

Valeo Pharma Impresses Again with 210% Quarterly Year-over-Year Revenue Growth

written by InvestorNews | March 20, 2023

[Valeo Pharma Inc.](#) (TSX: VPH | OTCQB: VPHIF) (“Valeo”) just released their [FQ1/2023 earnings results](#) and impressed again.

Below are some of the highlights:

- *“Fifth consecutive quarter of revenue growth at \$13.2 million in Q1-23, up 210% over Q1-22”*
- *“Fifth consecutive quarter of adjusted gross profit increase at \$4.2 million, up 178% over Q1-22”*
- *“Physicians prescribing Enerzair and Atectura reached 1,583 at the end of Q1-23, representing 39% growth from the prior quarter and a 799% increase year-over-year”*
- *“Total annual Enerzair and Atectura prescriptions reached 34,000 at the end of Q1-23, up 41% sequentially and 1917% year-over-year.”*

Impressive year-on-year (“YoY”) growth from Valeo

Just looking at the above results, the company has shown very impressive growth: revenue up **210% YoY**, adjusted gross profit up **178% YoY**, and some stunning stats regarding prescriptions growth with Enerzair and Atectura total prescriptions up **1,817% YoY**.

Of note was Valeo’s FQ1/2023 results included a [net loss of \\$6.2 million](#) compared to a net loss of \$5.9 million in FQ1/2022. Valeo put this down to “the increase in financial expenses.” No

specifics were given so it is hard to comment. Valeo's Senior Vice-President and Chief Financial Officer Luc Mainville [stated](#): *"With tight control over operating expenses, our growing revenues will result in a continued expansion of our gross profit and overall profitability going forward".*

Valeo's CEO Steve Saviuk also expressed good news [stating](#):

"Our core innovative products continue to gain market share in their respective therapeutic areas significantly contributing to our revenue and margin growth. Enerzair and Ateectura, our asthma therapies, continue their rapid adoption with Enerzair now the leading drug in the fast-growing triple-active asthma market."

If Valeo can continue its current trajectory of prescriptions growth and revenue growth in 2023, then it looks very likely that positive earnings are just around the corner in 2024.

Valeo Pharma company review

As a reminder for investors that may be new to Valeo, the Company is focused on [rapidly bringing new specialty pharmaceuticals to market](#) in Canada. Valeo does this by partnering with existing pharmaceutical companies that focus on research & development and manufacturing while Valeo concentrates on the regulatory requirements and the sales and marketing of the pharmaceutical products in Canada.

Valeo's key pharmaceutical product range focuses on ophthalmology, respiratory/allergy, and hospital specialty products. Valeo also has pharmaceuticals in the areas of neurodegenerative disease and oncology (cancer) as well as a recently announced anti-viral and anti-inflammatory agent [Sabizabulin](#) being used for COVID-19 (currently [under review](#) with

Health Canada).

Valeo Pharma's pharmaceuticals by business unit (includes XIIDRA® for dry eyes, SIMBRINZA® for glaucoma, ALLERJECT® for allergies)

3 Business Units

Respiratory / Allergy



Respiratory

Allergy

ENERZAIR®

ATECTURA®

ALLERJECT®

Ophthalmology



XIIDRA®
SIMBRINZA®

Specialty Products



Spec. Products

REDESCA®
M-ESLON®
SABIZABULIN



Neurology

ONSTRYV®



Oncology

YONDELIS®

Source: [Company presentation](#)

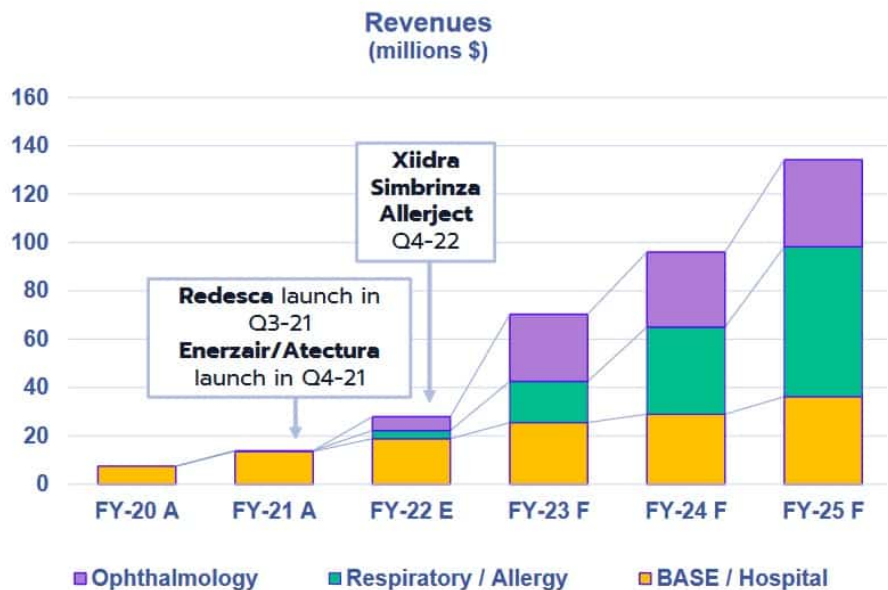
Short-term catalysts

The next steps for Valeo include continual expansion of sales of their existing pharmaceuticals. The recent [public reimbursement approval](#) of Valeo's Parkinson's disease drug Onstryv® (safinamide) should also help boost revenues in 2023 and beyond. The potential approval of [Sabizabulin](#) by Health Canada in 2023 is another potential catalyst.

Valeo also intends to continue to work on bringing to market further niche pharmaceutical products.

Valeo Pharma's forecast revenue growth to FY2025

- 6 major brands to drive top line and margin expansion for 5+ years
- New products to help DOUBLE Valeo's revenues
- Peaks Sales now Exceeds \$230M
- Cash position ~\$27M to bridge profitability, targeting Breakeven (EBITDA) H2 FY-23



Source: [Company presentation](#)

Closing remarks

Valeo continues to bring new pharmaceuticals rapidly to the Canadian market. As a result of its success revenue has been rising fast – from [C\\$14 million](#) in F2021, to C\$28 million in F2022, and is forecasted to rise to [C\\$63 million](#) in F2023 and C\$127 million in F2025. Analysts are forecasting that Valeo will become net income positive in F2024 and achieve [C\\$15 million](#) of net income in F2025.

Valeo Pharma trades on a market cap of [C\\$43 million](#). One to follow closely in 2023.

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

written by InvestorNews | March 20, 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

written by InvestorNews | March 20, 2023

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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Record revenues in 2022 of \$27.7 million, Valeo Pharma investment in commercial infrastructure starts to pay off

written by InvestorNews | March 20, 2023

What a difference a year makes. Last year at this time we were heading into wave something or other of COVID, lockdowns and travel restrictions were still in place and people everywhere were getting pretty sick and tired of the whole situation. In Canada, we had the added reminder of massive protests in Ottawa and various border crossings. Life in general was not straightforward, nor was it ideal for the average individual. One year later, that seems like a distant memory and life is pretty much back to normal as long as you don't spend too much time following global politics.

You may be wondering why I'm doing this look back? Because almost exactly one year ago was the last time I had [a look at today's company](#).

Not only has the world changed considerably in the last 12 months, so has [Valeo Pharma Inc.](#) (TSX: VPH | OTCQB: VPHIF). Valeo Pharma is a fast growing 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.

On Monday, Valeo [released it's Fiscal 2022 results](#) (for the year ended October 31, 2022) that included some pretty impressive growth in revenue and adjusted gross profit. But before we dig into the numbers here are a few key highlights from the last 12 months:

- In March 2022, the Company received final approval for the listing of its common shares and warrants on the Toronto Stock Exchange ("TSX") with an effective trading date of March 29, 2022;
- In July 2022, the Company [entered](#) into a Commercialization and Supply Agreement with Novartis Pharmaceuticals Canada Inc. for the Canadian commercialization by Valeo of two innovative ophthalmic therapies, XIIDRA® and SIMBRINZA® in Canada;
- In July 2022, the Company [entered](#) into a License, Supply, and Commercialization agreement with Kaléo Inc. for the Canadian rights to ALLERJECT, (epinephrine injection, USP) auto-injector for the treatment of serious allergic reactions;
- In July 2022, the Company closed a non-dilutive [US\\$30 million Secured Term Loan](#) from Sagard Healthcare Partners;
- In August 2022, the Company [appointed](#) Kyle Steiger to the role of Senior Vice-President and Chief Commercial Officer and Jean-François Fournier as its new Business Unit Head – Ophthalmology;
- In September 2022, the Company entered into a [Commercial Services Agreement](#) with Veru Inc. for sabizabulin in Canada, a novel 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 (ARDS) and death

Adding numerous commercial assets to Valeo's product portfolio had a material impact on the top line as the Company posted record 2022 revenues of C\$27.7 million for the year-ended October 31, 2022 compared to C\$13.6 million for the year-ended October 31, 2021 for a 105% increase. Record adjusted gross profit was C\$9.4 million for the year-ended October 31, 2022 compared to C\$4.5 million for the year-ended October 31, 2021, representing a 109% increase. A lot of this growth came in the Company's fiscal Q4 where record revenues were C\$12.7 million for the quarter ended October 31, 2022 compared to C\$3.4 million for the quarter ended October 31, 2021 representing a 274% increase. The investments Valeo has made during prior years in its corporate and commercial infrastructure is starting to pay off by providing considerable operating leverage which is fueling this growth and paving a path towards profitability.

Valeo now has a total of 14 treatments/therapies in its product portfolio which has the Company anticipating that all its business units will continue to produce strong revenue and margin growth in 2023 as it forecasts delivering record quarterly revenues again in the first quarter of 2023. Annualized revenue run-rate as at the end of FY-22 now exceeds C\$50 million, which represents a significant increase over the FY-22 record revenues of C\$27.9 million.

Over the last year, it appears Valeo Pharma has really hit its stride. As long as the Company can keep growing its top line without continuing to add to the 115 full-time employees, that revenue should start to filter down to the bottom line and make investors happy. With a market cap of C\$50 million, Valeo is currently trading at 1x its annualized revenue run rate.

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

written by InvestorNews | March 20, 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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Valeo Pharma keeps delivering with a 100% revenue growth forecast in 2022 and more new effective pharmaceuticals

written by Tracy Weslosky | March 20, 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.

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

written by InvestorNews | March 20, 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 | March 20, 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

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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."

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Valeo Pharma revenues jump on increased market share from growing drug portfolio

written by InvestorNews | March 20, 2023

[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 Ateectura.

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.