Nestlé Innovation Partnerships
Licensing & R&D Alliances

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IP business success/pitfall stories - Overview

1. Brief Overview of Nestlé

2. Variables common for successful partnerships

3. Variables common in pitfalls
Nestlé - Mission

Our objective is to be the recognized leader in Nutrition, Health and Wellness and the industry reference for financial performance.
The Nestlé story
Nestlé at a glance

Total Sales* in 2013 (in billion CHF)

- Americas: 40 bn
- Europe: 26 bn
- Asia, Oceania, Africa: 26 bn

* Each region includes Zones, Nestlé Waters, Nestlé Nutrition, Nestlé Professional, Nespresso and NHSc

- CHF 92.2 billion in sales in 2013
- 339,000 employees in over 150 countries
- 447 factories in 86 countries
Nestlé’s Innovation Universe

Core business

- Key technologies
- Early Development
- Patent protection

Emerging business

- In-licensing
- Venture funding
- In-licensing/IP acquisition Outlicensing

Leveraging external know-how
Nestlé’s Research and Innovation Partners

Universities and Public Research

Startups and Biotechs

Innovation Partnerships
Licensing and R&D Alliances: Recipe for Success

- Strategic Alignment
- Cultural Fit
- Risk Sharing Mindset
- Proprietary Differentiated Technologies
Licensing and R&D Alliances: Pitfalls

- Lack of transparency
- Unreasonable expectations
- Lack of alignment
- No definition of success
- No clear objective
- Lack of commitment
To Innovate You need people with Enthusiasm, Determination and Passion. Thank you! Questions?