

# Steve Saviuk, CEO of Valeo Pharma, Discusses Promising Results of COVID-19 Drug Sabizabulin and Revenue Growth in 2023

written by InvestorNews | February 10, 2023

In this InvestorIntel interview, Tracy Weslosky talks to [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO, and Director Steve Saviuk about [an update](#) on the new drug Sabizabulin for the treatment of COVID-19 patients. Being accepted for review by Health Canada, Steve explains how Sabizabulin showed a 51.6% reduction in deaths in hospitalized adult patients with moderate to severe COVID-19.

Having recently reported their [best quarter ever](#), Saviuk discusses Valeo's record fourth quarter and fiscal year 2022 revenues which were up 274% and 105%, respectively. Steve goes on to provide an update on Valeo's portfolio of high-growth potential respiratory/allergy, ophthalmology, and hospital specialty products that are driving revenues.

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

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## About Valeo Pharma

Valeo Pharma is a Canadian pharmaceutical company dedicated to the commercialization of innovative prescription products

in Canada with a focus on Respiratory/Allergy, Ophthalmology, and Hospital Specialty Products. Headquartered in Kirkland, Quebec Valeo Pharma has all the necessary capabilities and a complete infrastructure to register and 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's CEO Steve Saviuk Talks about Record FQ4 & F2022 Revenue Up 274% & 105%, Respectively

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In this InvestorIntel interview, Tracy Weslosky talks to [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO, and Director Steve Saviuk about Valeo's record [quarterly and annual revenues](#) for the fourth quarter and the fiscal year 2022. Having reported their best quarter ever, Steve discusses how Valeo's story can be summed up with, "growth and more growth."

Over the course of the interview, Steve discusses the following highlights from Valeo's record-breaking fourth-quarter and year-end 2022 financial results:

- Record quarterly revenues of \$12.7 million in FQ4-22, up 274% over FQ4-21

- Record revenues in F2022 of \$27.7 million, up 105% over F2021
- Record revenues forecasted in FQ1-23
- Creation of Ophthalmology Business Unit following the addition of XIIDRA® and SIMBRINZA®, expansion of Respiratory Business Unit to include allergy following the addition of ALLERJECT®
- In excess of \$60 million was raised in financings in 2022

With a sales force comprising 85 commercial representatives in the field, Steve goes on to provide an update on Valeo's portfolio of high-growth potential products that focus on respiratory/allergy, ophthalmology, and hospital specialty products.

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# Steve Saviuk on how Valeo Pharma's 'life changing' products have delivered the strong growth forecasted for 2022

written by InvestorNews | February 10, 2023

In this InvestorIntel interview, Tracy Weslosky interviews [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO and Director Steve Saviuk on their recent [news release Valeo Pharma Raises Q4 and Full Year 2022 Revenue Guidance](#).

Steve starts by providing an update on how Valeo has increased its fiscal 2022 revenue guidance to CAD\$27.5-28M. A forecasted increase exceeding 100% (compared to fiscal 2021 revenues of \$13.6M), he discusses how the team and product line has made this a reality. Walking Tracy through an update on Valeo's diversified portfolio of 'life changing' products as they relate to asthma therapies, Steve's commentary on where the Company is heading makes this interview a must-see.

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

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## About Valeo Pharma Inc.

Valeo Pharma is a fast growing pharmaceutical company dedicated

to the commercialization of innovative prescription products in Canada with a focus on Respiriology/Allergy, Ophthalmology and 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 keeps delivering with a 100% revenue growth forecast in 2022 and more new effective pharmaceuticals**

written by Tracy Weslosky | February 10, 2023

Early in 2022 InvestorIntel updated readers about a company that was growing its revenue at an incredible rate of [128%](#). Fast forward to today and the same company continues to impress with a forecast FY 2022 revenue guidance “[exceeding 100% compared to fiscal 2021.](#)” That's Tesla-like growth. Wow!

The company is [Valeo Pharma Inc.](#) (TSX: VPH | OTCQB: VPHIF) (“Valeo”).

So how is the company growing its revenue so fast you might ask?

**Valeo's specialty pharmaceuticals are selling very well, their**



**business model allows Valeo to rapidly bring new pharmaceuticals to market, and their product range keeps growing**

Valeo's leading products in 2022 include asthma medicines Enerzair® and Ateectura®, the low molecular weight heparin biosimilar REDESCA™, as well as the recently added ophthalmology products XIIDRA® SIMBRINZA®, and the ant-allergy product ALLERJECT®.

Valeo CEO Steve Saviuk [stated](#): "Our lead products have delivered the strong growth we forecasted for 2022. With a first full year of commercial activities for Enerzair and Ateectura now completed, both products are generating strong sequential quarterly increases in the number of total prescribers, total prescriptions and revenues....The recent addition of our ophthalmic and severe allergy products in early August materially impacted our fourth quarter and we expect them to significantly contribute to our overall 2023 revenues as well".

Valeo's business model is also part of the reason for the rapid acceleration in revenues, as the company forms 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 continues to grow its portfolio of products. In September 2022 Valeo [announced](#) a new product "sabizabulin". Valeo entered into a Commercial Services Agreement with Veru Inc. for sabizabulin for the treatment of COVID-19 in Canada. Sabizabulin is a new dual antiviral and anti-inflammatory agent being targeted for the treatment of hospitalized moderate-severe COVID-19 patients at high risk for acute respiratory distress syndrome and death. Anti-viral drugs are all the rage nowadays so this looks potentially like a winning move by Valeo. Valeo

reported: “Treatment with **sabizabulin 9 mg once daily**, an oral, first-in-class, new chemical entity, microtubule disruptor that has dual anti-inflammatory and antiviral properties, resulted in a clinically meaningful and **statistically significant 55.2% relative reduction in deaths compared to placebo**. The results of the interim analysis of the Phase 3 COVID-19 study have been published in [The New England Journal of Medicine \(NEJM\) Evidence](#).“

*Note: Bold emphasis by the author.*

**Valeo’s product range of pharmaceuticals crosses several areas of medicine**



Source: [Valeo Pharma website](#)

There is a lot to like about Valeo Pharma. The Company has been delivering on its targets and the management continues to successfully grow the business.

Valeo Pharma trades on a market cap of [C\\$51 million](#). One to watch out for in 2023.

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# Steve Saviuk of Valeo Pharma talks about acquiring new therapeutic drugs and record Q3 revenue

written by InvestorNews | February 10, 2023

In this interview, InvestorIntel Publisher and Editor in Chief Stephen Lautens talks to [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO and Director Steve Saviuk about Valeo's record Q3 revenue and the addition of three new therapeutic drugs to its portfolio.

In the interview, which can also be viewed in full on the InvestorIntel YouTube channel ([click here to access InvestorChannel.com](#)), Steve discusses Valeo's acquisition of two ophthalmic therapies from Novartis Pharmaceuticals under a commercialization agreement, as well as a new license with Kaleo Inc. for an auto-injector for serious allergic reactions. These three additional Health Canada approved products, Steve says, "are accretive immediately to us. The three products had existing revenues of \$27 million, and we expect that to grow so our total revenue base basically doubled on the day that we made that acquisition."

Steve also discusses Valeo's record Q3 revenues of \$6.1 million from sales (\$15.1 million YTD), and Valeo's cash position of over \$27 million. Steve says that "those are trends that we expect to see continue." He also says that with the recent hiring of former Novartis VP Kyle Steiger as Senior VP of Valeo, and the expansion of its sales team to 80-85 people, Valeo is poised for rapid commercial and revenue growth.

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

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## **Valeo Pharma's Steve Saviuk talks about the US\$40M non-dilutive financing from Sagard Healthcare Partners**

written by InvestorNews | February 10, 2023

In this InvestorIntel interview with host Tracy Weslosky, [Valeo Pharma Inc.](#)'s (TSX: VPH | OTCQB: VPHIF) Founder, CEO and Director Steve Saviuk talks about closing a US\$40 million [non-dilutive financing](#) from Sagard Healthcare Partners and explains

why Valeo is at “the right place at the right time with the right products.”

In the interview, which can also be viewed in full on the InvestorIntel YouTube channel ([click here to access InvestorChannel.com](#)), Steve says that the proceeds from the financing will be utilized to fund acquisition of Canadian rights to 3 growing commercial stage drugs which will “more than double our current revenue run rate.” Providing an update on Valeo’s [licensing agreement](#) with Kaléo for the Canadian rights to ALLERJECT® he says, “We are relaunching it. Sales were \$4 million last year we expect sales to grow to about \$25 million.” Steve also talks about adding ophthalmology as a new therapeutic focus for Valeo with [the acquisition](#) of the Canadian license rights to two innovative ophthalmic therapies from Novartis.

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

written by InvestorNews | February 10, 2023

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."



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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 | February 10, 2023

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

written by InvestorNews | February 10, 2023

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 Ateectura.”

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 Ateectura 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 Ateectura 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 | February 10, 2023

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](#).

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