



ANNUAL REPORT 2013-14



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL



The 2013-2014 Year in Review – Yvonne Chua, 41st President Looking to the Future - A Stronger and Closer LES Family



Yvonne Chua,
President LESI 2013-2014

It has been my honour and privilege to serve as the 41st President of LES International. In the past term I am excited and proud to have witnessed the rapid strengthening of bonds within the LES Family and the great strides made in continuing to excel. The following message is a brief recap of what has been a year of accomplishments for LESI pursuant to the collective wisdom, commitment and participation of all in the LES Family.

Advancing Our Structure

Major steps have been implemented to advance our structure and management and improve member service.

Amongst others, a number of guidelines and policies have been introduced, including:

- Goals and Guidelines for a structured relationship between LESI (and LES societies) and other IGOs (Inter-Governmental Organizations)/NGOs (Non-Governmental Organization);
- Guidelines for IPR Committee Outreach Programs;
- LESI Guidelines on Funding of Regional activities; and
- LESI Guidelines on Sponsorship arrangements.

Guidelines for LESI Committees on Setting up Webinars are also in the pipeline.

A new LESI brochure setting out the LESI structure and benefits of membership is now available on the LESI website, whilst printed copies have been sent to each national society. The brochure is being translated into local languages of some societies where English is not commonly used.

Continual improvements to our LESI website have been in full swing, thanks to the Ad Hoc Task Force including Mark Horsburgh, Ned Barlas, Shawn Jacka, Chris Katopis and Kate Schneider. Security of the website is enhanced. Local event information is accessible by a click-through map. The LESI twitter is now on the website which you can follow for news about meetings, publication and IP developments. Previous les Nouvelles articles are now searchable online too whilst shortened editions of the LES Global News are made publicly available.



From left: IPO Singapore Executive Director Chiam Lu Lin; Andrey Yap, LES Singapore; Yvonne Chua; IPOS Chief Executive Tan Yih San; and Sheena Jacob, President LES Singapore.

Importantly, extra efforts have been made to update and ensure the accuracy of the membership directory, which is now easily searchable by society.

The powerhouse of LESI is our Committees. A series of quarterly committee leadership conference calls were launched with chairs and vice-chairs, providing an easy channel for facilitating their work and planning collaborations between committees and societies.

Building a Stronger LES

My key vision as LESI president is to enhance our leading role in the world IP arena.

In the past year, we have actively expanded our collaboration with major IP organizations, in particular with WIPO (World Intellectual Property Organization). Apart from our fruitful meeting in Geneva with Dr Francis Gurry and his colleagues, we have joined as partner to WIPO's Green Project to assist with the accelerated deployment of green technologies. Further, we are participating in the WIPO Technology and Innovation Support Centre (TISC) program and will be sending speakers to TISC's online educational program series. I also had a special meeting in Hong Kong with Mr Anthony Taubman, Director, IP Division of WTO (World Trade Organization) on collaboration between WTO and LES.

To foster ties with other NGOs, I participated in the Annual Meetings of APAA (Asian Patent Attorneys Association) and AUTM (Association of University Technology Managers) Asia in Vietnam and Taipei respectively, and further attended the Annual NGO Coordination meeting held at the 2014 INTA (International Trademark Association) Meeting. LESI representatives also took part in the ASIPI (Inter-American Association of Intellectual Property) Annual Meeting and the AIPLA (American Intellectual Property Law Association) Spring Meeting.

Thanks to arrangements by our national societies, I had made official visits to the IP Offices of Korea, Singapore and Malaysia, and had meaningful discussions with their respective Commissioners and officials. Notably also was a special event hosted by LES Malaysia for Directors of the IP Office, national presidents of other major IP organizations and the Board of LES Malaysia during my visit.

As IP and technological transfer play an increasingly important role around the globe, I am pleased to give presentations in Hong Kong, Geneva, London and Singapore on recent IP trends particularly in the Asia Pacific.



Meeting with Commissioner Kim Young-min of Korea IP Office.



From left: Jane Toh and Cheah Chiew Lan—LES Malaysia; Malaysia IPO Deputy DG Shamsiah Kamaruddin; Yvonne Chua; Director General Dato Azizan; Brian Law—President LES Malaysia; and Rick Dunham.

Following the success of 2012 and 2013 GTIF (Global Technology Impact Forum), the 2014 GTIF was held in Geneva in January with great success. Apart from participation by WIPO, WTO and leading NGOs in the enriching program, there was strong interest from governments and big corporates while many LES societies were actively engaged. GTIF is now recognized as a unique forum of world premier leaders in a global conversation on IP, with dedication to the promotion of IP licensing and technology transfer for the betterment of mankind. Building on such recognition I am pleased that GTIF 2015 will continue its mission at the LESI Brussels Conference. I am thankful to the 2014 GTIF Planning Committee including James Malackowski, Hector Chagoya, Martin Schneider, Gary Keller, Kristi Stathis, Raymond Reuteler and Chris Katopis for the remarkable work.

On the expansion of the LES Family into Thailand, excitingly the Thailand Organizing Committee has in May submitted an application in preparation for the establishment of LES Thailand and has sent representatives to present their work progress at our Moscow Delegates Meeting, demonstrating their enthusiasm in joining the LES Family. My sincere thanks go to Patricia Bunye, Heinz Goddar and LES Japan for their relentless guidance.

Within LES, the "Driving Membership" initiative led by John Walker has addressed ways to promote membership growth including a wider LESI engagement activity. Amongst others are contributions to LES Global News on 'Why I should be an LES member' to demonstrate LES membership value, and 'tips' from various societies on how they managed to increase members.

Joining Hands to foster "A Closer LES Family"

My further vision is to build a closer LES Family and I have been advocating "Joining Hands" since the 2013 Rio Conference. This initiative led with strong dedication by François Painchaud has achieved most wonderful results. A year on, we have successfully instilled this spirit into societies, committees and members and have witnessed many active collaborations from within and outside of LES. Notable examples include the special visits by LES Japan delegation to LES Malaysia and LES Singapore, joint meeting of LES Andean Community and LES Brazil in Lima and the upcoming joint meeting of LES Japan and LES China. Meanwhile, a joint meeting amongst LES Chile, LES Brazil and LES Andean Community, the LESI Innovation Tour 2014 (to be jointly organized by the Americas Committee and LES Brazil) and the 2014 LES Asia Pacific Regional Meeting in Seoul are in the pipeline following the very successful 2013 AP Hangzhou Meeting. The Third Asian Students Business Plan Competition will progress to its third year pursuant to the support of all in the AP region. Under the joint support of LESI, LES Austria and others, the first Pan-European Young Members Event in Vienna in November 2013 was an unqualified success and has inspired planning for the first Pan-Asian and first Pan-American YMC event. Interestingly also the LESI Outstanding Activity/Event Award went to a joint collaboration of LES (USA & Canada) and LES Japan on the Hello Kitty presentation.

The star moment this year is our joint celebration of World IP Day under "Joining Hands 2014 Around the World with LES" when all our 32 member societies showed extraordinary commitment to join hands in holding events across the globe to enhance the innovation economy. Memorably, it was the first time that a 100% participation rate was recorded.



The GTIF Planning Committee and Award Winners (with plaques). From left, Hector Chagoya, Martha Angélica Peña Cenicerros, Yvonne Chua, Rick McKenney, Ahmed Al Calily, Jim Malackowski and Arnaud Michel.



From left: Thai Organising Committee representative Wilaiporn Chetanachan; Sergey Dorofeev, President of LES Russia; Yvonne Chua and Ningling Wang of LES China Board.



Meeting with President Yu Ping of LES China at Hangzhou Asia Pacific Regional Meeting.



Joining Hands—a stronger LES Family and closer: participants gather in Moscow.

LESI High Tech Committee leaders led by Chair John Paul have spearheaded a special initiative in building industry communities across the globe to facilitate communication and collaboration among high tech industries. This is an excellent model that other LESI industry committees may consider following. As a first success, the committee has established an LES National Society High Technology Committee in each LES national society for transportation, electronics and other high tech industries. The committee is also taking further steps in setting up LES Industry Advisory Boards, which include representatives of leading companies in these industries, as well as creating International Industry programs and events around the LES campfire at the forthcoming LESI Annual Meetings. In addition, focus groups are being created to prepare papers on key industry issues for *les Nouvelles*.

The conduct of the Bio-Pharmaceutical Royalty Rate and Deal Terms Survey this year is again supported by LESI and LES (USA & Canada). The survey results, available to LES members only, are of significant membership value.

To enhance understanding of the LES Family, I have traveled extensively to visit different LES societies in Europe, America and the Asia Pacific to have specific meetings with their leaders and members, exchanging ideas on how LESI may better their work. I have also taken part in many LES organized/supported events across the regions. In particular I was excited to join LES Philippines and LESANZ in their respective celebrations of the 30th and 40th anniversary of their society. My heartfelt thanks to each of the member societies I visited for their special arrangements and kind hospitality. The warmth of the LES friendship will always be remembered.

The highlight event namely the LESI Conference and International Management & Delegates' Meeting (IMDM) that was held in Moscow in May 2014 was a great pride for LES. Its remarkable success was a testament to the excellent work of LES Russia (ably led by President Sergey Dorofeev and Organizing Committee Chair Valery Medvedev), and the unwavering support and participation by LES members and guests.

The wonderful volunteer spirit of LES members around the world in advancing IP has been the legacy that LES continues to stand for. In special recognition of their outstanding contribution, the LESI Gold Medals were presented in Moscow to Randall Rader and Ronald Grudziecki, and Certificates of Merit to Barry Quest (posthumously) and to Ted Cross, while LES Mexico was named Society of the Year. Three new LESI Awards were also presented, namely the "President's International Service Recognition Award" to Dr. Hayley French, the Presidential Award on "Most Progressive Society of the Year" to LES Korea and the LESI Outstanding Activity/Event Award to LES (USA & Canada) and LES Japan jointly for their outstanding collaboration on the Hello Kitty presentation.

Conclusion

Thank you national Presidents, committee leaders, LES friends and members, for having inundated me and my board with your sterling support and encouragement in the past year in order for us to realize our mission of enriching the LES legacy. This is a time of great opportunity for the IP community and LES will continue to hold true, with vigor and passion, to its motto of advancing the business of IP globally. With Joining Hands becoming an integral part, we shall see the LES Family soaring to new heights. My heartiest best wishes to incoming President Arnaud Michel and his board as they move forward in another exciting year.



Yvonne Chua with the LESANZ Presidents at their 40th Annual Meeting. From left, Tim Jones, Mark Horsburgh, Simon Rowell, Yvonne Chua, Rob McInnes, Rodney Deboos, and Des Ryan.



Celebrating the 30th anniversary of LES Philippines with President Leslie Anne Cruz.



Yvonne Chua with Russell Levine, President of LES (USA & Canada).



Yvonne Chua with President Regula and board members of LES Switzerland.



Past-President Yvonne Chua (left) passes the gavel to new LESI President Arnaud Michel.



Yvonne Chua with Gold Medalists Chief Judge, Randall R. Rader (left) and Ronald L. Grudziecki (right).

Award winners with Heinz Goddar, Co-chair of Awards Committee; President-elect Arnaud Michel and Yvonne Chua.

2013-2014 Has Seen The LESI Change To Adapt To The New Economic Landscape



*Arnaud Michel,
President LESI 2014-2015*

One consequence of these changes was that my predecessor, Yvonne Chua's term as president was slightly shorter than usual, lasting from our fall 2013 meeting in Philadelphia to the spring meeting in Moscow. However during those months Yvonne has done tremendous work for which she must be warmly congratulated and thanked.

Our new system is now in place, and I have the privilege and honour of chairing LESI from the end of the Moscow meeting in May until the LES International Conference in Brussels in April 2015.

We will now have only one International Management Delegate Meeting (IMDM) a year, along with the International Conference, and the term of LESI officers will run concurrently with that period. The International Conference in June 2016 will be in Beijing and Jim Sobieraj will preside over LESI from Brussels until Beijing.

Saving time and money on international travel will enable us to secure better attendance at the single annual meeting. This is essential so that we can enjoy and enrich our international characteristic, which is our greatest strength.

The new system will also enable us to be more dedicated to regional LES activities. We need to pursue the development of relationships between societies in all parts of the world. Each chapter should take advantage of what it can learn from a neighbour, so societies should continue to organize joint events. The past European conferences were a good example of this. There are now regular, Pan Asian conferences, with the next one taking place in November 2014 in Seoul, Korea. There are also now joint conferences of the Latin-American chapters, the next one to will take place in Santiago, Chile in March 2015.

These events are more easily accessible, they maintain the international aspect, which is very important, and allow the members of LES in the same parts of the world to get to know each other better. These countries and economies will often have very similar interests, and one may find in a neighbouring society a solution to a particular issue, or a partner to develop a new technology.

This cooperation should lead to the creation of new LES societies. This is precisely what is underway in Asia where, thanks to the mentoring of LES Japan and Philippines, the Licensing Association of Thailand (LAT) was created. The grand opening ceremony and the first LAT conference will take place in Bangkok in October 2014. This new association has, like all LES chapters, a strong industry representation. No doubt LAT should soon become LES Thailand, the 33rd LES society.

The past year has also seen a particular focus on young members. They are the future of LESI.

The young members group created a few years ago by LESI has been very successful. Some young members groups were also created at the national and regional levels. Again, this meets our focus on regional actions. A first European Young Members conference was organized in Vienna in 2013 at very low cost and was attended by more than 70 young members. In November 2014 this event will be repeated in Paris. Young members groups are also being organized in the Asia-Pacific region and in USA/Canada region.

During the last term, in January 2014, LESI organized another very interesting GTIF event in Geneva together with WIPO and WTO. Once again we saw how LESI takes great interest in the practice of IP exploitation and technology transfer in the most equitable way. In 2015, in order to enable more people to join this meeting, it will be combined with April's international conference in Brussels.

This GTIF event and LESI's active participation in the WIPO Green programme have considerably strengthened our relationship with WIPO and WTO.

There is no doubt that LESI is a key partner for these organizations and is seen as a unique IP association with deep roots in industry and the real world.

As president-elect of LESI, one of my duties is to make sure that the LESI committees' leadership was in good order for the term starting at Moscow. I would like to thank the committees for the very hard and efficient work they have done.

Clearly the LESI European Committee is listened to closely by the European Commission each time they have a project in the IP field. Last year the European Committee was asked to comment on the new community patent and judicial system, on the new technology transfer block exemption regulation, and the new Directive on protection of trade secrets and know-how. What a tough task!

Education is also one of LESI's main concerns, and webinars have now been made available by many societies. I hope we can make these even more accessible at a regional level.

It has been a very active 2013/2014 term. No doubt this energy and these skills can continue and be developed further in 2014/2015.



Pictured (L-R) Mark Horsburgh, Vice-President; Jim Sobieraj, Treasurer; Arnaud Michel, incoming Board President; and, Yvonne Chua, President 2013-2014.

LICENSING INTERNATIONAL

Joining Hands

The Joining Hands message was fully heard this year! With all the events organized for “Around The World with LES” (see articles in previous LES Global News publications), we are proud of the involvement the National Societies and the individual members, in particular with the celebrations surrounding the World Intellectual Property Day, established by the World



Intellectual Property Organization (WIPO). All activities are listed on the LESI website (www.lesi.org/join/joining-hands-slideshow) for your information along with an online a slide show of pictures from many “Joining Hands” events throughout the world, tangible proof of the strong link between

all LES Societies. The Annual Meeting in Moscow has also been a great opportunity to celebrate Yvonne’s Joining Hands vision for LESI and all the hard work fulfilled.

The goals of the Joining Hands project have been widely achieved and they will continue to inspire the LESI family, thanks to the great initiatives taken by the Societies and their members. These exchanges were and still are real opportunities to improve our knowledge and skills.

The LESI spirit is embodied in the resolution taken by each Society to increase the value of the services offered to its members in collaborating

with each other and with organizations from the outside. The creative drive of LESI remains the dynamism of its membership. The meaningful impact of raising as much awareness as possible on the spirit of Joining Hands was and still is to raise the awareness our members that many of their peers are supporting LES in a very proactive way to the benefit of all.



*François Painchaud;
Secretary for 2013-2014*

All the efforts of sharing success stories and best practices enhance the LESI culture; this is supporting and enhancing the LES goodwill worldwide. In fact the willingness of sharing our experiences is at the heart of many LES stories. They all have a bright influence on our sense of belonging to a very special and international team.

Yvonne, with her “Joining Hands” vision for LESI and the LES Family, has instilled the reflex on all national and regional LES Societies of pooling together the energies and strengths of the LES Family. I am certain that this spirit of collaboration will survive beyond her presidency.

François Painchaud
Secretary LESI



François Painchaud encourages involvement in Joining Hands.



LES International leaders celebrate at the conference in Moscow.



Joining Hands – a stronger LES Family and closer: participants gather in Moscow.

Global Technology Impact Forum (GTIF) 2014 January 19-21, Geneva Switzerland

In January 2014, the third Annual LESI Global Technology Impact Forum (GTIF) was hosted by the World Intellectual Property Organization (WIPO) in Geneva, Switzerland. GTIF is the most significant gathering of senior leadership of non-government organizations (NGOs) dedicated to the business of intellectual property globally and specifically to the transfer of IP and related technology to those in need.

The event proved to be a powerful collaboration of renowned IP professionals and senior leaders in science and technology. We were pleased to welcome a number of first time participant NGOs including the African Agricultural Technology Foundation (AATF), American Council on Renewable Energy and the Drugs for Neglected Disease Initiative. And we welcomed back a number of organizations who had participated previously, including the Bill & Melinda Gates Foundation, the World Trade Organization, All China Patent Attorney Association (ACPAA), AIPPI, and AUTM, among others. We were pleased to welcome diplomatic mission representatives from several governments, including Canada, Brazil, Germany, Mexico, UAE and the United States. The USPTO provided an update on its Patents for Humanity pilot program.

While many traditional events encourage interaction among the panelists, this event extended the sharing of insights to members of

the galley. In many instances over the two day event, LES Society Members from throughout Europe, the United States, South Africa, Singapore and China were part of the dialogue during the panel presentation on various topics. One particular moment of note was when a panel specifically called upon Jorge Goldstein (LES USA & Canada), of the Sterne, Kessler Goldstein & Fox law firm to discuss their IP pro bono practice. They see IP as a human right. Jorge discussed the firm's pro bono representation in a matter concerning the licensing of the jagua plant (which produces a safe blue food colorant) with European multinationals. A lively conversation on public health issues, including the trademark issues surrounding tobacco plain packaging, also emerged.

It is in fact this collaboration, consistent with Yvonne Chua's theme for this year of "Joining Hands," that presented the most significant moments during the event. Of particular note in this regard was the corporate representatives discussions with various NGOs following a remarkable panel focused on developments in mobile and telecomm technologies, which featured speakers from Orange (Luc Savage, LES France), Qualcomm (Sean Murphy), and Ericsson (Gustav Brismark).

For those who would like to learn more about the GTIF 2014 program, speakers, and see the presentations, please visit www.gtiforum.org/gtif2014.



A GTIF 2014 panel focusing on the emerging world. Pictured (left-to-right) Jaqueline Lemos, Legal Executive Manager, Brazilian National Development Bank (BNDES); Alhaji Tejan-Cole, Legal Counsel, African Agricultural Technology Foundation; Arnaud Michel, LES President-Elect/LES France; Reshma Suresh, Lead Engineer, Development & Intellectual Property Management, Biosense Technologies Pvt. Ltd.



A slide from the presentation of GTIF 2014 Award Winner, Water for Humans.



GTIF 2014 speakers: Joanne Hon, Senior Vice-President, CPA Global, Hong Kong; Prof. Dr. Heinz Goddar, LES Germany, and U.S. Court of Appeals for the Federal Circuit Chief Judge Randall Rader.



GTIF 2014 speakers, Dick Wilder, Associate General Counsel, Bill and Melinda Gates Foundation and Jorge Goldstein, Partner, Sterne Kessler Goldstein & Fox, Washington, D.C.



GTIF participants (left-to-right): Dr. Darius Sankey, Sr. Director Portfolio Management, Intellectual Ventures; Kristi Stathis, founder, Center for Applied Innovation; Rick McKenney, MBA, Co-founder & Executive Director, Water for Humans.

Society Reports

LESI is an association of, at present, 32 national and regional societies having almost 10,000 members worldwide. In this section, the national and regional societies report on their activities in 2013 and about future activities. For more information, please contact the society at its address given in the listing further on in this Report.

LES Arab Countries

In 2013, LES Arab Countries organized two main events:

The 2nd Technology Commercialization Tour. This encourages creativity and produces opportunities for entrepreneurs from six Arab countries and investors to meet and manufacture projects in a mechanism to spread knowledge. The 2013 Tour was held in Egypt, Kuwait, Morocco, Saudi Arabia, Tunisia and the UAE.

The 2nd Saudi IP Forum. It was sponsored by King Abdul-Aziz City for Science and Technology (KACST) was held in April 2013 as part of the global celebrations of the World Intellectual Property Day. The Forum discussed several different topics related to IP and its impact on the economies in the industrial countries and the knowledge-based economy.

Furthermore, LES Arab Countries signed several cooperation agreements, including the Business Development Academy, to market the Certified Patent Valuation Analyst (CPVA) program in the Arab countries and Turkey; and, an agreement with Talal Abu-Ghazaleh for Knowledge and Wealth Creation (TAG Creation). This supports inventors and provides them with the opportunity to protect and commercialize their inventions and link them with the funding agencies.

LES Arab Countries welcomed sixteen new members in 2013.

LES Argentina

There have not been major changes in LES Argentina during 2013. The membership remained rather stable both in terms of numbers and participation. The society continued to make efforts to bring in new members, in particular from industry and from the public sector.

In 2013, LES Argentina started a specific dialogue with the Center for Intellectual Property Studies of the Universidad Austral, one of the country's largest and most reputable private Universities. The goal was to join efforts for future educational events. This dialogue is expected to continue and be finalized during 2014, so that the association can benefit from the organization of joint events that may foster the development of LES Argentina, in particular within the academic community. LES Argentina also cooperated with other partner associations to organize and promote academic events by proposing speakers and topics of interests for its members in the area of licensing.

The Argentine economy's situation, and in particular the *de facto* restrictions to import some products into Argentina, did not prevent the transfer of technology from non residents to Argentine residents to continue developing favorably. The registration of licensing and tech transfer agreements continues to be not mandatory and it provides tax benefits. In 2013 there was a slight increase in the number of license and tech transfer agreements filed for registration with the Office of Technology Transfer at INPI. In this respect, the increase in the official rate payable when registering a license or technology transfer agreement with the local authorities did not seem to affect the decision to register agreements in Argentina. The rate was raised last December 2012 from 2% to 2.5%. We continue to offer a very friendly legal framework to structure cross-border licensing and tech transfer deals.

LES Australia & New Zealand

The focus of the LESANZ committee over the past 12 months has been to deliver value to members. It is a pleasure to report we have achieved this in a number of ways.

We have made further progress on a number of new initiatives including:

- **Social Media/Communications.** We have now established our platforms for LinkedIn and Twitter and we are looking for you to participate in the conversation! See our website for how to get involved. We have also had great feedback on the LES ANZ Lexology feed to members.
- **LESANZ Graduate Student Business Plan Competition.** Our first competition will be judged immediately prior to the Annual Conference in Perth. The winners will have the opportunity to progress to the international stage as part of the LES International competition.
- **Our new website – Has just launched!** Check it out at www.lesanz.org.au. The new site will provide a lot of features members have been asking for. It will also streamline our admin processes for organizing events and member communications.
- **More events and interesting topics.** Our regional committees have been working hard to provide more events in their regions, on interesting topics that you have asked for. We have a full calendar of events around the regions, so please have a look at the website to see what's happening in your city.
- **Intellectual Asset Management courses.** We continue to successfully run the IAM 101 course around the regions, and are putting on IAM 102 at the conference as per usual.
- **Annual Conference.** Under the mercurial direction of Steve Carroll, the conference committee and our secretariat, the annual conference in Perth in March 2014 offered an exciting program of national and international speakers, and some excellent opportunities to meet other people in the innovation community. We hope to see you there!

We continue to explore new ways to deliver value to our LESANZ members. Also we make every effort to determine what makes our organization different from those competing for the same membership dollar. In a think tank session, the major theme we kept coming back to was: LESANZ is a group of experts who generously share their wisdom and a diverse group who value and respect ideas. We are non political and strive to innovate and bring intellectual assets/ideas to market. These statements drive us to be better. It is also important to understand some trends affecting our society. Everyone is aware of the impact of the GFC and the need for organizations to trim costs, and this cost cutting has now occurred for 6 years! Sometimes this means reducing the number of professional memberships firms will sponsor, including LESANZ memberships.

There is also a societal trend affecting most membership organizations globally, being a general decline in memberships and event attendances. This may be due to the rise of social media as an alternative source of networking and education, or cultural changes in how business people want to interact. We continue to let people know about the value of being a LESANZ member, and in attending events and encourage you to introduce your friends and colleagues to the benefits of LESANZ. And don't forget to renew your membership!

In recognition of our dedicated members and staff who drive the operations of LESANZ, Tim Jones, president of LES ANZ, would like to thank our Immediate Past President, Mark Horsburgh, as many of our activities

were initiated under his watch. Mark has continued his commitment to LES leadership with a Vice-President role on the LESI board. Also our dedicated executive and trustees: Philip Heuzenroeder (President Elect), Albert Ferraloro (Vice President), Mark Pullen (Treasurer), Jeff Bergmann (Secretary), Trustees; Duncan Ferguson (Communications), Shona Foster (Education), Peter Lightbody (External Relations), Sue Muggleston (Membership), Jan Tennent (Policy).

Further, Tim also expressly wishes to thank our regional chairs and committees, who are the powerhouses of our organization ensuring quality and educating events continue to drive our membership cause.

LES Austria

Generally, 2013 was a good year for LES Austria.

After the annual general meeting on 11 January 2013, Mr. Stephan J. Lamprecht, former President of LES South Africa, gave a great lecture about "Commercialization inputs and experiences", which was very well received.

On 23 April 2013, Ms. Fehringer, Secretary of LES Austria, organized an event on the occasion of the LES World IP Day Celebrations -Around The World With LES (ATW) - in cooperation with Austria Wirtschaftsservice GmbH (the Austrian funding institute for medium-sized businesses). Title of the event was "World IP Day - Welches Konfliktpotential entsteht durch Miteigentum an Erfindungen?" ("Conflict potential arising from joint ownership of inventions"). Ms. Fehringer gave an overview on joint ownership according to Austrian law and Mr. Christoph Wiktor Schurek on joint ownership according to German law. After the short presentations a panel discussion moderated by Ms. Fehringer was held on "contractual design and exploitation strategies for joint ownership inventions". The panel consisted of Ms. Karin Hofmann (Technical University Vienna and LES member), Ms. Beatrice Cornelis (AIT Austrian Institute of Technology), Mr. David Krass (voestalpine Edelstahl GmbH) and Mr. Christoph Wiktor Schurek (Fraunhofer-Gesellschaft zur Förderung der angewandten Forschung e.V.). The whole event was a great success and attended by around 70 people. Mr. Alexander Cizek, President of LES Austria, Mr. Thomas Bereuter, Vice President of LES Austria, and a couple of other members of LES Austria attended the LES Pan European Conference in Davos in June 2013.

On 15 November 2013, the 1st Pan-European Young Members Congress took place in Vienna. Mr. Thomas Adocker organized this first-ever event, whose title was "Challenges in Licensing." It was attended by 70 persons from many different countries and representing the industry, the university, and the consultancy sectors. In combination with the Young Members Congress, on 16 November 2013 a LES 100 IP & Licensing Basic Course was held at Vienna University of Technology. This course was organized by LES Austria member Ms. Karin Hofmann, who also acted as a lecturer together with Mr. Daniel Herzog of LES Austria and

Ms. Hayley French of LES Britain & Ireland. The course was well-attended (21 participants from various countries) and several new members could be gained for LES Austria.

LES Benelux

In 2013, LES Benelux organized four topic meetings:

1. IP and Tax - Strategic considerations from R&D until commercialization
2. Trade Secrets and the safeguarding of confidential information
3. Alliance Management
4. LES Benelux Licensing Course

The meetings were held in respectively Rotterdam (1 and 3), Brussels (2) and The Hague (4).

In addition, a World IP Day event was organized in Brussels in April with the presence of an EU official as a guest speaker on the Unified Patent Court initiative.

All the meetings were well attended and enjoyed by the participants. The range of topics covered at the meetings has remained broad and relevant. The feedback received from the evaluation forms was very positive again this year.

In November the annual (12th edition) LES Benelux Licensing Course was organized in The Hague (Kijkduin). Once again, it was fully booked with participants from several European countries outside the Benelux Society. The President was present on the evening of Day 1 in order to further show the Board's support and commitment to this course.

The Board, lead by Jean-Christophe Troussel as President and assisted by Achim Krebs as Secretary and Lex van Wijk as Treasurer, met before each topic meeting and held several conferences calls in conjunction with the Program Committee lead by Patrice Vanderbeeken.

The Board and Programme Committee are assisted by Assistance Office SWAN who maintains membership information, assists in organizing and conducting meetings and keeping financial records in good shape.

The preparatory work of the LESI Annual Conference (Brussels, April 2015) continued in 2013. The location for the Monday evening dinner has been confirmed as well as (less expensive) hotel rooms close to the conference location. A partnership has been made with Brussels Airlines (member of the Lufthansa Group and Star Alliance) for a discount on the airline fares for the participants. An electronic registration form is available on the conference website: www.lesi2015.org, Twitter: #LES12015. The program is getting into shape thanks to the hard work of the LESI 2015 Program Committee.

The number of members within LES Benelux showed for 2013 a slight increase (3%). It is expected that the increasing trend will continue in 2014.



LES Austria's Karin Hofmann (R, foreground) and LES Austria's Thomas Adocker (L) at the Pan-European YMC meeting.



LES Benelux President Jean-Christophe Troussel leads a discussion.

LES Brazil

2013 was a good year for LES Brazil.

The main event of LES Brazil in 2013 was the LESI Annual International Meeting which was held in Rio de Janeiro from April 7 to 10, 2013 and successfully counted with 299 attendees from 42 different countries.

Also, in 2013 LES Brazil performed the following courses: LES fundamentals and Innovation courses held in the city of Belo Horizonte, State of Minas Gerais, with 36 attendees each:

October 22, 2013 - LES Fundamentals 101, Intellectual Property Basic course for enterprises;

October 23, 2013 - LES Fundamentals 102, Administration and Fulfillment of Intangible Assets Portfolio;

October 24, 2013 - LES Fundamentals 103, Closing a business;

October 25, 2013 - Innovation Course.

LES fundamentals and Innovation courses held in the city of São José dos Campos, State of São Paulo:

November 19, 2013 - LES Fundamentals 101, Intellectual Property Basic course for enterprises, with 45 attendees;

November 20, 2013 - LES Fundamentals 102, Administration and Fulfillment of Intangible Assets Portfolio, with 43 attendees;

November 21, 2013 - LES Fundamentals 103, Closing a business, with 41 attendees;

November 22, 2013 - Innovation Course, with 43 attendees.

The number of members of LES Brazil increased since the end of 2013 already showing that 2014 will be even better. Tatiana Campello was elected new President of LES Brazil for 2014-2015 and a new board of directors are working together to strengthen the society family.



Featured (L-R): Rodrigo Leon (President, LES Chile); Enrique Berckholtz, Secretary LES Andean Community); Tatiana Campello-Lopes (LES Brasil, President); and Renzo Scavia (President, LES Andean Community). The event was the Joint Conference LES Andean Community and LES Brazil, which took place on March 2013 in Lima.

LES Britain & Ireland

LES Britain & Ireland has enjoyed another good year of resurgent membership and increased activity.

In the course of the year we had the good fortune to receive a presidential visit from Yvonne Chua. She entertained us with a wonderful presentation on recent legal developments in the Asia-Pacific region, drawing on contributions from member societies within that region. This demonstrated both the technical strength and unique position of LES as well as giving our membership an insight into the excellent camaraderie that exists within the wider LES community. We are most grateful to Yvonne for taking the trouble to visit us and for her painstaking preparation.

Our Young Members' Group has also grown and is making its presence felt. At our World IP Day celebration it was evident that it is chang-

ing the age profile of our membership. We must congratulate Cora Griffin, the Chair of the group for bringing this about. As this report is due for submission, we are in the process of appointing some more of our young members as observers to our Council, with the aim that they become full members if they continue to show commitment.

Amongst our other meetings, our Healthcare Committee took advantage of increased deal flow in its sector and held a very successful meeting with delegates from industry, research councils, academia and the professions. In good LES tradition, it concentrated on deal making, with speakers from GlaxoSmithKline and Medius focusing on the structure of deals and outlining recent deal trends. We also discussed proposals for a new EU law of confidence and the way in which this might affect industry, with BTG speaking of the interesting contrasts with the US position.

LES Britain & Ireland has continued to provide very active delegates to LESI, with Fiona Nicolson on the LESI Board and contributions to IMDM meetings and committees from Mark Wilson, Hayley French, and Stephen Powell. LESI has also seen our new President Elect, Colin Hunsley, who is now attending IMDM meetings. This autumn, Jennifer Pierce will step down as President. Next, Hayley French will take over, with Colin Hunsley as President-Elect, and Jennifer as Immediate Past President. We should also acknowledge our outgoing Secretary, John Roe, our new Secretary, Robin Nott and our Membership Secretary, David Veasey -- all of whom provide or have provided invaluable contributions to our local society.

LES Chile

During 2013, LES Chile hosted and participated in many meetings and seminars which involved schools, universities, Chilean state agencies and the Embassy of the United States. We participated in seminars organized at three Chilean universities - Universidad Adolfo Ibáñez, Universidad Alberto Hurtado and Universidad Andrés Bello - concerning Pharmaceutical Linkage, Abusive Contracts and intellectual Property on the World IP Day, respectively. The seminar organized at Universidad Andrés Bello counted with the presence of the United States District Judge Frank Montalvo. LES Chile also did a workshop at another Chilean university - Universidad de los Andes - which lasted three days and had a very notable attendance of 100 attendees. LES Chile participated in seminars organized by Chilean state agencies, such as the Chilean Patent and Trademark Office (INAPI) and the Chilean state agency for entrepreneurship (CORFO), on Technology Transfer in Virtual Platforms and the Technology Transfer Week, respectively.

From all the events in 2013, our most memorable event was a workshop on Videogames and Intellectual Property Management, which LES Chile executed along with the Embassy of the United States. The Workshop's main objective was to promote technological innovation and raise awareness on the value of protecting intellectual property for country development and growth. The said workshop counted with the attendance of 200 teachers from four Chilean cities, which replicated the workshop to more than 2500 students. The Workshop ended with an award ceremony at Embassy of the United States, to the Chilean teachers that were able to successfully replicate the workshop to their students.

In this 2014 we are putting our efforts in organizing LES Chile International Conference "Innovation: breaking frontiers", that will be held in Santiago between the dates 11 to 13 May of 2015. We believe that this event will be one of the most important in the field of technology transfer, innovation and intellectual property to be held within the Latin American region. We are expecting the participation of over eight countries with 30 speakers, and the event will have an international exposure through the LESI network.

LES China

The major activity of LES China was the hosting of the 4th LES Asia Pacific Regional Conference in Hangzhou, China on 15-17 October

2013. Entitles IP in Asia – Trends, Challenges & Strategies. The event was a success with 150 attendees from all over the world. Alongside with the conference, we organized the second AP Student Business Plan Competition, with five teams having participated.

After the Hangzhou conference, LES China held its annual meeting with the participation of Yvonne Chua and Heinz Goddar where we discussed the future development of LES China and decided on the setting-up of two professional committees, *i.e.*, Transportation Committee and High Tech Committee.

LES China-Hong Kong

2013 was a very busy and fruitful year for LES China - Hong Kong Sub-Chapter.

The Chair, Ms Anita Leung, representing the Society, spoke at a seminar co-organized by the Hong Kong Intellectual Property Department, Trade and Industry Department and the Federation of Hong Kong Industries on the topic “*Trade Mark Registration in Hong Kong and Tackling Trade Mark Squatting in China*” on the 28th of February 2013. She also spoke at the China Beijing International for Trade in Services on 29th May 2013 and the First Hong Kong-Shenzhen IP roundtable meeting on 19th December 2013 which was organized by the Shenzhen Science, Technology and Innovation Commission.

The Society launched a series of members-only luncheons to enable members to lunch and learn various topics of interest. Two of our Council members, Ms. Alice Ngan and Mr. Michael Lin spoke on “*Working with Universities - Various issues regarding Technology Transfer and R&D Collaboration*” on 10 April 2013 and “*China’s Explosive IP Growth*” on 30 July 2013 respectively. Other topics include “*Licensing and Franchising to the Emerging Market of Vietnam*” (by Mr. Huy Do on 13 September 2013) and “*IP Valuation*” (by Mr. Kelvin King on 24 October 2013). The luncheons were very well received, and similar luncheons will continue to be organized in 2014.

LES Chinese Taipei

LES Chinese Taipei was a co-sponsor of a joint conference on September 7th in Xiamen, China. LESI Past President Heinz Goddar spoke at the conference. The conference was attended by more than 120 participants to explore the issues of IPR Management and Dispute Resolution.

LES Chinese Taipei conducted an international conference entitled “*International Forum and Mock Trials on ITC Investigation and Patent Damages*” on October 14th, 2013. This conference addressed issues on damages and royalty rates and conducted mock trials for these matters. The Hon. Randall R. Rader, Chief Judge of the United States Court of Appeals for the Federal Circuit and LESI President Yvonne Chua were among the Taipei conference attendees.

These activities were well received and they significantly enhanced LES Chinese Taipei’s visibility and reputation.

LES Czech Republic

Faithful to its tradition, LES Czech Republic organized two regular conferences in 2013 for its members as well as general public. The Spring conference took place on 5 June 2013 and addressed a very actual topic: *The Unitary Patent and its impact on local companies*. This event attracted over 40 participants including those from outside the Czech Republic, and gained a lot of positive feedback. We were lucky to have distinguished speakers such as Stefan Luginbuehl (EPO), Francis Leyder (Total), Vitezslav Burda (Teva Pharmaceuticals), Miroslav Cerny (Skoda Auto) and Antonin Borovka (Linnet).

The second Autumn conference took place on 19 November 2013 and focused on the legal issues arising from the adoption of the New Civil Code and on valuation of IP rights. Again, the topic was selected to reflect on a very current theme - the New Civil Code which came into force on 1 January 2014 represents the most substantial legal development in Czech civil law during the past 25 years or perhaps even more. It not only contains slightly modified provisions relating

specifically to license agreements, but also a number of substantial changes to general contract law.

As part of the *Around the World with LES* initiative, we cooperated in the World IP Day conference organized by the Czech Industrial Office. In particular, Vojtěch Chloupek presented on LESI, its activities, and the numerous benefits it brings to its members.

Given our increased membership from Slovakia, in 2013 we started to direct a part of our activities to Slovakia with a view further expanding our reach and hopefully attracting more members. In particular, we agreed on the first joint activity with the Slovak Centre of Scientific and Technical Information. We participated in the Conference NITT SK 2013 – Technology Transfer in Slovakia and Abroad. It occurred in October 2013 with a presentation on LESI and its activities in the Czech Republic as well as worldwide.

A new board of LES Czech Republic was elected in November 2013 for the next two years and has the following members: Júlia Bartušková (Treasurer), Alena Kodrasová (Secretary), Ivan Regina, Václav Suchý, Miloš Hrabá (International Delegate) and Vojtěch Chloupek (President and International Delegate).

LES France

LES France has maintained a sustained number of conferences during the year 2013 covering a heterogeneous panel of subjects, *e.g.*, the project for a Unified Patent Court in Europe, the role of IP rights for veterinarian and cosmetic applications, the implications of technology transfers with India, and the relationship between IP rights and sustainable development strategies. Our conferences continue to attract an important number of participants (a total of 641 participants to the 10 conferences organized in 2013).

Also, based on the success of the first webinar organized by LES France in 2012, a second webinar was organized in 2013 on the role of IP rights in capital investment decisions. The formula of the webinar permits to attract the participation of those members of LES France for whom the travelling distance to Paris would otherwise be a major hurdle.

A new initiative was launched in 2013 within the framework of the Young Members Congress (YMC) through the organization of a mock trial with the participation of the President of the Paris Court of First Instance. During this mock trial, an alleged breach of a license agreement was simulated, with two of our members pleading the case for the respective fictitious parties followed by a collective evaluation by the participants of the parties’ arguments and a final decision by the Court. The attendance of 35 participants to this mock trial and the positive feedback that we received is a promising indicator that this type of “interactive conference” is worthy of continuation in the future.

Finally, LES France has traditionally organized a full day meeting in December as part of its annual conference with a wide array of subjects in the field of licensing, and contributed to the WIPO World IP Day in April with several presentations “from the field” on the practical importance of IP rights.

Several members of LES France also actively participated within the framework of the LESI European Committee to the consultation procedure organized by the European Commission on the proposed revision of the Technology Transfer Block Exemption Regulation and the introduction of a new directive on the protection of trade secrets within the European Union.

Membership of LES France has remained stable during the year 2013 (508 Members) and demonstrates the continued interest of our members to the various activities deployed by our organization. A member survey was organized at the end of 2012 that established that the content of our conferences, together with the publications of LESI in *les Nouvelles*, represents the main attractiveness of LES as a professional association for our members.

LES Germany

The board of LES Germany remained the same as in 2012, with Frank L. Zacharias (Porsche AG) as President, Peter K. Hess (Bardehle Pagenberg) as Vice President and Secretary and Christian W. Appelt (Boehmert & Boehmert). Also, the membership continues to be strong with about 850 members. Meetings corresponded to the regular annual schedule, highlighting the following:

An established two-year seminar cycle continued with modules V, VI, and VII in 2013. The said series of seminars has been held for many years and relates to different aspects of licensing and technology transfer. It is cost-free for members of LES Germany. The seminars were again well-attended with about 30 participants per module.

The Spring Meeting, which traditionally takes place in Königswinter, was held under the topic *“Current topics and issues with respect to the law of license agreements.”* Highly reputed speakers including judges, scientists and practitioners in the field attracted an audience of 84 participants. The conference was accompanied by a LES Board Meeting.

The Autumn Meeting in Stuttgart with 78 attendees took up the issue of *“IP rights and licenses in the fields of sports.”* While the focus outside from patents and technical rights was somewhat unusual, the unique blend of speakers as well as intense marketing efforts allowed for a high attendance also including audience new to this event. The meeting gave large floor for stakeholders of such rights to present their views, including representatives from FIFA and sports clubs, economists, and of course practitioners and scientists. It was followed by a LES Board Meeting and get-together of the board members next day in Stuttgart.

LES Hungary

As a celebration of the world IP day a half day conference was held in the auditorium of the Hungarian Intellectual Property Office on April 26, 2013 wherein respective presentations were held provided by LES Hungary, the Hungarian Trademark Association, from the Hungarian Association for the Protection of IP (MIE) and by the Office. More than 80 attendees visited this event. The topics covered practical topics of IP and licensing.

In the May meeting of the MIE dr. Marcell Kereszty held a presentation on the way how different major European countries decide the compensation of damages in patent infringement lawsuits. The countries covered were Germany France and the United Kingdom. Several members of LES Hungary visited the Pan European conference in Davos. On November 22nd, 2013 dr. Katalin Szamosi held a presentation on the requirements of license agreement in case of patents where the conditions of FRAND applied. On December 11th, 2013 a joint end of the year assembly was held together with other local IP organizations. Apart for these larger events, LES Hungary has had a chance to comment legislation initiatives in the field of IP. Several of our comments have been integrated in the laws.

LES India

In 2013 LES India enjoyed a good and busy year. It held a couple of successful meetings. LES India led by its President Dr. Raj Hirwani and assisted by other board members, has enabled the Society to grow considerably.

Several conferences were organized by LES India in 2013:

- A session dedicated to LES India during the Global IP Convention organized by ITAG group at Bangalore from 23-30 January 2013. The theme of the session was *“Maximizing Business Value of IPR in India: Licensing Opportunities and Challenges.”*
- April 26, 2013: World IP day lecture in Pune. The speaker was Mr. Peter Hanik, President- Technology, Reliance Industries Limited. There was participation from Thermax, Emcure, Praj, TCS, Forbes Marshal, Reliance, Eaton, etc. plus Law Firms and Research Institutions.

- September 27-28, 2013: International Workshop on Technology Transfer & Licensing Agreements in Bangalore. The workshop aimed to share the experiences of various industries as well as legal and patent experts for the benefit of the industry – mainly MSME's, to give a view on the Technology Transfer Agreement process which is an important aspect during a Technology Collaboration process with a foreign entity.

- LES India also represented at the 4th Asia Pacific LES Conference in Hangzhou, China held on 15-17 October 2013 with speakers from India: Mr. Rahul Vartak and Mr. Gaurav Mukerjee

- On 12 and 13 November 2013 a two-day conference was held on IP Licensing. Day one was a basic licensing course and the second a workshop on contemporary issues in IP licensing. German faculties along with experienced Indian professionals addressed the participants and shared their wide experience

In addition to the above, the LES India Society has spent much time and effort to redesign and improve its website: <http://lesindia.org/>.



LES India members at its Around the World/World IP Day event.

LES Italy

To celebrate the 2013 World Intellectual Property Day, LES Italy, in collaboration with the Chamber of Commerce of Milan and Turin published the English-language version of the Italian Code of Industrial Property, updated by the Legislative Decree n° 131 of 13 August 2010.

LES Italy decided to translate the Italian Code of Industrial Property into English to allow a worldwide dissemination and understanding of national IP laws. The electronic version of the Italian Code of Industrial Property can now be downloaded from the LES Italy website (www.les-italy.org).

On June 11th, 2013, LES Italy in collaboration with AICIPI, the Association of Patent & Trademark Attorneys working in the Italian Industry, organized a Mock Licensing Negotiation.

LES Italy and AICIPI have adopted a different approach to the usual Mock Trial in which two parties – a plaintiff and a defendant – discuss a legal case in a virtual courtroom. On this occasion, the purpose was to illustrate the main aspects of the negotiation process through the simulation of a license agreement negotiation. On September 30th, LES Italy joined the IP Fair in Parma, an ideal place where IP professionals meet the industries' representatives. On October 1st, 2013 LES Italy organized in Milan an *“Internet Anti-Counterfeiting Conference,”* which was attended by almost 150 participants.

On October 31st, 2013 the LES Italy General Meeting took place in Milan. Over 150 people attended the meeting during which the new LES Italy Executive Board was elected and Roberto Dini was confirmed for the second consecutive term as President of the Association. During the LES Italy General Meeting 2013, the new Bylaws of the Association were modified and unanimously approved.

As part of the last LES Italy Annual General Meeting, the Association organized a conference which was also open to non-members on *“The Latest News Affecting Intellectual Property in Italy and Europe.”*

The main representatives from the Italian Patent and Trademark Office and top experts specialized in IP were invited to deliver a speech at the conference.

During this year the number of members did not change significantly. LES Italy has created its own LinkedIn page where the Association is constantly promoting its main events and activities. In order to increase the number of Junior members, LES Italy reviewed its Bylaws and increased the threshold for the Junior Subscription fee from the current age of 30 to 35.

LES Israel

2013 started with the forces of nature fighting with us. Our planned January 8th event did not take place because the presenter was caught in the huge traffic jams caused by heavy rains. Eventually the event took place on February 26. Our member Neil Wilkof gave a presentation titled *"The Legal Treatment of Reusable Software: Israel and the EU."* Another event titled *"When is an Unauthorized Retransmission to a Large Number of Recipients Still a Private Performance?"* took place on July 23, 2013. The presentation, given by Neil Wilkof related to the much-discussed split decision given on April 1, 2013, by the U.S. Court of Appeals (2nd Circuit) in *WNET v. Aereo* and *ABC v. Aereo*. The majority held that the defendant's service, which captures, stores, and almost immediately thereafter retransmits broadcasters' programming to its own customers for a fee via a multitude of antennas is not a public performance in violation of the exclusive rights of broadcasters.

A different, yet important, activity is led by the Israeli patent registrar who meets once or twice a year with representatives of leading IP organizations in Israel (e.g., AIPPI, Israeli Patent Attorney Association, LESI) to discuss various matters relating to the activity of the Israeli PTO. In the sole meeting held on 18 December 2013, LES Israel was represented by Adv. Dalit Sagiv.

LES Japan

Under the theme of "Joining Hands", many international collaborations took place throughout 2013. The 4th Asia-Pacific Regional Meeting in Hangzhou was certainly our major international event. Their programs were well organized and 2nd Student Business Plan Competition was also done well during the Conference. For celebrating LES Philippines 30th Anniversary and new President and two board members from LES Japan were invited to their party. We confirmed again to strengthen our collaboration started since 2012. The Asia Working Group organized by LES Japan, which has been sent to LES Singapore and LES Malaysia and they received a courtesy invitation to the respective societies. Having a request from LES China Hong Kong Sub-Chapter, we also sent a speaker for their BIP Forum in December. In addition to our activity of international meetings, we had quite a many good domestic activities during 2013. For example, in April we had a joint meeting with AIPLA Japan Committee and exchanged our opinions as well as developing our networking. In July Annual Conference in Matsue City, more than 200 attendees including three board members from LESI, such as Kevin, Yvonne and Patricia were joined at the conference.

Besides the above meetings, we added our activity of developing association of LES Thailand jointly with Patricia Bunye from LES Philippines. We were pleased to nominate the membership application from Licensing Association Thailand (LAT) at the IMDM in Moscow. The LES Japan as Mentor Society will be began after the IMDM in 2014.

Looking into the inside of regular meetings in 2013, we did go smooth well except for developing new memberships. We had monthly seminars took place 20 times with more than total 1,000 attendees. The Education Committee had taken place over 210 attendees. The 15 working groups had kept activity involving half of our total LES members. LES Japan News was also published 4 times as scheduled and WINDS FROM JAPAN was also issued twice.

LES Korea

LES Korea had a very busy, yet productive year in 2013. Compared to previous years, there was a new surge of energy within the organization, leading to more active efforts to increase membership and encourage members to participate in regular and newly-created events. Due to the continued dedication of the LES Korea leadership, the organization was awarded the accolade, "Most Progressive Society of the Year 2013," and was honored with the presence of Ms. Yvonne Chua to Korea in October.

Although LES Korea held numerous licensing and IP related events during the year, some of the most significant events are highlighted below:

- *LES Korea 200 Course.* In February, a two-day course was held for members focusing on "The Commercialization of Technology through the Power of IP Licensing." Key speakers provided practical advice regarding deal valuations & negotiations and the drafting of licensing agreements. Due to the success of this course, another one was held in July.
- *Joint Seminar with AIPPI Korea, APAA Korea, and FICPI Korea.* Together with 3 other IP related organizations in Korea, LES Korea brought together experts and professionals from various industries in June for new networking opportunities and the sharing of updates on recent IP, licensing, and technological trends.
- *LES Korea clinics* are held regularly throughout the year, however additional efforts were made to ensure that the focus of these clinics was relevant to members. Topics ranged from determining fair license terms to component-based software licenses, and specific case studies regarding spoliation.
- *Memorandums of Understanding (MOUs):* As an organization that aims to expand its outreach, LES Korea was able to complete MOUs with KOTRA (Korea Trade-Investment Promotion Agency) in April, and with Hanyang University's Industry-University Cooperation Foundation in November, the university being one of Korea's top engineering schools.
- *LES AP Preparation Committee.* In April, LES Korea decided that it would attempt a grand-scale event to highlight the importance of IP in the Asia-Pacific region. A new LES Preparation Committee was therefore launched for this purpose. As a result, during November 5-6, 2014, LES Korea will host its first-ever LES AP Conference in Seoul, Korea. During this conference, international keynote speakers and guests will be invited to network and share new ideas.

Although LES Korea is proud of its 2013 accomplishments, there is still plenty of room for improvement. We therefore look forward to the next chapter of our growth.

LES Malaysia

Precipitated by the lead taken by our predecessor in the past including tapping into the resources offered by LESI so as to provide greater services to LES Malaysia members and the desire to continue good ties with other LES associations, the following are our main activities for the year 2013:

(a) conducting a seminar entitled *"Malaysian Road Map to Creating IP Valuers,"* in collaboration with Art Nutter from TAEUS International Corporation on 22 Nov 2013 ("the Seminar"). The seminar was a notable one in light of greater emphasis and awareness being placed by local IP practitioners on IP valuation. This seminar to a large extent was motivated by the Global Intellectual Property Valuation Conference (GIPVC) conducted by the Malaysian Intellectual Property Office (MyIPO). This seminar saw the participation of 30 attendees.

(b) hosting delegates of LES Japan led by Mr. Kazushi Takemoto of the Asian Issues Studies Working Group of LES Japan on 20 Nov 2013. Needless to say, the visit by the LES Japan helped strengthen the already robust ties between both countries' LES representatives with the

respective attendees spending more than an hour exchanging views and having fruitful discussions as regards the activities organized by both societies, as well as talks on possible future co-operation between the two countries in relation to the licensing of IP rights.

LES Mexico

In February, LES Mexico made a Video Production of “Technology Commercialization with the strength of Intellectual Property”, with a total of twelve subjects. This video is aimed at professionals interested in gaining knowledge about how intellectual property can be used to create value within an organization. The course was attended by 10 professionals in the field, members of LES Mexico, for producing this video.

In June, the 40th Anniversary Celebration of LESI was held at the Four Seasons Hotel Mexico, where Mr. Hector Chagoya explained the background to the creation of LES Mexico in our country and thus led to the ceremony for the creation of the Consultative Council of the Association; as well as the appointment of Ms. Gloria Isla del Campo as an honorary member of LES Mexico. In this event, the new format of the website, with the intention to make it more interactive and current was presented.

In August the Entrepreneur Week event organized by the Ministry of Economy, on Banamex Exhibition Centre took place, where the Mexican Institute of Intellectual Property, invited us to participate in their stands, in order to promote the online course “Marketing Force technology with Intellectual Property “and the promotion among incubation centers regarding the Business Plan competition.

In October, the Ingenio Expo, organized by the Mexican Institute of Intellectual Property in the exhibition center BBVA Bancomer was organized, where they held a dialogue session by Héctor Chagoya and exchange of knowledge and experiences of our Association before a small group of visitors covered by self Chagoya and Prof. Ing. Martha Laura Lopez.

In November, Technology Transfer Offices event called “Innovation is Evolution”, held in the City Of Monterrey Nuevo Leon took place, with the participation of Mr. Hector Chagoya, Mr. Abraham Joy and Prof. Martha Laura López, representing LES Mexico, where issues concerning Negotiating and Licensing of Technology, technological intelligence competitive and Design a competitive strategy in your company or research center were exposed.

Finally, in December the Advisory Council met to carry out the organization of the new board of LES Mexico for 2014 - 2015 period, by Dr. Manuel Marquez, Mr. Abraham Joy, and Mr. Eduardo Kleinberg. The invitation was sent to the members of LES Mexico for offices of President, Vice-president, Secretary, Treasurer, Vocal 1 Vocal 2, Officer 1 and Officer 2 of the Association, ending the process in the next assembly that was held in January of 2014.



LES Mexico President, Dr. Jose Solleiro, Hector Chagoya (Past President), and Luis Carreño, LES Mexico member, Sub-director of Technology Partnership at CINVESTAV (Center for Research and Advanced Studies of the National Polytechnic Institute).

LES Philippines

2013 was a very special year for LES Philippines. On the 19th of July 2013, LES Philippines celebrated its 30th Anniversary and the 40th anniversary of LESI on the occasion of its Annual General Assembly.

The event was made even more special with the then LESI President-Elect Yvonne Chua, LES Japan President Katsumi Harashima and Asia Pacific Co-Chair Junko Sugimura in attendance. Yvonne shared her vision for her LESI presidency with the LES Philippines family and inducted the incoming Board of Directors and Officers led by Leslie Anne T. Cruz, its President. Noteworthy is the fact that a majority of the incoming Directors and Officers are young and that industry is well-represented. The Past Presidents of LES Philippines were also in attendance to receive the National Presidents Council coins from Yvonne and Junko. The evening was made more memorable by the reading of the “LESP Prayer” composed by Vice President-Administration, Divina Ilas-Panganiban; musical performances; a special video entitled *marveLESP* conceptualized by President-Elect Maria Trinidad Villareal, where the new Directors were depicted as super heroes; and a raffle. Outgoing President, Ferdinand M. Negre, was awarded a plaque of appreciation for the projects that he spearheaded during his term, particularly the collaboration between the LES Philippines and the Philippines’ Department of Science and Technology (DOST).

In 2013, as in the past years, LES Philippines was busy with the annual planning session, regular board meetings, the continuation of the LES Philippines-DOST Lecture Series, various seminars, and special projects. Among the notable activities held in 2013 was the forum held on 22 April 2013 where Atty. Louie Andrew C. Calvario from the Intellectual Property Office of the Philippines gave a comprehensive discussion on the salient provisions of the new law amending Republic Act No. 8293 or the Intellectual Property Code of the Philippines. The forum was organized by the EITT Committee of the LES Philippines for the “Around the World with LES” event in connection with the World IP Day.

Another notable project initiated in 2013 was “*Project Gawi: Igniting Traditional Knowledge Development.*” It seeks to understand, identify, protect, promote, and commercialize the traditional knowledge of the indigenous peoples’ communities in the Philippines upon their free and prior informed consent and in accordance with their respective customary laws and practices. The project, which was conceptualized by LES Philippines’ newly-minted Director, Mr. Gonzalo Go III, was officially launched on 25 April 2014.

LES Russia

Now LES Russia unites 58 members from Russia as well as some neighboring CIS and other countries - Azerbaijan, Belarus, Kazakhstan, Kyrgyzstan, Latvia, Lithuania and Ukraine. We represent different companies and research centers, law and technology transfer firms that are actively involved into licensing. The Society keeps a good balance of business people and lawyers - about 30% to 60%. In its activity LES Russia still pursues two main objectives - education and networking.

Among the highlights of LES Russia activities in 2013 was the International Seminar with the topic “The Fate of Licenses in Case of Insolvency of the Licensor” held on June 7 in Moscow. We had the brilliant guest speaker, Mr. Peter Hess, «Bardehle, Pagenberg», Germany and two Russian speakers Mr. Eugeny Alexandrov and Mr. Sergey Medvedev, Gorodissky and Partners. The subject is of great importance not only in Europe but also in Russia. The presentations caused live response and discussion. The seminar gathered 34 participants. In conclusion, Valery Medvedev, Vice-President of LES Russia, summed up the results of the Seminar and thanked its participants for their activity. For LES Russia it was absolutely new subject with new participants and, indeed, it was a real success.

On December 6th, LES Russia organized a Seminar “*IP security interests*” in the conference hall of Gorodissky & Partners. Sergey Medvedev of Gorodissky & Partners, spoke on “*Security interests of IP rights,*” and Ekaterina Tilling of Baker Botts – on “*Foreclosure of secured IP rights.*” More than 35 attendees from industrial companies, banks as well as patent attorneys, IP lawyers and licensing and technology transfer specialists discussed legal and practical aspects of security

interests, valuation of secured IP rights and foreclosure of secured IP rights based on the actual Russian practice. On December 12th, LES Russia in cooperation with Auction IP House "Rusinpro," Business center of CIS, Russian Association of Technical Universities, Russian Chamber of Commerce & Industry and others held the second Russian Patent Auction, now in Moscow University after Bauman, which also was a success.

Among the Society's plans for next year, we plan a seminar devoted to licensing related subject-matter in December. Articles, news and studies by members of LES Russia are still often appeared in monthly issues of Russian Magazine "Patents and Licenses." Representatives of LES Russia took part in LES International Conference in Rio and LES (USA & Canada) Annual Meeting in Philadelphia.

LES Scandinavia

The year 2013 was rather successful for LES Scandinavia. Its membership is steady in all countries of the society and the financial situation of the society is rather sound. At the end of the year there were 369 members in total consisting of Denmark with 75, Norway with 62, Sweden with 97 and Finland with 123 members. Additionally there were 12 members from Iceland, Estonia and Latvia. The aim for 2014 is to grow to more than 400 members. On 18 January 2013 a seminar was held in Oslo entitled "The role of IPR in Value Creation and Growth" and attracted 40 participants including non- and new members. On 26 April a seminar was held in Oulu, Finland entitled "IPR & Business" with almost 100 participants.

The highlight of the year was again the Annual Conference held from 8-10 September 2013 in Copenhagen, Denmark. This conference was attended by more 50 participants. All participants and speakers enjoyed the presentations given and the city of Copenhagen. The Annual Conference 2014 will be held in Lund, Sweden. The IMD meetings held in Rio de Janeiro and Philadelphia were attended by the international delegates of LES Scandinavia. During the year the Board met three times in person and regularly by conference call.

LES Singapore

LES Singapore started the year by revamping its website to provide more information to members. The revamped website provides a members section and information on membership as well as links to events. Registration for events can also be made. A quarterly newsletter .Connect was launched in August 2013 providing information to members and useful articles on events, developments in intellectual property or licensing and other updates.

LES Singapore organized or participated in a number of events during the year set out above. In particular, as part of the Around the World with LESI initiative to celebrate World IP Day, on 28 April 2014, LES and A*Star held a joint seminar on "WIPO Global Filing Services and Alternative Dispute Resolution Services for Intellectual Property (IP) and Licensing" at the Biopolis. Participants included IP lawyers, representatives from SMEs and researchers. In October 2013, the Singapore representatives at the LES Asia Pacific Student Business competition in Hangzhou, China - DeNova Sciences of NTU. We wish to acknowledge the mentorship of Dr Sze and Alfred Yip. On 18 November 2013, a delegation arrived from Licensing Executive Society Japan (LES Japan) to pay LES Singapore a visit. The visit was reported in the quarterly newsletter. The delegation was in Singapore to study the Singapore legal system.

On 18 March 2014, Yvonne Chua, LESI Board President, visited LES Singapore. In conjunction with her visit, a meeting was held with the Director General of the Intellectual Property Office of Singapore. The Basic Licensing Course was conducted twice this year in October 2013 and May 2014 providing teaching on the basics of licensing by members of LES Singapore. The two-day Basic Licens-

ing Course is a long-standing initiative of LES Singapore and was administered by the IP Academy. Proceeds from the course go to the Society and trainers are all volunteers. The LES Singapore AGM was held on 29 May 2014. Thirty-two members attended the AGM in person or by proxy.

LES South Africa

From the string of events reported below it is evident that 2013 was a busy year for LES South Africa. Most of our events had over twenty attendees. We endeavored to offer an Afternoon Talk almost every month on topics applicable to the members' interest and from the feedback received; the meetings were highly successful. All our speakers are members of LES South Africa and experts in their fields.

In celebration of World IP Day we kicked off on 24th April with an Afternoon meeting on "The value of IP in Divestments and Acquisitions." This interesting and informative talk was given by Dr. Madelein Kleyn whom has had a number of articles published in *les Nouvelles*.

On 17th May, we celebrated the 40th Anniversary of LESI by hosting a formal dinner at the elegant Johannesburg Country Club, recognizing and honoring our thirteen Past Presidents since the founding of LES South Africa in 1976. Six Past Presidents attended.

On the 23rd of the same month we offered an Afternoon meeting in Johannesburg on "Squeezing IP commercialization strategies within the tax and Excon framework". This talk was presented by Anthony von Zantwijk, a specialist in the field, advising us on what can go wrong in a license agreement if the relevant tax issues are not taken in consideration. We had an excellent response.

On 6th June, our Afternoon meeting was on "IP Commercial Transactions: An overview of recent trends and developments from a South African perspective". This event was sponsored by ENS, one of the larger law firms in South Africa and was held in Cape Town. The meeting was addressed by Chris Bull, a partner of the firm.

On 20 June: our Afternoon talk in Johannesburg was on "The (non-) Implementation of the new R&D tax incentive – a practical consideration". Our speaker was Darren Margo of Margo Attorneys. As many of our members are involved with R&D this topic was of great interest to them.

On 24 – 25th June, we offered the one-day licensing course in Johannesburg and Cape Town respectively. A group of our members offered up their time to present. The topic of our meeting on 25 July in Johannesburg covered Pitfalls in License Agreements. This interesting talk was given by Theo Doubell. Theo is very highly regarded in the field of licensing in South Africa. This event coincided with our AGM. Lastly on 24 October, the topic was "IP structuring and its implications." The event speaker was Andre Visser, a partner at Adams & Adams Attorneys.

LES Spain and Portugal

2013 has been a fruitful year for LES Spain & Portugal, from all perspectives. First, we increased membership. Second, we entered into collaboration agreements or were involved in new projects with new institutions, such as WIPO or Deusto Business School. Third, two outstanding new member were appointed to the board, Ms Susana Bayón, Deputy Director for Intellectual Property of Repsol, a well-known Spanish multinational company in the field of energy, and Luis Ignacio Vicente del Olmo, Return on Innovation Manager of Telefónica. Fourth, we organized more numerous and attractive events and seminars and in doing so we got more visibility than ever. Fifth, our web site has undergone several changes that have turned it into an effective information and marketing tool.

On 22 March 2013, LES Spain & Portugal organized in Barcelona, with the support of the Delegation of the Spanish National Research Council (CSIC) in Catalonia, a one-day seminar with the title “*Patentability of biotechnological inventions: Most recent developments at EPO and national level*,” with the participation of two outstanding speakers, Enrique Molina Galan, Director Biotechnology in the EPO, and Gabriel González Limas, Chief of Chemical Patents (Food and Biotech) at the Spanish Trademark and Patents Office (OEPM). Forty-four professionals attended the event.

A highlight of the year was the seminar held on 20th May 2013 in Madrid, under the title “*IV Event on Intellectual Property in the ICT sector*,” with four speakers and 123 participants. Eduardo Martín Pérez (Chief of the Examination Section of Patents, OEPM) held a presentation on “*Patentability of software-implemented patents: The practice at OEPM*,” that was deemed successful. Darío Mohamadian Santander (European Patent Attorney and Resident Partner of Bardehle Pagemberg in Spain) focused on “*An industry analysis of the friendly (and unfriendly) settlement agreements in the ICT sector*” and Ángel García Vidal (Full Professor at the University of Santiago de Compostela) held an interesting presentation on “*Technical standards and patents*.” Luis Ignacio Vicente del Olmo (*Return on Innovation Manager & Head of Telefónica Patent Office*) also participated with a business-oriented presentation on the value for companies of patents and technological IPRs.

On 28th May, in the Polytechnic University of Madrid, within its Campus of Excellence, Clarke, Modet & Co and LES Spain & Portugal organized a “*Workshop on the Unified Patent Court and the European Patent with Unitary Effects*,” with the participation as speakers of Carmen Sánchez-Puelles, Manager of the Patents Department at Clarke Modet & Cº, and José Miguel Lissen, partner at Gómez- Acebo & Pombo Abogados, S.L.P. 77 people attended, and most of the participants deemed the seminar successful and “enlightening.”

On 11th November 2013, a very successful event was held in Repsol’s Global Headquarters with 120 attendees, with first-class speakers, such as Susana Bayón, Deputy Director for Intellectual Property of Repsol, and Eusebi Nomen, a well-known expert and Professor on IP valuation matters. The event was titled “*International Technology – Licensing and Conflict Resolution*”, and was supported by WIPO. Karen Geerts, Senior IP Legal Counsel, Abengoa Research S.L., and Jose Pablo Zamorano, Chief of the Technology Transfer Service of the Instituto Madrileño de Investigación y Desarrollo Rural, Agrario y Alimentario (IMIDRA) of the Regional Government of Madrid (Comunidad de Madrid), focused their respective presentations on “*Best Practices on Negotiation of IPR licenses*.”

LES Switzerland

The highlight of the year 2013 was definitely the Pan European Conference held in June in Davos. Approximately 300 participants attended, all whom seemingly enjoyed the valuable and very informative intellectual program as well as the magnificent location in the midst of the Swiss Alps and the social contacts that could be refreshed or built up. We were able to recruit experienced speakers sharing their broad know how and presenting a wide range of topics. We were happy to receive Yvonne Chua (as the then-international president-elect of LESI) as our guest at this conference.

In addition to the Pan-European Conference, LES Switzerland held two meetings in our French speaking region. The meeting topics were: “*Latest Developments Concerning Trade Marks*” in Geneva, held in French and carried out in collaboration with the national Institute of Intellectual Property as every year and “*IP rights in case of cease of activity*” in Lausanne which was held in English. In the German speaking part the meetings covered the subjects “*License and collaboration agreements in the frame of European and Swiss antitrust law*” (Zurich, in collaboration with the European Institute of the University of Zurich) and “*Duration and termination of license agreements*” (Vitznau, at the foot of Mount Rigi), held in German. All

these meetings attracted between 30 and 135 participants.

The board met four times during 2013. The general assembly was carried out in Zurich followed by the above mentioned workshop concerning the antitrust law.

LES Turkey

2013 was an active year for LES Turkey. After represented in the LESI Delegates Meeting in Brazil by Murat Idal and Omer Hiziroglu, LES Turkey expanded its effectiveness in the Turkish Business environment. In the middle of the year, LES Turkey has practiced as a legal expert before Turkish IPR Courts as it has requested by judge of IPR Courts.

The Turkish Patent Institute and LES Turkey organized a cooperative training program on “*Intellectual Property Protection and Commercialization of technology through licensing (PDS 100 Course)*” with the occasion of World Intellectual Property Day on April 26, 2013. Due to excessive demand for this training, two separate seminar rooms were dedicated and, each program was given by two certified LES speakers namely, Omer Hiziroglu, Murat Idal, Ersin Dereligil and Samir Deliormanli.

In May 2013, LES Turkey is proud to host two senior industry representatives to tackle the question of what role IPRs play in sustainable competitive advantage in the world of business and how Turkish businesses need to embrace intellectual asset management as a strategic tool. Summer meeting of LES Turkey was completed by the attendance of the CFO of Farplas Holding, Ms. Ahu Serter talked about IP driven strategies from the Turkish perspective and Ms. Ozlem Sivrioglu, Innovation Collaboration Network Operations Leader from General Electric tackled the issue from a global multinational point of view.

In December 2013, with cooperation of KOC university, seminar about IP valuation was conducted in Istanbul. Board members of LES Turkey have shared their knowledge and experiences on IPR Valuation fair values. Also on 9 December 2013 “*Building career in IP World*” named seminar has been conducted in Trabzon by the attendance of LES TR board member Mr. Samir Deliormanli.

LES (USA & Canada)

Prior to 2013, LES (USA & Canada) made a business assessment of the organization in order to evaluate several key factors: the primary sources of revenue, the competitive landscape and the member (customer) value assessment. One of the interesting facts to emerge from



LES Leaders in Moscow: Yvonne Chau (LESI Board President), Ichiro Nakatomi (LES Japan, President), and Pam Demain (LES (USA & Canada) President-elect).

this study was that the organization’s primary sources of revenue are member dues, meeting fees and sponsorships, with everything else contributing a negligible amount. Our competition consists of professional legal organizations and for-profit professional conference companies.

The surveys revealed that what our members value most are the many opportunities to connect and share best practices. Therefore, all changes LES (USA & Canada) enacted this year were made with a single primary focus in mind: reinforcing our organization’s unique value proposition

as a member-supported, volunteer based, professional organization, focused on intellectual property topics of relevance to business professionals in all manner of industries. It is this unbiased broad business focus which sets our organization apart from all others.

As part of the strategic initiatives to reinforce our society's unique value proposition, we reversed the trend of a la carte fee-based services. With one such example, removing fees charged for webinars caused the attendance to rise by an order of magnitude.

In a continuing effort to recruit individuals from product companies into our society, a Corporate Communications committee was created to embark on a multi-year effort to market our society to companies from a variety of industry segments, showing LES' relevance to each particular segment and its varying constituencies. This is an essential, ongoing effort to build awareness among the business professional community of the importance of intellectual property know-how and expertise in advancing every company's strategic and business goals.

Maintaining the fiscal integrity of the society is of paramount importance to our ability to continue providing content and opportunities to our membership. We started the year with a conservative, balanced budget and attempted to achieve this goal despite rising event costs and membership retention challenges. This cost awareness really took a lot of effort on everyone's part and has set us up well for financial planning into the future. As an example, we sought sponsorship for the Spring Meeting reception at the Chihuly Garden & Glass Exhibit in order to be able to offer a unique and very special venue for the reception.

2013 Initiatives and results

LES (USA & Canada) conducted a survey of our members and prospective members in order to assess what features of membership were most valued. We found that opportunities to meet with other peers and professionals from other companies and industries, staying in touch and exchanging best practices (both physically and virtually) are of most importance to our members. As a result, we redesigned the networking events during meetings to quickly connect newcomers to their groups of interest.

In addition, we've made some crucial investments: in the redesign of our Membership Directory to aid in creating connections among members, both during and in between meetings.

Once again, we opened LES (USA & Canada) meetings to spouses without charge. Because many of us spend a lot of time working and travelling, being able to share the time during an LES conference with our spouses and families makes it that much more likely that a member will want

to attend. In the end, we all benefit. We featured a renewed focus on providing diverse content in our meetings. The 2013 Spring Meeting was an example of that. We delivered high-profile speakers from major institutions who have not spoken at an LES meeting before, and we focused on IP in all of its forms and in all sorts of business dealings: branding, franchising, gaming, payments, etc. I'm gratified that the feedback from the meeting was extremely positive and, notably for the first time ever, the Spring Meeting was sold out two to three weeks in advance, the best advertising we could have hoped for.

Challenges in 2013

Membership growth continues to be our biggest challenge, with corporate membership in particular. We've launched a number of initiatives, and there is much more that we can and must do in future years to help grow our society.

In addition, controlling costs while continuing to provide a valuable meeting experience for LES members and non-members alike remains an ongoing challenge. Despite a strong program and extensive marketing efforts, the 2013 Annual Meeting did not meet attendance or financial expectations. These results created significant financial challenges for LES (USA & Canada), which our Board continues to address, by reducing expenses and identifying ways to enhance revenue.

How can LES help members in their careers or businesses?

Continuing education remains a necessity for today's business professionals. IP Best Practices, important deal case studies, the ability to compare notes with peers from all over the country and the world is invaluable for an IP professional's development. LES provides unique opportunities for this type of career growth for IP professionals from a wide range of backgrounds and industry sectors. There are many IP organizations that cater to the legal profession. LES is unique in its presentations of IP education and sharing of best practices centered on the relevant business topics-of-the-day, designed for the needs of business professionals.

**Montreal Chapter
Executive Team:** Mylène
Mastrostefano (left),
Marketing Chair; Annie
Gauthier, Chapter Chair;
Saminda Pathmasiri,
Program Chair (missing);
Thomas Martinuzzo,
Educational Chair).



LICENSING EXECUTIVES
INTERNATIONAL

IPR and Management Committees

At the international level, IPR and Management committees have been established within LESI to gather and collate information of relevance to members' interests, to disseminate this to members by various means and to support their ongoing professional development, to provide interfaces for the membership with significant external organizations, and to make recommendations where relevant to the Executive Committee and the International Delegates for the efficient management of operations. Thus LESI may be said to have a matrix organization; along one axis are the national and regional societies of LESI, and along the other are the various committees of LESI, which draw their membership from these societies. The work done within a committee is coordinated by its chair or co-chairs assisted by its vice-chairs and members.

Industry, Professional and Regional Committees (IPR)

Consumer Products Industries Committee

Co-Chairs: Christopher Shaowei (LES China) and Andreas Winkler (LES Germany)

Vice-Chairs: Simmone Misra, Ceren Okat, Christian Manthey, Yasunori Ohtsuka and Fuller Li

During 2013, the leadership of the committee has continued its attempts to make this still relatively new committee (which came operational only in late 2011) more visible within the LESI community. To this end, Christian Manthey has completely refreshed and updated the webpage of the committee on the LESI website, with the support of the new LESI secretariat. During the Rio conference in April, the committee organized a well received workshop under the title "IP and Standards" with speakers from industry and the legal profession. Already during the Philadelphia meeting in September, first ideas for another workshop to be presented during the Brussels conference in 2015 were developed and discussed with the organizers. The committee also initiated and sponsored the article „Trends in the Interplay of IPR Standards, FRAND Commitments and SEP Litigation“ by Knut Blind and Tim Pohlmann published in the September issue of *les Nouvelles*.

Besides meeting in person during the Rio and Philadelphia conferences, the committee took the chance of using the newly established and most welcome opportunity of quarterly teleconferences, organized by the LESI secretariat, to discuss current activities and plans.

There are certainly fields where the committee may become more active in the future and we are looking into organizing webinars and increase outreach activities. With the continued support of the Board, the LESI secretariat and the LESI community, we are confident to see more progress during 2014.

European Committee

Chair: Bruno Vandermeulen

Vice-Chairs: Erik Verbraeken, Emmanuel Gougé, Patricia Cappuyns, Mehmet Bulent Kirca, José Miguel Lissén

The Committee is following up closely all developments around the EU Commission's proposal for a Directive on the protection of trade secrets and know-how.

The Committee will follow-up all initiatives relating to the Unified Patent Court that may impact patent disputes involving licensors and licensees.

The Committee is looking for an author who can write a contribution for *les Nouvelles* on a regular and recurrent basis about recent developments in EU law that are of interest for the LESI members. The Committee is contributing to the Workshops and other events

planned for the LESI meeting in Brussels in April 2015, i.e., a semi-plenary session "LESI meets the judges" and a mock-UPC trial.

High Technology Committee

Chair: John Paul

Vice-Chairs: Annemarie Meike, Stefan Schohe and Alfred Yip

The High Technology Committee appointed regional vice chairs for Americas, Europe, Asia with responsibility for developing connections with LESI national societies in those regions on high technology industry issues. The committee conducted outreach to LESI national societies to identify existing committees and leaders for each society in the high technology industry areas and coordinated the appointment of a high tech industry coordinator in many LESI national societies for communications and coordination regarding high technology industry issues as well as the formation of a high tech committee in LESI China. We compiled and added information regarding LESI national societies on LESI website that showed the active committees and leaders in the high technology industries in LESI national societies as well as in the committee's annual report. The committee facilitated communications between LESI (USA & Canada) and LESI Germany transportation committees and between LESI (USA & Canada) and LESI China transportation leaders. We began to identify leading companies and form Industry Advisory Boards of leading companies in the main high technology industry areas including aerospace and transportation, and mobile and consumer electronics, to create industry communities, to provide input on topics and speakers for LESI, and to identify issues for LESI to address. We coordinated the preparation of High Tech Trends series publications for *les Nouvelles*.

The committee participated in LESI (USA & Canada) national society high technology committee meetings for the aerospace and transportation committee, and the mobile and consumer electronics committee. We provided assistance in arranging plenary and workshop programs and speakers LESI 2014 Annual Conference in Moscow and LESI (USA & Canada) 2013 Annual Meeting in Philadelphia and are preparing to do the same for the LESI 2015 Annual Conference in Brussels.

Industry, University and Government Transactions Committee

Chair: Karin Hofmann

Vice-Chairs: Yorck Hernandez, Jean-Pierre Paccaud, Agnes Rooke and Lin Sun-Hoffman

The aim of the Industry, University and Government Transactions Committee is to promote the licensing profession involved with transactions between Industry and University or Government bodies.

In the year 2013 the Industry, University and Government Transactions Committee organized and held two workshops, one on "Combining Development and Licensing Agreements for Successful Partnerships" at the 4th LESI Asia Pacific Regional Conference in Hangzhou in October 2013 organized by Lin Sun-Hoffman and one on "Commercializing non-utilized innovations" at the 1st pan European YMC meeting in Vienna in November 2013 by Yorck Hernandez. Furthermore Karin Hofmann took part in the panel discussion "Potential conflicts due to joint ownership on inventions" of the World IP Day meeting of LESI Austria in Vienna. One aim was to establish regular communication to the IUGT members via an e-mail newsletter. The first e-mail newsletter to committee members was sent out in November 2013 and added to the Website.

IUGT wants to develop and coordinate co-operation projects with other committees in line with the joining hands initiative: IUGT collaborated with LESI YMC and YMC Austria to prepare the 1st pan

European YMC meeting 'Challenges in Licensing' in Vienna in November 2013 and organised the LES IAM 100 course in Austria on November 16, 2013 in collaboration with LES Austria; Speakers were Hayley French, Karin Hofmann and Daniel Herzog. With the aim to provide a joint webinar in 2014, IUGT is in contact with the IUGI Committee of LES (USA & Canada) and the LESI Dispute Resolutions Committee. Meetings of the Committee's Leadership were held via conference calls using the new service offered by LESI.

Life Sciences Committee

Chair: Pamela Cox

Vice-Chairs: Hayley French, Arda Karaduman, Heike Vogelsang-Wenke, Michael Keller, Sunita K. Sreedharan and Keith Chan

The aim of the Life Sciences Committee is to promote licensing in the pharmaceuticals, biotechnology, agro-bio, genetic engineering, medical diagnostics and associated industries by, inter alia, promoting networking among its members, sponsoring appropriate educational activities such as workshops, lectures, and seminars and identifying and collaborating on problem areas of concern to, and major new developments in, these industries.

The Life Sciences Committee gave many presentations, including:

- "Considerations in International Life Science Collaborations and Licenses" at the LESI Annual Conference in Brazil
- "FCPA Compliance and Training 2013" at the LESI Annual Conference
- "Global Pharmaceutical Licensing" at the LES Pan European Conference in Davos
- "Technology Valuation in Life Sciences as a Business Development Perspective" at the LES Arab Countries, Saudi IP Forum
- "Harnessing IP Rights The Industry Perspective" at the LES Turkey Fall Meeting

The committee supported the Young Members Program event held at Sabanci University in Istanbul on "Harnessing IP Rights the Industry Perspective", it conducted a webinar "Negotiating with Style: Using Negotiation Styles and Other Communication Tools for Better Results", it supported the publication of the 2013 LES Global BioPharmaceutical Royalty Rates & Deal Terms Survey and proposed two (unaccepted) workshops for LES (USA & Canada) meeting and two (accepted) workshops for the LESI Conference in Russia, 2014

The committee had much work on our Joining Hands Initiative in conjunction with representatives from LES Britain & Ireland, LES Australia & New Zealand, LES Japan, LES China, LES India and LES (USA & Canada) member societies that will result in a webinar series, les Nouvelles feature articles and workshops for the LESI Annual meeting to include the following comparative law issues:

- Bolar and research exemption
- Licensing and assertion of jointly owned patents
- Enforceability of no challenge provisions and related remedies such as termination in the event of a challenge by licensee
- Government practice of IP – compulsory licensing
- Pay to play

Committee meetings were held at the LESI Annual Meeting and the LES (USA & Canada) Annual Meeting. Quarterly conference calls were conducted of the Committee's Vice Chairs and general membership. The Committee Chair liaises with the LES (USA & Canada)'s Executive Committee and updates to the LESI website and Dropbox were made for activities of the Committee.

Trademark, Design and Merchandising Committee

Co-Chairs: Martin Schneider, Johan Du Preez

Vice-Chairs: Corrine Sukiennik, Cecilia Lou, Gökçe Yilmaz

Under the common leadership of Martin Schneider and Johan Du Preez and with the strong support of all Vice-Chairs and other LES members, the Committee engaged in a number of trademark law

related issues such as (1) Organizing and Conducting a workshop at LESI Brazil „Fighting Counterfeiting, Piracy, and Parallel Importation". The workshop was a huge success. Tatjana Sa from the Brazilian Olympic Committee gave an insight of her work at the Brazilian OC. Other speakers were: Martin Schneider, Ken McKay, Gabriel Leonardos. (2) Martin Schneider, Co-Chair of the Committee, organized three well attended trademark workshops at the Davos Pan European Conference in June 2013. Quite a few members of the LES community joined as speakers. (2) Committee meetings: The committee met twice at meetings in April (Rio) and in September (Philadelphia). The committee members discussed subjects such as plain packaging, registering of licensing contracts in specific countries, goodwill in licensing and distribution agreements, parallel imports between US, China and the EU. (3) The committee discussed the project „trademark database". (3) The committee chairs and vice-chairs held a telcon to further discuss subjects of interests for the Committee members. The committee will continue to plan and coordinate activities of interest for the LES membership. Anybody interested is more than welcome to contact any of the Co-Chairs or Vice-Chairs.

Management Committees

Audit Committee

Chairs: Peter Hess

Vice-Chairs: Andrea Silvestrini and Stephen Robertson

The Audit Committee is Responsible for reviewing the financial records and reports of the Society at the end of each fiscal year, reporting to the Board of Delegates on the results of its annual review, and advising the Treasurer and the Board of Delegates with regard to modifications and improvements to the financial record-keeping and reporting systems of the Society.

Awards Committee

Chairs: Heinz Goddar and Thierry Sueur

During the year 2013, the LESI Awards Committee has been busy in assisting the Board of LESI in re-organizing the system of Awards granted by LESI on one side and the President of LESI on the other side. Furthermore preparations have been made to hand over Awards granted in the meantime, namely Gold Medals for Francis Gurry of WIPO, (former) Chief Judge Randall R. Rader, CAFC, USA, and Ron Grudziecki of LES (USA & Canada) at LESI Annual Conference in Moscow in May 2014.

Upon initiative of the LESI Awards Committee the President of LESI is asking both the national / regional Presidents and the Board to make proposals for next LESI Awards, including Presidential Awards, bearing in mind that according to the present guidelines of the LESI Awards Committee the following Awards from time to time can/ should be granted: Gold Medals, Certificates of Merit, The President's International Service Recognition Award, The President's Most Progressive Society of the Year Award, The LESI Society of the Year Award, and The LESI Outstanding Activity/Event Award.

Communications Committee

Chair: Ned Barlas (USA & Canada) and Shawn Jacka (USA & Canada)
Vice Chairs: Guido von Schaeffer (Germany) and Anthony Venturino (LES USA & Canada)

The Committee is responsible for fostering communications between and among LESI, the LES Member Societies, and LES members worldwide. The Committee's primary tool for this purpose is the LESI website, which was completely rebuilt from the ground-up and was launched in the fall of 2011. During this past year, the Committee has spent much time helping to improve, enhance, debug, update, and add new content to the website. One members-only feature of the site is a searchable membership database (including member profile data), which is useful for facilitating networking and enabling members to find other members with sought-after subject matter expertise.

The Committee works closely with the *les Nouvelles* editor, Larry Plonsker, to oversee the maintenance of the *les Nouvelles* portion of the website. The website includes, as another members-only feature, text-searchable PDFs of all issues of *les Nouvelles*, from the first through the most current issue. The site also enables authors to upload articles for consideration for *les Nouvelles*.

The website includes information about LESI and its committees, it serves as a platform for committee chairs to communicate with their members, offers news and information about Members Societies and licensing generally, and it provides members and the public with information about upcoming events, including e-commerce functionality for online meeting registration.

The Committee is aware of the need to continuously update and improve the website to keep the content fresh and relevant, and we are striving to do so for the benefit of our membership.

External Relations Committee

Co-Chairs: Pat O'Reilley, Sun R. Kim

Vice-Chairs: Omer Hizioglu, Christian Osterreith, Francois Painchaud, Markus Ineichen, Yu Sam Chiew, Rudolfo Martinez y Pell, Nabil Salame, Walter Copan, Jennifer Pierce, Ralph Nack

Key Activities for 2013:

1. ERC with the Board developed new guidelines for external relations with organizations having focus on IP, licensing and technology transfer. Both guidelines have been adopted by the Board and are now on our website.

* Guidelines of IPR Committee Outreach Programs: The purpose is to encourage LESI Committees to interact with outside organizations such as professional, business, and scientific/engineering organizations, or internationally where there is no Member Society, and provide some guidelines for such committee collaboration efforts with outside organizations. The nature of collaboration will be for education, publication and providing speakers.

* Goals and Guidelines for a Structured Relationship between LESI (and LES Societies) and other IGOs/NGOs: The purpose of relationships with IGOs/NGOs is to raise the LES profile, to provide education and to network. A priority list of IGOs/NGOs has been used of the organizations such as adopted, comprising WIPO, WTO, ICC, ACPC (Group 1) and AUTM, APAA, AIPLA, AISPI, APLA, FICPI, IFA (Group 2) with different approaches being adopted for each group.

2. Outreach activities: one of the key goals of ERC is to maintain and expand relationships with external organizations. Each VC of ERC has been assigned responsibility for an external organization in order to provide individual attention and to preserve continuity of such relationship.

1) GTIF 2014

ERC organized meetings with organizations attending GTIF. ERC assisted the GTIF Committee in inviting VIPs from the outside organizations to GTIF 2014.

2) WIPO

ERC held an annual meeting with WIPO including a meeting with the Director General Francis Gurry strengthening the mutual ties between the two organizations under the MoU.

3) Middle East NGOs

LES-Arab Countries, in participation with the United Nation Economic and Social Commission for Western Asia (ESCWA Technology Center), organized a tour in the Region to promote investment in technology. The tour provided support to the pioneering enterprises that adapt unique ideas in the different technology sectors and also gave opportunities to such enterprises to correspond with investors. In March 2014, at the Hashemite University in Jordan, LES-Arab Countries met with King Fahad Medical City in Riyadh, Saudi Arabia, to prepare for a conference on the latest medical technologies. In coordination with TAG-Knowledge, LES-Arab Countries is organizing a conference entitled "50 Arab

Fortunate Innovations 2014" in cooperation with Connect Arabs. The Business Development Academy (BDA) to jointly market the Certified Patent Valuation Analyst (CPVA) designation in the Arab countries and Turkey.

4) BIO

In the process of developing a relationship led by Gary Keller and Chris Katopis. Gary attended 2013 BIO in Chicago and Chris attended as part of the host committee, sponsor and presenter

5) AIPLA

Midwinter Institute: attendance by Michael Lechter in Phoenix Arizona – January 29 – February 1, 2014.

6) Pan Latin America, ASIPI

LES Andean Countries and LES Brazil are organizing a meeting (March 23-25) in Lima. Conversations are on the way with LES Argentina to join the other societies in Latin America. Should they agree, they may have a joint meeting of the four societies in Buenos Aires in March 2016, followed by LES Pan-Latin American meeting, possibly including LES Mexico, in 2017 in Brazil. Rudolfo Martinez represented LES International at the ASIPI Annual Meeting last December in the Dominican Republic. He met with Mr. Juan Vanrell current president of ASIPI regarding our intention of trying to organize a joint meeting LESI/ASIPI. The Board of ASIPI has informed that they are open to further discuss this matter and the idea is to tentatively schedule such a meeting for March 2018 somewhere in the United States, as this will give LES societies in Latin America enough time to get together and to have the Pan-Latin American conference in Brazil before joining efforts with ASIPI. ASIPI usually organizes a Mid-Year Conference in March, the next one being in Porto Alegre, Brazil (March 6-18, 2014), thus a joint meeting in March 2108 would be consistent with ASIPI's schedule. More report will follow in due course.

7) EPO: Attendance at the 40th anniversary of the EPC on the 17th of October 2013

8) ICC IP Commission: A mini-conference on dissemination of technology is scheduled to take place during the fourth quarter of 2014. The precise date and the venue are still being considered. One of the main aims of this event is to raise awareness among policy makers of how technology transfer and diffusion of technology works in practice and thus, choosing a proper venue will be important to have the best impact of this aim among policy makers. Discussion is in the progress on the issues of local logistics and finance.

3. Publication: Special *les Nouvelles* Project on Insolvency in IP Licensing: December issue, 2014

Given the current global economic climate, we have witnessed insolvency of highly acclaimed superstars of IT and high tech companies with large IP portfolios. Due to the nature of such industries, cross-licensing is unavoidable arrangements to obtain freedom of operations in the market place. Against this backdrop, insolvency of licensor will create nothing but a devastating domino effect on licensees and sub licensees. This would create many challenges for the parties since most of countries do not have clear legal frame work in place to address effect on IP licenses in insolvency proceedings. In addition, in countries with clear guidance on the point, there is a conflict between bankruptcy law and IP law that needs to be addressed. Furthermore, when cross-border licensing transactions are in place, complexities of international law enter into the scene. This special publication will provide a legal frame work of current national law on impact on IP licenses in insolvency proceedings in various jurisdictions and address some of the relevant issues.

Investment Committee

Chairs: Yorikatsu Hohokabe, Jonas Gulliksson and Wisam Hirzalla

Vice Chairs: Andre-Pascal Chauvin and Michael Lantos

The aim of the Investment Committee is:

(1) Reviewing current investment policy of LESI and make recom-

recommendations relating to considering a diverse investment strategy of reserves with:

- (a) sufficient liquidity of LESI reserves to cover needed funds for annual operations and
 - (b) an investment strategy that balances protection of the principal funds with sufficient diversification of the portfolio to guard against loss from a single investment.
- (2) Examine prospective investments of LESI funds for the year and provide the Society with its advice and recommendation thereon.
 - (3) Populate and maintain the Committee pages on the LESI Website.

Progress made towards our assigned goals:

For this period, we have had no substantial activities for projects/workshops, because we understand that the current investment status of LESI is under a fairly stable and secured condition as described below:

(1) Our Committee Meeting was scheduled on April 6 and a meeting between Investment Committee and the Board of LESI was originally scheduled on April 6 as well. However, the meeting with the Board was cancelled and our Committee meeting was held only with the presence of Mr. Ken Schoppmann and Yorikatsu (Co-Chair). Ken suggested that LESI could better explore updating its investment policy to improve the yield on LESI reserves so that additional investment revenue, for example, in such an amount of USD 30,000 could help to address LESI's budget needs and fund some valuable program such as business plan competition. Yorikatsu explained our thought as described in our Spring committee report that LESI should not take a risk to seek a higher outcome at the expense of capital breaking on its reserves but should rather take a safe and solid position on its investments.

(2) Another Committee Meeting was held on September 26 in Philadelphia, which was attended by two Committee Chairs (Jonas and Yorikatsu) and one LESI member (Mr. Achim Krebs). Two Chairs had a meeting with LESI Board members and requested them to furnish our Committee with the latest financial and investment information including the available amount for LESI investment for our Committee's consideration. On September 27, the Treasurer supplied financial data as of August 1, 2013 and also made a Treasurer's report at the IMDM on September 27, which includes the details of LESI investment (as of September 27).

(3) We reviewed the current investment status of LESI at the time IMDM was held in Rio de Janeiro in April 2013 and also in Philadelphia in September 2013. We noticed that the LESI investment in the ladder fashion of insured four CDs has been made as of September 27, 2013 (Philadelphia IMDM) in the total amount of USD 807,000, which follows our past recommendation to the Board in October 2011.

Under these circumstances, we understand that our committee is not required to reconsider the current investment status and to make an updated recommendation to the Board for the period of the calendar year 2013. However, our committee would like to have any information for any better alternative investment possibility from outside well-experienced association for committee's consideration. When we receive information from outside well-experienced association/corporation as above, we will continue to study the best investment mix of the LESI reserves to be recommended to the Board, and will recommend it to the Board. We also study any possibility to make investment outside USA for better yield than presently invested CDs.

Regarding the LESI Quarterly Committee Leadership Calls as set by LESI Board /Secretariat, our Co-Chairs and Vice-Chairs are broadly/diversely located in the globe, which makes rather difficult for all to join in the conference call at the same time, and we would rather rely upon email communications and some limited regional conference calls in the forthcoming period of this LESI year 2014.

IP Valuation Committee

Co-Chairs: David Drews and David Jarczyk

Vice-Chairs: Eduardo de Souza, Dwight Olson and Johannes Heselberger

The LESI IP Valuation Committee is responsible for informing and educating members about IP valuation "best practices" techniques, processes and resources, and the various ways these techniques and processes are useful in the management of their intellectual property portfolios. This information is disseminated via publications, presentations and interactive discussions in numerous formats, as well as the compilation of readily-available reference materials that support the teaching of the best practices. The committee also actively interacts with government, industry and NGO partners to further these goals, both within LESI and the intellectual property community at large.

Projects and/or workshops carried out during 2013:

- Presented "IP Valuation Techniques" CLE workshop in San Diego in April 2013.
- Presented "10 Common Mistakes in IP Valuation / Damages Reports" workshop for the LESI Annual Meeting in Rio de Janeiro in April 2013.
- Presented "Royalty Deal Structures" workshop in Philadelphia in September 2013.
- Presented "10 Common Mistakes in IP Valuation / Damages Reports" workshop for the LES (USA & Canada) webinar series in November 2013.
- Presented 2-day "IP Valuation Techniques" workshop at Red OTT conference in Monterrey, Mexico in November 2013.
- Presented "Royalty Deal Structures" workshop in Moscow in May 2014.
- The LES103 Valuation & Negotiation course was taught in São Paulo, Brazil in May 2014.

Meetings Committee

Co-chairs: Fiona Nicolson and Mark Horsburgh

Vice chairs: Ted Cross, Jean Christophe Troussel and Sergey Dorofeev

The Meetings Committee had a busy year in 2013, particularly in the lead up to the LESI Annual Meeting which took place in Rio de Janeiro in April 2013.

This meeting was well attended and both successful and enjoyable. The meeting made a considerable surplus and after repayment of the LESI loan, the balance due to LESI is over US\$40,000. Our great thanks go to the organizing committee of the Rio Meeting and, in particular, Eduardo de Mello e Souza and Rodolfo Martinez for their considerable efforts.

Well attended meetings of the Meetings Committee took place at both the LESI Annual Meeting in Rio and later in the year, at the LESI Delegates Meeting in Philadelphia. The decision was made at the Delegates Meeting in Philadelphia to hold the 2019 LESI Annual Meeting in Yokohama, Japan.

In addition to assisting with the Annual Meetings, the Committee has been engaged in further work in relation to sponsorship and has been working with the Organizing Committee for the Annual Meetings in Moscow in 2014 and Brussels in 2015.

To summarize, future LESI Annual Meetings will be held as follows:

Brussels	April 10–15, 2015
Beijing	May 13–18, 2016
Paris	TBD 2017
San Diego	April 2018
Yokohama	TBD, 2019

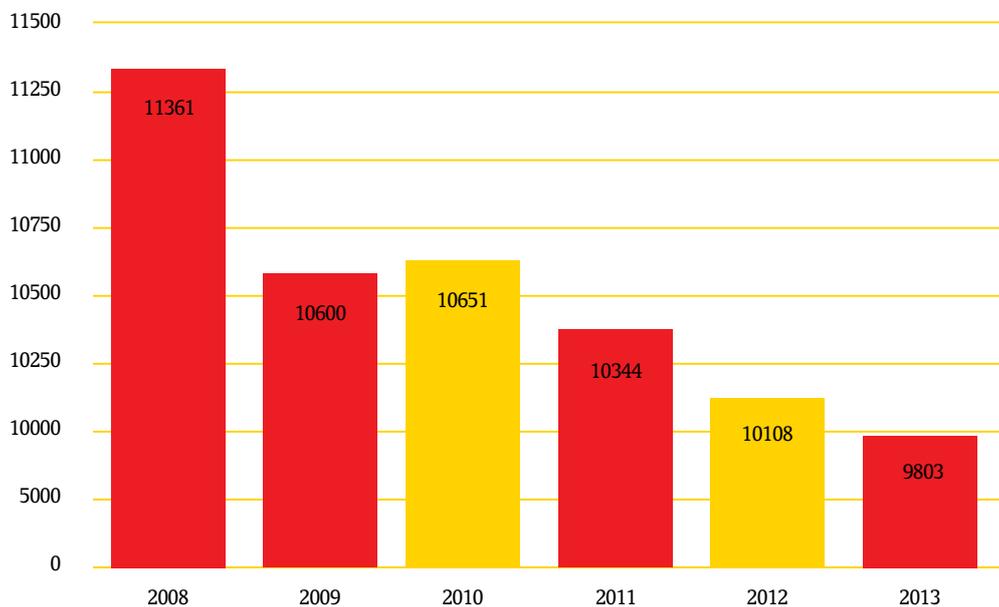
Slate of chairs, co-chairs and the Board of Directors Liaison for 2013–2014

IPR Committees	Chairs and vice-chairs	Society	Board liaison
Americas	Marcella Trigo de Souza, chair	Brazil	Hector Chagoya Kenneth McKay
Asia Pacific	Audrey Yap, co-chair Junko Sugimura, co-chair	Singapore Japan	Patricia Bunye
Chemicals, Energy, Environmental & Materials (CEEM)	Rashid Khan, chair Achim Krebs, chair	(USA & Canada) Benelux	Hector Chagoya
Consumer Products Industries (including branded products)	Christopher Shaoweic, co-chair Andreas Winkler, co-chair	China Germany	Hector Chagoya
Copyright Licensing	Michael Lechter, chair	(USA & Canada)	John Walker
Dispute Resolution	Tom Filarski, chair	(USA & Canada)	Junichi Yamazaki
European	Bruno Vandermeulen, chair	Benelux	Christian Osterreich
Africa and Middle East	Mohammed Al-Ansari Kevin Dam	Arab Countries South Africa	Christian Osterreich
High Technology Industry, University and Government Transactions (IUGT)	John Paul, co-chair Claire Driscoll, chair	(USA & Canada)	Hector Chagoy John Walker
IP Valuation Committee	Dwight Olson, co-chair David Drews, co-chair	(USA & Canada) (USA & Canada)	
Life Sciences	Pamela Cox, chair	(USA & Canada)	Kenneth McKay
Patent and Technology Licensing	Pauline Khor, chair	Malaysia	Christian Osterreich
Trademark, Design & Merchandising	Martin Schneider, chair	Switzerland	Christian Osterreich
Management Committees	Chairs and Vice-Chairs	Society	Board Liaison
Audit	Peter Hess, chair	Germany	Jim Sobieraj
Awards	Heinz Goddar, co-chair Thierry Sueur, co-chair	Germany France	John Walker
Communications	Ned Barlas, chair	(USA & Canada)	Patricia Bunye
Education	Jeff Whittle, co-chair Rob McInnes, co-chair	(USA & Canada) Australia/New Zealand	François Painchaud
Endowment	Dwight Olson, co-chair Art Rose, co-chair	(USA & Canada) (USA & Canada)	Jim Sobieraj
External Relations	Patrick O'Reilly, co-chair Sun Kim, co-chair	(USA & Canada) Korea	François Painchaud
Investment	Jonas Gulliksson, co-chair Wisam Hirzalla, co-chair Yorikatsu Hohokabe, co-chair	Scandinavia (USA & Canada) Japan	Jim Sobieraj
IP Maintenance	Ron Grudzieki, chair	(USA & Canada)	Junichi Yamazaki
Legal	François Painchaud, co-chair Junichi Yamazaki, co-chair	(USA & Canada) Japan	François Painchaud
Long Range Planning Meetings	Russell Levine, chair Fiona Nicolson, chair	(USA & Canada) Britain & Ireland	Yvonne Chua
Membership	Alan Lewis, co-chair Arnaud Michel, co-chair Mark Horsburgh, co-chair	South Africa France Australia/New Zealand	Junichi Yamazaki
Nominating	Jim Malackowski, chair	(USA & Canada)	Jim Malackowski
Ad Hoc Committees			
Business Forum	Bill Elkington	(USA & Canada)	Kevin Nachtrab
Committees and Sub-Sectors	John Paul, co-chair Kevin Nachtrab, co-chair	(USA & Canada) Belgium	Kevin Nachtrab
Global Technology Impact Forum	Hector Chagoya, co-chair Martin Schneider, co-chair	Mexico Switzerland	Jim Malackowski
IP Valuation	Dwight Olson, chair	(USA & Canada)	Kevin Nachtrab
<i>les Nouvelles</i>	Peter Hess, co-chair	Germany	Jim Malackowski
Young Members Congress	Tilman Mueller-Stoy, chair	Germany	Patricia Bunye

Membership Development

LES Society	Number of members on		
	31-12-2012	31-12-2013	% increase
Andean Community	40	31	-23%
Arab Countries	76	43	-43%
Argentina	46	42	-9%
Australia New Zealand	410	422	3%
Austria	96	95	-1%
Benelux	386	397	3%
Brazil	51	74	45%
Britain & Ireland	461	429	-7%
Chile	68	42	-38%
China	209	167	-20%
Chinese Taipei	72	72	0%
Czech Republic	25	35	40%
France	467	504	8%
Germany	850	834	-2%
Hungary	37	42	14%
India	38	43	13%
Israel	46	40	-13%
Italy	308	310	1%
Japan	657	637	-3%
Korea	119	122	3%
Malaysia	36	45	25%
Mexico	99	92	-7%
Philippines	102	85	-17%
Poland	24	27	13%
Russia	72	58	-19%
Scandinavia	368	369	0%
Singapore	72	66	-8%
South Africa	95	106	12%
Spain & Portugal	104	104	0%
Switzerland	333	340	2%
Turkey	54	59	9%
USA & Canada	4287	4071	-5%
Total membership	10,108	9803	-3%

Membership 2008-2013



Societies and their Presidents in 2013-2014

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GOLD MEDAL AWARD WINNERS**Gold Medal Award Winners**

1971	Dudley Smith †	LES (USA & Canada)
1973	Basil J.A. Bard †	LES Britain and Ireland
1976	John Gay †	LES Britain and Ireland
1977	Marcus Finnegan †	LES (USA & Canada)
1980	Jaques Gaudin	LES France
1982	Bertil Hedberg	LES Scandinavia
1986	John Stonier	LES Australia and New Zealand
1988	Bill Poms	LES (USA & Canada)
1989	Henry Hodding †	LES Britain and Ireland
1990	Michiko Ariga †	LES Japan
1992	Des Ryan	LES Australia and New Zealand
1994	Ken Payne	LES (USA & Canada)
2000	Larry Evans	LES (USA & Canada)
2002	Oliver Axster †	LES Germany
2003	Akira Mifune †	LES Japan
2004	Heinz Goddar	LES Germany
2006	Thierry Sueur	LES France
2006	Rodney De Boos	LES Australia and New Zealand
2007	Mel Jager	LES (USA & Canada)
2007	Robert Goldscheider †	LES (USA & Canada)
2010	Willy Manfroy	LES (USA & Canada)
2012	Francis Gurry	(WIPO)
2014	Ronald L. Grudziecki	LES (USA & Canada)
2014	Randall R. Rader	U.S. Court of Appeals Federal Circuit

LES International Past-Presidents

1974	John Gay †	LES Britain and Ireland
1975	Marcus Finnegan †	LES (USA & Canada)
1976	Bertil Hedberg	LES Scandinavia
1977	Mitsuya Okano †	LES Japan
1978	Dudley Smith †	LES (USA & Canada)
1979	Jacques Gaudin	LES France
1980	John Stonier	LES Australia and New Zealand
1981	Sam Heijn †	LES Benelux
1982	Bill Poms	LES (USA & Canada)
1983	Henry Hodding †	LES Britain and Ireland
1984	Fernando Pombo †	LES Spain
1985	Michiko Ariga †	LES Japan
1986	Len Mackey †	LES (USA & Canada)
1987	Pierre Hug	LES Switzerland
1988	Des Ryan	LES Australia and New Zealand
1989	Ken Payne	LES (USA & Canada)
1990	Jean-Marc Portier	LES France
1991	Fernando Noetinger	LES Argentina
1992	Akira Mifune †	LES Japan
1993	Larry Evans	LES (USA & Canada)
1994	Oliver Axster †	LES Germany
1995	Norman Jacobs	LES (USA & Canada)
1996	Jeremy Brown	LES Britain and Ireland
1997	Sam Layton †	LES (USA & Canada)
1998	Rodney De Boos	LES Australia and New Zealand
1999	Platon Mandros	LES (USA & Canada)
2000	Heinz Goddar	LES Germany
2001	Ed Shalloway †	LES (USA & Canada)
2002	Thierry Sueur	LES France
2003	Melvin Jager	LES (USA & Canada)
2004	Jonas Gulliksson	LES Scandinavia
2005	Willy Manfroy	LES (USA & Canada)
2006	Peter Chrocziel	LES Germany
2007	Ronald Grudziecki	LES (USA & Canada)
2008	Chikao Fukuda	LES Japan
2009	Adam Liberman	LES Australia & New Zealand
2010	Pat O'Reilly	LES (USA & Canada)
2011	Alan Lewis	LES South Africa
2012	James E. Malackowski	LES (USA & Canada)
2013	Kevin Nachtrab	LES Benelux

LES INTERNATIONAL BOARD OF DIRECTORS 2013-2014

LES International Board of Directors 2013-2014

Yvonne Chua	President	LES China
Kevin Nachtrab	Past-President	LES Benelux
Arnaud Michel	President-Elect	LES France
François Painchaud	Secretary	LES (USA & Canada)
James Sobieraj	Treasurer	LES (USA & Canada)
Mark Horsburgh	Vice-President	LES Australia & New Zealand
Ken McKay	Vice-President	LES (USA & Canada)
Fiona Nicolson	Vice-President	LES Britain Ireland
Christian Osterreith	Vice-President	LES Germany
Michael Lechter	Legal Counsel	LES (USA & Canada)
Audrey Yap	Legal Counsel	LES Singapore



2013-2014 Board of Directors (from left): Mark Horsburgh, Jim Sobieraj, Arnaud Michel, Yvonne Chua, Christian Osterreith, François Painchaud, Kevin Nachtrab, Audrey Yap, Michael Lechter, Fiona Nicolson, and Ken McKay.

LES International Conferences in the future

Date	Organized by	Location
10-15 April 2015	LES Benelux	Brussels
13-18 May 2016	LES China	Beijing
2017	LES France	Paris
2018	LES (USA & Canada)	San Diego
2019	LES Japan	Yokohama

LES WEBSITES

LES Websites

LES International at www.lesi.org

LES Asia Pacific at www.les-asiapacific.org

LES Europe at www.les-europe.org

LES Andean Community at www.lesi.org/les-andina

LES Arab Countries at www.lesarab.org

LES Argentina at www.lesi.org/les-argentina

LES Australia and New Zealand at www.lesanz.org.au

LES Austria at www.les-austria.at

LES Benelux at www.les-benelux.org

LES Brazil at www.lesbrasil.org.br

LES Britain and Ireland at www.les-bi.org

LES Chile at www.leschile.cl

LES China at www.leschina.cn

LES Chinese Taipei at www.lesct.org.tw

LES Czech Republic at www.les-czechrepublic.com

LES France at www.les-france.org

LES Germany at www.les-germany.org

LES Hungary at www.les-hungary.hu

LES India at www.lesindia.org

LES Israel at www.lesi.org/les-israel

LES Italy at www.les-italy.org

LES Japan at www.lesj.org

LES Korea at www.lesk.org

LES Malaysia at www.lesm.org.my

LES Mexico at www.lesmexico.org.mx

LES Philippines at www.lesphilippines.org

LES Poland www.les-poland.pl

LES Russia at www.les-russia.org

LES Scandinavia at www.les-scandinavia.org

LES Singapore at www.les-singapore.org

LES South Africa at www.licensing.co.za

LES Spain and Portugal at www.les-sp.org

LES Switzerland at www.les-ch.ch

LES Turkey at www.teklider.org.tr

LES (USA & Canada) at www.lesusacanada.org



LES Twitter

LES International at [#LESIntl](https://twitter.com/LESIntl)

LES Australia and New Zealand at [#LESANZInc](https://twitter.com/LESANZInc)

LES Mexico at [#LESMEXICOac](https://twitter.com/LESMEXICOac)

LES Philippines at [#LESPhilippines](https://twitter.com/LESPhilippines)

LES (USA & Canada) at [#LESUSACANADA](https://twitter.com/LESUSACANADA)

LES Young Members Congress at [#LES_YMC](https://twitter.com/LES_YMC)

LESI Treasurer's Report

Below is a summary of the LESI's revenues, expenses, assets, liabilities and fund balances as of December 31, 2013. In February of 2013, LESI contracted directly with The Sherwood Group to handle our accounting function. The Audit Committee selected a new auditor to conduct a review of our 2013 financial statements, Porte Brown LLC, certified public accountants.



James Sobieraj;
Treasurer for 2013-2014

Finances per 31 December 2013 in US\$ (unaudited)

Revenues

Membership Dues	355,650
<i>les Nouvelles</i> and Membership Directory	296,952
Meetings Revenue	153,005
<i>les Nouvelles</i> Revenue	16,314
Investment Revenue	4,823
Other Revenue	1,423
Royalties Revenue	1,517

Total Revenue **829,683**

Expenses

Publications	195,953
General and Administrative Costs	284,271
LESI Delegates and Board Meetings	169,786
LESI Directors Expenses	75,099
LESI Committees	9,637
Endowment Projects	35,000
Communications	23,338

Total Expenses **793,083**

Excess of Expenses over Revenue—Current Year **36,600**

Current Assets

Cash on Hand	115,392
Cash in Endowment	131,865
Accounts Receivable	142,103
Allowance for Doubtful Accounts	(3,336)
Prepaid Expenses	29,076
Notes Receivable	25,000
Short Term Investments	852,534

Current Assets **1,292,634**

Current Liabilities

Accounts Payable	199,114
Advance Dues, Registrations, Advertising	78,150
Accrued Expenses	—
Due to LES	535

Total Liabilities **277,799**

Fund Balance

Excess of Expenses over Revenue—Current Year 36,600

Total Liabilities and Fund Balance **1,292,634**



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL



LES International Conference

LESI AWARDS

MAY 18-21, 2014 • MOSCOW, RUSSIA



Gold Medal Awards



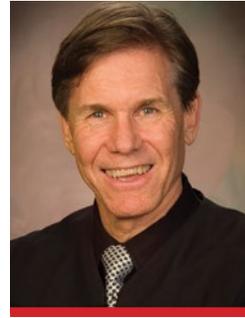
Ronald L. Grudziecki

Ron is a partner in Drinker Biddle's Intellectual Property Practice Group. He has more than 30 years' experience in patent prosecution, litigation, licensing and other aspects of intellectual property, including trade secrets, trademarks and copyrights. Ron has extensive patent and trademark litigation experience before the Federal District Court, the Court of Appeals for the Federal Circuit and the International Trade Commission.

Ron was an active adjunct faculty member at the Georgetown University Law Center, where he taught the Advanced Patent Law Seminar for over 20 years. He has also co-authored several texts on IP including a chapter in the "LESI Guide to Licensing Best Practices." He was also a former patent examiner at the United States Patent and Trademark Office.

He was President of the LES (USA & Canada) in 1999 and President of LES International in 2007. He has served LES (USA & Canada) as a Trustee, Treasurer, Vice-President, President, 1999-2000; the Licensing Executives Society International as Delegate, Chair of the Meetings Committee and of the LES International Affairs Committee, 2000-2002, Vice-President designate, 2002-present; and, The Patent Journal as a member of the advisory board.

Ron received his B.S. in metallurgical engineering from the University of Maryland in 1962 and his J.D. from Georgetown University Law Center in 1968.



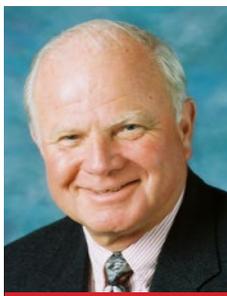
Randall R. Rader

Randall R. Rader is the Chief Judge of the United States Court of Appeals for the Federal Circuit located in Washington, D.C. He has a long career in government and public service. He was first appointed as a Federal Circuit Judge in 1990 and assumed the duties of Chief Judge on June 1, 2010. Previously, he served as a judge on the U. S. Court of Federal Claims. He also served as a counsel and key legislative aide in various positions in the United States Congress.

Chief Judge Rader's most prized title may well be "Professor Rader." As Professor, he has taught courses on patent law and other advanced intellectual property courses at The George Washington University Law School, the Munich Intellectual Property Law Center, and numerous other university programs, including in Tokyo, Taipei, New Delhi, and Beijing. Due to the size and diversity of his classes, Chief Judge Rader may have taught patent law to more students than anyone else. He has also co-authored several texts, including the most widely used textbook on U.S. Patent Law.

He received a B.A. in English from Brigham Young University in 1974 and a J.D. from George Washington University Law School in 1978. He is an avid tennis player and founder of the rock band, De Novo.

Note: Pages 6-9 are a reproduction of the award program distributed at the LESI Annual Conference in Moscow. Gold Medalist Francis Gurry has not been featured due to his absence in Moscow.



Certificate of Merit

E.B. (Ted) Cross

Ted joined the Canadian Innovation Center (CIC) in 1989 as the representative of the University of Waterloo when he was Director of the Technology Transfer and Licensing Office of the University. Ted was involved with technology transfer activities at Waterloo for over fourteen years from 1982 through 1996. Prior to joining the University of Waterloo, Ted spent 25 years in the Canadian chemical industry, completing his industrial career as President and General Manager of Chinook Chemicals Company which he co-founded in 1966, and built the first Canadian methylamines plant at a "green field" site based on licensed-in technology. Ted has a degree in Chemical Engineering from the University of Toronto.

He has served on the Board of Trustees of LES (USA & Canada) and was the Regional VP for Canada from 1999-2003. He is a past-Chair of the Industry-University Transactions Working Group of LES and the Meetings Committee, where his wise counsel was appreciated by all. He is currently an International Delegate for LES (USA & Canada). Ted also sat on the Board of the LES Foundation.

At the community level, Ted was the Chair of the City of Waterloo's Economic Development Committee (WEDC) and was a Founding Member and Director of Canada's Technology Triangle Accelerator Network (CTTAN), now merged with Communitech, CTT's Community Technology Association in Waterloo.



Certificate of Merit †

Barry Quest— In Memoriam

In memory of Barry Quest who passed away on 22nd January 2012, LES International is bestowing a Certificate of Merit. Barry was President of LES (Britain & Ireland) and Secretary of LES International and was a good friend to many LES Members worldwide. Barry made an invaluable contribution both to LES (Britain and Ireland) and to LES International over a long number of years and is much missed.

He specialized in Intellectual Property and was a European Patent Attorney. Barry was Proprietor at iPC2 Intellectual Property Commercial Consultancy in Manchester, UK.

Barry's education included a degree from the University of Oxford in Chemistry.



The President's International Service Recognition

Dr. Hayley French

Hayley is commercial director and general counsel of Apitope International NV, an European biotechnology focusing on the development of therapies for autoimmune diseases. Hayley joined Apitope from the Basel headquarters of Novartis Pharma AG. She was previously a lawyer in the Life Sciences group of Bird & Bird, London specializing in providing advice for a range of spin-outs, biotech and pharmaceutical industry clients. Hayley also worked for the Centre for Applied Microbiology and Research (CAMR) in Salisbury UK as its head of Commercial Legal Affairs.

In addition Hayley has contributed to several LESI committees over the years including as Chair of External Relations, co-chair of the European Committee, Communications Committee and four years as Chair of the Education Committee. As Chair of the Education Committee, Hayley was responsible for launching the LESI courses in many societies such as the Philippines, Korea, China Taipei, Hong Kong, Hungary and Russia. She also helped to initiate train-the-trainer courses. Hayley is currently Vice-President of LES B&I and Vice-Chair of the LESI Life Sciences Committee. She will become President of LES Britain & Ireland in June 2014. She holds both a PhD in Microbiology and a M.Sc. in intellectual property from the University of London.

The President's Most Progressive Society of the Year Award



KOREA

Society of the Year



MÉXICO

Outstanding Activity/Event Award

Ray Hatayama Presentation – "Hello Kitty" 2013



JAPAN



LES (USA & Canada)



Gold Medal Recipients

1971	Dudley Smith †	LES (USA & Canada)
1973	Basil J.A. Bard †	LES Britain and Ireland
1976	John Gay †	LES Britain and Ireland
1977	Marcus Finnegan †	LES (USA & Canada)
1980	Jaques Gaudin	LES France
1982	Bertil Hedberg	LES Scandinavia
1986	John Stonier	LES Australia and New Zealand
1988	Bill Poms	LES (USA & Canada)
1989	Henry Hodding †	LES Britain and Ireland
1990	Michiko Ariga †	LES Japan
1992	Des Ryan	LES Australia and New Zealand
1994	Ken Payne	LES (USA & Canada)
2000	Larry Evans	LES (USA & Canada)
2002	Oliver Axster †	LES Germany
2003	Akira Mifune †	LES Japan
2004	Heinz Goddar	LES Germany
2006	Thierry Sueur	LES France
2006	Rodney De Boos	LES Australia and New Zealand
2007	Mel Jager	LES (USA & Canada)
2007	Robert Goldscheider †	LES (USA & Canada)
2010	Willy Manfroy	LES (USA & Canada)
2012	Francis Gurry	WIPO

About LESI

LES International (LESI) is a global business association made up of 32 national and regional societies, representing more than 10,000 individual members in over 90 countries, all involved in the licensing, transfer and management of intellectual property rights. Individual members include management representatives from large, medium and small companies, scientists, engineers, academics, governmental officials, lawyers, patent and trademark attorneys, and consultants.

LESI hosts international, regional and national conferences throughout the year including the Global Technology Impact Forum (GTIF), publishes the scholarly journal *les Nouvelles*, conducts education training, provides mentorship opportunities with experienced professionals, exchanges best practices, collects and disseminates surveys and manuals, provides opinions on IP policies and regulations and interacts with other professional organisations, international bodies, and IP authorities.



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

www.LES2014.org



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Organizational History

Founded in 1972, and incorporated in 2000, LES International (LESI) is the umbrella organization of national and regional associations for licensing executives. A Board of Directors and Board of Delegates, consisting of representatives of all national and regional societies, oversee the activities of LESI.

Mission

To function as a non-profit professional organization to broadly support LES Societies in their efforts on behalf of individual members by:

- >> Setting and promoting consistent, high professional standards for licensing executives on a global basis
- >> Creating and maintaining various geographically based LES Societies with the necessary number and balance of local members
- >> Providing organizational leadership, coordination and advice
- >> Facilitating professional networking between the members of LES Societies
- >> Providing quality educational content to, and facilitating the sharing of educational content between LES Societies
- >> Informing and interacting with global organizations and policy forums concerning the economic significance and importance of licensing and other transfer of technology and intellectual property rights.



ADVANCING THE BUSINESS OF INTELLECTUAL PROPERTY GLOBALLY

Contact Information:

LESI Administrator
admin@lesi.org
www.lesi.org

Washington D.C. &
The Netherlands



Follow us on Twitter @LESIntl

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LICENSING EXECUTIVES SOCIETY INTERNATIONAL



LICENSING EXECUTIVES INTERNATIONAL



A SOCIETY ENCOURAGING

licensing professionals around the world



Members

LESI International (LESI) is a global business association made up of 32 national and regional societies, representing more than 10,000 individual members in over 90 countries, all involved in the licensing, transfer and management of intellectual property rights. Individual members include management representatives from large, medium and small companies, scientists, engineers, academics, governmental officials, lawyers, patent and trademark attorneys, and consultants.

Benefits

- » LESI International Membership Directory providing global network of IP and licensing professionals.
- » Quarterly journal—**les Nouvelles**, the leading journal in licensing.
- » LESI Global News with hot topics and latest news delivered to you electronically.
- » Website, with exclusive access to search online membership directory and **les Nouvelles** archives.
- » Networking and business opportunities.
- » International, national, regional and local conferences throughout the year.
- » Education and training internally and externally through licensing courses, seminars, webinars and workshops.
- » Involvement in LESI industry, professional and regional committees.
- » Mentorship Opportunities with experienced professionals.
- » Exchange of best practices between and among national and regional societies; Platforms to share common issues and experiences.
- » Collection and dissemination of information, including surveys and manuals.
- » Interface between business, research institutions, legal profession and financial profession (accounting and financing) on an international basis.
- » Promotion of trade in IP internationally.
- » Submission of opinions and comments to governmental authorities on IP related policies and regulations.
- » Interaction with international bodies, regional and national IP authorities and other professional organisations.

LESI International Societies

- | | |
|---------------------------|--------------------|
| » Andean Community | » Israel |
| » Arab Countries | » Italy |
| » Argentina | » Japan |
| » Australia & New Zealand | » Korea |
| » Austria | » Malaysia |
| » Benelux | » Mexico |
| » Brazil | » Philippines |
| » Britain & Ireland | » Poland |
| » Chile | » Russia |
| » China | » Scandinavia |
| » Chinese Taipei | » Singapore |
| » Czech Republic | » South Africa |
| » France | » Spain & Portugal |
| » Germany | » Switzerland |
| » Hungary | » Turkey |
| » India | » USA & Canada |

Membership

Become a member by joining the national or regional society of your territory.

For more information on membership, please visit www.lesi.org or contact the LESI Administrator admin@lesi.org.

Committees

Committees are established within LESI: (1) to gather and collate information of relevance to members' interests (2) to disseminate information to members by various means and support their ongoing professional development (3) to provide interfaces for members with external organizations, and (4) to make recommendations to the Board and the International Delegates for the efficient management of operations.

LESI Industry, Professional and Regional Committees:

- » Americas
- » Asia Pacific
- » Chemicals, Energy, Environment & Materials (CEEM)
- » Copyright Licensing
- » Dispute Resolution
- » European
- » Industry, University & Government Transactions
- » High Technology
- » Life Sciences
- » Patent and Technology Licensing
- » Trademarks, Designs, and Merchandising



LICENSING EXECUTIVES
INTERNATIONAL

Contact

For information on LES International Inc., please contact:

François Painchaud, Secretary LESI

E-mail: Painchaud@robic.com

Phone: 1-514-987-6242



*François Painchaud;
Secretary for 2013-2014*

COLOPHON

Colophon

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Pictures: Courtesy LES International, LES societies, LES members, and Chris Katopis.

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