

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

written by InvestorNews | September 22, 2022

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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About Valeo Pharma

Valeo Pharma is a pharmaceutical company dedicated to the commercialization of innovative prescription products in Canada with a focus on Respirology/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.

To know more about Valeo Pharma Inc., [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 | September 22, 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 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.

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

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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 | September 22, 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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Revenue is forecast to triple, Valeo Pharma has 10 products in their portfolio

written by InvestorNews | September 22, 2022

COVID-19 continues to be a huge global problem with global cases now over [112 million](#). Vaccines are a source of hope but just as valuable are treatments that can help infected COVID-19 patients before they become another horrific statistic.

One specialty pharmaceutical company has a potential anti-COVID-19 product currently in the clinical trial phase. That company is [Valeo Pharma Inc.](#) (CSE: VPH | OTCQB: VPHIF | FSE: VP2) ('Valeo').

Valeo has an anti-COVID-19 product currently in a clinical trial known as the Hesperidin Coronavirus Study. Valeo Pharma's Hesperco™ capsules are [Health Canada approved \(for immune support\)](#) and are at the core of Montreal Heart Institute's Hesperidin Coronavirus Clinical Trial. HesperCo™ is Valeo's unique hesperidin formulation. Hesperidin is a flavonoid with

powerful antioxidant properties that helps support the immune system, and may potentially help in the fight against COVID-19.

Valeo Pharma and Ingenew Pharma are trialing their Hesperco™ flavonoid product in the fight against COVID-19

Valeo [states](#): “Hesperidin interferes/ inhibits 2 key proteins of SARS-CoV-2 necessary for entry and infection of cells, **suggesting that hesperidin may disrupt the replication rate of the virus and enable infected patients to build natural immunity**. Hesperidin’s safety profile and immune-modulatory activity make it a highly promising molecule to intervene at various stages of the COVID-19 infection process.....hesperidin, the medicinal ingredient contained in HESPERCO™ capsules, and its efficacy against other coronavirus strains are well documented in scientific literature...”

Note: Bold emphasis by the author.

‘Inhibiting COVID-19 entry into our cells’ and ‘boosting immunity’. Wow! This could potentially be a game-changer if successful. With the world currently at [112,654,202 confirmed COVID-19 cases](#) and [2,496,749 COVID-19 deaths](#) (as of February 24, 2021), a product that can inhibit COVID-19 while at the same time boosting our immunity would be an incredible breakthrough.

Valeo’s HESPERCO™ development partner is Ingenew Pharma. Ingenew’s President & CEO [stated](#): “Although hesperidin can be found in lower concentration in citrus fruits or some natural health products, a much higher hesperidin concentration, such as the one found in Hesperco™, is required to achieve therapeutic benefits...With its well-documented anti-inflammatory and anti-oxidant activity, hesperidin may also provide further protection to the infected subjects by reducing the COVID-19-induced cytokine storm (severe inflammatory response) observed in severe cases.”

Valeo Pharma is focusing on specialty products to fight neurodegenerative diseases, cancers, pain, and maybe COVID-19

About Valeo Pharma Inc.

Valeo's business plan is to become a leading Canadian-focused specialty pharmaceutical company and be the partner of choice for international companies wishing to enter the Canadian market. Valeo's focus is mostly on specialty areas such as neurodegenerative diseases (MS, Parkinson's, and Schizophrenia), oncology (cancer) and supportive care/pain management, and hospital specialty products.

Valeo 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 [state](#): "Our focus is getting the product on the market, and we have all the capabilities in-house to register and commercialize innovative pharmaceuticals in Canada."

Valeo currently has [10 products in their portfolio](#) with another 3 in the pipeline.

Valeo's [revenue is forecast to triple](#) from FY2020 revenue of C\$8.0 million to a forecast FY2021 revenue of C\$24.0 million.

Closing remarks

Valeo Pharma Inc. trades on a market cap of C\$68 million which seems rather small when we look at much larger pharmaceutical companies such as Pfizer Inc. on a market cap of US\$188 billion. Sure they are not comparable companies in terms of current products, revenues etc; but it does highlight the potential size to which the most successful pharmaceutical companies can grow. If we compare to the successful natural vitamin companies such

as Blackmores, it trades on a market cap of A\$1.53 billion.

Valeo's strategy to partner with other product developers means they can reduce R&D expenses, time to market, and focus on marketing & sales. This is a quicker and smarter way to achieve revenues. Valeo's stock is up [128%](#) over the past year so it certainly looks like their strategy is working.

- [Valeo Pharma's Steve Saviuk on Hesperidin and reducing the risk of securing COVID-19 \(video\)](#)
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Valeo Pharma's Steve Saviuk on Hesperidin and reducing the risk of securing COVID-19

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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 21st,” Steve commented.

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

About Valeo Pharma

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Valeo Pharma on a significant

upswing with recent Health Canada approvals

written by InvestorNews | September 22, 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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