MINUTES OF THE
INTERNATIONAL MANAGEMENT AND DELEGATES MEETING ("IMDM")
LICENSE EXECUTIVE SOCIETY INTERNATIONAL (LESI)

Held on May 19, 2020 at 08:30 AM EDT (virtually via Zoom)

ATTENDANCE
LESI Board
International Delegates of Member Societies ("Delegates") to the meeting (in person or represented by proxy)
Permitted Observers
SEE LIST ATTACHED AS APPENDIX "A" TO THESE MINUTES, INDICATING BOARD/DELEGATE/PROXY/OBSERVER STATUS

(Note: Where the term "presentation" is used, copies of this presentation are available on the LESI website at https://www.lesi.org/about/lesi-meeting-documents/virtual-2020)

1. **CHAIR AND SECRETARY OF THE MEETING**
   Fiona Nicolson ("Fiona"), LESI's President, chaired the meeting and, Rob McInnes ("Rob"), LESI's Corporate Secretary, acted as secretary.

2. **QUORUM**
The attending Delegates representing the majority of all Delegates were either present or presented by proxy. Quorum was reached and Fiona declared the meeting properly convened.

3. **OVERVIEW OF THE MEETING**
Dana Colarulli ("Dana") informed the meeting participants on the running of the meeting and how to use Zoom.

4. **APPROVAL OF THE MINUTES OF THE YOKOHAMA IMDM**

   | IMDM 2020-1 | Upon motion proposed and seconded, IT IS UNANIMOUSLY RESOLVED to ratify the minutes of the International Management and Delegates Meeting held in Yokohama on May 26, 2019. |

5. **PRESIDENT'S REPORT**
Fiona presented the following report highlighting initiatives and achievements during 2019-2020.

6. **EXECUTIVE DIRECTOR'S REPORT**
Dana shared his background and BIO. He noted the importance and value diversity of membership to the organization as well as the aggregated expertise of long-time members. He noted that he had worked with organisations that had similar challenges. And thanked David Massey and Esha C at NNE, and David Drews, the Editor of les Nouvelles. He also thanked sponsors for the cancelled Berlin meeting who agreed to donate some of their sponsorship to offset those costs.

7. **AWARD PROPOSALS**
Kevin Nachtrab ("Kevin") announced the awards per the Awards Committee report. The awards

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1 72 delegates were present or represented by proxy at the opening of the IMDM representing 28 Member Societies. No Delegates were present from the following Member Societies: Andean Countries, Arab Countries, China-Hong Kong, Malaysia, and Poland.
were voted on and approved by the delegates. Certificates were then presented as follows:

_Society Award Winner for Outstanding Event/Activity of Year:_
- YMC Events: LESI Young Members Congress

_Society Award Certificate Winner for President’s Most Progressive Society of the Year:_
- LES South Africa

_Society Award Recommendation for LESI Society of the Year:_
- LES Japan

_President’s Service Recognition Recipients:_
- John Carney (LES USA-Canada)
- Danie Dohmen (LES South Africa)
- Don Drinkwater (LES USA & Canada)
- Vikran Duangmanee (LES Thailand)
- André Gorius (LES France)
- Karin Hofmann (LES Austria)
- Aimin Huo (LES China)
- Madelein Kleyn (LES South Africa)
- Sonja London (LES Scandinavia)
- Samantha Williams (LES Britain & Ireland)

_Certificates of Merit:_
- Hayley French (LES Britain & Ireland)
- Junko Sugimura (LES Japan)

_The Peter K. Hess Awards of Achievement:_
- Patricia Bunye (LES Philippines)
- Raul Hey (LES Brazil)

_Gold Medal Winner:_

The recipients were congratulated by the Board and all the Delegates.

8. **TREASURER’S REPORT**
- **Budget review**

  _John Paul ("John")_ reported the following:
  - Noted that last year, the organization realized an unexpected surplus, and this year there was an unexpected loss.
  - Expect decline 5% membership, others say more
  - $200K reserved to cover for Berlin costs

Focus for the upcoming year:
- Support national societies
- Reduce hard copy publications
- Budget conservatively
- Look for new revenue streams, cost reductions
Mike Lasinski ("Mike") reported:

- Explained that a dues increase was needed because of a predicted 5% decrease in overall membership; for some LES Societies that decrease may be greater, reiterating the point made by John.
- Plan to increase role of Northern Networking Events; Noted that Dana Colarulli was a high-level presence that is important to LESI’s future growth
- Reported that they have identified approx. $40K in savings for next year, including a publications cost cut from $238K to $186 in 2020
- Further reductions possible, but the coming year was a transition the new and old editors overlapping
- Proposed dues increase is incremental over the course of three years:
  - $3 in 2021
  - $3 in 2022
  - $4 in 2023

LES financial outlook for 2020 and 2021

Approval of the Annual Dues and Dues for 2021

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Upon motion proposed and seconded, IT IS UNANIMOUSLY RESOLVED to move forward with the increase of annual dues.

Result: 63 votes for yes and 9 votes for no.

9. PUBLICATIONS

David Drews ("David") presented – remarks from the new Editor of les Nouvelles and LESI’s Global News. He discussed plans for the coming year. He also thanked Larry Plonsker, former editor, for his help in transitioning and his many years of service to LESI.

Les Nouvelles a key part of LESI’s education focus and brand visibility. EPO SME theme issue a success. He asked delegates to submit content to both les Nouvelles and Global News

Dana – looking for sponsorship of les Nouvelles issues – also thanked Larry Plonsker, former editor.

10. COMMITTEE REPORTS

- Women in Licensing Alliance (WILA)
  Pamela Cox ("Pam"), per her written Committee Report

- Young Members Congress (YMC)
  Vincent Bergeron ("Vincent"), current chair, and Georgina Busku ("Gina"), incoming chair, provided a report on their activities:
  - 10th anniversary of YMC
  - New committee members (now more LES Societies have established YMC Committees)
  - Survey results:
    - 93% satisfied with events
    - 96% would recommend
    - 90% say plays a big part in renewal of LES membership

Gina – Announced that the coming year would include virtual events and a YMC Tournament – IP trivia and article submissions for les Nouvelles.
Education Committee

Martin Schneider (“Martin”) and Natalie Raffoul (“Natalie”), presented the Committee Report
Noting that work would continue on an online “train the trainer” course
Fiona – acknowledged role of LES Benelux in implementing the China course

Meetings Committee

Thomas Adocker (“Thomas”), per the Committee Report
- Thanked LES Germany for their efforts regarding the cancelled in-person Annual Meeting
  and said that events in the coming months would be virtual, as a result of the global pandemic
- Future conferences: 2021 Seoul, 2022 Venice (contracts signed), 2023 USA/C proposal is
  being worked on, 2024 proposal is Australia/NZ
- Also gave a massive thanks to Junko for the success of LESI Yokohama 2019

IP Primers / LESI Business Briefing

Karin Hofmann (“Karin”) – introduced 3 x brochures regarding the essentials of IP: IP management,
IP valuation, IP licensing (see: Business Briefings). The three publications were developed a resource
for societies to use in localized program and societies were encouraged to translate them as needed.

Attracting Business Task Force

André Gorius (“André”) – thanked Fiona for her support for this project. He said that the focus of
their project was to help CEOs see IP as a key business driver. He noted that materials, an outreach
plan and naming of four business advisers to LESI were part of their efforts.

11. NOMINATING COMMITTEE REPORT AND VOTE

Patricia Bunye (“Patricia”) lead the vote on the LESI Board nomination slate for the Presidential Year

Audrey Yap President
John Paul President-Elect
Fiona Nicolson Immediate Past-President
Mike Lasinski Treasurer
Pamela Cox Corporate Secretary
Tatiana Campello VP
Sergey Dorofeev VP
José-Miguel Lissen VP
Christopher Shaowei VP

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Upon motion proposed and seconded, IT IS UNANIMOUSLY RESOLVED that the individuals mentioned in the slate as presented
to the Delegates (see above) be and they are hereby elected as Board members to hold office for the year 2020-2021 and that each
of them is elected to the position of officer associated to their respective names for the year 2020-2021.

It is also noted that the following individuals will act as counsels to the Board and the President for the year 2020-2021:

Russell Levine Legal Counsel
Mattia Dalla Costa Legal Counsel
12. INCOMING PRESIDENT’S REPORT
Audrey Yap (“Audrey”) provided opening remarks and discussed her theme for 2020-2021. She referred to the 13(a) LESI WPM Report and 13(b) LESI WPM Breakout Session Results also included in the materials.

She noted that she planned to establish 3 task forces:
- High growth enterprises
- Innovation trends
- Industry IP festival

She stated that she planned to host quarterly “in conversation” with the National Presidents and presented slides to elaborate on her call to action, elaborating on her “LET’S Innovate” logo, explaining the significant behind its design.

13. UPCOMING MEETINGS
- LES USA & Canada 2020 Annual Meeting – Philadelphia
  Gary Fedorochko (“Gary”) – reported that they were still planning that annual meeting would take place in-person, but that they had developed a contingency plan to make it virtual. The agenda of the meeting having been exhausted and no other matters having been put forth by members, the meeting was declared adjourned.

Reported by
Rob McInnes
Corporate Secretary and
Secretary of the meeting

Additional edits made by LESI Staff (d.colarulli)