

Fever detection system sales driving Predictiv AI's revenue higher

This week, **Predictiv AI Inc.** (TSXV: PAI) reported that its channel reseller in Quebec and Atlantic Canada, KleinCity Group, secured orders for Predictiv AI's ThermalPass fever-detection system from hospitals and long-term care facilities in the province of Quebec.

KleinCity expects to close more ThermalPass sales based on the high volume of inbound calls and written requests it has recorded.

Last week, Predictiv AI announced that it received 28 orders for ThermalPass units with installations scheduled before the end of year. The majority of these units were sold to a Canadian provincial government, U.S. public schools, and several hospitals.

Michael Lende, President and CEO of Predictiv AI remarked, "We are very excited with the initial bookings as they represent verticals that are innately scalable. We are also cognizant and encouraged that these orders are formative in nature and have the potential to be significantly upsized."

In conjunction with these recent sales and pending orders, production and assembly of ThermalPass units are ramping up, and the Company plans to expand manufacturing capacity to meet the increased demand. Predictiv AI is well funded for growth after closing a \$1.5 million financing in October.

Thermalpass to Help Food Bank Prioritize Health of its Residents

In the holiday spirit, Predictiv AI donated one of its

ThermalPass fever detection systems to the Flemingdon Food Bank in Toronto, Canada.

As the demand for food banks continues to increase amid this current health crisis and busy holiday season, the ThermalPass unit will help keep patrons, staff, and volunteers, healthy and safe.

ThermalPass Fever Detection System

In May, Predictiv AI launched ThermalPass, a fever-detection system that instantly screens for higher than normal body temperatures that could be caused by influenza, pneumonia or other viruses, such as COVID-19.

ThermalPass enhances public safety by providing fast, touch-free scanning of people at entranceways of high-traffic, public locations to reduce the risk of spreading COVID-19 and other fever-bearing contagions.

By integrating 24 medical-grade, non-invasive thermal sensors onto a metal frame, and taking 1200 readings per second, each unit can process 60 people per minute. Its waterproof design is flexible for both indoor and outdoor uses.

A primary factor driving the growth of this market includes increasing demand for mass screening at airports, hospitals, malls, office buildings, pharmacies, schools, stadiums and supermarkets.

Other solutions that use thermal cameras, come with privacy issues and are more expensive, costing as much as US\$15,000 compared with ThermalPass Portable (US\$6,900) or ThermalPass Pro (US\$7,300).

In addition to the upfront hardware sale of the product, Predictiv AI also books monthly recurring revenue ("MRR") from maintenance & services fees, and monetizes the aggregated data.

Global Thermal Scanners Market is a Billion Dollar Market and Growing

According to a recent report by Reportlinker, the Global Thermal Scanners Market size is expected to reach \$6.7 billion by 2025, rising at an annual growth rate of over 10%.

Even with the COVID-19 vaccines roll-out, the general public is poised to adopt new safety measures to protect society from current and future infectious diseases. For example, in the province of Ontario, under the province's Stage 3 regulations, employers are required to conduct employee screening for COVID-19 whenever an employee comes to work.

A short-term catalyst for the market was a notice in July from the US government banning Chinese-based thermal camera solutions over privacy and national security issues. These cameras need to be removed by August 2021.

Predictiv AI – Not a 1-Product Company

Based in Toronto, Canada, Predictiv AI is a strategic investor and operator of emerging technology companies with a focus on Internet of Things ("IoT"), artificial intelligence ("AI") and Blockchain solutions.

The Company's R&D division, AI Labs Inc., develops new products to solve real-world business problems. AI Labs jointly developed ThermalPass with Commersive Solutions, a developer of integrated, point-of-sale technologies for the retail market.

Predictiv AI's Weather Telematics ("WTX") subsidiary uses patented monitoring sensors to provide real-time, advanced AI-based, predictive road condition weather risk information to the insurance, logistics, fleet management and public safety sectors. In May, WTX released Alert Fleet, a weather-based software solution to enhance safety and reduce costs for the North American Fleet Management market.

Predictiv AI helps businesses and organizations make smarter decisions using AI, deep machine learning and data science.

With a market capitalization of less than \$15 million, there is still plenty of upside to this Canadian high-tech company.



SOURCE :

Valeo Pharma on a significant upswing with recent Health

Canada approvals

In a new InvestorIntel interview Peter Clausi speaks with Steve Saviuk, CEO of Valeo Pharma Inc. (CSE: VPH | OTCQB: VPHIF), about receiving Health Canada's approval for its anti-coagulant Redesca™ and the use of some its products in battling coronavirus.

"We are in the middle of a significant upswing and growth trajectory," Steve told Peter, with Valeo's stock up over 300% in 12 months. Founded in 2003, Valeo Pharma is a pharmaceutical company dedicated to the commercialization of innovative prescription products in Canada with a focus on neurodegenerative diseases, oncology and hospital specialty products.

Steve discusses Health Canada's recent approval of Redesca™ and Redesca Hp™ low molecular weight heparin (LMWH) biosimilars, which belong to a class of anti-coagulant drugs very much in demand and are now increasingly used as a first line of defense tool in the fight against the symptoms of COVID-19. Steve added that the Canadian LMWH market is in excess of \$200 million annually and the Valeo anticipates being able to capture a significant market share with its growing portfolio of hospital drug products.

As to future growth and valuation, Steve quoted Wayne Gretzky: "It's not where the puck is, it's where the puck is going, and it's the same thing with valuation. You have to look at where we're going to be in a year or two, and that's what is truly exciting."

To watch the full interview, [click here](#).

Disclaimer: Valeo Pharma Inc. is an advertorial member of InvestorIntel Corp.

Valeo Pharma's approval and launch of immune support product line Redesca and Redesca HP anticipated to impact first half 2021 revenue

Most investors know that the pharmaceutical industry is a huge and mostly very profitable industry. What they may not know is that it is highly competitive making it hard for new players to break into the sector. One way to do that is to have a specialty focus; another is to bring a new drug to market at the right time. Right now immune support products are a hot sector as coronavirus (COVID-19) continues to ravage the world. A

Valeo Pharma Inc. (CSE: VPH | OTCQB: VPHIF) ('Valeo') has a specialty pharmaceuticals focus and their newly launched immune support product HesperCo™ looks like being a possible winner as we all look to boost our immune systems to prevent or fight COVID-19. HesperCo™ is Valeo's unique hesperidin formulation. Natural product hesperidin is a flavonoid with powerful antioxidant properties that help support the immune system.

In a September 2020 news release Valeo stated: "We have high expectations for HesperCo™, which will be launched nationally in the coming weeks, as the immune support it provides is needed in the current healthcare environment." Since this

press release HesperCo™ has been launched.

Valeo Pharma's latest product HesperCo™ is an immune support medicine that may potentially prove useful in the fight against COVID-19

Hesperco(TM) Has Started Shipping



CSE: VPH | OTCQB: VPHIF

Source

Other new Valeo products that have been launched recently – Yondelis, Ametop Gel, Ethacrynate Sodium and soon **Amikacin & Redesca**

- **Yondelis** – An anti-neoplastic (anti-cancer) agent that aims to prevent, inhibit or halt the development of a neoplasm (cancerous growth). Clearly this is a hugely needed and important area.
- **Ametop Gel** – A topical analgesic used for local anaesthetic prior to venepuncture.
- **Ethacrynate Sodium** – A saluretic-diuretic agent that is useful to support Nephrotic Syndrome (a kidney disease that causes patients to pass too much protein in their urine). Commercialization has just begun in the U.S.
- **Amikacin** – A specialty hospital antibiotic. Valeo has recently received Health Canada approval with commercialization to start in the first half of 2021.
- **Redesca and Redesca HP** – Valeo has just announced yesterday that they received Health Canada approval for Redesca and Redesca HP (low molecular weight heparin

biosimilars). Low molecular weight heparin is increasingly used to prevent serious COVID-19 complications such as thrombosis (blood clots) and pulmonary embolism. **Valeo says that commercial launch of Redesca and Redesca HP will impact first half 2021 revenue and is forecast to achieve \$30 million annual peak sales.**

More about Valeo Pharma

Valeo's strategy is to focus on specialty areas such as neurodegenerative diseases, oncology, and hospital specialty products. Valeo is focused on those therapeutic fields where a relatively small number of general practitioners or specialist physicians account for the majority of prescriptions written. This can be a more effective strategy to gain success, especially for smaller pharma companies.

Valeo Pharma is driven by the desire to become a leading Canadian focused specialty pharmaceutical company and to be the partner of choice for international companies wishing to enter the Canadian market.

Valeo had a productive Q3, 2020 with 4 new products added to their commercial pipeline. Q3 net revenues were C\$1.5 million and YTD 2020 net revenues were C\$5.3 million.

Valeo Pharma's product portfolio and product pipeline

Product Portfolio

- click on the product name for details

| PRODUCT NAME | THERAPEUTIC CLASS | INDICATION* | COMMERCIAL STATUS |
|------------------------------------|-----------------------------|---|--------------------|
| Hasperco™ | Antioxidant | Immune System Support | Marketed |
| Onstryv® | Antiparkinson agent | Parkinson's Disease | Marketed |
| M-Eslon | Narcotic Analgesic | Pain Management | Marketed |
| Ametop Gel | Topical Analgesic | Local anaesthetic prior to venepuncture | Marketed |
| Ethacrynate Sodium | Saluretic-Diuretic agent | CHF - Nephrotic Syndrome | Marketed in Canada |
| Synacthan® Depot | Adrenocorticotropic Hormone | Multiple Sclerosis - Nephrotic Syndrome | Marketed |
| Ondansetron | Antiemetic | Prevention of nausea and vomiting | Marketed |
| Benztropine | Antiparkinson agent | Parkinson's Disease | Marketed |
| Yondelis® | Antineoplastic agent | Approved | Marketed |

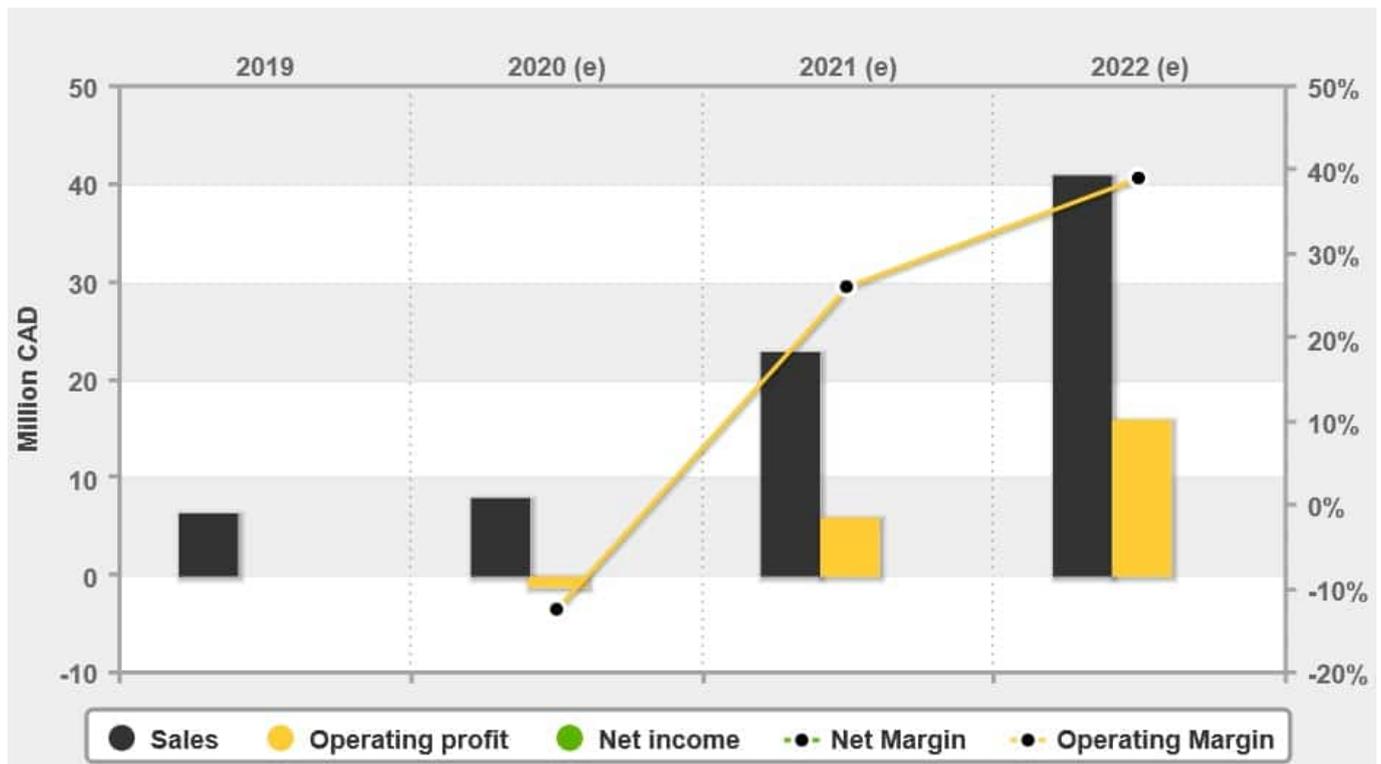
Product Pipeline

- click on the product name for details

| PRODUCT NAME | THERAPEUTIC CLASS | REGULATORY STATUS | TARGET LAUNCH (CALENDAR) |
|--|--------------------------|-------------------|--------------------------|
| Bioflavonoid | Antioxidant | Filed | Q3-2020 |
| Ethacrynate Sodium (USA) | Saluretic-Diuretic agent | Approved (USA) | Q3-2020 |
| Redesca | Biosimilar (LMWH) | Filed | Q4-2020 |
| Piperacillin/ tazobactam | Injectable Antibiotic | Approved | Q1-2021 |
| Hospital Product | Antibiotic | Filed | Q1-2021 |
| Hospital Product | Antifungal | Filed | Q1-2021 |

Source

Valeo Pharma's revenue is forecast to grow very strongly through to 2022



Source: 4-traders

Closing remarks

Specialty pharma in the areas of infectious disease (think COVID-19), oncology (cancer), neuro-degenerative diseases (think nerve diseases), and hospital specialty products all look to be areas of strong future demand.

Valeo Pharma is focusing on these high growth specialty areas in Canada. As a result of past products and several recent new product launches Valeo's revenue is forecast to increase sharply in the next 2 years. The current market cap is C\$74 million.

Lab tests show ZEN Graphene's virucidal ink 99% effective against COVID-19; patent applied for

Optimization, production scale-up and commercialization planned

Another month deeper into the global COVID-19 crisis and the world is still looking for effective tools to combat the pandemic. Virus testing is still both not widespread nor accurate enough, and a vaccine still eludes us. Governments and businesses are grimly contemplating the consequences of a second (or is it the third or fourth?) wave and the potential for another economy-crippling, government-sanctioned lockdown. In the meantime, we are all looking for ways to avoid the virus and keep ourselves healthy.

On September 22, 2020, ZEN Graphene Solutions Ltd. (TSXV:ZEN | OTC:ZENYF) announced that after 5 months of optimization, it has **developed and successfully tested a novel graphene-based virucidal ink with 99% effectiveness against COVID-19**. The ink, used as a coating or protective layer on masks and other PPE, was shown to be 99% effective against the COVID-19 virus and significantly was **still 99% effective a minimum of 35 days after application** to N95 mask material. The company is now developing plans to expedite commercialization of this product, pending regulatory approval, and has filed a provisional patent for this graphene-based virucidal product and is beginning antibacterial and antifungal tests utilizing its proprietary virucidal ink formulation.

ZEN Graphene followed up this announcement with more news on

September 28, 2020 that the University of Guelph has filed a **provisional patent** regarding an electrochemical exfoliation process to produce graphene oxide (GO) from Albany Pure Graphite. The exfoliation method is designed to be a scalable, low cost, low energy and environmentally friendly method of producing graphene oxide, a key ingredient in ZEN's proprietary virucidal ink.

A virucide is any physical or chemical agent that deactivates or destroys viruses. This differs from an antiviral drug, which inhibits the proliferation of the virus. Virucides are not intended for use inside the body, but they are effective on surfaces outside the body.

In the recent results from Western University's ImPaKT facility Biosafety Level 3 laboratory, two ZEN Graphene graphene-based ink samples at different concentrations were applied to N95 mask filtration media and then exposed to the SARS-CoV-2 virus that causes COVID-19 and tested for antiviral properties. Very significant virucidal activity was recorded and reported, **achieving 99% inactivation of the virus** for both samples in 3 separate tests each and verified through a second round of testing. Of significance, the antiviral effect of the second round of testing was on material that was prepared 35 days earlier demonstrating the ongoing virucidal activity of ZEN's proprietary ink.

The research and development of this antiviral ink formulation was conducted entirely by ZEN's research team at its Canadian facility using a graphene product that was **produced from its Albany mine graphite**.

The significance of the ZEN Graphene virucidal ink is based on the physical characteristics of graphene. Graphite flakes extracted from the ZEN Albany mine in Ontario to convert to graphene are approximately 9 microns (9,000 nanometers) making conversion to graphene very cost effective. Graphene is 200 times stronger than steel, conducts heat 10 times more than

copper and conducts electricity 1,000 times better than copper according to ZEN Chairman and CEO Dr. Francis Dubé.

In other words, you soon could be wearing a mask with the ZEN virucidal ink on it and would not know the difference between that and a non-coated mask. Except to know that you are now actually wearing something that actually kills the coronavirus as it passes through your mask.

There are still multiple steps for ZEN to go through before the virucidal ink is publicly available on personal protective equipment, but this is a big step forward towards commercialization as technology brings society closer to a coronavirus solution. In the meantime, ZEN intends to continue to move rapidly towards optimization, production scale-up and commercialization of its graphene-based ink.

ZEN Graphene Solutions moves towards commercialization of virus-killing mask

ZEN is collaborating with partners to develop virucidal face masks and PPE

Back in May 2020 InvestorIntel wrote about the very exciting development of masks and other personal protective equipment (PPE) that not only protect the wearer, **but actually kill viruses on contact**. to help . Since then the development of a “graphene virucidal ink face mask” and PPE has been progressing nicely in the fight against COVID-19.

In late July 2020 ZEN Graphene Solutions Ltd. (TSXV: ZEN)

("ZEN") reported that research teams at a number of personal protective equipment (PPE) manufacturers are collaborating with ZEN to incorporate ZEN's virus-killing graphene ink into commercial products, including masks, gloves, gowns and other clothing. This follows ZEN's promising testing results from the University of Western Ontario's ImPaKT Facility, biosafety Level 3 lab.

ZEN has synthesized a 'silver nanoparticles functionalized graphene oxide ink' that has been documented by previous researchers to kill earlier versions of coronavirus. Silver is well known to be a potential virucidal agent.



Photo: iStock

In July ZEN reported in a news release that the company "continues to optimize its proprietary formulation for dosage and delivery mechanism for highest antiviral impact. **The next phase of testing is currently underway** at the ImPaKT Facility and includes a preferred mask fabric, from one of our collaborators, coated in ZEN's virucidal ink exposed to and tested against the COVID-19 virus."

Dr. Francis Dubé, CEO of ZEN, commented that "Based on results so far and our discussions with the team at Western, we are quickly moving to integrate our material into commercial products with partners who wish to increase the level of COVID-19 protection their products currently offer."

Given the world needs at least 3.5b N95 face masks to fight COVID-19, the potential demand for ZEN's graphene based virucidal ink face mask could be enormous. If the new virucidal mask captured just 10% market share of the 3.5 billion masks needed that would mean manufacturing and selling ~350 million masks. Or even if just made mandatory for health care workers globally, the market would be very large, as there is an estimated 59 million health care workers

worldwide. Each health care worker would need a number of masks per year. The revenue opportunities could be enormous if ZEN's graphene based virucidal ink is licensed on a per unit basis. Added to this would be the potential for use in other PPE. For a small company such as ZEN the potential revenue upside could be highly significant.

Tests are still underway to improve and prove the effectiveness of the virucidal masks, but CEO Dubé's public comments about integrating ZEN's material into commercial products with partners indicates a positive outcome is looking increasingly possible.

Last week ZEN announced that it will "report shortly on significant progress being made in multiple programs, one of which has resulted in the preparation of a patent filing that is central to ZEN's business plan." Zen also announced receiving **significant funding grants**: "two NSERC Alliance COVID-19 project grants, a Mitacs Elevate Postdoctoral Fellowship grant, and two Mitacs Accelerate grants for a total of \$355,000 to its university collaborators," which increased ZEN's total research and development budget for the next 12 months to over \$1.4M.

Graphene's potential

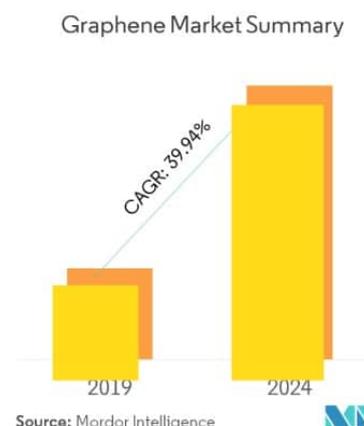
Graphene is a new wonder material with incredible potential to be commercialized in a huge number of products. These are as diverse as graphene coatings that can greatly improve corrosion resistance, increase strength, reduce friction and can be hydrophobic reducing ice formation (aerospace and aircraft industries). As a diesel/jet fuel additive it can improve fuel economy and reduces greenhouse emissions. It is also useful in electromagnetic shielding and electrostatic dissipation, desalinization membranes and low-energy dehumidification, heavy metal scavenging and removing industrial contamination, photovoltaics, displays & biomedical applications using graphene quantum dots, virucidal inks, as a

material enhancement (clothes, tire strengthener, concrete additive), hydrogen storage and production, and advanced batteries. Samsung is developing an advanced graphene phone battery. Graphene is super lightweight and also strengthens aluminum, rubber, plastics and other materials, making its list of applications almost endless.

The graphene market is forecast to grow at a 39-45% CAGR this decade

A high value growth industry over the next decade

- The 2019 Canaccord UK* research report estimates worldwide graphene sales are likely to take off over the next few years reaching \$4.8B USD by 2030
- Graphene's commercial potential lies in its ability to enhance and improve existing materials at a very low load factor making it a viable solution in the cost/benefit calculation for commercial applications
- Markets in which graphene is already competing with other additives amount to more than \$150B in value
- Canaccord's central case implies a Compound Annual Growth Rate (CAGR) of 45% in revenue over a decade 2030E from current levels



Source: Company presentation

Closing remarks

In addition to its advanced application projects, **ZEN owns a graphite mine** and has commenced small scale graphene production from their facility in Canada, and has numerous other potential uses to commercialize their graphene product. At the current market cap of just C\$31m the stock is not yet pricing in any chance of significant success in the virucidal mask and PPE market, or in the larger graphene market. This is good news for investors looking for underappreciated and early stage stocks. If ZEN is able to successfully commercialize its viricidal mask/PPE or other graphene products, it would be a game-changer.

Who wants to be a Billionaire?

If you are in the United States, you know that July 15 was “Tax Day” – it was postponed from April 15 to allow people extra time to prepare taxes due to the impact of the coronavirus. I saw an article last week entitled “Billionaires Boom as State Budgets Go Bust” which crunched numbers on how the collective net worth of America’s billionaires jumped between March 18 and June 17, 2020 and the claim that America’s richest citizens are not paying their fair share of taxes.

We get it – the coronavirus has had a horrific impact on the global economy. In the US alone, approximately 45 million Americans lost their jobs in the initial 3-months of the pandemic. That is a staggering figure, considering that the population of the US is estimated at just over 330 million.

To summarize the statistics: during this 3-month time period, the 600+ billionaires in the US saw their wealth grow by approximately \$584 billion, increasing from \$2.95 trillion to \$3.53 trillion, according to statistics quoted by Americans for Tax Fairness. This is an approximate 20% wealth increase in just three months.

On the surface, this is a staggering figure and the headline may be shocking to the average American. But it brings up the old problem of who is actually paying their “fair share”? Just as every special interest group has an agenda, there are two things to look at in the face of the article’s title – (1) are the rich actually paying their “fair share” (some of you are not going to like the answer) and (2) Did the billionaires

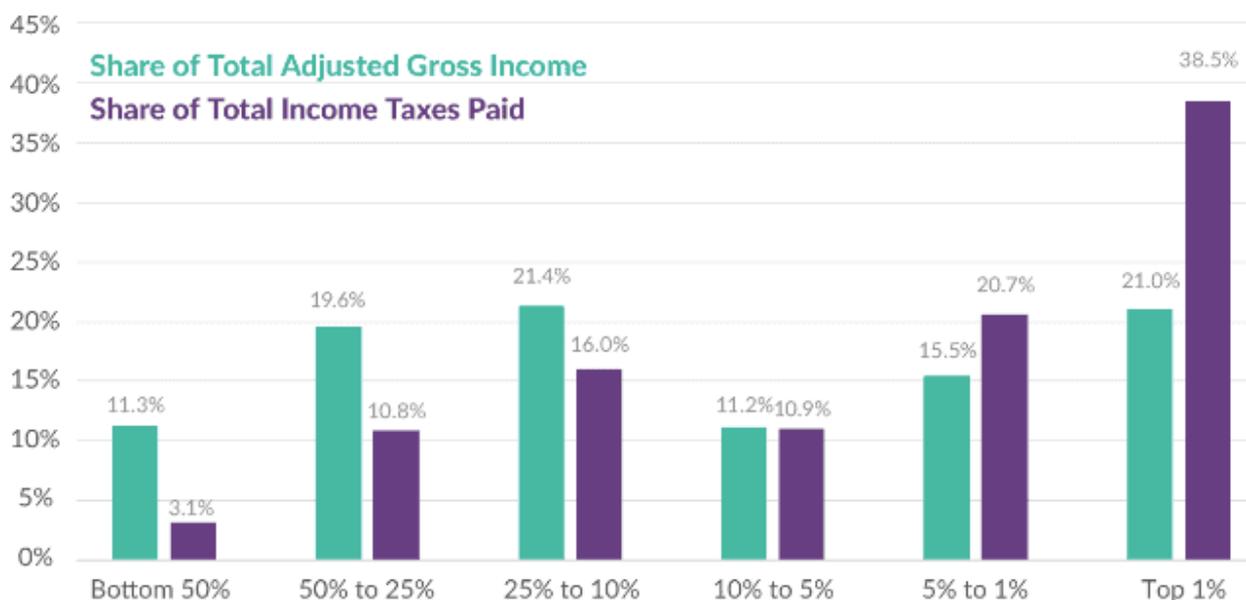
really see almost a 20% increase in their wealth?

Are the rich paying their fair share?

The most recent statistics from the IRS based on a February 2020 update as analyzed by the Tax Foundation say this about that, based on 2017:

Half of Taxpayers Pay 97 Percent of All Income Taxes

Share of Income and Share of Federal Income Taxes Paid, by Income Group (2017)



Source: IRS, Statistics of Income, Individual Income Rates and Tax Shares (2019).

TAX FOUNDATION

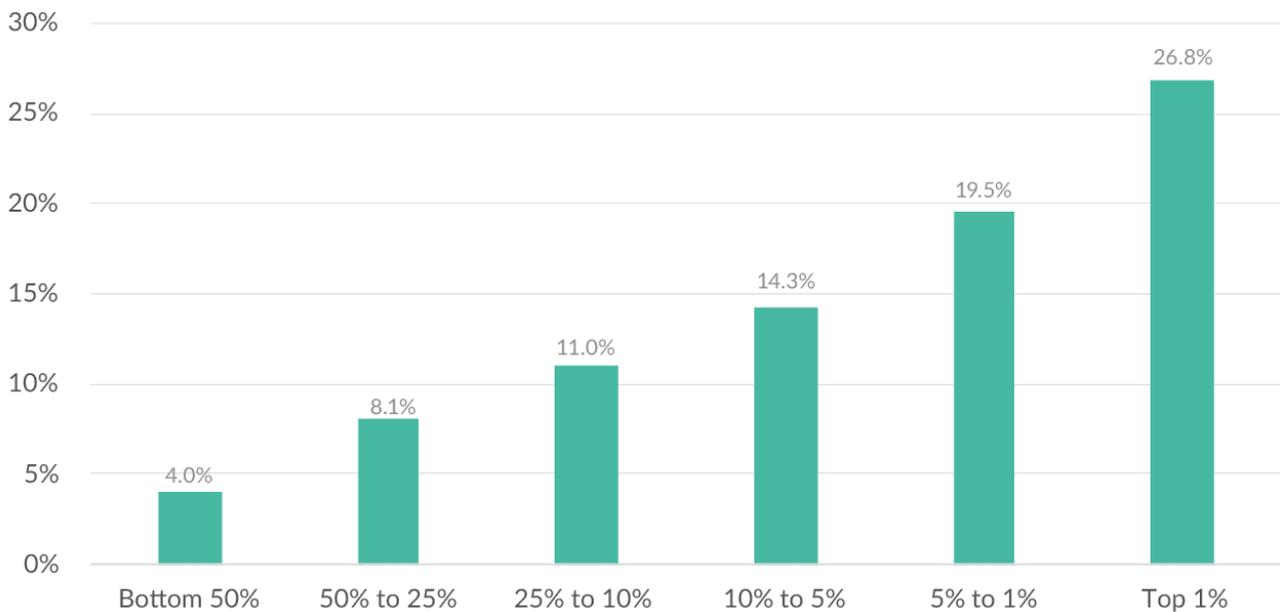
@TaxFoundation

As you may have noticed, the top 1% (adjusted gross income of more than \$515,371) paid 38.5% of total income taxes while earning 21% of total adjusted gross income. Or as the graph shows, the top 5% of income earners (adjusted gross income of more than \$208,053) who earned 36.5% of adjusted gross income, paid 59.2% of income taxes. In stark contrast, the bottom 50% of income earners (adjusted gross income of less than \$41,740) who earned 11.3% of income paid 3.1% of income taxes.

The following graph is more telling – the top 1% had an average tax rate 26.8%. The bottom 50% had an average tax rate of 4%.

High-Income Taxpayers Pay the Highest Average Income Tax Rate

Average Federal Income Tax Rate, by Income Group (2017)



Source: IRS, *Statistics of Income, Individual Income Rates and Tax Shares* (2019).

TAX FOUNDATION

@TaxFoundation

While some people might be inclined to dismiss these statistics, the numbers supporting these graphs are readily available and anyone can download them. You can draw your own conclusions, but the evidence just screams at me... (hint: the rich are paying at least their “fair share”).

Did the billionaires do better or worse than the market?

Question #2 – the short term increase in wealth of America’s billionaires. Let’s not ignore the fact that these billionaires run hundreds of companies that employ millions of people in the US and abroad. Let’s also not ignore the fact that unlike some industries, many of these billionaires’ companies were actually hiring people during the pandemic to ensure delivery of products or services. And keeping Americans employed.

On February 19, 2020, the US S&P500 index closed at 3,386.15 –

this is a 40-year high, as the US economy continued to fire on all cylinders.

That bears repeating – that’s a 40 year high.



One month later (March 18, 2020), the index was at 2,398.10 – that’s a 29% loss in one month, as the market absorbed the potential impact of coronavirus on the global economy. Anyone with a market-related retirement account felt that in a big way. On June 17, 2020, the index had recovered to 3,113.49. This is a 31% increase in the market in just three months – equally staggering. But the billionaires (and everyone with a market-weighted account) are still worse off than before as the pandemic took the markets down...apparently the Americans for Tax Fairness forgot to analyze that.

Markets go up and markets go down – an undisputable fact. However, I would be disappointed as one of those 600+ billionaires (if I were shortsighted, that is) – the market was up almost 31% but my average wealth only grew 19.8%? That’s a clear underperform in anyone’s mind.

And the article “Billionaires Boom as State Budgets Go Bust”?

Well, a great headline, but looks to me like Americans for Tax Fairness are comparing apples to...well, I don't know...road apples?

StageZero Life Sciences up 177% YTD as they move into COVID-19 testing

As global COVID-19 cases hit a staggering 5 million, StageZero Life Sciences Ltd. (TSX: SZLS) stock price has surged 177% YTD. This is mostly due to being oversold late in 2019, but also due to their recent move into offering COVID-19 testing. And what a great move it was!

On April 20, 2020 StageZero announced that they will offer both the PCR-based nucleic acid tests as well as qualitative antibody testing for COVID-19 (coronavirus). The PCR tests help determine if a patient has an active infection and the antibody test determines if a patient previously had the infection, as it detects the antibodies to the coronavirus. StageZero will initially offer the BTNX Rapid Response test under Section IV.D of the FDA's Policy for Diagnostic Tests for Coronavirus Disease-2019 while awaiting EUA approval.

StageZero Life Sciences two tests for COVID-19 (coronavirus)

PCR Testing

To Help Detect Active Infection



Antibody Testing

To Help Detect Past or Recent Infection



Source

As you can imagine the global demand for accurate COVID-19 test kits is truly enormous and growing every day. Most countries have severe shortages of test kits. Below are just a few examples, and these are in the richer developed countries.

In the USA, shortage of COVID-19 test kits has been a significant problem. Anthony Fauci said the USA needs to double the current testing rate of 1.5 -2 million tests a week. A report by Harvard University stated that **the US needs to be able to test 5 million people per day** to safely begin to reopen their economy by June 2020. So far in the US, the total number of tests has only been 9.6 million, and that is over a period of several months.

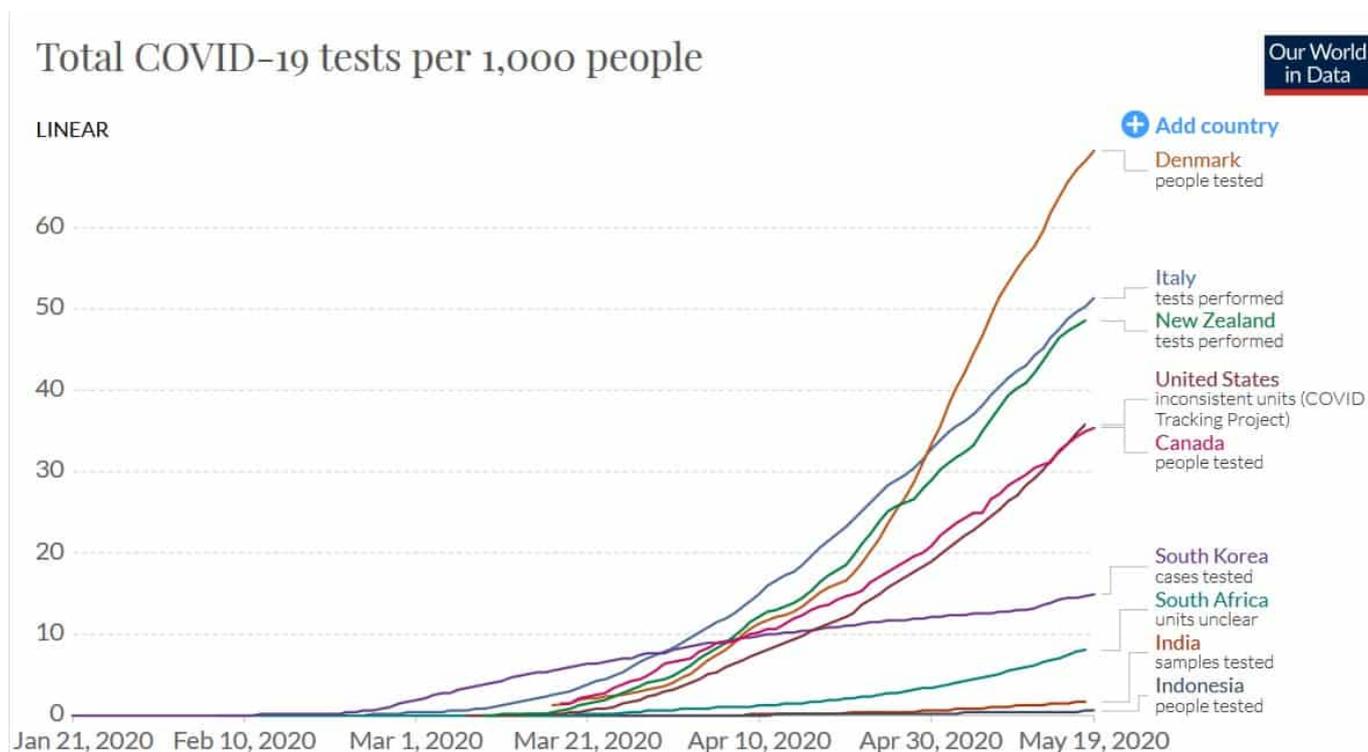
In Australia, State Health Ministers have reported shortages of reagents and kits used to conduct coronavirus tests in laboratories, **as unprecedented demand for testing** combines with limits on exports from other nations struggling to contain COVID-19.

Working backwards to estimate the real global demand for COVID-19 testing, one can argue that 50-100 tests are needed

per confirmed case. Given daily global cases are hovering around 90,000, that would mean daily global COVID-19 testing needs to be in the vicinity of 4.5 to 9 million per day. One can argue the real need is higher given the global population of over 7.7 billion, and the need for repeat or follow up testing.

Currently the numbers of COVID-19 cases being tested is severely limited by a lack of supply of test kits. The current leader per capita in testing is Denmark. And even in Denmark testing has only reached 69 per 1,000 people (6.9%) that have been tested. In the US testing has only reached 35 per 1,000 people (3.5%). Indonesia is at 0.54 per 1,000 people (0.054%) showing just how low testing rates are in developing countries.

The number of COVID-19 tests being done globally is still extremely low as test kits are in very short supply



Source

All of this means that the opportunity for companies that have existing facilities that can rapidly scale up accurate testing

is enormous. We don't know how long this will go on for, but the way it is looking demand for COVID-19 testing should be here for at least 2 years and maybe much longer.

StageZero teams up with UDoTest to help physicians to access COVID-19 testing

StageZero Life Sciences are not only rapidly expanding their testing kits, but also building networks to assist Doctors to get their patients tested.

On May 19 StageZero announced: "StageZero Life Sciences partners with UDoTest to link physicians and their patients to urgent COVID-19 testing." UDoTest is a B2B self-collection health testing software platform designed to personalize at-home lab testing experiences.

Allison Martin, CEO and Founder of UDoTest, explains:

"After being approached by several physician networks to help them gain access to quality tests, and immediate orders, we needed to start quickly," said Allison Martin, CEO and Founder of UDoTest. "Physicians and their patients, in lock-down, have requested help in setting up a virtual health solution to enable safe testing access. StageZero has this capability and is a good first partner for what will be an important solution for many."

StageZero Life Sciences is now facing an incredible opportunity as COVID-19 testing demand far outstrips supply, both for testing if you have the disease, and testing if you have previously had it. Combining this with their revolutionary Aristotle® screening test for 10 cancers from a single sample of blood, shows why this company is rapidly rising.

For investors it is still only early days for StageZero Life Sciences, despite the 177% YTD price surge, the Company trades with a market cap of just C\$41 million. Analyst's consensus

price target is C\$0.50, so plenty of potential upside ahead given the current stock price of C\$0.125.

Disclaimer: Matt Bohlsen is a shareholder of StageZero Life Sciences Ltd. (TSX: SZLS)