

Now Open for Submissions!

LES Royalty Rates and Deal Terms Surveys

▶ PHYSICAL SCIENCES (formerly CEEM) INDUSTRY

We are excited to announce that the LES royalty rate and deal term surveys for Physical Sciences (formerly CEEM) is now open for submissions.

Licensing Executives Society International (LESI) and LES USA-Canada are conducting this global survey to update the previous version done in 2009.

A FEW FACTS:

What are the LES royalty rate and deal term surveys?

- ▶ The surveys collect information on recent IP deals in particular industries.
- ▶ The data that results from the surveys is digested to provide benchmarking information.
- ▶ IP and licensing professionals use the information in negotiations.

What information do the LES surveys provide that is useful to industry?

- ▶ License deal terms
- ▶ Payment structures
- ▶ Other features of recent transactions
- ▶ Update on market trends based on specific deals
- ▶ A retrospective look of changes over time
- ▶ Insight on how deals are structured and why
- ▶ Insight on the rationale of the parties
- ▶ Highlights what licensing features are chosen and used in transactions

How many transactions have been included in past LES surveys?

- ▶ Amongst the three industry sectors - High Tech, Life Sciences, and Physical Sciences (formerly CEEM), more than **1450 deals**, over the course of nearly 15 years have been analyzed as a result of survey outreach.

How often are the LES surveys conducted?

- ▶ Life Sciences surveys bi-annually since 2008, most recently in 2021.
- ▶ High-Tech surveys tri-annually since 2011, most recently in 2021.
- ▶ Physical Sciences (Formerly CEEM - Chemicals, Energy, Environmental and Materials) survey was previously conducted in 2009.

Why is your participation in the LES surveys important to you and the industry?

- ▶ More input produces more detailed data and better benchmarks.
- ▶ Better benchmarks provide more reference points and certainty in royalty rates and other terms.
- ▶ Better benchmarks help the industry more efficiently and effectively negotiate the royalties and structure of future deals.

Who can access the results to the LES surveys and what is the cost?

- ▶ LES members can obtain an executive summary and the full reports for free as a benefit of LES membership.
- ▶ The public may obtain an executive summary for free and full reports for a fee.

Vault
Accounting. Analytics. Research.

Vault Consulting, an expert in research and confidential surveys, has been retained to administer these surveys. Anyone can contribute at no cost. Each survey response is completely confidential and complies with GDPR privacy requirements.

YOUR PARTICIPATION IS CRUCIAL!



Details on how to participate at:
▶ www.lesi.org ▶ www.lesusacanada.org