



# Key Investing Insights



**Chemistry, Manufacturing & Controls**

**STRATEGY MEETING EAST COAST USA 2023**

Proventa's recent survey of CMC leaders highlights cGMP as a top investment priority. Key industry challenges include Research Methodology and Suitability; API Intermediates Suppliers List Mitigation, and Accelerated Clinical and Commercialization Timelines. Understanding these trends is crucial for strategic investment decisions in the evolving drug discovery landscape.



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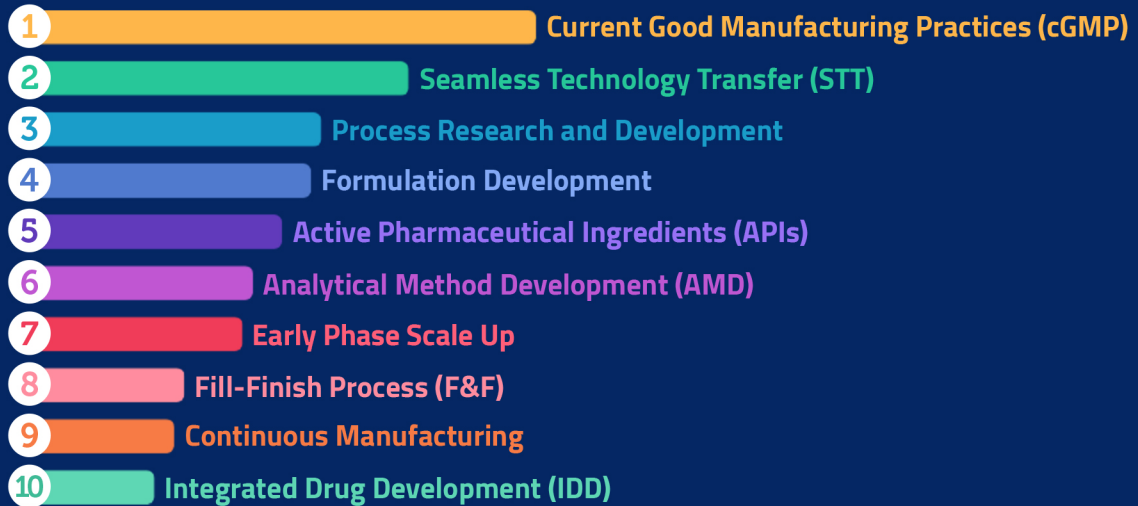
*11 years of Business Intelligence in Life Sciences*

# Top Investment Areas for 2024-2025

## cGMP Dominates CMC Investment Landscape

Our recent Chemistry, Manufacturing, and Controls Strategy Meeting revealed a clear investment trend: **Current Good Manufacturing Practices (cGMP)** are top priorities. A staggering **54.2%** of attendees identified cGMP as a crucial investment area. This surge in interest showcases a unique opportunity for investors to support groundbreaking innovations transforming biotechnological and pharmaceutical manufacturing.

Discover the top investment areas shaping the future of biotech & pharma manufacturing and position yourself at the forefront of innovation.



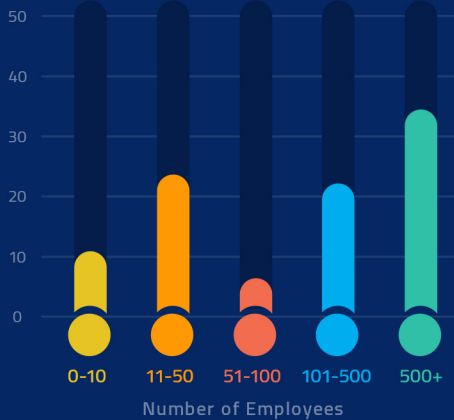
## Top 10 Challenges 2024: What Peers are Focusing on



# Key Investing Insights from Attendees

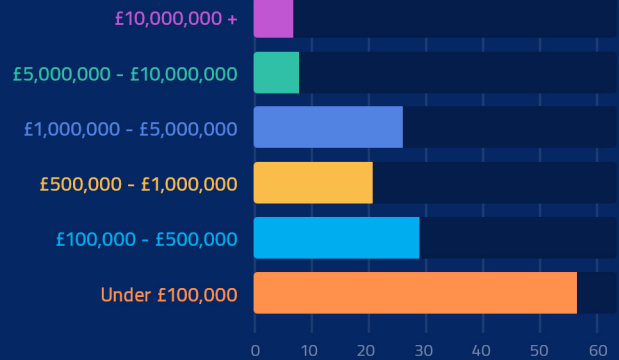
This section summarizes key insights from our recent strategy meeting, providing valuable information for solutions providers in the drug discovery space seeking qualified leads and RFP opportunities. You can connect with qualified leads and position your products and services to address their specific needs.

## Company Size



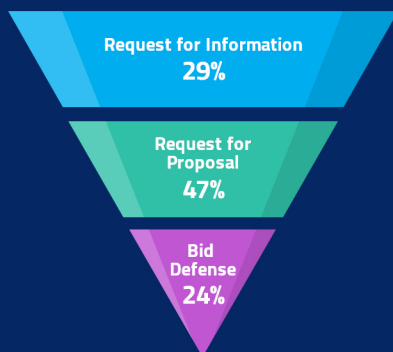
The strategy meeting attracted a diverse range of companies seeking solutions and investment opportunities. While a significant portion (36%) represent established players, a strong contingent of mid-sized companies and emerging ventures were also present. This mix ensures access to a dynamic pool of potential partners and clients, regardless of company size.

## Investment Budget



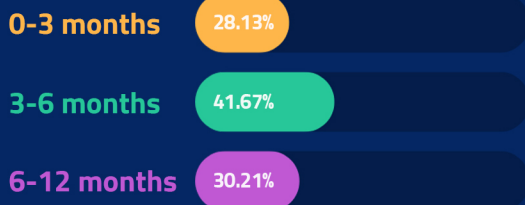
Nearly half of the attendees have investment budgets ranging from £100,000 to £1 million, indicating a strong focus on targeted solutions. Notably a small but impactful segment (5%) is looking to invest over £10M.

## Buying Stage



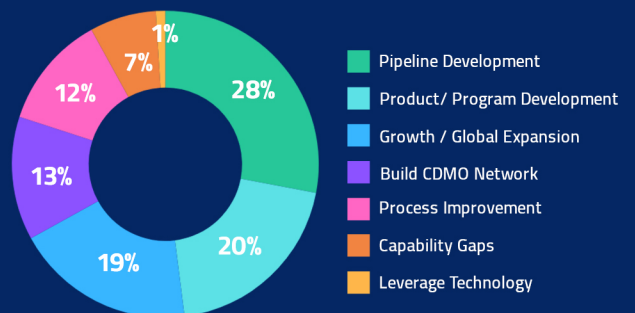
Don't miss out on prime RFP-ready opportunities! **71% of companies** are actively evaluating solutions, presenting prime opportunities for engagement through roundtable discussions and targeted 1-on-1 meetings. Secure leads at every stage with Proventa's Strategy Meetings.

## Timeline for Investing



30% of companies plan to invest within 6-12 months, 70% in the next 6 months! Don't miss out - engage with these decision makers at the upcoming strategy meetings. We connect you with companies primed for investing in solutions!

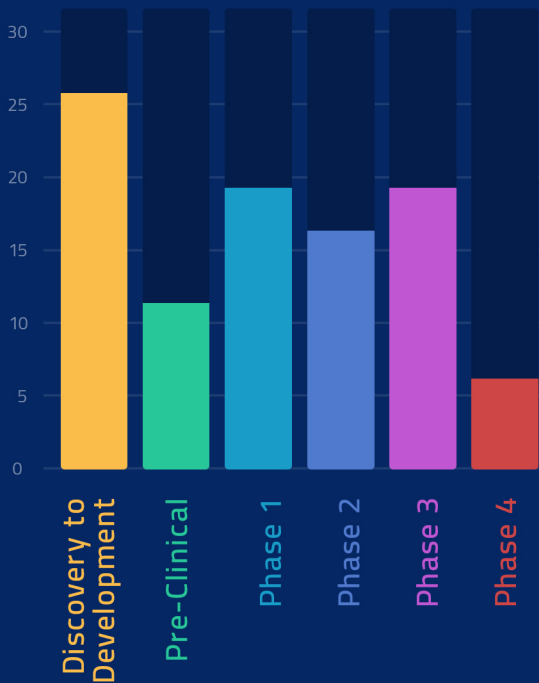
## Reasons for Investing



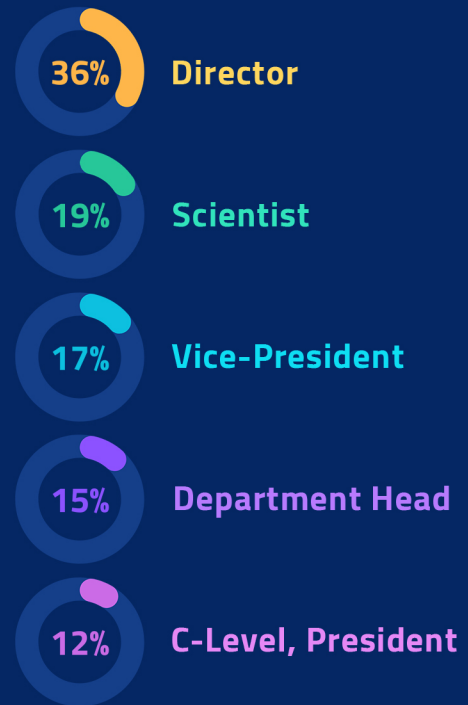
Pipeline development takes center stage as a **key driver** for investment, reflecting the industry's focus on innovation. However, attendees prioritize a diverse range of goals, including addressing capability gaps and achieving growth. Proventa connects you with companies seeking solutions across the drug discovery landscape.

# Delegate Breakdown: Attendee Profile at Proventa's 2023 Strategy Meetings

## Drug Development Stage



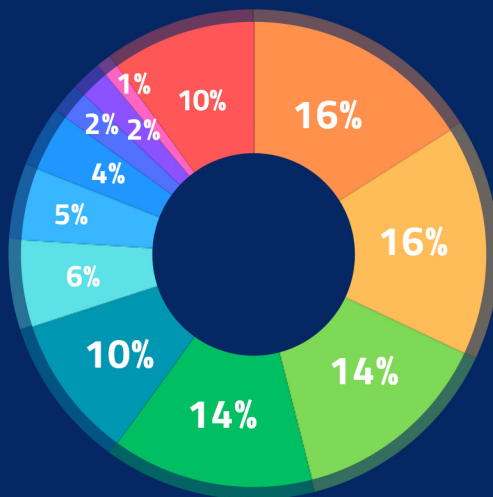
## Level of Seniority



## Main Therapeutic Areas

Immunology and Rare Diseases take the lead, each capturing 16% of attendees' focus, followed closely by Oncology (14%) and CNS research (14%). Infectious Diseases (10%) and Cardiovascular (6%) round out the top areas of interest. This diverse mix offers abundant opportunities for strategic partnerships across a broad range of therapeutic areas.

Explore the full landscape of therapeutic innovations shaping the future of discovery.



**16%**  
Immunology

**16%**  
Rare Diseases

**14%**  
Oncology

**14%**  
CNS

**10%**  
Infectious Diseases

**6%**  
Cardiovascular

**5%**  
Inflammation

**4%**  
Metabolic Diseases

**2%**  
Bone/Osteoporosis

**2%**  
Ophthalmology

**1%**  
Orthopaedics

**10%**  
Others

(Haematology, Dermatology, Gastroenterology, Vaccines, Psychiatry, Internal Diseases, Pulmonology)

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