





# Investment Trends in Medicinal Chemistry



**Medicinal Chemistry**  
**STRATEGY MEETING EAST COAST USA 2024**

 Wednesday, 15th May 2024  Hyatt Regency Princeton

Proventa's recent survey of medicinal chemistry leaders highlights AI/ML as a top investment priority. Key industry challenges include target identification & validation; hit-to-lead identification, validation and lead optimization; and pre-clinical development. Understanding these trends is crucial for strategic investment decisions in the evolving drug discovery landscape.



*11 years of Business Intelligence in Life Sciences*

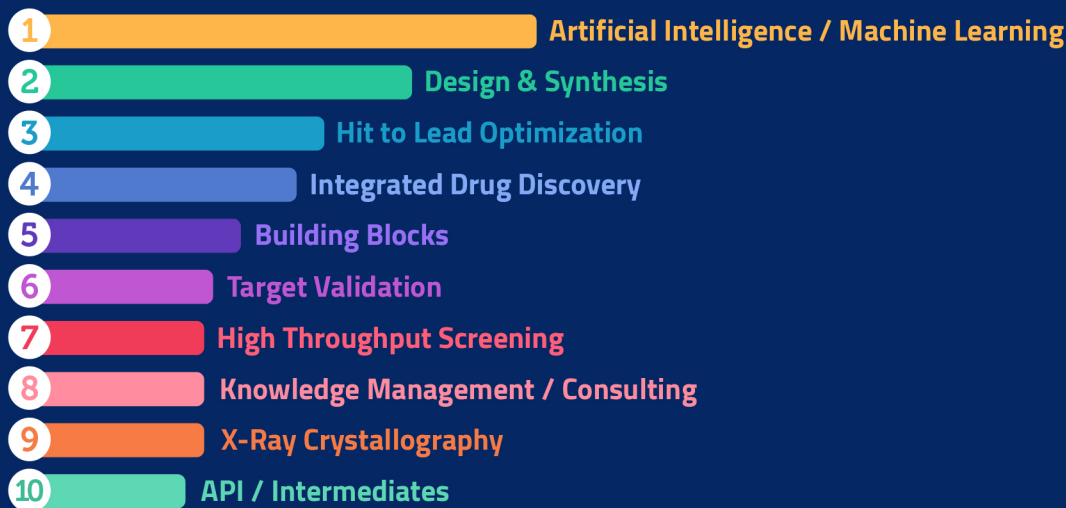
# Top Investment Areas for 2024-2025

## AI/ML Dominates Medicinal Chemistry Investment Landscape

Our recent Medicinal Chemistry Strategy Meeting revealed **Artificial Intelligence/Machine Learning** as the top investment area, with a staggering 55.4% of attendees expressing keen interest.

This surge in demand presents a golden opportunity for investors to capitalize on the transformative potential of AI/ML in drug discovery.

Discover the top investment areas shaping the future of drug discovery and position yourself at the forefront of innovation.



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

1 

Target Identification and Target Validation

6 

Innovative and Emerging Modalities

2 

Hit-to-Lead Identification, Validation and Lead Optimization

7 

Omics Technologies and Integrated Drug Discovery

3 

Preclinical Development

8 

Computer-Aided Drug Design

4 

Chemical Biology, Targeted Protein Degradation and Undruggables

9 

Data Management Strategies for Biotech and Pharma

5 

Integration of Automation and Artificial Intelligence

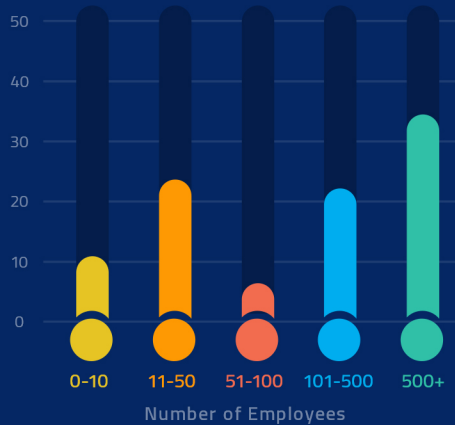
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DMPK/ ADME and Toxicology

# Key Investing Insights from Attendees

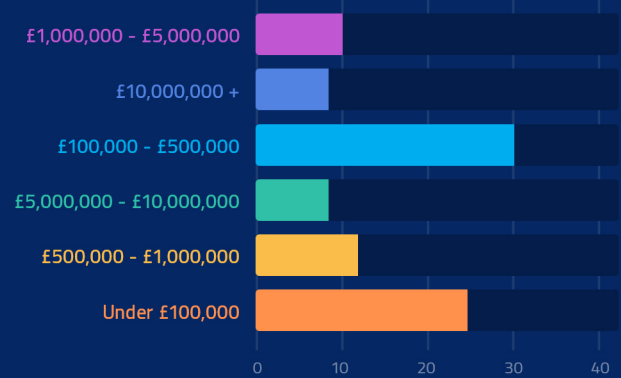
This section summarizes key insights from our recent strategy meeting, providing valuable information for solutions providers in the drug discovery space seeking qualified leads and RFP opportunities. You can connect with qualified leads and position your products and services to address their specific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

## Company Size



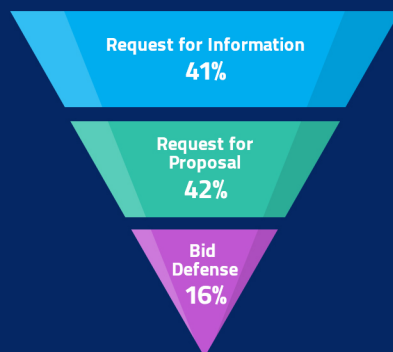
The strategy meeting attracted a diverse range of companies seeking solutions and investment opportunities. While a significant portion (36%) represent established players, a strong contingent of mid-sized companies and emerging ventures were also present. This mix ensures access to a dynamic pool of 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. Additionally, a combined 18% plan to invest between £5 million and £10 million or more, highlighting the presence of companies ready for significant commitments. While a portion (26%) falls under £100,000, this segment can still represent valuable opportunities, particularly for early-stage partnerships or pilot programs.

## Buying Stage



Don't miss out on prime RFP-ready opportunities! **58% 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.

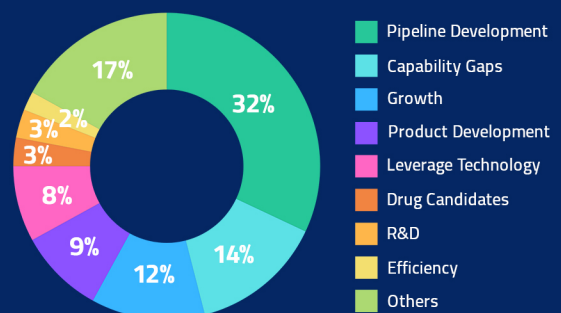
## Timeline for Investing



**6 out of 10 companies** plan to invest within **6-12 months**, **4 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!

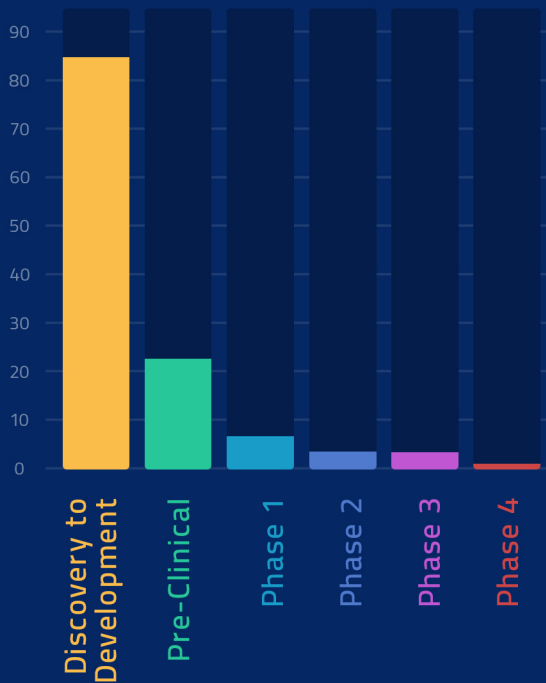
## Reasons for Investing



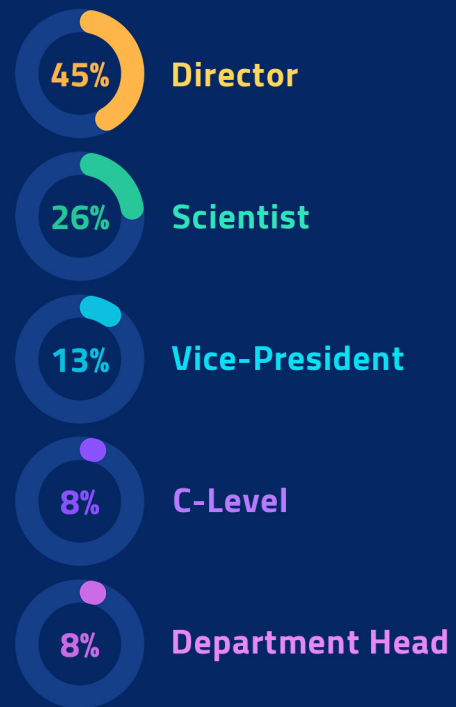
**Pipeline development** takes center stage as a **key driver** for investment, reflecting the industry's focus on innovation. However, attendees prioritize a diverse range of goals, including addressing capability gaps and achieving growth. Proventa connects you with companies seeking solutions across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

# Delegate Breakdown: Attendee Profile at Proventa's 2024 Strategy Meetings

## Drug Development Stage



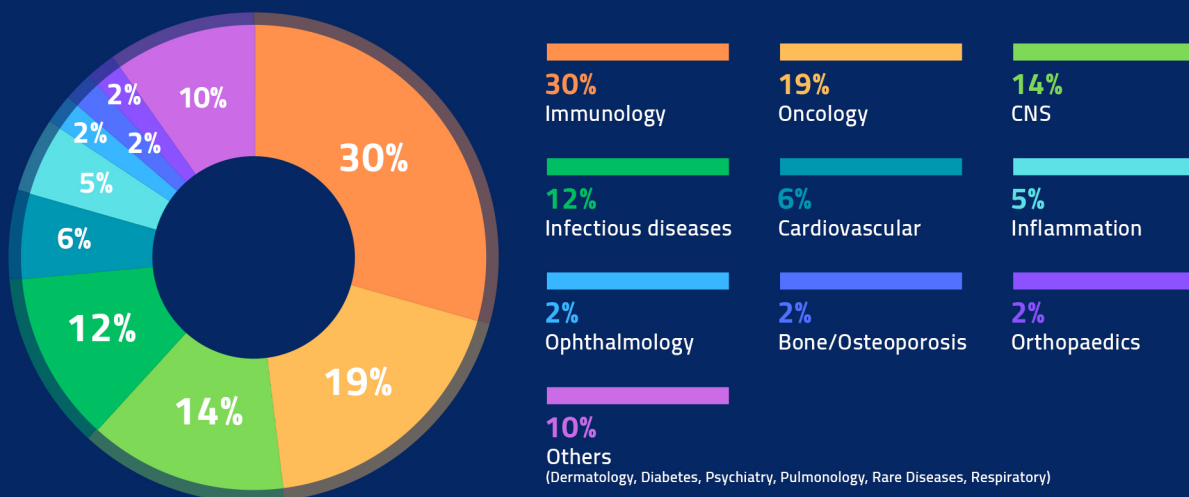
## Level of Seniority



## Main Therapeutic Areas

**Immunology** leads the charge with **30%** of attendees focused on this critical field. Oncology (19%) and CNS (14%) research also hold strong interest, followed by Infectious Diseases (12%) and Cardiovascular (6%). This diverse group offers a wealth of potential partnerships across a broad spectrum of therapeutic areas.

Discover the full spectrum of therapeutic areas driving the discovery landscape.



# UPCOMING EVENTS

## STRATEGY MEETINGS EUROPE 2024

📍 Crowne Plaza, London Docklands

**OCT 22** DRUG DISCOVERY BIOLOGY  
& BIOINFORMATICS

**OCT 23** MEDICINAL CHEMISTRY

## STRATEGY MEETINGS EAST COAST USA 2024

📍 Le Meridien Boston Cambridge

**NOV 11**  
BIOINFORMATICS  
& IT

**NOV 12**  
DRUG DISCOVERY  
BIOLOGY

**NOV 13**  
MEDICINAL  
CHEMISTRY

**NOV 14**  
CLINICAL OPERATIONS &  
CLINICAL TRIAL SUPPLY CHAIN

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