

Drolet Stock Notes on StageZero Life Sciences: Dedicated to the early detection of cancer and end-to-end COVID-19 testing solutions

Mario Drolet, President of MI3 Communications Financières Inc. (MI3), released his Drolet Stock Notes on StageZero Life Sciences Ltd. (TSX: SZLS) on May 20, 2021, for exclusive distribution on InvestorIntel. Highlights include:

- StageZero is dedicated to the early detection of cancer and multiple disease states through whole blood.
- Stage Zero has entered into a letter of intent to purchase substantially all of the business of Health Clinics Limited and of Health Clinics USA Corp. related to their current oncology business and expanding focus into early disease detection utilizing proprietary treatment protocols to ameliorate progression with end-to-end COVID-19 testing solutions.
- Expanded testing in Canada via the Company's partnership with Ichor Blood Services.
- Near **oversold** territory. Expecting a rebound. First target: \$0.88 to reintegrate 200DMA
- MI3 September 2021 Target: \$1.08
- Support: S3; \$0.45 S2; \$0.52 S1; \$0.57
Resistance: R1; \$0.60 R2; \$0.66 R3; \$0.72



About StageZero Life Sciences Ltd.

StageZero Life Sciences is dedicated to the early detection of multiple diseases through whole blood tests. The Company's next-generation test, Aristotle®, is the first-ever multi-cancer panel for simultaneously screening for 10 cancers from a single sample of blood with high sensitivity and specificity for each cancer. StageZero's full service, telehealth platform includes access to physicians and phlebotomists who can prescribe and draw samples for individuals and groups, and the Company operates a CAP accredited and CLIA certified high-complexity reference laboratory in Richmond, Virginia. In addition, leveraging its specialty in polymerase chain reaction (PCR) testing for the early identification of cancer through blood, StageZero also provides both COVID PCR testing (swab and saliva) and blood test analysis (Antibody testing).

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eResearch's Chris Thompson with James Howard-Tripp on StageZero's COVID-19 testing revenue

In a recent InvestorIntel interview, Chris Thompson speaks with James Howard-Tripp, Chairman and CEO of StageZero Life Sciences Ltd. (TSX: SZLS) about StageZero's COVID-19 testing revenue and Q1 financial results.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), James went on to say that StageZero, in its Q1 financial results, reported a "healthy revenue with more than 60% margin from COVID testing". He added that the company "has signed a series of long-term contracts" and expects the revenue to remain healthy for the rest of the year and will continue to build as revenues from Aristotle as part of the AVRT Program starts to come in. Touching on the recently announced Rexall partnerships to sell StageZero COVID-19 saliva test kits, James adds how the acquisition of Health

Clinics Limited will create multiple revenue streams and make the launch of its multi-cancer test more impactful.

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

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To know more about StageZero Life Sciences Ltd., [click here](#)

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James Howard-Tripp on StageZero's Q1 Results, Aristotle as part of the AVRT Program and the Rexall Partnership for COVID-19

Saliva Tests

In a recent InvestorIntel interview, Tracy Weslosky spoke with James Howard-Tripp, Chairman and CEO of StageZero Life Sciences Ltd. (TSX: SZLS) about StageZero's first-quarter financial results, Aristotle as part of the AVRT Program and the Rexall Partnership for COVID-19 Saliva Tests.

In this InvestorIntel interview, which may also be viewed on YouTube (click here to subscribe to the InvestorIntel Channel), James went on to provide an update on the launch of Aristotle as part of the AVRT Program and StageZero's intent to acquire Health Clinics Limited. Unlike COVID-19 tests, cancer tests in the U.S. have to be prescribed by a physician. James explained how Health Clinics as "part and parcel" of StageZero will help them reach patients and have a bigger impact than trying to launch a stand-alone cancer-detection service. Driven by the goal "...to reduce the incidence of late-stage cancer by 50% over the next decade through early interventions", James said that the acquisition of Health Clinics will set StageZero in liquid biopsy, early detection of disease and telemedicine, three of the highest growth areas within healthcare right now.

To watch the complete interview, click here

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StageZero's New Cancer-Testing Platform and Health Clinics Acquisition Forms Telemedicine "Circle of Care"

StageZero Life Sciences Ltd. (TSX: SZLS) is a life science and telehealth company that recently launched Aristotle®, which is its next-generation, proprietary clinical test for the early detection of cancer. From one blood sample, it can screen for 10 cancers.

On the same day as it officially launched Aristotle®, StageZero announced that it entered into a Letter of Intent (LOI) to purchase Health Clinics Limited and Health Clinics USA Corp. (together, the "HC Companies").

Founded in London, England in 2013, the HC Companies use telemedicine to provide clinical services across Europe and North America.

Under the trade name Care Oncology Clinics, the HC Companies offer cancer (oncology) treatment services and, under the trade name AVRT, focus on early disease detection utilizing proprietary treatments.

James Howard-Tripp, Chairman and CEO of StageZero, explained

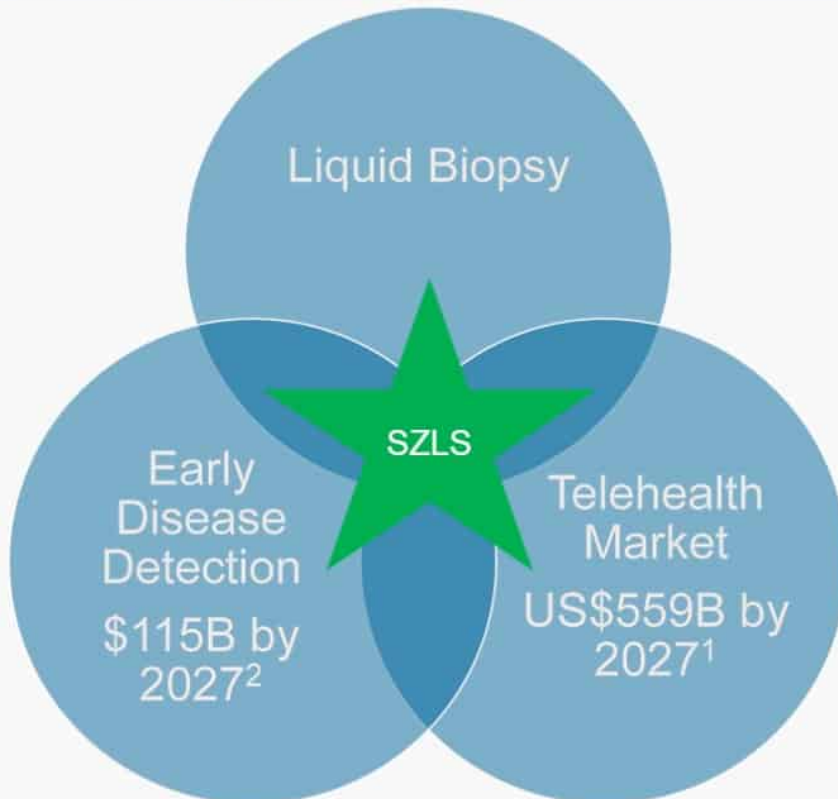
the rationale behind the transaction,

“Together with Health Clinics, we are taking three of the highest growth areas within healthcare – liquid biopsy, early detection of disease and telemedicine – and combining them into one innovative company that with ground-breaking technology, will find disease early (as opposed to late and with presentation of symptoms), diagnose and treat, or diagnose and seek to prevent late stage disease, with a telemedicine reach in both North America and the UK/Europe.”

According to market research by Fortune Business Insights, the Telehealth market is estimated to be US\$559 billion by 2027 and Reports & Data estimates the Early Disease Detection market to be worth US\$115 billion by 2027.

The continued rise of cancer cases and deaths has shifted the attention towards the adoption of early detection and diagnosis techniques for cancer, to help lower health costs and increase survival rates.

Market Opportunity



1. Telehealth market research report, Fortune Business Insights December 4, 2020
2. The global market for diagnostic biomarkers is expected to reach about US\$115.45 billion in 2027. (Source: Reports & Data, December 11, 2020 www.reportsanddata.com)

Source: StageZero Company Presentation (April 1, 2021)

StageZero – From Point Solution to Circle of Care

With the COVID-19 pandemic, many physician practices are closed, so patients are not visiting their doctors in person but are connecting via telehealth.

To illustrate the dramatic decrease, according to an article last month by the **National Cancer Institute**, the COVID-19 pandemic led to a sharp decrease in the number of cancer screening tests. One example from **Massachusetts General Brigham Hospital** recorded a 74% decrease in cancer screening tests during the same 3-month period in 2019 (pre-pandemic) versus 2020.

Unlike COVID-19 tests, cancer tests in the U.S. have to be prescribed by a physician. Therefore StageZero needed to find a way to reach patients with doctor support.

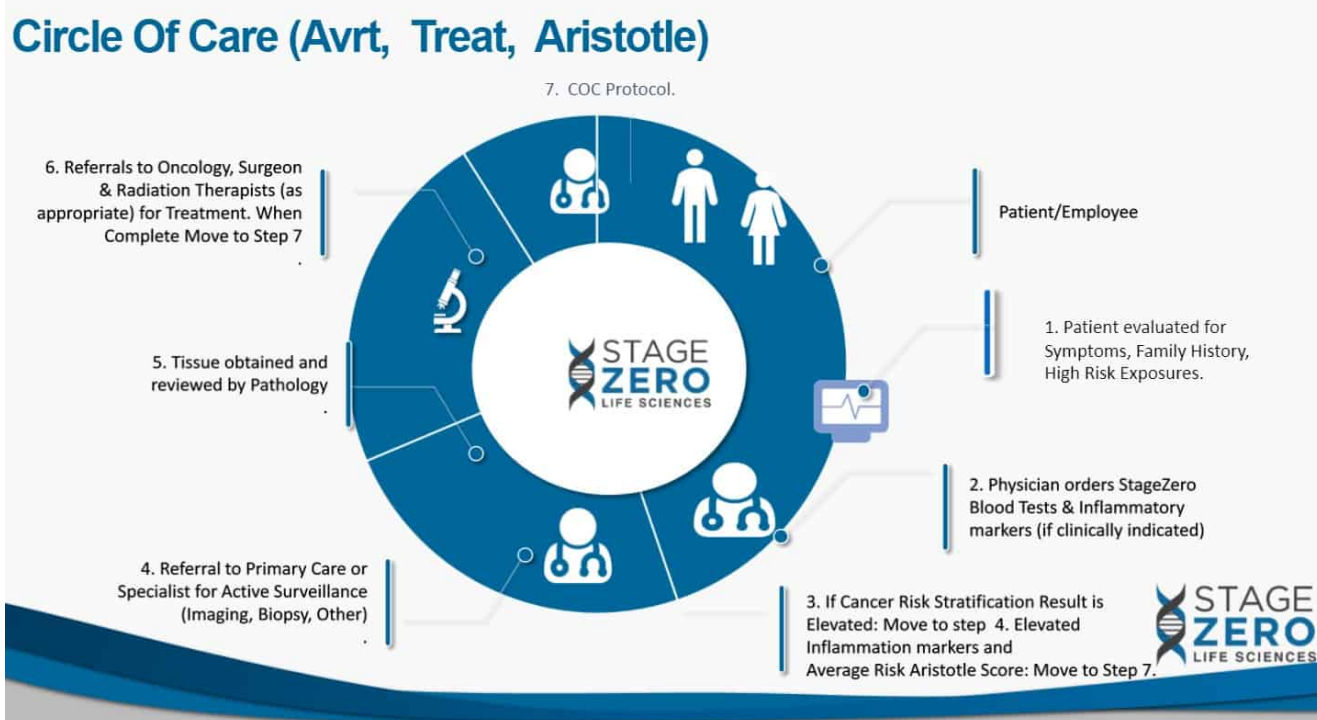
The HC Companies acquisition immediately filled this requirement and more, as it provides an existing network of physicians as well as patients, a marketing group, and a 24/7 support team.

StageZero believes that launching Aristotle via AVRT will have a bigger impact than trying to launch a stand-alone cancer-detection service and positions it uniquely in the market.

In addition, the Company commented that the release of Aristotle® via AVRT is just the first step and StageZero will continue to develop a broader market for the product including physician networks, health care insurance providers, and employers.

StageZero's new cancer-testing platform Aristotle® becomes integrated with HC Companies' AVRT service. The AVRT program focuses on finding diseases early, notably cancer, and then would work with the primary care physicians and oncologists of HC Companies' Care Oncology Clinics to establish appropriate treatment.

Therefore StageZero will have a fully integrated telehealth platform that supports both its cancer diagnostics program as well as treatment services – creating the “Circle of Care” – and now multiple revenue streams.



Source: StageZero Company Presentation (April 1, 2021)

Lab Expansion for COVID-19 and Aristotle® Testing

StageZero continues to expand its CAP-accredited and CLIA certified high complexity reference laboratory in Richmond, Virginia. Being CAP-accredited and CLIA certified ensures that the testing facilities and test results are meeting or exceeding the industry standards for clinical laboratory testing.

Last year, to help out during the COVID-19 crisis, StageZero launched a COVID-19 testing service, offering both the serology point-of-care and lab-based polymerase chain reaction (PCR) tests.

The Company's revenue benefited from offering various COVID-19 tests as fourth-quarter 2020 results released last month had revenue at US\$2.6 million, up 77% quarter-over-quarter and up over 5,000% from the same period last year.

StageZero forecasted that COVID-19 testing-related revenue should be even higher in the first quarter of 2021.

Expanded Testing in Canada with Ichor Blood Services

Yesterday, StageZero announced that its partner Ichor Blood Services will distribute StageZero's COVID-19 PCR saliva test kits through Canadian retail outlets in British Columbia, Alberta, Saskatchewan, Manitoba, and Ontario starting immediately.

James Howard-Tripp commented: "StageZero is proud to make these kits available to Canadians to enable immediate and convenient PCR testing, at home, via supervised telehealth, for families, companies, and travelers. COVID-19 PCR testing is considered the gold standard for helping to determine if someone is infected with SARS-CoV-2, the virus that causes COVID-19, and saliva-based PCR testing is an easy, non-invasive way to collect a sample".

Final Thoughts

The recent C\$7.2 million financing has strengthened the Balance Sheet and revenue from the COVID-19 testing brings additional cash flow that should enable the Company to meet its current obligations, complete the HC Companies acquisition, and commercialize its new offering.

StageZero should continue to benefit from the market's shift to telehealth and book revenue growth from its COVID-19 testing service and product offering.

With the growing need for both COVID-19 and cancer testing, revenue could double for the Company this year.

StageZero closed today at C\$0.77, up 22% on the day, and currently has a Market Cap of over C\$41.2 million.

StageZero Life Sciences James Howard-Tripp on the recent LOI to Acquire Health Clinics Limited

In a recent InvestorIntel interview, Tracy Weslosky spoke with James Howard-Tripp, Chairman and CEO of StageZero Life Sciences Ltd. (TSX: SZLS) about StageZero's Q4 and Year End Financial Results and the recent signing of a letter of intent to acquire Health Clinics Limited.

In this InvestorIntel interview, which may also be viewed on YouTube (click here to subscribe to the InvestorIntel Channel), James went on to say that StageZero ended Q4 with revenues that were up two times from Q3. He further added that the Health Clinics deal will give StageZero access to a network of oncologists and cancer clinics. This will provide StageZero access to an existing patient network to which Aristotle may be administered to. Aristotle® is a multi-cancer panel for simultaneously screening for 10 cancers from a single sample of blood with high sensitivity and specificity for each cancer.

To watch the complete interview, click here

About StageZero Life Sciences, Ltd.

StageZero Life Sciences is dedicated to the early detection of multiple disease states through whole blood. The Company operates a CAP accredited and CLIA certified high complexity reference laboratory based in Richmond, Virginia. A specialist in PCR testing for the early identification of Cancer through blood, the Company is uniquely positioned to provide both COVID PCR testing (swab and saliva) and blood test analysis (Antibody testing). Our full service, telehealth platform

includes access to physicians and phlebotomist who can prescribe and draw samples for individuals and groups. As we provide COVID-19 test during this Pandemic, we continue making progress with our mission to eradicate late stage cancers through early detection. Our next generation test, Aristotle®, is a multi-cancer panel for simultaneously screening for 10 cancers from a single sample of blood with high sensitivity and specificity for each cancer.

To know more about StageZero Life Sciences Ltd., [click here](#)

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Adding depth and affiliations with key cancer centers, StageZero announces LOI to acquire Health Clinics

StageZero Life Sciences is expanding its early stage cancer and COVID-19 diagnosis business to now include Aristotle, Avrt, and Treat

StageZero Life Sciences Ltd. (TSX: SZLS) ("StageZero") recently announced their long awaited release of "Aristotle". In addition, StageZero announced a Letter of Intent (LOI) to acquire Health Clinics Limited. These events now mean that StageZero is rapidly expanding its services that will include telehealth, COVID-19 testing, Aristotle (early stage multi-cancer testing), AVRT (prevention of cancer & other diseases), and Treat (adjunctive treatment for all cancer types); all at the same time as working with health care professionals.

Aristotle

StageZero has developed a multi-cancer test that requires only a drop of blood. It is named Aristotle and was officially launched in early April, 2021. Aristotle has been released in two initial versions:

- **Aristotle Female** panel – 9 tests for cancer: ovarian, breast, cervical, endometrial, colorectal, bladder, stomach, liver and nasopharyngeal.
- **Aristotle Male** panel – 6 tests for cancer: prostate, colorectal, bladder, stomach, liver and nasopharyngeal.

StageZero state:

“Using an approach called immunoediting, Aristotle interrogates the mRNA from whole blood to detect gene expression profiles indicative of specific cancers. It is the first multi-cancer test to come to market with the ability to test for multiple, discrete cancers from a single sample of blood.”

The Aristotle test is revolutionary in its ability to test for multiple cancers in one test and the fact it targets very early stage cancer detection. This has the potential to shake up the early cancer detection industry.

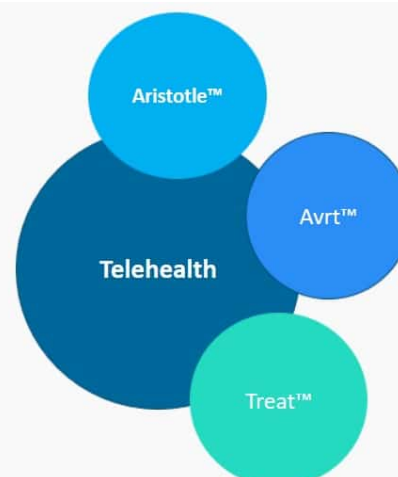
StageZero Life Sciences – Telehealth at the core supporting Aristotle, AVRT, and Treat

StageZero Life Sciences

Everything we do is centered on challenging the status quo in healthcare. We have a healthcare system that waits until we become ill before it intervenes—instead of a health care system focused on helping us stay healthy. That’s why we believe in finding chronic diseases, like cancer, in the earliest possible stages. We accomplish this through physician guided interventions, advanced testing, and proprietary treatment protocols that improve patient outcomes.

All of This is Made Possible Through Telehealth

Our programs are available to anyone in the world with a smartphone, tablet or computer who want access to leading, state of the art programs for the prevention of disease through ongoing, physician supervised programs.



Source: StageZero Life Sciences Fourth Quarter Call

Health Clinics Limited

Health Clinics (“HC”) specialises in chronic inflammation and metabolic dysfunction and uses telemedicine to provide specialist clinical services across Europe and North America. HC provides two main clinical offerings:

1. Under the trade name **Care Oncology Clinic** (“COC”), HC provides a patented and safe adjunctive treatment for all cancer types.
2. Under the trade name **AVRT** (pronounced “avert”), HC clinicians will provide a managed clinical service to help people to reduce their risk of developing chronic diseases, including cancer, using a proportionate and tolerable protocol.

StageZero CEO James Howard-Tripp stated:

“The team at Health Clinics/Care Oncology will significantly enhance our clinical and scientific capability, adding depth and affiliations with key cancer centers as well as expanding the executive and the board. The partnership also gives us the necessary infrastructure to correctly cater to employers, where we go next.”

Summary of StageZero’s amazing recent achievements

Operational Update and Recent Highlights

The following milestones were achieved during the fourth quarter:

- Received revenue of \$2.82 million for the period.
- Closed a prospectus offering of more than C\$7M.
- Hired additional staff and purchased equipment, test reagents, and consumable materials (for COVID-19 Tests and Aristotle®).

The following has been achieved in the first quarter of 2021:

- Aristotle launched as part of the AVRT Program
- Acquisition of Health Clinics Limited
- Expanded testing in Canada via the Company's partnership with Ichor Blood Services.
- Hired further staff and expanded testing capacity, both for COVID-19 and Aristotle®.
- Participated in two investor focused conferences.

Source

Added to all this StageZero continues to ramp up COVID-19 testing related revenues which acts to help fund the Aristotle program. In Q4, 2020 StageZero made C\$3.38M in revenue, C\$0.64M in net income, and a net profit margin of 18.93%. These are impressive numbers especially as StageZero is still in the very early growth stage.

StageZero Life Sciences became profitable in Q4 2020

Income Statement

Quarterly Annual



Source

Closing remarks

Success in business usually comes if you provide a great product which has a strong need and if you can distribute and

market the product to meet that need. StageZero is doing exactly that.

Aristotle's past success in the trial phase showed it is a great product. The need for early cancer detection worldwide is enormous. Finally, the recent LOI to acquire Health Clinics Limited (includes Care Oncology Clinic and AVRT) gives StageZero a fast start towards Aristotle distribution, as well as expansion to new areas such as cancer adjunctive treatment.

StageZero currently trades on a market cap of C\$43M giving investors an enormous potential opportunity to get in early on what is shaping up to be an exceptional company. Risk remains high due to the early stage, but reward is also very high.

Disclosure: The author is long Stage Zero Life Sciences (TSX: SZLS).