LES’s (First Ever Virtual)
International Management and Delegates Meeting (IMDM)
Tuesday, May 19, 2020
(via zoom)
<table>
<thead>
<tr>
<th>No.</th>
<th>Time</th>
<th>Description</th>
<th>Presented by</th>
<th>Action</th>
<th>Attachments</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>09:15</td>
<td>10 minutes</td>
<td>John Hall &amp; Mike Leonardi</td>
<td>Presentation, Presentation</td>
<td>Read Infrastructure Budget Memo 2020</td>
</tr>
<tr>
<td>7</td>
<td>09:25</td>
<td>5 minutes</td>
<td>David Boshoff</td>
<td>Presentation</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>09:30</td>
<td>10 minutes</td>
<td>Committee Chairs</td>
<td>PowerPoint Presentation by</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>09:40</td>
<td>10 minutes</td>
<td>Patricia Byrne</td>
<td>Vote</td>
<td>Read WSIP 2020 Nomination Memo</td>
</tr>
<tr>
<td>10</td>
<td>09:50</td>
<td>10 minutes</td>
<td>Andrew Pack</td>
<td>Presentation</td>
<td>WSIP 2020 Report, WSIP 2020 Nomination Memo, Slides</td>
</tr>
<tr>
<td>11</td>
<td>10:00</td>
<td>2 minutes</td>
<td>Gary Pederson, LESI President</td>
<td>Presentations</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>10:10</td>
<td>2 minutes</td>
<td>Dana Lohr</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>10:15</td>
<td>Adjournment of meeting</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
A TRULY GLOBAL ORGANISATION

33 societies
90 Countries
8000 members

FANTASTIC LOCAL, REGIONAL AND INTERNATIONAL MEETINGS ALL OVER THE WORLD
TRULY GREAT RELATIONSHIPS IN THE IP WORLD

A GREAT LESI TEAM
ONGOING SUPPORT AND TOOLS FOR LES SOCIETIES

Speaker database
Presidents' Channel
Business flyer
Briefings

Business advisors to the LESI Board

Ms. Sian Godwin
Head of Search, Evaluation & Licensing Cytiva (formerly GE Life Sciences)
Boston, MA

Mr. Don Drinkwater
Licensing Director
Bose Corporation
Boston, MA

Mr. Jin Yang ("Victor")
Vice President/Group General Counsel
TCL Technology Group Corporation
Beijing, China

Ms. Sarita Venkat
Head of Global IP Transactions
Apple Inc.
Cupertino, California

Engaging closely with industry
PROVIDING EXCELLENT LICENSING EDUCATION

A DYNAMIC, EVOLVING ORGANISATION

Women in Licensing Alliance (WILA) launch in Yokohama
FIRST RATE PUBLICATIONS
in print and digital

LIFELONG CONTACTS AND FRIENDS AROUND THE WORLD
Executive Director’s Report

• Dana Robert Colarulli, Executive Director

- Les Nouvelles (David Drews)
- NNE (David and Esha)
- Washington, DC (Dana)
Executive Director’s Report

• Dana Robert Colarulli, Executive Director

“Advancing the Business of IP”
...by supporting the LESI Board and LES societies globally
LESI Service Recognition Certificates

• Fiona Nicolson, LESI President

Awards Committee Report – Proposed Awards

Co-Chairs:
  • Kevin Nachtrab (LES Benelux)
  • Katsumi Harashima (LES Japan)

Vice-Chairs:
  • Jean-Hyacinthe De Mitry (LES France)
  • Vikran Duangmanee (LES Thailand)
Awards Committee Report

1. LESI Awards
   - Society Awards
   - Individual Awards

2. Processes
   - Who Nominates
   - Who Decides
   - Role of Awards Committee

3. Nominations & Certificates for 2020

LESI Awards & Certificates

Society Awards/Certificates:
- Society of the Year Award
- Most Progressive Society of the Year Certificate
- Outstanding Event/Activity of the Year Certificate

Individual Awards:
- LESI Gold Medal
- LESI Award of Achievement
- LESI Certificate of Merit
- LESI Service Recognition Certificate
### Processes

#### Society Awards/Certificates

<table>
<thead>
<tr>
<th>LESI Award/Certificate</th>
<th>Who Nominates</th>
<th>Who Approves</th>
</tr>
</thead>
<tbody>
<tr>
<td>Society of the Year</td>
<td>Board</td>
<td>Board* &amp; ID*</td>
</tr>
<tr>
<td>Most Progressive Society</td>
<td>Board or ID</td>
<td>Board*</td>
</tr>
<tr>
<td>Outstanding Activity/Event</td>
<td>Board or ID or Societies</td>
<td>Board*</td>
</tr>
</tbody>
</table>

#### Individual Awards/Certificates

<table>
<thead>
<tr>
<th>LESI Award/Certificate</th>
<th>Who Nominates</th>
<th>Who Approves</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gold Medal</td>
<td>Board or Awards Comm.</td>
<td>Board* &amp; ID*</td>
</tr>
<tr>
<td>Award of Achievement</td>
<td>Board or Awards Comm.</td>
<td>Board* &amp; ID*</td>
</tr>
<tr>
<td>Certificate of Merit</td>
<td>Board</td>
<td>Board*</td>
</tr>
<tr>
<td>Service Recognition Certificate</td>
<td>Pres. or Board or ID or Societies</td>
<td>Board</td>
</tr>
</tbody>
</table>

* Approval upon recommendation of Awards Committee

---

### Committee Process

- Nomination Solicitation e-mail sent to each Member Society on 5 December 2019
- Reminders sent on 10 January and 7 February 2020
- Late Responses were accepted
- Eventually Only 9 Societies Responded (but not for all Awards/Certificates)
- Committee Sent Nominations Received and Recommendations to Board for consideration
- Committee transmitted to Board all recommendations received for Service Recognition Certificates
Awards Committee Report

Society Award Nominees

Outstanding Event/Activity of Year:

<table>
<thead>
<tr>
<th>Event/Activity Nominated</th>
<th>Society(ies) Involved</th>
</tr>
</thead>
<tbody>
<tr>
<td>LESI Business Primer Project</td>
<td>None</td>
</tr>
<tr>
<td>LESI Pan-European Conference</td>
<td>LES Spain &amp; Portugal</td>
</tr>
<tr>
<td>YMC Events</td>
<td>LESI YMC</td>
</tr>
<tr>
<td>LESI International Conference</td>
<td>LES Japan</td>
</tr>
</tbody>
</table>

Awards Committee Report

Society Award Nominees

Most Progressive Society of the Year

• LES South Africa
Awards Committee Report

Society Award Nominees

Society of the Year Award

• LES Japan
• LES South Africa
• LES Italy

Awards Committee Report

Society Award Winner

Outstanding Event/Activity of Year:

YMC Events:

LESI Young Members Congress
Awards Committee Report

Society Award Winner

President’s Most Progressive
Society of the Year Certificate:
LES South Africa

Awards Committee Report

Society Award Recommendation

LESI Society of the Year:
LES Japan
### Service Recognition Recipients

<table>
<thead>
<tr>
<th>Member</th>
<th>Member’s Society</th>
<th>Member</th>
<th>Member’s Society</th>
</tr>
</thead>
<tbody>
<tr>
<td>Andre Gorius</td>
<td>LES France</td>
<td>Karin Hofmann</td>
<td>LES Austria</td>
</tr>
<tr>
<td>Madelein Kleyn</td>
<td>LES South Africa</td>
<td>Danie Dohmen</td>
<td>LES South Africa</td>
</tr>
<tr>
<td>Sonja London</td>
<td>LES Scandinavia</td>
<td>Don Drinkwater</td>
<td>LES USA/Canada</td>
</tr>
<tr>
<td>John Carney</td>
<td>LES USA/Canada</td>
<td>Samantha Williams</td>
<td>LES Britain &amp; Ireland</td>
</tr>
<tr>
<td>Vikran Duangmanee</td>
<td>LES Thailand</td>
<td>Amin Huo</td>
<td>LES China</td>
</tr>
</tbody>
</table>

### Certificate of Merit Winners

- **Junko Sugimura**
  LES Japan

- **Hayley French**
  LES Britain & Ireland
Awards Committee Report

Award of Achievement Nominees

Raul Hey
LES Brazil

Patricia Bunye
LES Philippines

Awards Committee Report

Gold Medal Nominee

The Hon. Pauline Newman
U.S. Court of Appeals for the Federal Circuit
On:
• Nomination duly made;
• Recommendation of the Awards Committee; and
• Approval of the LESI Board

We now commend to the LESI International Delegates, the nominations of Pauline Newman, Raul Hey, Patricia Bunye and LES Japan for approval for the awards for which they have been nominated.

LESI Treasurer’s Report

• John Paul, Treasurer
• Mike Lasinski, Assistant Treasurer
**LESI 2019**

<table>
<thead>
<tr>
<th></th>
<th>Actual Revenue</th>
<th>Actual Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Dues</td>
<td>502,546</td>
<td>0</td>
</tr>
<tr>
<td>Investments</td>
<td>4,550</td>
<td>0</td>
</tr>
<tr>
<td>Publications</td>
<td>8,384</td>
<td>238,927</td>
</tr>
<tr>
<td>Meetings</td>
<td>256,910</td>
<td>54,288</td>
</tr>
<tr>
<td>Communications</td>
<td>0</td>
<td>45,909</td>
</tr>
<tr>
<td>Committees</td>
<td>0</td>
<td>2,361</td>
</tr>
<tr>
<td>Administration</td>
<td>0</td>
<td>227,144</td>
</tr>
<tr>
<td>Board Directors Travel</td>
<td>0</td>
<td>75,227</td>
</tr>
<tr>
<td>Special Projects</td>
<td>19,400</td>
<td>11,700</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>791,790</strong></td>
<td><strong>655,556</strong></td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td><strong>2019 Actuals</strong></td>
<td><strong>136,234</strong></td>
</tr>
</tbody>
</table>

Actual includes $175K from 2019 annual meeting paid to LESI in 2020 ($125K more than budgeted)

In 2019 LESI made a profit of $136,324

---

**LESI Budget 2020**

<table>
<thead>
<tr>
<th></th>
<th>Budget Revenue</th>
<th>Actual Revenue to 31 March</th>
<th>Budget Expenses</th>
<th>Actual Expenses to 31 March</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Dues</td>
<td>484,736</td>
<td>304,259</td>
<td>25,000</td>
<td>0</td>
</tr>
<tr>
<td>Investments</td>
<td>4,500</td>
<td>2,287</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Publications</td>
<td>13,000</td>
<td>3,273</td>
<td>186,450</td>
<td>10,385</td>
</tr>
<tr>
<td>Meetings</td>
<td>7,700</td>
<td>26,780</td>
<td>214,000</td>
<td>4,554</td>
</tr>
<tr>
<td>Communications</td>
<td>0</td>
<td>0</td>
<td>52,200</td>
<td>2,548</td>
</tr>
<tr>
<td>Committees</td>
<td>0</td>
<td>0</td>
<td>11,500</td>
<td>0</td>
</tr>
<tr>
<td>Administration</td>
<td>0</td>
<td>0</td>
<td>306,550</td>
<td>71,769</td>
</tr>
<tr>
<td>Board Directors Travel</td>
<td>0</td>
<td>0</td>
<td>72,500</td>
<td>0</td>
</tr>
<tr>
<td>Special Projects</td>
<td>15,000</td>
<td>0</td>
<td>20,000</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>524,936</strong></td>
<td><strong>336,599</strong></td>
<td><strong>20,000</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td><strong>888,200</strong></td>
<td></td>
<td><strong>89,256</strong></td>
<td></td>
</tr>
</tbody>
</table>

-363,264

<table>
<thead>
<tr>
<th></th>
<th>Net Budget</th>
<th>2019 Actuals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Budget</strong></td>
<td>-363,264</td>
<td>247,343</td>
</tr>
</tbody>
</table>

Budgeted loss of $363,264 includes $200,000 in Berlin reserves and excludes an annual meeting surplus (typically $50,000)
LESI 2020 Financial Forecast

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets and Liabilities as 31th December 2019</td>
<td>$1,720,191</td>
</tr>
<tr>
<td>2020 Budget Revenue</td>
<td>$524,926</td>
</tr>
<tr>
<td>2020 Budget Expenses (w/o annual meeting surplus)</td>
<td>$688,200</td>
</tr>
<tr>
<td>Berlin meeting cancellation expenses / reserve</td>
<td>$200,000</td>
</tr>
<tr>
<td>Total Liabilities and Assets as at 31st December 2020</td>
<td>$1,356,927</td>
</tr>
</tbody>
</table>

LESI 2020 Financial Summary

- In 2019 LESI made a profit of $136,324 largely due to the success of 2019 annual meeting.

- The 2020 budget shows a loss of up to $363,264, due primarily to the cancellation of 2020 annual meeting.

- We have reserved $200,000 for Berlin cancellation costs.

- We will be unable to forecast an annual meeting surplus until at least 2022.

- We are enacting current and will continue to seek cost cutting measures such that LESI operates on a budget and can meet its obligations with recurring revenue streams such as annual membership dues.
LESI 2020 Approvals Sought

• LESI seeks approval of the 2020 budget.

• LESI seeks approval of an increase in the membership dues in 2021 of $3 from $64 to $67 per person. It also seeks an additional increase of $3 and $4 in 2022 and 2023, respectively.

Welcome and Plans for the Coming Year from the New Editor of *Les Nouvelles* and *Global News*

• David Drews, Editor
Women in Licensing Alliance (WILA)

• Pam Cox (LES USA-Canada)
• Sonja London (LES Scandinavia)

Young Members Congress (YMC)

• Vincent Bergeron (LES USA-Canada)
• Gina Busku (LES Hungry)
Education Committee Update

- Martin Schneider (LES Switzerland)
- Natalie Raffoul (LES USA-Canada)

2020-2021 Upcoming Committee Work

- Reignite Committee Membership
- Integrating Master Class into EPO/LESI workplan for 2020 and advancing LESI/EPO advanced technology commercialization course
- Online “Train the Trainer” Course
- Events planned for Eastern LES societies, London and Zurich
- Evaluation of and coordination between societies on LESI course offerings, such as LES200/300 series
- Speaker Database continued assistance to LESI
- Tentative project around “Pop-Up Courses”
- LES USA Canada and LESI Collaboration for international content
- Development of LESI/AIPLA licensing course
2019-2020 Committee Highlights

• Appointment of Vice Chairs for 2020-2021
  • Asia – Sung-Pil Hwang – LES South Korea
  • Americas – Bruna Rego Lins – LES Brazil
  • Europe – Thomas Adocker – LES Austria
  • Other regions: Danie Dohmen – LES ZA

• 2 meetings with EPO academy in Munich to further develop LESI/EPO technology commercialization and negotiation masterclass

• Conducted LESI/EPO master class in Basel, Turkey and Dublin

• Successfully assisted LES China with conducting LESI/LES China/CNIPA licensing course in Beijing – attended and instructors included Committee Chairs

• Attended CNIPA/LESI delegation meeting in Beijing

• Successfully held a joint webinar between LESI/WIPO in May 2020 – to develop relationship with WIPO (under existing MoU)

• LES USA Canada outreach with Director of Education, Mark Keagle

Meetings Committee

Chairs:  
• Thomas Adocker (Austria)  
• Anne-Charlotte Le Bihan (France)

Vice Chairs:  
• Arthur Choy (Korea)  
• Alexander Haertel (Germany)
LESI IP Primers / “Business Briefings”

• Karin Hofmann (LES Austria)
• Danie Dohman (LES South Africa)
• Don Drinkwater (LES USA-Canada)

• 3 short information brochures
• Cover essential aspects of protecting and commercialising IP
• Available online (LESI Website, LESI App)
Resource for National Societies

- promoted by national societies
- in connection with a Society event or outreach (e.g. as basis for Webinars)
- with a view to attracting new LES members

- Online & Printable
- Last page designed to contain local contact info
- Translations possible (inform LESI beforehand, placed also on LESI website)

Special Thanks

- Kick off - May 2019 IMDM
- Release - 05.05.2020

**11 Authors**

**3 Working Group Leaders:**
- Jim Malackowski
- André Gorius
- Alfred Chaouat

**Several Reviewers**
Edits by Business Writer
Design: Noemi Montanaro

**3 Steering Group Members:**
- Don_Drinkwater@bose.com
- karin.hofmann@tuwien.ac.at
- Danie.Dohmen@adams.africa

... available for queries and comments
Attracting Business Task Force

- André Gorius  (LES France)
- Scott Johnstone  (LES Britian & Ireland)
- Natalie Raffoul (LES USA-Canada)
- Sung-Pil Hwang (LES Korea)

Nominating Committee Report and Vote

- Patricia A. O. Bunye (LES Philippines)

<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audrey Yap</td>
<td>LES Singapore</td>
<td>President</td>
</tr>
<tr>
<td>John Paul</td>
<td>LES USA/Canada</td>
<td>President-Elect</td>
</tr>
<tr>
<td>Fiona Nicolson</td>
<td>LES Britain/Ireland</td>
<td>Immediate Past-President</td>
</tr>
<tr>
<td>Mike Lasinski</td>
<td>LES USA/Canada</td>
<td>Treasurer</td>
</tr>
<tr>
<td>Pamela Cox</td>
<td>LES USA/Canada</td>
<td>Corporate Secretary</td>
</tr>
<tr>
<td>Tatiana Campello</td>
<td>LES Brazil</td>
<td>Vice President</td>
</tr>
<tr>
<td>Sergey Dorofeev</td>
<td>LES Russia</td>
<td>Vice President</td>
</tr>
<tr>
<td>José-Miguel Lissen</td>
<td>LES Spain/Portugal</td>
<td>Vice President</td>
</tr>
<tr>
<td>Christopher Shaowei</td>
<td>LES China</td>
<td>Vice President</td>
</tr>
</tbody>
</table>

Counsels to the Board as confirmed by the incoming President

<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mattia Dalla Costa</td>
<td>LES Italy</td>
<td>Legal Counsel</td>
</tr>
<tr>
<td>Russell Levine</td>
<td>LES USA/Canada</td>
<td>Legal Counsel</td>
</tr>
</tbody>
</table>
Nominating Committee Report

- Patricia A. O. Bunye (LES Philippines)

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Paul (LES USA/Canada)</td>
<td>President</td>
</tr>
<tr>
<td>Ichiro Nakatomi (LES Japan)</td>
<td>President-Elect</td>
</tr>
<tr>
<td>Audrey Yap (LES Singapore)</td>
<td>Immediate Past-President</td>
</tr>
<tr>
<td>Mike Lasinski (LES USA/Canada)</td>
<td>Treasurer</td>
</tr>
<tr>
<td>Pam Cox (LES USA/Canada)</td>
<td>Corporate Secretary</td>
</tr>
<tr>
<td>Sergey Dorofeev (LES Russia)</td>
<td>Vice President</td>
</tr>
<tr>
<td>José-Miguel Lissen (LES Spain/Portugal)</td>
<td>Vice President</td>
</tr>
<tr>
<td>Karin Hofmann (LES Austria)</td>
<td>Vice President</td>
</tr>
<tr>
<td>Junko Sugimura (LES Japan)</td>
<td>Vice President</td>
</tr>
</tbody>
</table>

2021-2022 Proposed Slate

Incoming LESI President’s Report

- Audrey Yap
Audrey Yap
LESI President 2020/2021

History inspires Innovation!
Innovations to fight Covid-19

The Renaissance of LESI Through Innovation

**TASK FORCE**

*High Growth Enterprises (HGE - focusing on SMEs which represent a huge potential for the future growth of LES)++

*LESI Innovation Trends (LIT - important new areas of technology that will light our path ahead)

*LESI Industry IP Festival (LIIF – integrating IP with the life of business)

++ see dedicated June Les Nouvelle publication sponsored by EPO

Step up and contribute! Join them!
The holy grail for **all businesses** (especially HGEs) is to understand **how to use IP for business growth**.
Let's advance the business of IP

Thank You.
Audrey.Yap@lesi.org
Report on Upcoming Meetings

• LES USA-Canada Annual Mtg (Philadelphia, USA) - Gary Fedorochko
  October 18-20, 2020

• LESI Annual Mtg (Seoul, Korea) – LES Korea
  May 2021

Save the Date:
LES 2020 Annual Meeting
October 18-20

Discover how to protect and commercialize technologies that were once the future and are now omnipresent.

Learn more and reserve your spot at lesmeetings.org/am20/