive Spokespeople



Chris Riopelle

Co-Founder & CEO

Chris is the co-founder and CEO of Strive. He leads the company in its efforts to improve the lives of underserved patients living with kidney disease – from chronic through end-stage. Strive Health supports over 165,000 patients across 50 states with over $5.5 billion in medical spend under management. Founded in 2018, Strive is home to over 800 "Strivers" and has been recognized with more than 15 leadership, innovation and workplace awards.

Chris and Strive are proud to be partnered with blue chip investors such as NEA, CapitalG (Alphabet), CVS Health Ventures and Town Hall Ventures.

In his role as CEO, Chris works to drive value for patients, providers and payors by transforming how kidney care is delivered in the U.S. Under his leadership, Strive Health's innovative clinical model has improved care quality and reduced hospital admissions by 41%, re-admissions by 34% and total cost of care by 20%.

Chris was recognized as a Denver Business Journal Most Admired CEO in 2023 and was named an E&Y Entrepreneur of the Year in 2021. Chris started his career in healthcare at 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 successful exit of the business. He was also CEO of NorthStar Anesthesia, an anesthesia management company that grew from $130 million to $500 million in revenue under his leadership Chris has a BA in Economics from Albion College and holds a JD/MBA from the University of Detroit Mercy.

Topics he can speak to include: Trends in value-based care, the business of healthcare, risk-bearing healthcare, health equity



Paul Marchetti

President

As Strive's President, Paul oversees operations, customer success and growth. Before joining Strive, he served as President of CarelonRx at Elevance Health, where he led the pharmacy division through substantial growth, increasing its value to over $35 billion in three years as well as acquiring key assets like BioPlus, Paragon Healthcare and Kroger Specialty Pharmacy.

Earlier in his career, Paul held senior executive roles at New Century Health, Aetna and United where he drove revenue growth, managed national provider and value-based networks, scaled clinical operations and strategic M&A efforts. Paul has a BAS in Healthcare Administration and Management from Springfield College and an MBA in Healthcare Management from the University of New Haven. Paul has a BAS in Healthcare Administration and Management from Springfield College and an MBA in Healthcare Management from the University of New Haven.

Topics he can speak to include: Trends in value-based care, transforming healthcare through provider performance, AI in healthcare, integrated specialty networks



Jamie Sharp, M.D.

Chief Medical Officer

As Strive's CMO, Dr. Sharp oversees the company's clinical strategy and performance and helps advance clinical outcomes and care model transformation.

Before joining Strive, Dr. Sharp was CMO at Rippl, where she championed a value-based approach and used innovative technology to transform dementia care for patients and their caregivers. Previously, she held senior executive roles at Aetna, a CVS Health Company; naviHealth; and

Continued on next page.

Jamie Sharp, M.D. – Continued

Evolent Health, consistently prioritizing high-quality care and better outcomes for patients.

Dr. Sharp earned an M.D. from the University of Colorado Health Sciences Center and a B.S. in Biology and General Sciences from Western Colorado University. She enjoys living in Denver with her husband and two dogs, where they appreciate the outdoors.

Topics she can speak to include: Chronic disease management, value-based care implementation, change management in healthcare



Keith Bellovich, D.O., MBA

Chief Nephrologist

As Strive's Chief Nephrologist, Dr. Bellovich partners with the clinical leadership team to drive the development of clinical programs, establish best-practice protocols and oversee a team of providers dedicated to delivering high-quality, evidence-based care for people living with kidney disease.

Prior to joining Strive, Dr. Bellovich served as Chief Medical Officer at Henry Ford St. John Hospital in his hometown of Detroit. Dr. Bellovich also served as Medical Director of acute kidney care across eight Michigan hospitals, where he provided extracorporeal therapy and led clinical investigations focused on kidney disease.

He's a past president of RPA and has actively involved with Kidney Care Quality Alliance, Kidney Care Partners and the American Board of Internal Medicine.

Dr. Bellovich began his career in private practice at St. Clair Nephrology in Michigan. He earned his medical degree from the Michigan State University College of Osteopathic Medicine and completed his nephrology fellowship at Henry Ford Hospital. He holds a Master of Business Administration from the University of Michigan Ross School of Business.

Topics he can speak to include: Nephrology, chronic disease management, value-based care implementation, change management in healthcare



Elise McLaughlin

Chief People Officer

As Strive's Chief People Officer, Elise leads the strategy and processes that help build and retain an exceptional team of Strivers. She also serves as the executive sponsor of Strive's Women & Allies ERG.

Before becoming Chief People Officer, Elise held other senior roles on Strive's People team, including Vice President of People and Senior Director of People Operations. Before Strive, she was Director of People at Aetion and Director of Talent at Evolent.

Elise has a bachelor's from Virginia Tech and a master's from Georgetown University's McDonough School of Business. She lives in D.C. with her husband and daughter, and enjoys doing yoga in her spare time.

Topics she can speak to include: Company culture, employee well-being, leading hybrid workforces

News & PR Contact Information

Visit **StriveHealth.com/Newsroom** for the latest news, press releases and blogs.
To ask a question or coordinate an interview with a Strive subject matter expert, reach out to:

Nicole Leatherman
Director, Communications & PR
619-917-4807
nleatherman@strivehealth.com