



Healthtech Klivo raises BRL 45 million in Series A round

Valor Capital Group leads investment to leverage initiative that unites technology and humanized care in preventing and fighting against chronic diseases



São Paulo, November 2021 – Focused on actions that aim solving the gaps in the health system when it comes to dealing with chronic non-transmissible diseases (CNTDs), startup **Klivo** announces its Series A round worth BRL 45 million.

The leader of the round is global [Valor Capital Group](#), as part of its new initiative, fund IV. Other groups are also participating, such as [Civilization Ventures](#) (Omada's seed investor), [Tau Ventures](#) (specialized in healthtech and enterprise in Silicon Valley) and [Reaction](#) (Stanford alumnus impact fund), besides the Brazilian funds [Canary](#), [Norte Management](#) and some angel investors that were already in seed in 2020.

Founded in 2019 by André Sa (former partner of BTG Pactual and Stone) and Marcelo Toledo (former partner of Nubank), the company has the purpose to change the health scenario in the country when it comes to CNTDs, such as diabetes, hypertension, high cholesterol and obesity, which require constant monitoring.

“The healthcare system is designed for the acute event and the chronic patient needs continuous monitoring. We are here to fill this gap in the sector”, explains Sa.

The investment received will be destined for growth, expansion of care lines and for possible acquisitions.

The healthtech filled the chronic space and has a multidisciplinary health team - composed of physicians, nurses, nutritionists, psychologists and physical

educators - who, combined with the use of technology, devices and data, allows continuous and personalized monitoring of its members 24 hours a day.

Today, there are more than 21,000 members under its care, relevant clients such as health insurances, self-management, pharmaceutical industry and companies, all concerned with the management and control of their healthcare costs. Focused on delivering value and measuring outcomes and making the process transparent, Klivo already has great success cases within the three pillars of value it delivers: (i) patient engagement, (ii) clinical improvement and (iii) cost reduction, having achieved an increase in medication adherence of 51%, and an overall cost reduction of up to 65%.

“Technology has contributed a lot to empower the healthcare sector. Klivo humanizes the service and brings users and professionals together, delivering an efficient and quality service that benefits all parties involved”, says Michael Nicklas, partner at Valor Capital Group.

The pandemic anticipated several trends in the sector and the investment comes to reinforce its pioneering position in the coordination of chronic patients care in Brazil. Partner Marcelo Toledo steps up: *“It is a model already approved abroad. The biggest global player, Livongo, that has more than 410 thousand patients, has joined Teladoc Health in 2020”.*

“The potential is enormous, as in Brazil, 52% of people aged 18 or over were diagnosed with at least one chronic disease in 2019. We came to simplify and improve the health sector with humane and intelligent use of technology, delivering better quality of life, clinical improvement and cost reduction”, explains Sa.

About Klivo

Founded in 2019 by André Sa (former partner of BTG Pactual and Stone) and Marcelo Toledo (former partner of Nubank), healthtech Klivo has the purpose of changing the health scenario in the country when it comes to NTCDs (non-transmissible chronic diseases), such as diabetes, hypertension, high cholesterol and obesity, which require constant monitoring. The startup filled this gap and

has a multidisciplinary health team – made by doctors, nurses, nutritionists, psychologists and physical educators – who, combined with the use of technology, devices and data, allows continuous and personalized monitoring of its members 24 hours a day per day. Today, there are more than 21,000 members under its care.

About Valor Capital Group

Founded in 2011 and with offices in New York, Silicon Valley, Rio de Janeiro and São Paulo, Valor Capital Group is a venture capital fund manager that pioneered the "cross-border" strategy, seeking to act as a bridge between the technology markets in North America and Brazil. Its funds invest in transformative businesses from the startup to scale-up stages. Valor is committed to the success of its investees, placing itself at the service of its entrepreneurs, providing capital, operational support and global connections.