

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

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

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

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

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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.

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Valeo Pharma on a significant upswing with recent Health Canada approvals

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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Kozak on how Valeo Pharma's innovative natural health-based product lines are carving their niche in specialty pharmaceuticals

"Valeo is focused on those therapeutic fields where a relatively small number of

general practitioners or specialist physicians account for the majority of prescriptions written. This enables the company to use a relatively small salesforce to target these physicians and to profitably capture market share.” – excerpt

Type in the phrase “modern medicine” into any search engine, and you will be inundated with results – 1.2 million just came up. Through the 19th, 20th and now the 21st centuries, the way that people are living, and working has changed dramatically. These changes especially, affected the risk of infectious diseases – clearly evidenced by what we are seeing with the current coronavirus global pandemic.

Starting in the early 1800s, scientists began to understand the mechanism of infections, disease etc. Notable accomplishments in medical microbiology were made by Louis Pasteur and others to start an evolution which over the last 200 years has given us a world in which pharmaceuticals are available for almost anything imaginable, including weird little bacteria in southeast Asia that create a body full of sepsis.

The pharmaceutical industry is one of the most active and innovative industries in Canada and it is estimated to be the 10th largest market in the world. It is made up of companies developing and manufacturing innovative medicines and pharmaceutical products as well as a rapidly developing field in natural health-based and biologic products. One of these companies is Valeo Pharma Inc. (CSE: VPH | OTCQB: VPHIF). The company went public through a non-offering prospectus at the end of 2018 and currently has a market capitalization of approximately C\$51 million.

Founded in 2003, the company initially focused on dermatology and hospital products, a product portfolio that was sold in 2014. Since that time, it has been acquiring innovative, patent protected, pharmaceutical products in specific therapeutic areas for the Canadian market, building a strong diversified pipeline with access to proprietary deal flow. In select situations, Valeo will also engage in the in-licensing, acquisition of product rights or development of injectable generic products.

Valeo's strategy is focused on three key therapeutic areas:

- Neurology (including Multiple Sclerosis and Parkinson's Disease and others)
- Oncology (including soft tissue sarcoma, ovarian cancer and others)
- Hospital Products (pain management, including narcotics, anti-infectives and critical care)

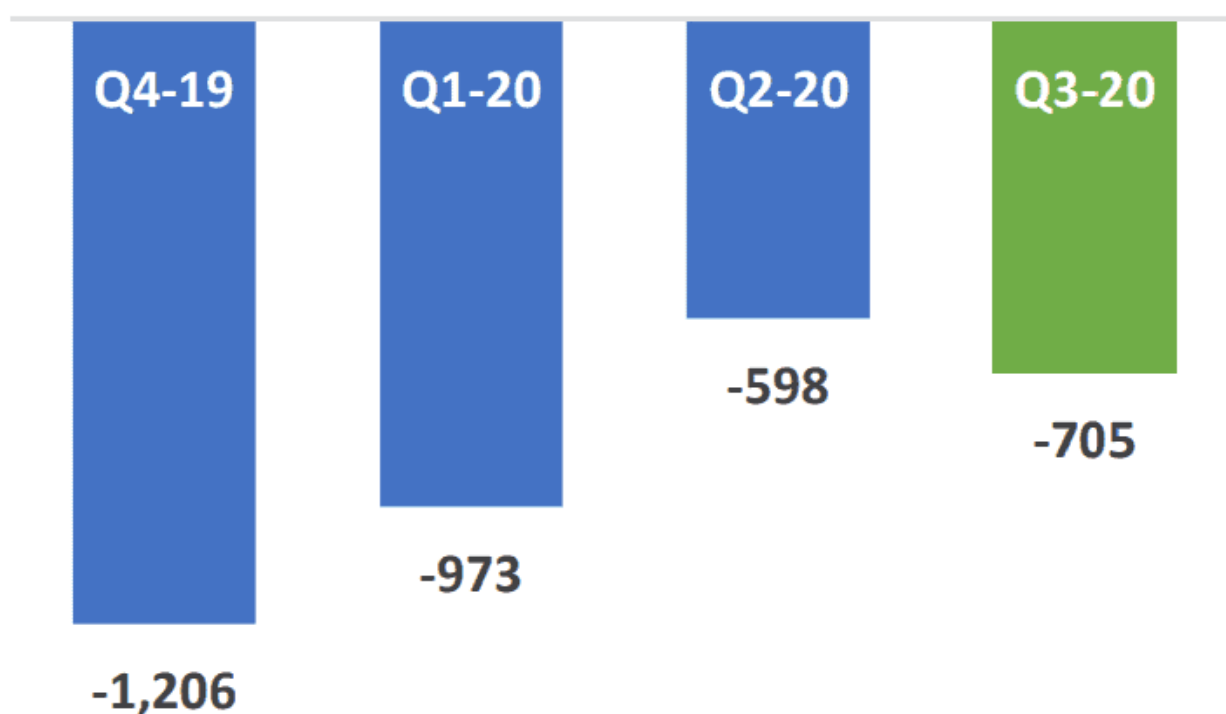
Valeo is focused on those therapeutic fields where a relatively small number of general practitioners or specialist physicians account for the majority of prescriptions written. This enables the company to use a relatively small salesforce to target these physicians and to profitably capture market share. This targeted approach may be applied in assessing all innovative pharmaceutical products and is a determinant of whether Valeo will enter a new therapeutic area or add a new product.

The company has a stated desire "to become a leading Canadian focused Specialty Pharmaceutical company and be the partner of choice for International companies wishing to enter the Canadian market." Brand-name products account for 79.3% of Canadian sales and 30% of prescriptions. Generics account for the rest of an estimated C\$40 billion market in 2018, so there is room for a profitable, well-run company.

The management team has almost 20 years of experience in the

pharma industry in Canada, with some well-established relationships. But it is still about the numbers – at the end of Q3-2020 (July 31), the company’s product portfolio included eight commercial stage products as well as five products currently in pre-launch and/or regulatory stage.

Adjusted EBITDA Loss last 12 months



Source: Valeo Pharma

As shown above, the company is not yet EBITDA profitable, but according to management, “Q4-20 and beyond, with new products sequentially contributing to our topline, and the benefit of operational streamlining, we expect our key operational metrics (gross to net ratio, product mix and SG&A leverage) to improve, thus driving incremental gross and net margins and positioning Valeo to exit Q4-20 as a profitable EBITDA company.”

The company continues to search for innovative products within

its targeted areas of focus and maintains active business development activities to achieve this goal. The regulatory environment in Canada is such that the average timeline from commencing the registration process to receiving marketing approval ranges from 12-18 months. In circumstances where a product has an existing DIN, the time between the signing of the license and the start of commercialization is approximately 6-9 months. Management believes that the company possesses all the required expertise to manage all aspects relative to the filing, registration, as well as successfully launching the products currently in its pipeline.

The pharmaceutical industry is very competitive, but it would appear that Valeo has carved out a competitive niche and has the experience to grow and prosper. The company just raised C\$6.9 million through a bought deal financing, so is financed to support operations should their forecast of EBITDA profitability by the end of their fiscal year not be realized. The company had approximately \$3.0 million of debenture debt maturing in 2022 (~50%) and 2023 (~50% and convertible) at the end of July 2020, so there is no immediate stress assuming revenue growth is achieved.

This is probably a company to watch, as demonstrated by the share price after Q2-2020 financial results were announced (July 2, 2020). Delivering on management's strategy will be rewarded in the marketplace.



Source: TMX.COM