

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

written by InvestorNews | July 5, 2022

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 Aectura, 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 revenues jump on increased market share from growing drug portfolio

written by InvestorNews | July 5, 2022

[Valeo Pharma Inc.](#) (TSX: VPH | OTCQB: VPHIF) is a Canadian pharmaceutical company that is seeing significant success with its three lead brands: Redesca™, Enerzair®, and Atectura®. These products are quickly gaining market share against established brands, thanks to their efficacy and safety. Valeo Pharma showed significant growth in its [second-quarter earnings report](#). Revenues doubled from \$4.5 million for the six months ended April 30, 2021, to \$9 million for the six months ended on April 30, 2022.

Valeo Pharma's drug [Redesca](#) is a safe and effective treatment for deep vein thrombosis and pulmonary embolism. With more than eight years of proven safety, and over 150 million patient days treated in Europe alone, Redesca™ is a trusted medication for thinning the blood and preventing blockage of blood vessels.

Redesca™ acts on certain blood elements involved in the coagulation process, making it an ideal treatment option for those with deep vein thrombosis or other clotting disorders. This treatment has captured a 54% share of the Canadian low molecular weight heparin biosimilar market.

Enerzair and Ateectura are experiencing significant monthly increases in both the number of prescribing physicians and prescriptions. [Enerzair](#) has been proven to be an effective treatment for asthma. The active ingredients in Enerzair – indacaterol, glycopyrronium, and mometasone furoate – work together to help control asthma symptoms and improve patient quality of life.

The Breezhaler device makes it easy for patients to take their medication once daily, and the transparent capsule lets them see that they have taken their medication. With its proven efficacy and convenient administration, Enerzair is a viable option for patients with asthma.

The other asthma medication is [Ateectura](#). The medicine treats asthma patients whose asthma does not respond to conventional treatments, such as inhaled corticosteroids and inhaled short acting beta-2 agonists. Ateectura Breezhaler is used for regular treatment. It contains active substances indacaterol and mometasone. Studies have shown a patient improvement in symptoms such as breathlessness and wheezing.

However, the company is experiencing growing pains. The company lost \$11 million in the six months ended April 30, 2022,

compared to \$3.6 million in the same period a year earlier. The increase was due to costs associated with creating two new business units and expanding Valeo's sales, medical, and administrative teams.

Valeo Pharma is confident that its recent investments will result in long-term shareholder value creation and sustainable profitability, despite a net loss reported in its second-quarter results. The expansion was necessary to take advantage of significant market opportunities for Valeo's products, including Redesca™, Enerzair, and Atectura.

The company's dedicated commercial teams have been fully deployed and operational throughout the quarter. This team utilization allows Valeo to fully take advantage of its corporate structure and commercial platform. This expansion has allowed Valeo to maximize its market share of its lead products while also actively looking to add strategic assets. Looking ahead, Valeo remains focused on delivering strong results across all of its businesses and markets.

Valeo expects that its investments will pay off in the long term. In the meantime, the company is committed to providing its shareholders with sustainable returns. The company's strong second-quarter results confirm the commercial progress of its lead brands. Valeo Pharma is well-positioned for continued success in the Canadian pharmaceutical market.

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# Steve Saviuk on Valeo Pharma's TSX Listing and Q1-22 revenues of \$4.2 million, up 128% over Q1-21

written by InvestorNews | July 5, 2022

In a recent InvestorIntel interview, Tracy Weslosky interviews [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO and Director Steve Saviuk about Valeo's first quarter 2022 [results](#). Highlights include Q1-22 revenues of \$4.2 million, up 128% over Q1-21 and Q1-22 gross margins of \$1.4 million, up 266% over Q1-21. Valeo started [trading](#) on the TSX earlier this week.

In this InvestorIntel interview, which may also be viewed on the InvestorIntel YouTube channel ([click here to subscribe](#)), Steve Saviuk comments on the positive impact of the Redesca and Enerzair products on Valeo's revenues and margins, and how he takes its Hesperco product daily. Touching on the public reimbursement process in Canada, Steve provides an update on Valeo's \$25 million convertible debenture financing and increased interest from institutional investors.

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

## About Valeo Pharma Inc.

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growing product portfolio through all stages of commercialization.

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## Valeo Pharma's rocketing growth in sales points to positive cash flow this year

written by InvestorNews | July 5, 2022

Stock market investors love companies that can quickly expand and rapidly grow their revenues. The very best of these companies can sometimes grow revenue for many years in excess of 50%pa. This is because rapidly growing revenue means a company is scaling fast and their fixed costs become relatively smaller each year, allowing profits, once they begin, to surge.

In the case of Tesla, the Company grew its revenues for many years to gain scale. Then boom! In 2021, Tesla increased revenue by [71%](#) and net earnings by [665%](#). Naturally, the stock price has responded to this, up [about 20X](#) in the past 3 years.

What if I told you there was a Company growing revenues twice as fast as Tesla?

Today's company is doing just that.

[Valeo Pharma Inc.](#) (TSX: VPH | OTCQB: VPHIF) ("Valeo") grew revenues [128% YoY in Q1, 2022](#). Analyst's estimates are that



Valeo will grow revenues by over 150% [\(2.5x\)](#) in 2022, and something similar again in 2023.

According to [Marketscreener.com](#) Valeo is forecast by analysts to increase revenue as follows: 2021 – C\$13.6 million, 2022 – C\$35.8 million, 2023 – C\$74.1 million, and 2024 – C\$112 million. Net profits are forecast to turn positive in 2023 at C\$2.96 million then increase ~5x in 2024 to C\$14.7 million. While these are only forecasts, Valeo is already showing it can grow rapidly as we saw in the recent [Q1, 2022 results](#).

### **Valeo Pharma Q1, 2022 results highlights**

- “Revenues were \$4.2 million for the quarter ended January 31, 2022 compared to \$1.9 million for the quarter ended January 31, 2021 and \$3.4 million for the fourth quarter ended October 31, 2021, representing a **128% increase** and 25% increase respectively. The increase resulted mainly from the added contribution of Redesca, and also a strong contribution from other products in the portfolio....
- Net loss and Adjusted EBITDA in Q1-22 were down 23% and 19% respectively as compared to the prior Q4-21 quarterly performance. The improvement of our financial performance over the prior quarter results from improvement of our operating margins derived mainly from the revenue growth of our three lead products, Redesca, Enerzair and Atectura.”

Source: [Valeo Pharma First Quarter 2022 financial results](#)

Valeo Senior Vice-President and CFO, Luc Mainville, [stated](#):

“Our first quarter 2022 results clearly demonstrated the growing impact of Redesca, Enerzair and Atectura on our revenues and margins. With the cost of implementing our new business and

commercial infrastructure now fully accounted for, **we anticipate that the sequential revenue growth of our lead products will expand our operating margins**. This will help steadily decline our quarterly operating loss and **favorably position Valeo to achieve cash flow positive status in the last quarter of the year on a going forward basis**".

*Note: Bold emphasis by the author.*

Valeo CEO, Steve Saviuk, [stated](#):

"As we had forecasted, Redesca has rapidly become Valeo's best selling product. Reimbursement coverage is positively impacting prescription growth for Enerzair and Atectura which is accelerating on a monthly basis."

**Valeo Pharma's pharmaceutical products, uses, and estimated peak sales revenue**



Source: [Valeo Pharma company presentation](#)

## **About Valeo Pharma**

Valeo's business is based on forming partnerships with pharmaceutical companies that do the research & development and manufacturing while Valeo concentrates on the regulatory requirements and the sales and marketing of the pharmaceutical products.

Valeo describe their business by stating the following:

- "Specialty pharma dedicated to the commercialization of innovative prescription products in Canada.
- Licenses and acquires Canadian rights to clinically de-risked, commercial stage, proprietary drugs."

Valeo's three leading specialty pharmaceuticals are Redesca, Enerzair and Ateectura. These three pharmaceuticals now have [more than 90%](#) private and public Canadian reimbursement coverage, with [additional coverage recently achieved](#) in British Columbia, Saskatchewan and Prince Edward Island. Redesca is used as a blood thinner and Enerzair & Ateectura are used for respiratory conditions such as Asthma.

**Valeo Pharma's pharmaceutical product areas – respiratory, specialty products, neurology, oncology**



**Valeo's peak sales forecast for current portfolio**



Source: [Valeo Pharma company presentation](#)

### **Closing remarks**

Valeo Pharma is a company on the move. Company revenues are surging higher, up 128% YoY in Q1, 2022. Analyst's forecasts are for Valeo's revenue to go from C\$13.6 million in 2021 to C\$74.1 million in 2023, when Valeo is also forecast to become earnings positive. Valeo forecast their peak sales based only on their current portfolio of products have the potential to reach [C\\$150 million pa.](#)

Yet despite all this growth, Valeo's stock price has only moved sideways the past few years. Tesla also saw its stock move sideways for several years before surging 20x higher. I will leave you to draw your own conclusions.

Valeo Pharma Inc. trades on a market cap of only [C\\$52 million](#). Looks very promising.

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# Steve Saviuk of Valeo Pharma on record 2021 revenues, achieving breakeven in 2022, and uplisting on the TSX

written by InvestorNews | July 5, 2022

In a recent InvestorIntel interview, Tracy Weslosky spoke with Steve Saviuk, CEO of [Valeo Pharma Inc.](#) (CSE: VPH | OTCQB: VPHIF) about Valeo's recent [news release](#) reporting record revenues for Fiscal 2021, up 81% over 2020.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Steve Saviuk said that Valeo is a revenue generating commercial stage company currently undergoing significant growth. With world-class products and a strong management team with a history of success, Steve said that the stage is set for Valeo to drive stronger revenue growth in the coming quarters as Valeo targets uplisting on TSX. Steve went on to highlight the success Valeo has achieved in obtaining Public Reimbursement for Redesca™ and two innovative Asthma therapies as provinces in Canada are increasingly agreeing to pay for them.

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

## About Valeo Pharma Inc.

About Valeo Pharma Valeo Pharma is a pharmaceutical company dedicated to the commercialization of innovative prescription products in Canada with a focus on Respiratory,

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.

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

written by InvestorNews | July 5, 2022

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 Atectura®); (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.

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# **Valeo Pharma's Redesca™ rollout is progressing rapidly, proving the value of its business model, as its revenue grows 280% in Q3, 2021**

written by InvestorNews | July 5, 2022

[Valeo Pharma Inc.](#) (CSE: VPH | OTCQB: VPHIF | FSE: VP2) ("Valeo") is a specialty pharmaceutical marketing company dedicated to the commercialization of innovative prescription drug products in Canada. Valeo focuses on achieving 'speed to market' for their product portfolio, which currently covers the key specific areas of respiratory, neurology, and oncology, as well as specialty products for broader use.

**Valeo Pharma has a growing portfolio of pharmaceutical products**



Source: [Valeo Pharma company presentation](#)

**Redesca™ achieves speed to market and a rapid rollout across Canada**

Valeo's Redesca™ product is a low molecular weight heparin ("LMWH") biosimilar, and it is starting to make good progress in the marketplace. Valeo [announced](#) on October 3, 2021, that Redesca™ has obtained approved for use listings in 700 hospitals and healthcare facilities across Canada. This followed on from the Redesca™ [launch](#) only 6 months earlier in April 2021 and the April 30 addition of Redesca™ onto the Ontario Drug Benefit Formulary.

Valeo has proven themselves again to be a super fast mover at getting new pharmaceutical products into the market.

Valeo CEO, Steve Saviuk, [stated](#): "These listing agreements significantly expand the number of Canadian hospitals that can now access Redesca. Increased hospital accessibility, coupled with extensive public and private reimbursement coverage, provides a solid foundation to support the continued growth of Redesca...."

### **Valeo Pharma is achieving record revenues (in Canadian dollars) and margins**

As a result of the past several years of work, and the commercialization of Valeo's 8 pharmaceutical products, Valeo [announced](#) on September 22, 2021 that it had achieved "record revenues and gross margins" in Q3 2021. Highlights included:

- "Record revenues of \$5.7 million compared to \$1.5 million in Q3 2020, **up 280%**
- Record gross margin of \$2.2 million compared to \$0.1 in Q3 2020, **up 1602%**
- Net loss of \$2.9 million compared to \$1.6 in Q3 2020
- Adjusted EBITDA loss of \$0.8 million compared to \$0.7 million in Q3 2020
- Record YTD revenues after 9 months of \$10.2 million, up 94% over the first 9 months of 2020."

Certainly some very impressive results from Valeo. Looking ahead Valeo suggests that this is just the beginning as it is targeting growing revenues 20x from C\$8 million in 2020 to C\$160 million by 2025.

### **Valeo Pharma targets to grow revenues 20x from 2020 to 2025**



Source: [Valeo Pharma company presentation](#)

### **More about Valeo Pharma**

Valeo's business model is based on forming partnerships with pharmaceutical companies that do the research & development (R&D) and manufacturing, while Valeo concentrates on the regulatory requirements and the sales and marketing.

### **Closing remarks**

Valeo Pharma is delivering on its promises of rapidly commercializing and selling a growing portfolio of pharmaceuticals in Canada. Impressive Q3 revenue growth of 280% YoY and a 1,602% improvement YoY for gross margin speaks volumes towards validating Valeo's strategy working.

Valeo is targeting a massive 20x increase in revenues from 2020 to 2025 and given their performance so far I would not bet against them.

Valeo adds the necessary missing key components, of addressing regulatory hurdles and of post-approval marketing, to the process of bringing new prescription drugs to the Canadian market by companies too small or too specialized to be able to afford these functions in-house.

Valeo Pharma trades on a market cap of [C\\$71 million](#). Don't miss this one.

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# **Valeo Pharma launches Redesca™ and is forecasting company revenues to increase 20x by 2025**

written by InvestorNews | July 5, 2022

Bringing new pharmaceutical products to market is a long and expensive process. One Canadian company has found an innovative way to accelerate the process by forming partnerships with pharmaceutical companies that do the research & development (R&D) and manufacturing while they concentrate on the regulatory requirements and then the sales and marketing.

The company is [Valeo Pharma Inc.](#) (CSE: VPH | OTCQB: VPHIF | FSE: VP2) ("Valeo"). Valeo is a specialty pharmaceutical company dedicated to the commercialization of innovative prescription and over-the-counter products in Canada. Valeo focuses on speed to market for their products in the key areas of respiratory, neurology, oncology and other specialty products.

**Valeo Pharma focuses on commercializing products from other companies that have already successfully done the R&D and clinical trials**



Source: [Valeo Pharma corporate presentation](#)

## **Redesca™ and Redesca HP™ moving rapidly towards commercialization**

Just 2 weeks after Valeo [announced](#) the commercial launch of Redesca™ and Redesca HP™ on April 15, Valeo was able to announce a further success for their JV low molecular weight heparin (“LMWH”) biosimilar products. On April 28 Valeo [announced](#) that they had entered into a Product Listing Agreement (“PLA”) with the Executive Officer of the Ontario Public Drug Program for the listing of Redesca® and Redesca HP®, its low molecular weight heparin (“LMWH”) biosimilar, on the Ontario Drug Benefit Formulary, effective April 30, 2021.

Valeo told InvestorIntel: “It is the first heparin biosimilar to be listed for reimbursement and Ontario is the largest Canadian market for low molecular weight heparin.”

This is a big deal as it paves the way for Valeo’s Redesca™ and Redesca HP™ heparin biosimilar products to be sold in volume in Ontario, Canada. President and COO of Valeo, Frederic Fasano, [explains](#):

“With Ontario representing 37% of the Canadian market for LMWHs, the listing of Redesca™ on the Ontario public formulary is a key milestone for the Redesca™ commercialization program....This is welcome news for millions of Canadians who rely on public insurance to access their prescription medications and for the Government of Ontario who will benefit from significant savings resulting from the listing of the first LMWH biosimilar. We anticipate additional provincial coverage will follow.”

The Redesca™ product should potentially prove to be very popular as it is licensed from Shenzhen Techdow Pharmaceuticals, the world’s largest heparin manufacturer. Valeo [states](#): “Redesca™ is

a low molecular weight heparin biosimilar. LMWHs are injectable anticoagulant drugs used primarily to treat and prevent deep vein thrombosis and pulmonary embolism. Redesca™ has more than 8 years of proven in-market safety internationally and more than 150 million patient days treated in Europe alone.”

### **Valeo’s other products**

Valeo also has a whole range of other products on the market as shown below. Valeo shows the breakdown of where they forecast their future revenues to come from.

### **Valeo Pharma’s forecast breakdown of 2025 revenue potential by product**



[Source: Valeo Pharma corporate presentation](#)

**Note:** Investors need to remember that forecasts may or may not come to fruition and therefore should not be relied upon as being accurate.

On March 29, Valeo [announced](#) that they will begin to commercialize their Enerzair® Breezhaler® and Aectura® Breezhaler® products, two innovative asthma therapies approved by Health Canada. Almost [4 million](#) Canadians are afflicted with asthma and the Canadian market for asthma medication exceeds [\\$700 million](#) annually. As shown above, these are forecast to be major revenue contributors for Valeo in coming years.

Valeo’s Hesperco™ is an immune support product, as I discussed previously [here](#). Valeo Pharma and Ingenew Pharma are [trialing Hesperco™ in the fight against COVID-19](#). Valeo Pharma’s Hesperco™ capsules are [Health Canada approved \(for immune](#)

[support\).](#)

## **Valeo Pharma's revenue projections forecast to grow 20x from 2020 to 2025**



Source: [Valeo Pharma corporate presentation](#)

Note: Investors need to remember that forecasts may or may not come to fruition and therefore should not be relied upon as being accurate.

### **Closing remarks**

Valeo's [states](#) on their website: "Valeo Pharma is focused on bringing innovation to Canadian physicians, providing them with more options to meet the ever increasing needs of their patients." Looking at Valeo's rapidly growing list of products they are already well on their way to hitting that goal.

Judging by Valeo's recent upsized and closed \$6.645 million non-brokered private placement, where [insiders bought \\$2.6 million](#), I would say Valeo is very seriously committed to succeeding in their goals.

Valeo Pharma Inc. trades on a market cap of C\$77 million with enormous upside potential if they can achieve their lofty forecasts, noting risks remain high due to the very early stage of commercialization.

Valeo Pharma is a very exciting story and one to watch closely in 2021.

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# Valeo Pharma's Steve Saviuk on Hesperidin and reducing the risk of securing COVID-19

written by InvestorNews | July 5, 2022

In a new InvestorIntel interview Tracy Weslosky speaks with Steve Saviuk, CEO of [Valeo Pharma Inc.](#) (CSE: VPH | OTCQB: VPHIF) about Valeo's recent [news release](#) on the use of its Hesperco™ Capsules at the Core of Montreal Heart Institute's Hesperidin Coronavirus Clinical Trial.

In this InvestorIntel interview, which may also be viewed on YouTube ([click here to subscribe to the InvestorIntel Channel](#)), Steve went on to say "Hesperidin is a natural product with very good safety profile and potential efficacy." The Montreal Heart Institute is a leading institute that has done a number of trials. Steve commented that for them to be interested in Hesperidin is testament to the many hours of research "...demonstrating that Hesperidin could have a very positive effect on patients that are symptomatic with COVID-19."

Steve also provided an update on the commercial launch of Redesca™ which is a biosimilar used as a blood thinner. He said that the drug has "great market potential" and has recently received a [positive recommendation](#) for public reimbursement in Quebec. The company expects to launch the product in early May. "Our revenues are slated to almost triple in the current fiscal year which ends October 21<sup>st</sup>," Steve commented.

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

**About Valeo Pharma**



Valeo Pharma is a Canadian pharmaceutical company dedicated to the commercialization of innovative prescription products in Canada with a focus on Neurodegenerative Diseases, Oncology and Hospital Specialty Products. Headquartered in Kirkland, Quebec Valeo Pharma has all the required capabilities and the full 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 on a significant upswing with recent Health Canada approvals

written by InvestorNews | July 5, 2022

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](#).

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