

Steve Saviuk of Valeo Pharma talks about revenue growth following impressive market gains

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In this InvestorIntel interview with host Tracy Weslosky, [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO and Director Steve Saviuk talks about the company's [revenue growth](#) driven by new product launches.

In the interview, which can also be viewed in full on the InvestorIntel YouTube channel ([click here](#)), Steve attributes Valeo's 80% Q2 revenue growth over the same period last year to the market success of its 3 lead blood thinner and asthma brands, Redesca, Enerzair and Ateectura, which are gaining on and have surpassed some of its major competitors in numbers of new prescriptions, which means significant revenue for the company. Steve goes on to say that pharmaceutical biosimilars have taken over 80% of the market in British Columbia and over 70% of the market in Quebec, and are growing in other major markets.

He also attributes Valeo's success to the expansion of the company's team. "We've grown dramatically in the last year in terms of people," he tells Tracy, "and I think you need to have commercial teams out there to in their in order to market products. We've grown to over 100 people from about 25-30 people in May-June of last year."

To access the full InvestorIntel interview, [click here](#)

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About Valeo Pharma Inc.

Valeo Pharma is a pharmaceutical company dedicated to the commercialization of innovative prescription products in Canada with a focus on Respirology, Neurodegenerative Diseases, Oncology and other specialty products. Headquartered in Kirkland, Quebec, Valeo Pharma has the full capability and complete infrastructure to register and properly manage its growing product portfolio through all stages of commercialization.

To know more about Valeo Pharma Inc., [click here](#)

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Valeo Pharma is cashed up and ready to expand as COVID restrictions end

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Are we starting to see the beginning of the end of COVID's reign of terror over humanity? I certainly hope so. But beyond my wishful thinking, you are starting to see many jurisdictions beginning to remove some of the more restrictive pandemic control measures in an effort to head down the path towards normalcy. Assuming policymakers are making informed decisions (a debate that I definitely won't get dragged into) and that we are shifting into more of an endemic versus a pandemic approach to COVID, then there are a lot of potential opportunities for

investors just waiting to materialize. The obvious, “opening up”, trades are airlines and cruise operators, but there are many other, often smaller, businesses that will finally be able to get out and start drumming up business the old fashion way – face to face. It’s probably impossible to measure the impact that COVID has had on the bottom line of businesses of all shapes and sizes. But fingers crossed that everyone could get back to doing business as usual and perhaps actually meet a forecast or two.

One company that has been plugging away throughout the pandemic, building out its platform for growth including expanding its sales and marketing team, is [Valeo Pharma Inc.](#) (CSE: VPH | OTCQB: VPHIF). Valeo Pharma is a pharmaceutical company dedicated to the commercialization of innovative prescription products in Canada with a focus on Respirology, Neurodegenerative Diseases, Oncology and other specialty products. Headquartered in Kirkland, Quebec, the Company has the full capability and complete infrastructure in place to register and properly manage its growing product portfolio through all stages of commercialization. The Company specializes in partnering with pharmaceutical companies that have expertise in research & development and manufacturing while Valeo Pharma concentrates on the regulatory requirements to get a drug approved in Canada and then focuses on marketing the product. The Company benefits from commercializing a drug without the risk and expense of product development.

A great example of what Valeo Pharma brings to the table begins with entering into a [commercialization and supply agreement](#) for two asthma therapies with Novartis Pharmaceuticals Canada Inc., a deal that was inked in March, 2021. Under the Agreement, Valeo Pharma is responsible for medical and commercial activities for Enerzair Breezhaler® and Actectura Breezhaler® for an initial 8-year period. By June, 2021, the Company had secured

[reimbursement authorization for these therapies](#) from private payer health plans covering 80% of privately insured lives in Canada. By the end of June [commercialization of the therapies](#) had commenced following product shipments across Canada and the initial deployment of its national respiratory sales force. In October, Valeo Pharma [announced an LOI](#) with the pan-Canadian Pharmaceutical Alliance (pCPA) regarding its two innovative asthma therapies whereby pCPA conducts joint provincial/territorial/federal negotiations for brand name and generic drugs in Canada to achieve greater value for publicly funded drug programs. This all led to the most recent announcement, on December 15, 2021, that Quebec and Nova Scotia have joined Alberta on the list of [provincial public coverage secured](#) for both asthma medications.

All that work means there are a lot of people out there who now have coverage for these drugs. Where the reduction of pandemic restrictions comes into play is the ability to get out and educate and promote these therapies to all the doctors and pharmacists who prescribe or recommend these medications, so all those with coverage will actually be able to obtain and start using the therapies. The legwork is done, now it's time to get that revenue machine rolling. And this example is of only 2 of Valeo Pharma's 8 marketed brands and 4 additional products contributing revenues.

Granted the Company isn't quite rolling in the green just yet as they recently [raised C\\$25 million](#) via convertible unsecured debentures. But in a vote of confidence, C\$10 million came from Investissement Québec, whose mandate is to accompany and support entrepreneurs and leaders who promote the economic development and growth of key sectors of the Québec economy. The Company intends to use the net proceeds of the offering to (i) support commercial efforts related to the recently launched products (Redesca™, Enerzair®, and Ateectura®); (ii) reimburse, at

maturity, the non-convertible debentures previously issued by the Company and maturing on January 31, 2022, and July 10, 2022; (iii) for working capital and general corporate purposes; and (iv) support an upcoming TSX listing application. Yes, they plan to graduate to the big board in the first half of 2022, with their C\$50 million market cap, which could improve exposure and liquidity of the stock. Additionally, the next 6-7 weeks should provide us with year-end and Q1/22 quarterly results to give us insight into the progress being made at Valeo Pharma Inc. Those results will be pivotal for the future of the Company.

Dr. Charles Meakin on the benefits of StageZero Life Sciences early diagnostic cancer test

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In a recent InvestorIntel interview, Tracy Weslosky speaks with Dr. Charles Meakin, Chief Medical Officer at [CareOncology.com](https://www.careoncology.com) on how [StageZero Life Sciences Ltd.](https://www.stagezerolife.com)'s (TSX: SZLS) early diagnostic cancer test will enhance the cancer treatment program that the Health Clinics offer their patients.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Dr. Meakin went on to say that Care Oncology has developed a cancer treatment protocol that uses medicines that show 2-3 times increase in average median survival in cancer patients. He

added, “We have treated over 5000 patients...our platform is very efficient and 80% of our patients re-enlist...” StageZero has developed the Aristotle® test which can simultaneously screen for 10 cancers from a single sample of blood with high sensitivity and specificity for each cancer. Dr. Meakin explained how StageZero and Care Oncology together can benefit cancer patients by combining early cancer diagnostics of StageZero and the cancer treatment protocol of Care Oncology.

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

About Health Clinics

Founded in London, England in 2013, Health Clinics 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.

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).

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

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Revenue Forecasted to Triple as Valeo Benefits from Last Year's Successes

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Valeo Pharma Inc. (CSE: VPH | OTC: VPHIF | FSE: VP2) is a specialty pharmaceutical company and its revenue is expected to triple this year as it benefits from last year's licensing successes.

For Fiscal Year 2020, ending October 31, the company forecasted revenue around C\$8.0 million but projects FY2021 revenue in the C\$20-25 million range.

Currently, one analyst covers the company, and she estimates FY2020 revenue of C\$8.0 million, FY2021 revenue of C\$24.0 million, and FY2022 revenue of C\$45.0 million, showing an impressive revenue growth trajectory for the company.

Valeo's Business Model

Valeo focuses on acquiring, in-licensing, and commercializing pharmaceutical products with a primary focus on three areas:

1. Neurodegenerative diseases, such as Multiple Sclerosis, Parkinson's Disease, and Schizophrenia
2. Cancer treatment (Oncology), such as Soft Tissue Sarcoma and Ovarian Cancer
3. Hospital products, such as pain management, anti-infectives, and critical care

The company partners with pharmaceutical companies that have expertise in Research & Development and Manufacturing while Valeo concentrates on the regulatory requirements to get a drug approved in Canada and then focuses on marketing the product.

Valeo benefits from commercializing a drug without the risk of product development.

Valeo now has 10 products approved for marketing in Canada with another three products in the regulatory process, and seven additional hospital products licensed but not yet approved. (See the Product Portfolio and Pipeline table below.)

Valeo searches for products already licensed in other well-regulated jurisdictions, such as the European Union or the United States, with \$5 million to \$20 million of annual revenue potential in Canada that is below the revenue threshold of larger pharmaceutical companies thereby carving out a profitable niche.

Recent Commercial Pipeline Additions

Valeo's successes last year included:

- Ametop™: Licensed the Canadian rights to Ametop™ from

Alliance Pharma and subsequently received approval from Health Canada for the transfer of commercial rights to Ametop™.

- Amikacin: Valeo announced the approval of Amikacin in Canada; Amikacin is an antibiotic used within a hospital setting.
- Ethacrynate Sodium: Valeo received FDA approval for Ethacrynate Sodium and launched the drug into the U.S. market. It was the first U.S. regulatory approval received by Valeo. Ethacrynate Sodium is administered to treat fluid retention and swelling that is caused by medical conditions such as congestive heart failure, acute pulmonary oedema, or renal oedema.
- Hesperco™: Entered into an agreement with Ingenew Pharma regarding Hesperco™, a supplement to support the immune system. In one year, Valeo submitted a natural product license application for Hesperco™ to Health Canada, received approval, and announced that Hesperco™ has started shipping.
- Onstryv®: It announced the launch of Onstryv® for Parkinson's disease and the inclusion of Onstryv® on the list of medications covered in Quebec.
- Redesca™: Valeo received Health Canada approval for the use of Redesca™, an anticoagulant, for the prevention of blood clots. The company expects the commercial launch to impact the first half of 2021 revenue and forecasts \$30 million in annual sales once fully marketed.
- Yondelis®: Signed a licensing agreement with Pharmamar to commercialize Yondelis® in Canada and received approval from Health Canada for the transfer of commercial rights to Yondelis®. Yondelis® is a treatment option for soft tissue sarcoma, a form of cancer.

Redesca™ Update and COVID-19 Application

On January 25, Valeo reported that Redesca™ received a positive recommendation for public reimbursement in the province of Quebec. The drug has been placed on the list of medications covered by Quebec's public drug insurance plan for the prevention and treatment of thromboembolic disorders.

Redesca™ received Health Canada approval last year for sale in Canada and the company is planning to launch Redesca™ during the first half of 2021. Valeo intends to pursue discussions to get Redesca™ included with other provincial drug insurance plans.

Redesca™ gained a spotlight last year when the drug was used to help patients suffering from severe acute respiratory infections caused by COVID-19 infections. Even though it was not a vaccine or COVID-19 treatment, treating the patients with Redesca™ to prevent blood clots, improved the patient survival outcomes.

Final Thoughts

Even after an impressive 230% stock price gain over the past year, shares in Valeo are trading around C\$1.20 and below their recent high of \$1.86, with the potential to move higher as the company reports the results from its commercialization efforts.

With a Market Cap of C\$78 million and an Enterprise Value of C\$82 million, Valeo trades at a forward EV/Revenue of 3.4x based on the analyst's FY2021 estimate.

Valeo Pharma's Product Portfolio and Pipeline



[Source:](#)