



ELRIG DRUG DISCOVERY 2023 EXHIBITOR BROCHURE



18TH & 19TH OCTOBER 2023
ACC, LIVERPOOL

#elrig

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WHY ATTEND DRUG DISCOVERY 2023?

Drug Discovery 2023, is a two day event providing stimulating scientific talks and posters, the wide range of technologies and applied research to spark ideas.

This year's conference tracks cover a wide range of themes including 'omics, personalized medicine and chemistry, all focused on bringing new therapies from the lab to the patient. The breadth of science makes Drug Discovery 23 the ideal event to learn about hot topics and growing areas of interest in the development of small molecule, large molecule or bio-therapeutic treatments.

There are four parallel tracks covering all aspects of drug discovery, with opportunities for vendor presentations varying from 5 mins to 30 minutes depending on the package selected.

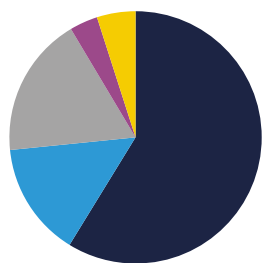
The 2023 conference is held 18-19 October at the ACC in Liverpool.

Celular Technologies for Drug Discovery	CRUK - Horizons - oncology, a diverse thinking theme	Delving into the diversity of chemistry, driving molecules from concept to clinic	Augmenting R&D with AI
Biopharmaceutical discovery	Translating ideas into therapies	SLAS - HIT identification and screening	Chemistry enabling drug discovery from start to clinic

DELEGATE PROFILE

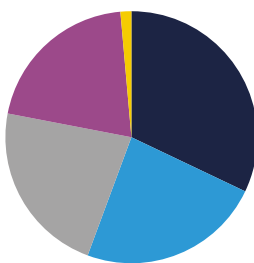
Delegates from across industry and academic disciplines attend, giving opportunities to engage with existing and potential users.

PRIMARY INDUSTRY SEGMENT / MARKET FOCUS



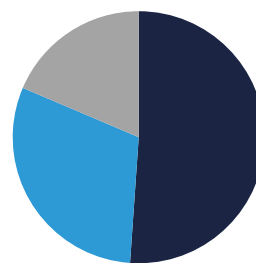
- Basic Research/Drug Discovery R&D: 57%
- Contract Research/Preclinical: 14.2%
- Research Tools/Lab Equipment: 17.5%
- Therapeutics: 3.5%
- Devices/Diagnostics: 4.8%

INSTITUTION CATEGORIES



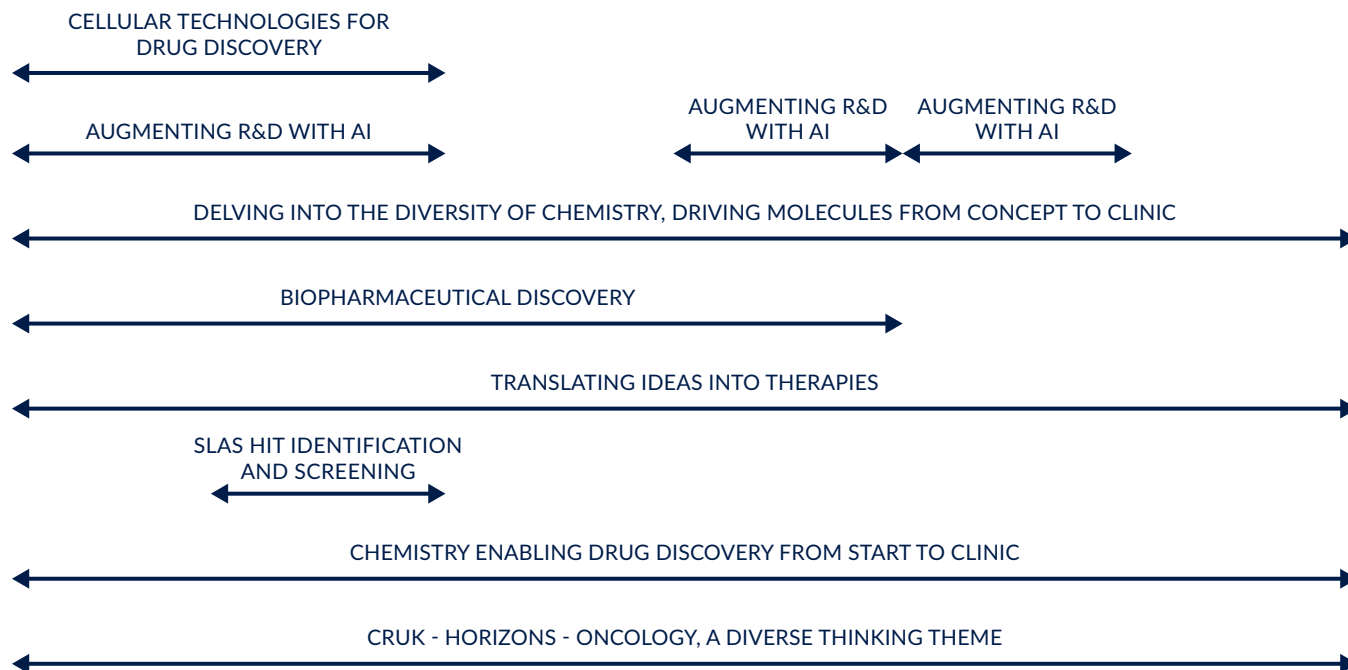
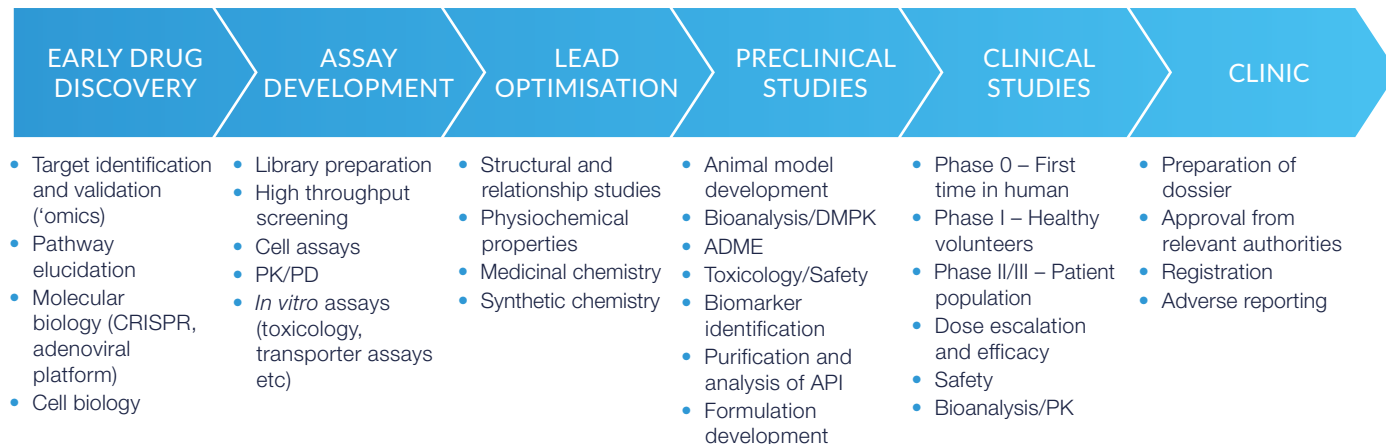
- Biotech: 32.1%
- Academia: 23.6%
- Pharma: 22.4%
- Support of Life Science: 20.6%
- Clinical: 1.4%

RESPONSIBILITY LEVEL



- No budgetary responsibility: 51.1%
- Budget influencer: 30.3%
- Budget holder: 18.6%

DRUG DISCOVERY PROCESS MAPPED TO CONFERENCE TRACKS

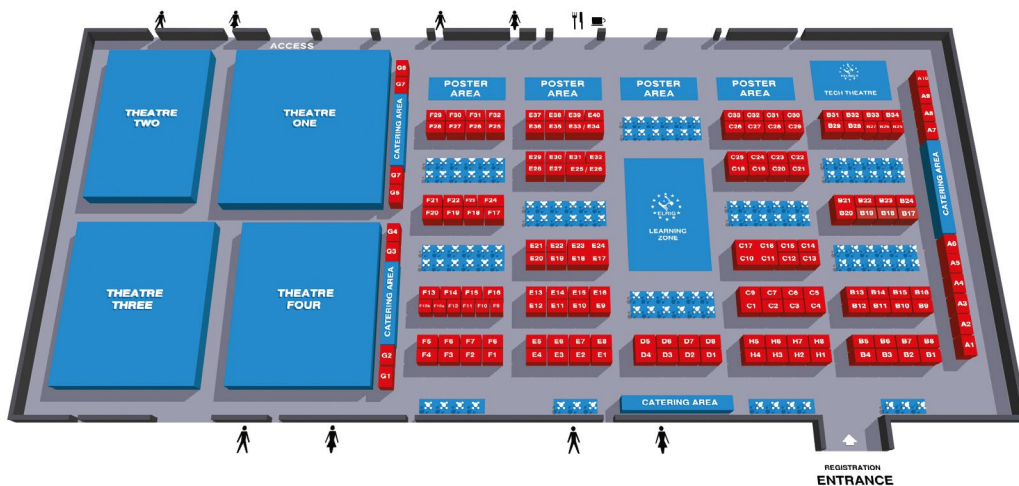


OUTLINE PROGRAMME

Day 1		Day 2	
08:00-09:00	Registration	08:00-09:00	Registration
09:00-10:20	Session 1	09:00-10:15	Session 1
11:00-12:45	Session 2	11:00-12:50	Session 2
14:00-15:10	Session 3	14:00-15:15	Session 3
15:45-17:00	Session 4	15:45-17:00	Session 4
17:00-19:00	Networking in the Exhibition Hall	17:00	Conference Close

	Auditorium 1	Auditorium 2	Auditorium 3	Auditorium 4
Day 1	Celular Technologies for Drug Discovery	CRUK - Horizons - oncology, a diverse thinking theme	Delving into the diversity of chemistry, driving molecules from concept to clinic	Augmenting R&D with AI
Day 2	Biopharmaceutical discovery	Translating ideas into therapies	SLAS - HIT identification and screening	Chemistry enabling drug discovery from start to clinic

DRUG DISCOVERY 2023 FLOOR PLAN



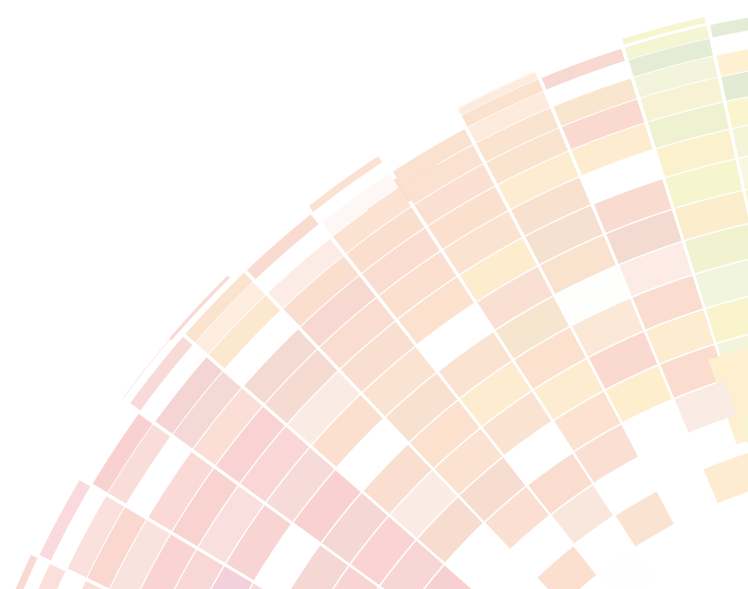
WHY SPONSOR AN ELRIG EVENT?

1. There are no membership charges to be part of ELRIG and all events are free to attend, which means the pharma and biotech community support sending their teams to ELRIG meetings, so sponsors meet valuable customers.
2. Our scientific content is world-class and cutting edge, attracting engaged delegates, who want to learn about your products and services.
3. Our scientific content is focused on the technologies and the science of drug discovery, which needs innovative products and services to support it.
4. Most of our events are held in venues that are easy for researchers to get to. In some cases, they are even held within pharmaceutical companies where they are open to the whole site, not just registered delegates.
5. Our Exhibitions are integral to the event and not an add-on that is a 'necessary evil'.
6. Our exhibition booth prices are all inclusive, so there are no surprise or hidden charges.
7. The ELRIG team understands the needs of the vendor community because the community is consulted during its strategic planning, resulting in events and sponsorship opportunities that are relevant to exhibitors.
8. ELRIG events have extensive networking time scheduled into the programme, to maximise your customer interaction time.
9. All segments of the ELRIG community are present at meetings, from Early Career Professionals to Senior Leaders, meaning exhibitors can make deals happen.

WHO IS THE ELRIG COMMUNITY?

The ELRIG community is measured as 12,000 names (distinct email addresses) in our database. Of these names we know that

- 70% work in the life-science industry (biotech, CRO or pharma), 20% in academia and the remainder in roles that support the life sciences.
- A third of the community defines itself as an Early Career Professional.
- 20% are budget holders.
- By research area, 50% are drug discovery, 15% basic research, 10% contract research and 6% research tools.
- Geographically 75% of the community is based in the UK, 13% in Europe and 3% in the USA.
- 50% of our community is female and 35% non-white.
- We have over 3000 LinkedIn followers and almost 1300 followers on Twitter and website that has over 300,000 yearly unique page views.



SPONSORSHIP OPPORTUNITIES

There are distinctive sponsorship opportunities at all ELRIG events, from traditional booths to modern-day digital presence on our website and social media feeds. Uniquely ELRIG encourages exhibitors to purchase talk time, within the main podium programme, to maximise their presence at a meeting, but you may only purchase talk time if you have purchased a booth.

Sponsorship Benefit	Standard Booth	Technology Spotlight Partner	Industry Insider Partner	Conference Partner
Table-top booth (shell- scheme in Drug Discovery mtg)	✓	✓	✓	✓
GDPR consented registration & attendee email list, pre & post event	✓	✓	✓	✓
Lead capture app	✓	✓	✓	✓
2 Full meeting passes (additional passes will be charged)	✓	✓	✓	4
Electricity	✓	✓	✓	✓
Furniture (1.8m x 1m table + 2 chairs)	✓	✓	✓	✓
Carpeting	✓	✓	✓	✓
Company listing in event website, programme and app	✓	✓	✓	✓
Delivery of materials from loading bay to booth (must be booked with ELRIG's logistic company)	✓	✓	✓	✓
Fascia board displaying company name if applicable	✓	✓	✓	✓
50-word company overview with hyperlink within registration software	✓	✓	✓	✓
Lunch & Refreshments	✓	✓	✓	✓
Booth stop sign		✓	✓	✓
1 x 5-minute product presentation to a track		✓		
1 x 15-minute product presentation to a track			✓	
1 x 30-minute scientific presentation to a track				✓
2 invitations to Chair's Reception or Speakers Dinner (if applicable)				✓
Vlog interview with ELRIG's preferred LinkedIn Vlogger				✓
Photos by event photographer				✓
Cost	£4,700	£5,450	£6,950	£12,000

SPONSORSHIP OPPORTUNITIES

Technology Spotlight Partner: The most effective way of driving traffic to your booth, at minimal increase in cost, is by upgrading your booth with a 5-minute technology spotlight presentation. The presentation is part of the published programme, takes place on the podium to the entire audience and is meant to be a short advertisement of a specific product or service.

Industry Insider Partner: This package, includes a 15-minute podium talk within the main programme, which is designed to position you as an industry influencer. The presentation length will allow you to introduce your company, a specific product or service offering and 1 limited case study to reinforce your message. It is strongly recommended that the talk topic is aligned to the main theme of the programme.

Conference Partner: This is an opportunity for you to present your latest news, technology, or product update to the entire audience of an ELRIG event, in a time slot that is equivalent to a speaker talk. Because the slot is a significant part of the programme, it is essential that the content is aligned to the track theme, explaining the science behind the innovation, the need for the innovation and is not overtly commercial. Of course, the presentation may end with a pointer towards product availability and the vendor's booth.

Available for the first time at Drug Discovery 2023 - B2B Partnering Packages: ELRIG will organise 1:1 meetings with leaders from European pharma, biotech, CROs and academic institutions that are interested in the companies' products or services. With four 30 minute meetings arranged from your choice of companies (list provided on request) in private meeting room equipped with projector and screen. The meetings will not be moderated. The partnering package is available as an add-on to any purchased booth and costs £2,500.

Sponsorship options (price on application):

- Annual package
- Chair's Reception at Drug Discovery
- Coffee per day
- Flyers on chairs (Chair-drop)
- Lanyards
- Logo/banner in ELRIG app for 1 month*
- Logo/banner on ELRIG website for 1 month*
- Lunch per day
- Networking/drinks reception at conference
- Pop-up stands at registration
- Sponsorship of a scientific track
- Sponsorship of keynote speaker
- Wi-Fi at venue
- Workshop per hour

All prices are in GBP and exclusive of VAT

**Can only be purchased as additional items to an exhibition package*

The European Laboratory Research & Innovation Group (ELRIG) is a leading European not-for-profit organization that exists to provide outstanding scientific content to the life science community. The foundation of the organisation is based on the use and application of automation, robotics and instrumentation in life science laboratories, but over time, we have evolved to respond to the needs of biopharma by developing scientific programmes that focus on cutting-edge research areas that have the potential to revolutionize drug discovery.

Comprising a global community of over 12,000 life science professionals, participating in our events, whether it be at one of our scientific conferences, forums or networking

meetings, will enable any of our community to exchange information, within disciplines and across academic and biopharmaceutical organisations, on an open access basis, as all our events are free-of-charge to attend!

In 2023 we are planning a fully face-to-face series of events, comprising of 5 conferences, 6 forums and 2 networkings, all of which will have sponsorship opportunities available.

Each event is supported by a comprehensive marketing campaign, that will reach our entire 12,000 audience and our events always sell out, so it is worth pre-booking early to ensure your company maximises its awareness opportunities.

OUR VALUES

Our values are to always ensure the highest **quality of content** and that content will be made readily **accessible to all**, and that we will always be an **inclusive** organisation, serving a **diverse scientific network**. In addition, ELRIG will always be a **volunteer led** organisation, run by and for **the life sciences community**, on a **not-for-profit** basis.

OUR PURPOSE

ELRIG is a company whose purpose is to bring the life science and **drug discovery** communities together to **learn, share, connect, innovate** and **collaborate**, on an **open access** basis. We achieve this through the provision of world class conferences, networking events, webinars and digital content.

STRATEGIC PILLARS



EVENTS

Deliver UK leading events, showcasing cutting edge science and technology, that are accessible to all.



EQUALITY, DIVERSITY & INCLUSIVITY

Promote inclusivity, engagement and collaboration, in our diverse community.



PRESENCE & AWARENESS

Expand and enhance our digital presence.



SUSTAINABILITY

Drive an open and transparent organisation, with a focus on delivery excellence and financial sustainability.