



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL INC.

LES INTERNATIONAL INC.

A large, stylized world map in a dark blue color is centered on the page. The map shows the outlines of continents and is set against a lighter blue background. The map is partially overlaid by the text of the title.

Annual Report 2007

*Connecting
Licensing Professionals
around the World*

Connecting Licensing Professionals

As many of you are aware, "Connecting the Licensing Professionals Around the World" is the official tag line of LES International (LESI), adopted several years ago. Therefore it is a basic guideline for us to determine the policies and activities of LESI. LESI is at present composed of 32 societies, and each society is placed under the umbrella of LESI. However, LESI has been trying to keep out of the management of each society, and historically each society decides its activities independently by its own leadership. In this sense, despite the umbrella of LESI, I know many LES societies actively plan and conduct their own activities for the benefit of their members within their own region.

Although there are some societies whose activities seem insufficient, it is important for us to assist them and achieve cooperation with them for the benefit of their members and members in the rest of the world. Otherwise, we will fail to accomplish our common goal, i.e., "Connecting the Licensing Professionals Around World." There are many ways to connect the members worldwide, and the educational and networking activities being made by the respective LESI committees are all good examples. Another example is for the members to get together internationally, and hence to develop the International Conference and have them held at diversified venues. It is not always practical to have members worldwide got together in one place. So, LESI will continue to manage and conduct the International Conferences as most attractive to the members at large, but also will think about more regional activities for the local members who are not able to attend the International Conferences due to the venue, cost, etc. One realistic movement is to have a seminar or conference held in one society with support by the other societies in the same region.

At present LESI has "three regions": Americas, Europe and Asia Pacific, and we have "the regional presidents meeting" and "the regional committees." On this basis, the Pan Europe Conference is being held in Europe when the LESI International Conference does not take place in Europe in that year, which assures that the members in the region can attend an international conference every year, such as one in Amsterdam this September. This is a good and successful example of our objective and LESI encourages the leaders of the other two regions to try a seminar or conference, which may fit the regional situation.

In fact, the Americas carried out a seminar tour this August wherein LES (USA & Canada) sent excellent speakers to Brazil, Argentina and Chili for a week. This is, as I understand it, the first try for the Americas. The host societies appoint local speakers, and set up the venues and promotions for it. I joined the tour from LESI in order to support this meaningful effort.



Chikao Fukuda, President LESI 2007-2008

By the time you read this, we will have some results from this effort and I am confident that it will be appreciated by the local members and non-members who are interested in licensing and technology transfer, and that it becomes a step forward to the future planning. I also note this will contribute to the long pending issue of "visibility" of LES.

In fact it needs great power and initiative to plan and actually organize this kind of tour, but it is really important for all of us to do something you/we can do now. I very much appreciate the speakers and many others concerned who spent much time and energy on the tour.

I would like to express my sincere thanks for everything you have extended to me during my year, and I ask for your valuable support to my successor, Adam Liberman.

Chikao Fukuda

President LES International 2007-2008

LICENSING EXECUTIVES
INTERNATIONAL

Society Reports

LESI is an association of, at present, 32 national and regional societies having almost 12,000 members worldwide. In this section, national and regional societies report on their activities in 2007 and future activities. For more information, please contact the society at its address given in the listing further on in this Report.

LES Andean Community

2007 proved to be another good year for LES Andean Community. The highlight of the year was the V Regional Congress "Technology: A Practical Approach," held in Costa Rica from 20 to 23 October. Though not as well attended as we had hoped, the people who assisted enjoyed the convention and had the opportunity to meet delegates from several countries of Central and South America, as well as listen to renowned speakers in the area of intellectual property rights from countries such as Chile, Argentina, Ecuador, Colombia and Costa Rica.

Thanks to the V Congress experience, the members of the board have taken into consideration the possibility of expanding the enrollment process in order to include members from Central American countries; this idea will be discussed by members in the future. For now the society has undertaken an intensive promotional effort which includes mail campaigns directed at IP professionals, business development directors, research center directors, trademark and patent attorneys and legal experts. As a result, during the last year the society has welcomed 16 new members, increasing its membership by 32%, for a total of 67 members.

In addition, the society has been involved in organizing one-day lectures relating to patents, licensing, copyright and trademarks in collaboration with organizations that have complementary objectives to LES; a recent example was the business breakfast offered in Bogotá on the subject "Strategic Alliances, Innovation and Patents: Key Elements for Competitiveness," in cooperation with WIPO and the Colombian American Chamber of Commerce.

In 2008, LES Andean Community will hold its VI Regional Congress "Technology Licensing Advanced Techniques" in Bogotá from 9 to 12 September. Next year we hope to increase the number of attendees to the convention and are looking forward to the "Technology Valuation and License Negotiation" course which will be given by Dwight Olson, Paul Germeraad and Willy Manfroy. The new Board of Directors for the period 2008 – 2010 will be elected during our annual assembly, which will take place during the VI Regional Congress.

Finally, the society's priorities for the next term are: (i) renewing the interest and commitment of its members for the activities developed by the society; (ii) making LES Andean Community more visible with respect to organizations operating in the field of IP management and technology transfer; (iii) increasing the number of active members and developing the professional communication and cooperation between them; (iv) actively using the LESI website as a platform in that respect.

LES Arab Countries

Licensing Executives Society-Arab Countries (LES-AC) continued to maintain a high level of activity during 2007, placing enormous focus on education and training.

In January 2007, the Society held its annual meeting in Jordan, chaired by LES-AC president, Mr. Talal Abu-Ghazaleh, and attended by Mr. Ron Grudziecki, LESI president, as a guest of honor and LES-AC board members and general assembly members. The board members established a long range planning committee and adopted new strategic

objectives to achieve this vision: The key Arab organization for Pan-Arab technology development and business integration.

LES-AC has organized many interesting IP related educational activities in 2007. We held a successful course on "Impact of Patents Concept Elaboration on Medical Drugs and Pharmaceutical Composition in the Developing Countries," January 5-6 in Amman, Jordan and "Managing IPR's Licensing Agreements," May 30-31 in Cairo, Egypt. Furthermore, a business meeting entitled "Articulating the Value of Intellectual Property, an Integrated Approach for Managers" was conducted on May 28, hosting Prof. James Conley as a keynote speaker. The meeting attracted more than 70 participants.

The society launched the first level of its professional development program "Arab Certified IP Licensing Practitioner" (ACIPLP) during 2007 in Jordan and Lebanon, and is looking forward to offering it in the rest of the Arab region in the coming years. Thirty five participants from different Arab countries attended the first level of the ACIPLP program.

An LES-AC delegation participated in the LESI Annual Conference which took place June 16-20 in Zurich. On the sideline of the conference, LES-AC delegation developed a new educational plan for the society during a meeting held on June 17 chaired by LES-AC President, Mr. Talal Abu-Ghazaleh.

At the regional level, the society participated in two major events. One event was held in November titled, the "Fifth Investing in Technology Forum" in Jordan and the other in December, the "IP Middle East Forum 2007" in the United Arab Emirates.

Among other activities, a series of publications were issued, including the Arabic version of the "LESI Guide to Licensing Best Practices" book; the English version of "Guidelines to Licensing and Technology Transfer Agreement" booklet; and the ACIPLP program guide "How to Become an Arab Certified IP Licensing Practitioner" in Arabic, along with other surveys and LES-AC electronic newsletters.

Our society concluded the year with its Board of Directors meeting on December 9 in Amman-Jordan; the meeting underscored the Society's intention to launch certified training centers in the Arab region in order to accommodate its economy with all the developments facing the region.

Finally, LES-AC welcomed 35 new members during 2007.

LES Argentina

Since the International Conference that took place in Buenos Aires in March 1995 when Norman Jacobs visited our country, we have not had the chance to welcome an International President. In 2007 we were very pleased that LESI President Ron Grudziecki visited and spoke at our luncheon on April 16 with 20 members in attendance. Ron addressed the issue of the US Supreme Court decisions affecting licensing.

During the rest of the year delegates from LES Argentina attended the Zurich meeting. While it was not possible to be in Vancouver for the second delegates meeting of the year, members of LES Argentina attended the conference. LES Argentina sent speakers to the EXPO Licensing 2007 meeting, which took place in Mexico City on September 18-20, co-sponsored by LES Mexico. The subject of the presentation by Fernando Noetinger was "Confidentiality in Licensing Agreements." On September 19 and 20, Gustavo Giay spoke at the Congress ELDIPAT 2007 "The Challenge of Commercializing and Profiting from an Investment in Intellectual Property" organized by the European Patent Office (EPO) and the National Institute of Intellectual Property (INPI) in cooperation with

the World Intellectual Property Organization (WIPO) and the Spanish Patent and Trademark Office. The topic of his presentation was "Patent Licensing as a Company's Strategy."

Efforts to increase membership of LES Argentina continued, although the results are yet to be seen. To increase LES's visibility in Argentina we are planning some educational activities to take place in 2008 as part of the America's Program, which was initially launched within LESI some years ago.

LES Australia and New Zealand

My two year term began at the 2007 Annual Conference, held in Broadbeach on the Gold Coast in Queensland. Both Mark Horsburgh and Paul Thompson are to be commended for the outstanding calibre of speakers representing both international and local talent. Registrations exceeded expectations with over 130 attending, and feedback was very positive.

To help promote our conference, the services of a PR consultant were contracted. The role of this firm was to raise awareness of our organization for recruitment purposes, and to help promote the speakers and the conference. Because of the publicity our event received, a number of articles went to print in mainstream media and some of our speakers gained public recognition. This approach has also been adopted for the 2008 Melbourne conference.

My initial focus as president was to evaluate the working structure of the Trustee positions and to enhance the way we utilize our volunteers and their skills. To begin with, a review was conducted on our current practices and then a strategic plan initiated discussion that led to the following key roles being assigned to individual Trustees and other office-bearers:

1. Communications
2. Website
3. IAM
4. Marketing/PR
5. Partnership
6. Learning
7. Membership

Each of these functional leaders has been given autonomy to define their role, build a support team around them, and delegate tasks in order to achieve the objectives in the strategic plan. I wish to thank each of the Trustees for the enthusiastic way in which they responded to the challenge of their allocated role. Regional chairs were responsible for building the local elements of the team that will support each of these leaders.

I would also like to thank and acknowledge the effort of our Regional Chairs. Without their dedication, we would simply not have a healthy, functioning organization. While at the outset some of these initiatives will create some additional tasks, it is my belief that in the medium term, these changes will make their roles easier and more rewarding, and will provide a succession plan for future Trustees.

Our drive for new members is starting to gain traction. We set a goal of 600 members by 2009. For us to reach our goal, it is important that every member consider whom among their colleagues or peers from other organizations would benefit from LESANZ membership, and then to provide the names of those prospective members to the Regional Chair for your region, or if you have a local Membership Chair, to that person. The prospective members will be sent some information on LESANZ and the benefits of joining, along with an application form.

As Chair of the Asia Pacific Presidents, I have also agreed to try to

increase communication among LES societies. I intend to collate interesting news items from around the region and send them through to the Asia Pacific Presidents, to forward on to their respective memberships.

On the issue of communication, one of the key messages coming from LES International is that all LES members should be encouraged to use your most valuable membership benefit, the LESI website. Each LESANZ member has their own username and password for this site. On the site you will find not only searchable archived copies of les Nouvelles, but also a number of industry and subject specific forums. You can use these forums to post questions or comment on topical issues, or just engage in conversation with your fellow licensing executives around the world. You can also manage committee memberships to access industry-specific news and contacts, and search the membership directory. Please take the time to explore the site and use its features.

I also wish to add my congratulations to Adam Liberman, who in 2009 will take on the role of LESI President. This is a testament to Adam's dedication to LES over many years and I wish him well in his lead up to that new role.

By Simon Rowell

LES Austria

In January, LES Austria had its annual meeting, in which the board reported about the society's activities in the year of 2006 and its agenda for 2007 as far as already determined. Furthermore, the results of the accounting of the society's financials have been approved and the society's existing officers were re-elected for the term of 2007.

At the end of March, our former treasurer Meinhard Ciresa, spoke on a seminar which was held in cooperation with RedEd Business-to-Business Education. The subject of his speech was the secure marketing and exploitation of intellectual property.

Throughout the year, the board came together several times to discuss various issues on the agenda, mainly opportunities and improvement potential to cooperate with other pertinent organizations or related societies.

LES Benelux

LES Benelux is pleased to report that its society is in good shape. Our membership has continued to increase despite a fair number of members that cancelled their membership. Our program committee did an excellent job by organizing very interesting meetings covering highly topical subjects. Particular reference is made to our meeting on "Life Science – Recent Developments in the Biotech Industry of the Low Countries" that took place in October. In April a well attended, special one-day meeting in Luxembourg was organized to raise IP and licensing awareness among companies from that area.

Our annual two-day licensing course took place in November in Eindhoven. Many people came, and it is noted with great pleasure that a high number of members from other LES societies participated. The negation case study, lead and organized by Allen Norris and Bill Bird was well-received.

Our organizing and program committees made considerable progress in planning the Pan-European Conference that will take place on 28-30 September 2008 in Amsterdam. The title of the conference is "Open Innovation – The New Paradigm?", and the program committee already formed the foundation of a program that will be of great interest to all LES members. Members of all other LES societies are most welcome to attend the conference!

LES Brazil

2007 was very important to LES Brazil and to the promotion of licensing, technology transfer and collaborative arrangements in the Brazilian territory. LES Brazil successfully completed its first LESI training course (LES 101), which has met with favorable repercussions, including requests for the implementation of LES 102 and 103, in particular by INOVA, the innovation agency of the University of Campinas, and the Federal University of State of Minas Gerais.

The first LESI training course (LES 101) was taught by several LES Brazil members, including Gabriel Leonardos, Henry Sherrill, Luiz Henrique do Amaral, and Rodrigo Ouro Preto among others. More than forty people attended the program. We are currently working on translating and adapting LES 102.

During 2007, members of LES Brazil began planning an event to be held in Latin America with a group from LES (USA & Canada), and for its first Annual Seminar.

Our president, Clarisse Escorel carried out duties as Chair of the Americas Committee. Her efforts led to her election as Vice President of LES International in 2008. Society members participated in the Americas Committee, the Patent and Technology Licensing Committee and Trademarks and Character Licensing Committee, among others. The Brazilian team at LESI meetings included João Marcello Assafim, Juliana Viegas, Raul Hey and Rodolfo Martinez Y Pell. Raul Hey took over as president for Clarisse, who was forced to reduce her activities as an expectant mother-to-be.

In August, Raul Hey participated in a meeting with WIPO and the Brazilian National Institute of Industrial Property (INPI) to discuss a joint program to set up courses on patent drafting and licensing of intellectual property.

In December, the new board of LES Brazil was elected with Raul Hey as President; José Carlos Vaz e Dias as a Secretary Director; Tatiana Campello as Event Promotion Director; João Marcelo Assafim as Treasurer-Director, and; Juliana Viegas and Rodolfo Martinez Y Pell as Delegates.

These developments, as well as recent changes in laws affecting licensing and innovation development, and a growing consciousness among Brazilian businesses and government as to the importance of research and development and of care for intangible property as important corporate assets, bode well for the continued growth and development of LES Brazil for 2008.

LES Britain and Ireland

LES Britain & Ireland has continued to thrive and deliver its program of regular evening meetings in London and the regions. At our Annual Lunch in February at the Savoy, Sir Jonathon Porritt urged us to recognize that the transition to a sustainable world needs to start now, because it will take 10-15 years just to lay the foundations for success. His talk led us to establish a new Special Interest Group in Technology Licensing for Renewables and Industrial Biotechnology.

We ran two versions of the Fundamentals of Intellectual Asset Management courses (101, 102 and 103), one in London at the end of February and the other at our Annual Conference. The Annual Conference was held in September at Trinity College Dublin and we were delighted to welcome LESI President, Ron Grudziecki, who opened the event for us. He also very kindly agreed to present awards to two long serving members of LES B&I. Chris Goodman has contributed enormously to LES B&I over many years, including two terms as president. He also served on the Education Committee of LESI. Donald O'Connor contributed to the development of the Irish Committee and also found time for

significant involvement in the Council of LES B&I, including a year as president.

The conference was a success due to the hard work of Alistair Payne, Jeanne Kelly and the Irish Committee together with Nigel Jones, our Vice President, who put together an excellent program. Because the AGM of LES B&I has to be held in the UK and not Ireland, we conducted the formal business and then held a party at the Institute of Directors on 4th July. We were lucky enough to have the recently appointed Chief Executive of the UK Intellectual Property Office, Ian Fletcher, to speak to us. He flagged up the intellectual property issues that he sees arising in the short and long term future, particularly the "iceberg" arising out of numerous new patent filings in China, and the dearth of patent examiners in Europe who can read those patents. All around, it was another busy year in Britain & Ireland with much to interest our members and many networking opportunities, both locally and nationally.

LES China

The past year has been fruitful and eventful. With 50 members comprising of lawyers, industry members from universities, private companies, as well as institutions relating to technology/intellectual property, LESCHK has been able to raise the profile of the sub-chapter both locally and internationally. LESCHK is pleased to announce one new council member, Ms. Jenny Wang of China Patent Agent (HK) Limited. Two new committees have also been formed, the Legal Committee and the Industry Liaison Committee.

LESCHK enjoyed an action-packed year with activities ranging from seminars and presentations to regional conferences. These events were further enhanced with talks by unique individuals. LESCHK members participated in three informative and intriguing seminars. The first presentation was given by Ronald Grudziecki, president of LESI; the second was given by Alice Agan, director of the technology & licensing office at the Chinese University of Hong Kong; and the third was given by Priscilla Wong, managing director of Long Wise Inc. (a well-known licensing agent). In May, LESCHK was also involved in the "Experience Sharing Workshop" organized by Hong Kong Trade Development Council ("HKTDC") in Shenzhen and Dongguan. LESCHK's council member Helen Tang spoke at both seminars.

Yvonne Chua, chairman of LESCHK spoke at luncheon talks on "Investing in China – Practical Suggestions on Protecting Your Intellectual Property Rights" in Bangkok and Singapore, jointly organized by the HKTDC, the Thai HK Trade Association and the HK Singapore Business Association. LESCHK supported the Hong Kong Licensing Show 2007 and the 4th Premier Asian Licensing Awards Presentation Gala. Yvonne Chua gave another enlightening presentation at the Hong Kong International Licensing Conference 2007.

LESCHK's council member Billy Lam attended the EAPIC 2007, which was held in Singapore on 13-14 September. This is a patent information conference held annually in Asia, jointly organized by the European Patent Office and the Intellectual Property Office of Singapore. With many plans underway for 2008, LESCHK will look forward to another year of achievement.

LES Chinese Taipei

Trademark licensing was the theme of LES Chinese Taipei's third annual international conference in 2007. More than 300 attendees came from Taiwan and overseas. Participants explored the commercial aspects of trademark licensing and brand management. In addition, LES Chinese Taipei co-sponsored several conferences in 2007 including an International Conference of Technology Commercialization; a conference on "Challenging Issues of IPR—Standards and the Communications Industry, with a Highlight on Wimax,"; and an IPR Protection Workshop enti-

tled "Meeting the Challenges of IPR Protection in Taiwan and Beyond." Because members were interested in the fundamentals of prosecution and management of patents, LES Chinese Taipei organized a workshop on the quantity vs. quality of patents. During the workshop, industry experts shared their opinion on how to improve the quality of a patent portfolio and develop a strategy on continuous improvement over time. These activities were warmly received by the members and significantly enhanced LES Chinese Taipei's visibility and reputation.

LES Czech Republic

In the year 2007 LES Czech Republic had many activities which were focused on education of licensing professionals and networking.

In March 2007 LES CR organized a Licensing fundamental course lasting 3 days. The course was very well attended (49 attendees). Apart from two Czech lecturers we had two lecturers from LES USA Canada - Ada Nielsen and Brian O'Shaughnessy. The course has been very well praised by attendees and lecturers, too, who especially commented English language proficiency of the audience and their deep interest in the topic. There were also many positive ratings from professional community outside.

In June 2007 a one day seminar devoted to Czech Republic IP Legislative was organized and in September LES Czech Republic carried out a half day seminar dedicated to Generics in Licensing.

In November LES Czech Republic organized an autumn conference titled Efficient Exploitation of IP Rights. The main speaker was Ron Grudziecki.

LES Czech Republic is usually invited by the Czech Industrial Property Office to contribute to the discussion in the legislative process of implementing EU directives to Czech laws and regulations. LES Czech Republic is respected in Czech professional environment.

To date LES Czech Republic has 35 members.

LES France

LES France has continued to grow with almost 400 members. Five conferences have been organized, including a full day program on biotechnology.

LES France has continued to increase its visibility to the government: we have been in close connection with INPI (French Patent Office) and AFNOR, the French standardization body on various subjects. Some of our members are also part of a new IP consulting body (Conseil Supérieur de la Propriété Intellectuelle) before the Ministry of Research and Industry, together with representatives of other French IP organizations. We have also supported the work of C.U.R.I.E, the network of all



Arnaud Michel (left), Hayley French and Ken McKay enjoy the delegates meeting in Vancouver.

French PROs (Public Research Organizations).

The second edition of the two week Licensing Course in collaboration with major French institutions was very successful. Most of the teachers were members of LES France.

LES France is actively contributing to LESI management and industry sector committees. Some of our members have contributed to some articles in Les Nouvelles.

An LES France life science committee will be created in 2008, aiming to work on specific areas and needs in licensing for members in the field, and by providing proposals to the corresponding LESI committee. Two working sessions will be organized in this context in 2008. Other specific committees may be created as well.

LES France is also active in the European project in charge of developing and implementing a European licensing certification program, in the same way that LESI has done with the Certified Licensing Professional Program (CLP).

The plan for 2008 is:

- to increase the exchanges with other LES societies, especially in Europe
- to hold at least one conference in collaboration with LES Switzerland, in Lyon (Rhône Valley) where many of our members are located
- to explore the practice of licensing in new areas like the arts, with the Louvre experience, and
- to roll out the LESI licensing training course in France

LES Hungary

In 2007 LES Hungary continued to involve members and those interested in the IP field in its programs. Several programs were co-organized with MIE, the Hungarian Association of Industrial Property and Copyright. With this association, we held presentations about technology transfer and licensing. We were able to overcome our limited financial resources and addressed a much wider audience on actual issues concerning our field.

On May 17 we held a conference organized by MIE "Ways and Searching Ways" addressing more than 130 participants in a presentation entitled: "International Trends, European Intentions and Local Responses in the Field of Technology Transfer."

From September 4 - 6 an international conference was held, "Budapest Dialogue." One of its sections "Limitations of Using Patent Rights - Licensing Considerations" was organized by LES Hungary. Andreas Thielmann described the German situation in the rare case of license contracts, in which the licensor gets liquidated or goes bankrupt. Paul Keller spoke during the second presentation about the situation in the U.S. following the most recent IP decision of the US Supreme Court, and how it affects the drafting and execution of license agreements. Dr. Istvan Molnar analyzed alternative ways of regulating in-kind contributions provided by spin-off companies acting within universities or research laboratories.

The second large conference of MIE was held in Galyatet from November 26 - 27, and LES Hungary gave a presentation called "The Innovation Process as a Value-Creating Activity". 150 people were in attendance. The presentation gave examples on a number of problems emerging at the initial phase of the innovation process through numerous actual cases.

Several members of LES Hungary attended the LESI Annual Meeting in Zurich. We held a roundtable discussion after the meeting so we could talk about our experiences.

Two books were published that deal with topics of concern to LES Hungary's activities. The Hungarian Academic Press published "Management of Innovation" edited by LES Hungary member Dr. Norbert Buzás. Several chapters of the book were written by LES Hungary members as well.

The second book is the joint publication of the University of Sciences in Pécs and Medipolis, entitled "Intellectual Property Management and Technology Transfer in Universities" written by Dr. Istvan Molnar. This work has filled a gap and provides invaluable assistance for innovation and technology transfer units working at universities and research institutes.

LES Italy

In 2007 LES Italy followed up on its successful Basic Licensing Course by organizing various editions in Turin, Milan and Ancona. The courses were well attended and brought new members to LES Italy. We have 318 members.

The courses dealt with licensing strategies and techniques in the fields of patents and know-how, and trademarks and copyrights for software. Lawyers in private practice, economists, branding and marketing consultants and in-house counsel of some of the leading Italian companies were chosen as speakers and instructors. As in the past, LES Italy has relied on close cooperation with other professional associations and local chambers of commerce to ensure the maximum visibility of the licensing courses.

This year, the courses were organized with Assotec/Alintec, an important organization belonging to the Chamber of Commerce of Milan, in cooperation with the American Chamber of Commerce in Italy.

LES Italy sponsored many IP-related events in 2007, and held its annual conference in Milan on the topic of "Preliminary Inspection Requirements in Italy as well as Distinctiveness and Notoriety of Trademarks in the Market."

LES Italy has also acted as sponsor and promoter of several university-organized conferences and post-graduate courses focusing on intellectual property law. Our president and other members participated in these courses as teachers and speakers.

LES Italy has been actively involved in international and national society meetings, and was well represented by its delegates and executive committee members at the Vancouver and Zurich International LES conferences.

LES Japan

In 2007 LES Japan took key steps toward becoming a more active society. Two annual conferences were held in February and July; nine monthly trustee meetings occurred in Tokyo and Osaka; 20 monthly seminars (10 in Tokyo and 10 in Osaka); two-day courses of licensing practices; and study meeting of 15 working groups and other occasional meetings. One of the challenges in 2007 was seeking publicity. We have actively supported the licensing symposiums hosted by governmental agents by sending speakers to the programs. We also responded to recruitment of public opinion on 1) anti-trust and technology transfer: Japan - basic rules and current developments drafted by the Fair Trade Commission and 2) new registration systems for comprehensive licenses drafted by the Ministry of Economy, Trade and Industry (METI). Through these activities, we had the Director-General of Japan's Patent Office speak at the LES International conference in Zurich; a Deputy Commissioner of Japan's Patent Office spoke at LES Japan's annual conference.

LES Japan's two-day annual conference was held in July in Ise-Shima with more than 190 members and their spouses, including honorable

guests such as Governor of Mie Prefecture, Deputy Commissioner of JPO and Mr. Ron Grudziecki, President of LES International. The audience enjoyed two speeches that were given as plenary sessions. Three workshops were very successful.

LES Japan also planned the "LESJ International Symposium 2008" in January with discussions about "Legal Protection of a Licensee against a Transferee of the Patent Licensed." Japan's representative was a director from the Office of Intellectual Property of METI. He lectured on the specific non-exclusive license registration system, recently enacted by METI this year. Presentations were also given by members of each LES society on the licensee protection system in the US, Germany and China, followed by heated panel discussions. The symposium was co-sponsored by METI and LES Japan. This was significant because the project has been acknowledged as serving a national interest, and LES Japan has earned the trust of METI through submitting public comments and opinions during the drafting stage of the license registration system. After the symposium participants enjoyed dinner on a Yakata-bune (classic boat in the Edo period), which enhanced networking.

LES Korea

In 2007 LES Korea continued connecting with its active members through networking opportunities and education workshops. We also renewed our efforts to collaborate with other societies in our region and to reach out to professionals in areas where a local LES society has not yet formed.

In an attempt to expand our educational programs to the public sector, some workshops were organized in cooperation with a government agency, Korea Federal Trade Commission, on the issues of anti-competitive and the monopoly effect of IP.

In April, LES Korea organized our annual "Four Korean IP Associations Meeting" with the following organizations: LES Korea, AIPPI Korea, APPA Korea, and FICPI Korea. Our purpose was to expand the LES function and ensure that all members of these associations identify and talk about current IP issues that are discussed in other associations. This Four IP Associations Meeting provided a unique opportunity and venue for Korean IP professionals to gain insight to the global trend in the IP world.

LES Korea also organized the 7th South East Asia IP Networking meeting in Hanoi City, Vietnam with more than 70 participants attending the meeting. LES Korea is working with other societies in our region to reach out to professionals from countries where there is no LES society. Many participants, especially from Vietnam expressed strong interest in forming their own LES society and sought the assistance of LES Korea to share the membership information.

LES Mexico

During the past year, LES Mexico held numerous activities promoting licensing and technology transfer as fundamentals for economic development in Mexico.

LES Mexico ended 2007 with a workshop in Mexico City on the topic "Protection of Business Methods," with our Past President Mr. Abraham Alegria as the featured speaker. 50 members attended the program.

LES Mexico elected a new board member for the 2008-2010 term. There are many projects ahead of us, and we hope to have renewed participation of our existing members. We will continue to promote the benefits of joining LES Mexico, emphasizing the organizations whose principal activities and objectives are within the technology development and technology transfer fields.

LES Mexico continues to encourage members to collaborate with LESI.

Some of them are involved in committees such as Copyright Licensing, Life Sciences, Communications and the Americas.

In the education field, some of our board members participated as speakers in workshops and seminars organized by public and private Mexican universities on the university-industry collaboration subject.

In 2008, LES Mexico plans to organize at least two national workshops and one international conference or seminar with the participation of LESI's speakers. LES Mexico is negotiating an agreement with an important association grouping national research and development centers in an effort to increase membership and to have a channel to promote our activities.

LES Philippines

LES Philippines had the honor and pleasure of welcoming LESI President Ron Grudziecki to Manila in January 2007. Notwithstanding Ron's limited time in the country, the board of LES Philippines gave him a glimpse into the preparations for the LESI 2009 International Conference to be held in Makati City, Metro Manila, and an opportunity to enjoy Philippine hospitality.

LES Philippines strengthened its ties with the Department of Science & Technology (DOST) through various activities, including providing advice on, and advocating the passage of the National Technology Transfer Law. A bill entitled "An Act Providing the Framework and Support System for the Ownership, Management, Use, and Commercialization of Intellectual Property Generated From R&D Funded By Government" has been filed in the Philippine Senate, with the support of LES Philippines.

DOST has also tapped LES Philippines as a possible sponsor of the local equivalent of Newcastle University's Knowledge House, a one-stop center to match licensors and licensees, assist them in contract drafting, mediation, valuation and their other requirements, in cooperation with local universities (University of the Philippines, Ateneo de Manila University, University of Santo Tomas, De La Salle University, Mapua Institute of Technology).

LES Philippines also conducted training workshops for DOST on negotiating and drafting license agreements, and facilitated role playing games using materials generously provided by LES ANZ.

In October a forum on "Creating the Philippines' Silicon Valley" was held, tackling how Asian countries are using the Silicon Valley model to develop technology start-ups. This event was immediately followed by "Power Networking," which was meant to provide a fresh twist to the members' interaction. Using the "speed networking" model, participants had a series of 3-minute, one-on-one conversations enabling them to meet up to 20 new business contacts in an hour. While many of our members were enlivened with this new approach, some expressed a preference for more traditional cocktail events.

LES Russia

LES Russia has 79 members from Russia, as well as neighboring CIS and other countries, including - Azerbaijan, Belarus, Kazakhstan, Kyrgyzstan, Latvia, Lithuania and Ukraine. They represent different companies and research centers, and law and technology transfer firms actively involved in licensing. The society has a good balance of business professionals and lawyers - about 36 to 64%. Through its activities, LES Russia pursues two main objectives - education and networking.

On June 14 in Moscow, LES Russia held a seminar "Companies' Strategies and Practices in IP Managing and Technology Licensing." 27 attendees from Russian and Ukrainian industrial companies and legal circles participated in the seminar. The main goal was to share experiences



Seminar held by LES Russia in Moscow on June 5, 2008.

among licensing professionals, in view of the growing role of intellectual property in the world economy and insufficient awareness of Russian manufacturers of timely and adequate IP protection. The seminar also dealt with modern tendencies in technology transfer among numerous organizations working in various business fields.

Attendees enjoyed hearing presentations from leading experts in IP related jurisprudence from Vladimir Urezchenko, chief program manager, International Scientific and Technical Center (ISTC); Vladimir Vaschenko, counsel, Russian-Chinese Technology Park "DRUZHBA"; Anatoly Lyamar, director, Coordination and Analytical Center for Exhibitions, Ministry Science of Education; Dmitry Makarov, lawyer at Gorodissky & Partners; and Maria Vlasova, lawyer at Steiner, Neiman and Partners. This subject will probably be considered again at one of the next LES Russia seminars. The seminar has become one of the more successful events held by LES Russia.

On December 6, LES Russia organized another seminar in Moscow, "Coming in Force of the 4th Part of the Civil Code and its Influence on IP & Licensing in Russia." 37 people attended the program since there was a lot of interest for IP professionals, in view of revolutionary changes in Russian IP legislation.

Olga Ruzakova, chief council of the State Duma Committee on Legislation; Natalia Podolskaya, chief of law department of Johnson & Johnson, Moscow; and, Lyudmila Fatkina, professor of Russian State Institute of Intellectual Property gave presentations and answered numerous questions from the audience. Among the speakers were both representatives of the state power and IP professionals.

In June and November 2008, the society is planning two seminars devoted to licensing related subject-matters.

Articles, news and studies by members of LES Russia still often appear in monthly issues of a Russian magazine called "Patents and Licenses."

Representatives of LES Russia participated in the LES International Conference in Zurich and LES (USA & Canada) Annual Meeting in Vancouver.

LES Scandinavia

The board of directors of LES Scandinavia has made an effort to stop the decline in membership we have experienced for several years. A recruiting campaign was tested in Finland and is being followed-up by campaigns in other Scandinavian countries. Today we have a total of 421 members, which is almost the same number as last year (424), so our efforts appear to be successful. However, we are continuously working to increase our membership.

We continue to arrange mini seminars open to the public. They are held in conjunction with board of directors meetings. In addition to being an

interesting event for members of LES Scandinavia, the meetings are also intended to attract prospective members.

The 2007 annual conference was held in Ålesund, Norway. Eighty-three members and non-members attended the meeting. The 2008 annual conference will be held in Helsinki, Finland. A committee is working on preparations for the Pan-European meeting 2009 in Copenhagen, Denmark, which will be hosted by LES Scandinavia.

LES Spain and Portugal

In 2007, Angel Ruíz served as chairman; Gonzalo Ulloa and Juan Mulet served as vice-chairmen; and Antonio Tavira served as secretary of LES Spain and Portugal.

As a continuation of activities from 2006, the EOI (a Spanish public business school) held 19 seminars. LES Spain and Portugal members spoke at the lectures held in January in Valencia, Spain, and February in Murcia, Spain. The seminars were arranged by the Ministry of Industry, Tourism and Trade and the SPTO and focused on "Protecting Innovation, Patents and other Intellectual Property Rights in the IT Sector." Several firms in LES Spain and Portugal collaborated such as Elzaburu; Pons, Gómez-Acebo & Pombo; and Clarke Modet. They discussed protecting software, protecting innovation in digital trade and new ways to do business in the IT sector.

In March 2007, we held our Annual Assembly and 16 people participated. José Manuel Fernández de Labastida, vice-chairman of the CSIC (Spanish National Research Council) spoke about the council's new activities.

In April 2007, we organized a business lunch at the OEPM (Spanish Patent and Trademark Office). It was an important event aimed at promoting new methods of collaboration in the technology transfer sector. Experts from companies, universities and institutions attended the program.

On June 28, 2007, LES Spain and Portugal organized a roundtable discussion and lunch with INDRA (leading Information Technology company in Spain), at which Antonio de Carvajal, head of the company's Innovation department spoke. The event took place at the EOI (Spanish public business school) and 25 people were in attendance.

Also in June, Gonzalo Ulloa and Antonio Tavira attended the LES International Conference in Zurich. They reported back to the members of LES Spain and Portugal about the different matters and news discussed at the international meeting.

LES Spain and Portugal has a new website that was constructed in 2007, and is now fully operational.

In October 2007, Blanca López Arranz joined our staff. She contributed significantly to developing the new web site.

In December 2007, we organized a new lunch and roundtable discussion with Eduardo Martín, head of the Physical and Electrical Patents Area at the OEPM. We discussed "Computer Implemented Innovations" with 21 people in attendance at the event.

We also held two meetings with Guillermo Cisneros, an engineer and the director of the Telecommunications High School, and his team to discuss possible future collaboration (e.g., speeches and lectures).

LES Switzerland

2007 was marked by the international conference held in Zurich in June. Some 650 paying and 200 accompanying persons and speakers attended an interesting educational and very lively social program. From a financial point of view, LESI's profit out of this conference amounts to more than USD 42,000. Much more important, however, is the amount of positive feedback we received from around the world which allow us to proudly call this conference a big success for LESI, LES Switzerland and the entire licensing community. Thank you all very much, indeed!

The international delegates meeting, which preceded the conference probably drew the largest number of attendees ever. More than 220 delegates and accompanying persons gathered for a memorable dinner in the beautiful "Zunfthaus zur Meisen" by the Limmat river.

LES Switzerland also participated in all other international meetings and was represented in various LESI committees. On the national scale, LES Switzerland organized a number of educational meetings in the German and French part of the country. Some of those meetings were held in cooperation with other organizations, namely the Federal Institute of Intellectual Property and the European Institute of the University of Zurich. The membership of LES Switzerland is slightly above 300.



Philipp Dreier opens the LES International Conference in Zurich.



LES (USA & Canada) — A Year of Change

Throughout the past year, significant changes in the legal and business arenas have restructured the world of licensing and intellectual property commercialization. LES (USA & Canada) has worked diligently to inform and educate our members about these changes, and their implications for the licensing profession.

In some cases, these changes have been in response to the proliferation of patents, including business method patents, which has led to an overburdened U.S. Patent and Trademark Office (PTO) and serious concerns about patent quality. This growth in patents was accompanied by an increase in patent litigation as patent holders sought to assert their rights. A series of high value patent litigation settlements raised the profile of these issues in the media.

At the same time, the U.S. Supreme Court reviewed a record number of cases involving patents and intellectual property issues. These developments led to new legislation in the U.S. Congress to redefine the U.S. Patent System. Finally, the U.S. Patent and Trademark Office proposed new rules to address perceived abuses and improve patent quality.

With these seismic changes poised to reshape the licensing landscape, LES (USA & Canada) structured each of its national meetings to address a different aspect of **Change**. The 2007 Winter Meeting in San Francisco addressed *Managing the Evolving Deal*, with a focus on the changes to the financial and strategic considerations for licensing deals. Meeting Chair Mike Lee and his committee organized an impressive program that explored many of the timely issues raised by recent court decisions.

The LES (USA & Canada) Spring Meeting, *Licensing in the Era of Intellectual Property Revolution*, explored how licensing is evolving, into new industries and through innovative agreement structures. Brian Oliver led a hard-working committee that reached out to new industry sectors and to new regions to illustrate how technology commercialization contributes to a new world of economic development.

Vancouver, British Columbia offered an ideal setting for the 2007 Annual Meeting, *The New Deal: Competing in a Global Economy*. This gateway city connects industry and innovation between East and West, and the LES (USA & Canada) Annual Meeting highlighted how new models for business development and licensing are creating new opportunities for collaboration and alliances in an increasingly competitive global marketplace. Co-chairs Mike Lasinski and Paul Roberts, together with their team of more than 50 local, regional, and international volunteers, organized a record-setting event that focused on the key global issues and developments affecting licensing opportunities around the world.

This year also represented a significant milestone in the evolution of the licensing profession, with the launch of the **Certified Licensing Professional (CLP™)** credential. Following the strategic direction identified in 2006, LES members, led by Education Vice President Phil Barnett, worked throughout the year to lay the foundation for this bold new initiative. The CLP program creates a new set of standards and qualifications to recognize experienced licensing executives and establish a brand of excellence for dedicated licensing professionals. By the end of 2007, over 600 senior licensing professionals were recognized with this credential, and LES (USA & Canada) looks forward to expanding this effort by inviting other licensing and business development organizations to join the leadership of the CLP program to expand its reach and acceptance.

These key accomplishments are in addition to the vital work of LES (USA & Canada) local chapters, which connect colleagues in their communities throughout the U.S. and Canada to provide valuable networking and education opportunities.

Throughout 2007, LES (USA & Canada) met the challenges of **Change**, by connecting, educating, and empowering our members to succeed in the local, national and international licensing marketplace.



Paul Roberts (left) & Mike Lasinski, LES (USA & Canada) Annual Meeting Co-Chairs. Below: Allen and Alicia Baum make an entrance at the Welcome Reception.



LICENSING INTERNATIONAL

Working Group and Operating Committee Reports

At the international level, working groups and operating committees have been established within LES 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 or regional societies of LES, and along the other are the various working groups and 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.

The individuals mentioned at the top of each report were in charge until and including the LES (USA & Canada) Annual Conference held in Vancouver in September 2007. The slate given after the reports became effective after this meeting.

WORKING GROUPS

Chemicals, Energy and Environmental

Co-Chairs: Yorikatsu Hohokabe and Andreas Winkler

The LESI Chemicals, Energy & Environmental Working Group has tried to continue the successful work of the former Chair, Ada Nielsen, in providing good educational programming for the LESI events of this year and attractive networking opportunities.

The main event to organize for the Working Groups is the LESI Conference which took place in Zurich this year. The Working Group organized three very successful workshops called "Sustainable Growth in Chemical Industry," "What is Your Carbon Footprint," and "Pitfalls in International Licensing Deals." The latter were roundtable discussions where each participant presented a specific problem which was then discussed amongst the attendants. This new format was evaluated by the attendants and they expressed their interest in continuing with these types of discussions in the future.

On Tuesday evening the Chemicals Committee organized a networking dinner for people interested in our field. It was a wonderful evening with great food and good company in the restaurant "Die Gießerei" close the conference venue.

The second event of the year, the International Delegates Meeting in Vancouver, focused on planning of the 2008 LESI Conference in Chicago and the 2008 LES Pan-European Conference in Amsterdam. In particular, three workshops as well as a mini-plenary session for the Chicago meeting have been designed. Also, a joint workshop with the Automotive Committee called "Licensing Policy on Green Technologies in the Automotive Industry" has been planned.

During the 2008 International Delegates Meeting in Vancouver, a mini-plenary session entitled "Global Chemical Day" was co-programmed by LES (USA & Canada)'s CEMC Committee and LESI's CEE Committee.

The Chemicals Committee can now rely on the support of about 50 regularly interested people and about 12 people forming a more dedicated group. Finally, a revision and improvement of the CEE's page on the LESI website has been initiated and is under way.

European Committee

Co-Chairs: Jean-Christophe Troussel and Per Ericsson

The European Committee has two main objectives. Its first is to keep abreast of developments and anticipated future developments of EU laws, cases, regulations, trade agreements and other matters which are important for technology transfer in or involving the European Union. Once identified, these topics are dealt with during workshops organized by the Committee. Our second objective is to foster mutually beneficial relationships with the European Patent Office (EPO) and European institutions, especially the European Commission. Where possible and appropriate the Committee makes submissions to the European Commission or other suitable authorities. The Committee also aims to collaborate with other Committees of LESI where their interests overlap.

In 2007, the European Committee organized and held a two-session workshop during the International Conference in Zürich: (i) one European litigation case study with Kevin Nachtrab (Belgium), Nigel Jones (UK), Arnaud Michel (France), Christian Osterrieth (Germany) and Simon Dack (Netherlands) as speakers; and (ii) one "An Update on Legislation and Jurisprudence" by Vanessa Edwards from the European Court of Justice, Jonas Gulliksson and Per Ericsson.

The relationship with the Commission and the EPO continued to be active in 2007. On the European Commission side, the EC is involved in different projects: (i) a two-year project called IP4Inno; the aim of this project is to provide business advisors with training on a variety of IP issues which will facilitate innovation in European industries and SMEs; (ii) a survey supported by the Commission on "Biotech Patent Licensing Practices"; (iii) a Tech Transfer Accreditation project sponsored by the European Commission, where an LESI representative (Christi Mitchell) sits on the advisory board. On the EPO side, the Committee provided speakers to a number of events organized by the EPO in 2007, including Budapest in February and Buenos Aires in August. The Committee also secured the publication of an article on "Licensing as a General Growth Strategy in the EU", authored by LES Britain/Ireland's President Martin Sandford, in an EPO publication (February 2007). LESI is now regarded as a valuable partner by the EPO in that respect and as a recognized representative of the IP community across the board. Christian Appelt is in charge of the overall relationship with EPO in Munich.

The European Committee's priorities for the next term are the following: (i) further fostering the good relationship with the European Commission (including DG Competition) and the EPO; (ii) setting up a group of core members with individual responsibilities, including in CEE; (iii) increasing the number of its active members and developing the professional communication and cooperation between them; (iv) actively using the LESI website as a platform for increased communication among members of the European Committee; (v) increasing the focus on the anti-trust aspects of technology transfer and IP in general, including creating a task force in this respect; (vi) appointing a liaison for each national society in Europe.

IT and E-Commerce Industries

Co-Chairs: Alfred Chaouat and Kei Konishi

The LESI IT and E-Commerce working group is working on stimulating common interest within cutting edge information technology, consumer electronics, telecom and e-commerce industries, and providing attractive networking and informative education for intellectual property and licensing professionals within LESI. We aim to share various experiences across these different industries.

2007 featured highly controversial topics in our industries namely open source software and digital right management issues. During the 2007 LESI Zurich conference, the IT and E-Commerce working group organized two workshops, one concerning open source software and licensing practice under the GPL; the other concerning digital right management and underlying problems. Thanks to these informative workshops, our working group has successfully recruited new and possibly active members.

IT, CET telecom and e-commerce industries are currently seeing a change in IP and licensing practices. The IT industry is facing so-called patent thicket situations; the CET and Telecom industries are facing technical standards and patent pooling issues with an open question of "fair, reasonable and non-discriminatory royalty". Open source software is now here to stay in the IT, CET telecom and e-commerce industries, because in practice these industries need open source software as infrastructure in the framework of "open and collaborative innovation". IP valuation and IP trading are other big issues we are facing. Understanding these situations, 2008 will see further clarification of a better relationship between open source software and exclusive rights such as patents and copyright from a business perspective. Seeking optimized IP valuation methodology is another key issue. During the 2008 LESI Chicago conference, the IT and E-Commerce working group will organize one mini-plenary session concerning IP valuation, and one workshop concerning open source software and patent issues with significant collaboration from LES USA/Canada's IT and E-Commerce Committee. We will host an unforgettable networking dinner in forthcoming conferences. For all LESI members who are interested in joining the IT, CET telecom and e-commerce working group, please contact the chair.

Life Sciences

Co-Chairs: Rob McInnes and Tetsushi Inada

The Life Sciences Committee provides information, training and networking opportunities for LESI members with an interest in the field of life sciences. It aims to provide a global perspective on licensing and intellectual property management matters, and to support individual LES societies in their life science-related endeavors. 2007 saw growth in the LSC membership, with 215 members registered on the LESI web site. Membership is healthy in most regions, although there remains considerable room for growth in Africa and Latin America. A core team of vice-chairs and subject-specific coordinators organize the LSC's activities.

The LSC was particularly active in proposing and facilitating content for the 2007 LESI Annual Meeting in Zurich, featuring at least nine life science-related workshops and a half-day add-on session. A similar amount of high quality content will be prepared for the 2008 Annual Meeting in Chicago. The LSC's web pages on the LESI web site are now rich in content and a question/answer, and advice message board is now operational. In addition to ongoing core activities, the LSC is preparing to extend internationally the Deal Terms Survey recently conducted by LES USA/Canada.

Committee of the Americas

Co-Chairs: Catherine Jelinek and John Paul

The Committee's goals and efforts have been to liaise and leverage the LES national societies in the Americas—increasing dialogue and cooperation, identifying and utilizing resources, organizing multinational programs, increasing industry participation, increasing awareness of LES and membership in LES. Over the last several years the Committee's active membership has grown to over 30 people, representing all the LES societies in the Americas: Argentina, Andean countries, Brazil, Chile, Mexico, and (USA & Canada).

During 2007, the committee organized programs and arranged speakers for the 2007 LESI meetings in Zurich and Vancouver, and began to organize programs and arrange speakers for the 2008 meetings in Chicago and Orlando. In addition, the committee began to build on the Special Americas Program it presented in 2006 that brought Latin American industry representatives north to meet with North American industry representatives in New York. The committee worked with the leaders of the LES societies in Argentina, Brazil, Chile, and (USA & Canada) to plan a week-long sequence of conferences in Brazil, Argentina and Chile centering on the experiences of industry and university speakers from North America. The committee also helped arrange speakers for the LES Mexico and Andean Community meetings and to collect and circulate information on local programs by the national LES societies in the Americas.



Chicago Meeting Workshop presents Life Sciences Licensing in the Middle East and Africa.

LICENSING EXECUTIVES INTERNATIONAL

OPERATING COMMITTEES

Education

Chair: *Ada C. Nielsen*

On an ongoing basis the IAM course materials are adopted to local standards. Almost all LES Societies have signed the cross-licensing Copyright Licensee Agreement with LESI. Several translations of the Fundamentals course materials are under way or completed (Spanish, Portuguese, Croatian and Arabic). The Fundamentals course has been offered regularly by LES Arab Countries, Australia/New Zealand, Britain and Ireland, South Africa and USA & Canada.

LESI supported offering Fundamentals for the first time in Czech Republic and Intermediate in South Africa. As a result of the latter, a new policy has been instituted such that each society desiring to offer Intermediate will need to offer Fundamentals on three different occasions before offering the Intermediate course. Instructors will be drawn from the pool of trainers for Fundamentals with attention given to the strategy in business of commercializing and licensing. The list of qualified trainers is maintained on a regular basis. When USA & Canada has completed the revised Intermediate materials and ensured that it is ready to be taught by PDS instructors without needing more preparation than is required for Fundamentals, it will be made available to LESI.

Work to revise and update the Education page on the LESI website has begun, and the decision was made to support the EU certification effort by designating an LESI representative to attend all the meetings.

Intellectual Property Maintenance

Chair: *Fiona Nicolson*

The IP Maintenance Committee's role is to look after the LESI trade mark portfolio and to ensure that there is continuity in the use of LESI trade marks by member societies. Over the last few years new trade mark applications have been made to reflect the growth of LESI. In addition, there has recently been a strategic review of the portfolio to ensure that key trademarks are protected which has also led to certain marks being allowed to lapse where no longer required.

One major task of the Committee has been to finalize and have executed formal trade mark licenses between LESI and its member societies worldwide. To date, the Committee is pleased to note that the majority have been signed. The Committee hopes this task will be completed shortly.

We have also been busy regularly updating the IP Maintenance webpage to ensure that each member society can access up-to-date information on the trade marks registered or applied for in its own territory. In addition the Committee has the LESI Style Guide accessible through the web page, giving guidance on the use of LESI's trademarks. This is an important resource and all member societies are encouraged to become familiar with the guide. Achieving continuity in the use of LESI trademarks is an important goal of the Committee and the LESI Board.

Industry-University Transactions

Chair: *Walter Copan and Regula Altmann-Johl*

The working group exists for the purpose of networking and professional development in technology transfer between industry and centers of public sector research (abbreviated to IUGT). Its activities are directed to: enhancing the effectiveness of innovation management and technology commercialization by identifying proposed solutions to barriers; exchanging best practices internationally; providing a focus to LES members specifically engaged in IUGT through networking and

forums for discussion; improving the professional skills of LES members engaged in IUGT; providing liaison with other organizations interested in IUGT having complementary objectives to LES; organizing appropriate workshops and other sessions at LES meetings; attracting new members to LES from industry and centers of public sector research; and informing governments and NGO's towards the adoption of policies favorable to effective IUGT, having due regard to the difference between commercial and academic constraints and priorities.

The IUGT working group continues to provide new membership growth for LESI and has had significant program offerings. IUGT presented a series of workshops for the LESI Annual Meetings in Chicago, Pan European meeting and major regional meetings and jointly with LES USA & Canada. The sequence of workshops explored recent trends and developments in open innovation, technology transfer from universities and government research institutes around the world. Legal changes, practices and commercial trends were noted and analyzed. Papers arising from the programs of the Industry-University/Public Sector Research Field were published in *les Nouvelles* in 2007-2008. The 2008 IUGT series provided new insights for successful innovation management and technology commercialization. The program planning of LESI IUGT involves input from corporations, universities, research institutes, and licensing and commercialization organizations internationally, with the goal to enhance the effectiveness of technology transfer at the public-private interface.

Representing LESI and its member societies, IUGT collaborates in technology transfer matters with other societies and government authorities internationally. IUGT representatives also serve in active leadership capacities in other international technology transfer societies, such as UNITT (Japan), ASTP (The Association of Science and Technology Practitioners—EU), the Association of University Technology Managers (AUTM) and the Federal Laboratory Consortium (USA), facilitating new partnerships. The IUGT groups of LESI and LES USA & Canada work together on programming and initiatives. IUGT is organizing and sponsoring sessions at upcoming LESI and LES USA & Canada meetings, developing and providing resources to LESI members everywhere on best practices.

Long Range Planning

Chairs: *Ron Grudziecki and Paul Germeraad*

The committee's efforts have been to research long range global business and licensing trends that affect LESI membership and program success. Interviews with industry leaders, market forecast firms, R&D leaders, and firms engaged in scenario planning were conducted. The results were organized into those most likely to affect LESI.

Work is now focused on sharing the results with the LESI Board and Delegates in a way that will obtain their additional insights. From these planned interactive sessions the strategy and operations of LESI can be better constructed to match the upcoming business environment so that a very robust international organization results.

Meetings

Chair: *Peggy Moizel and Peter Hess*

The purpose of the Meetings Committee is to work together with the national LES societies to host the annual LESI Conferences. Our members provide organizational support and advice because most of us have been involved in the past with the organization of LESI conferences. The Meetings Committee also assists the Board of LESI in deciding which countries up-coming LESI conferences shall be held. The Meetings Committee works with the national societies interested in hosting a conference to

prepare the applications, forming the basis of the LESI Board to decide to dedicate a future conference to a particular society.

A wonderful conference was held in Zürich, which continued—with respect to the number of attendants and quality of the program—the already successful conferences in Munich (2005) and Seoul (2006). Also, the preparations for the Meetings 2009 in Manila, Philippines and 2010 in Sandton, South Africa are well on track; representatives of the Meetings Committee visited the conference sites and got a good impression of the local organizing committees and the conference cities.

For the conferences following the 2010 meeting, London (2011), Oakland (2012), Peking (2013), and Moscow (2014) are under consideration. In this respect, decisions will be taken in conjunction with the International Delegates Meeting in Amsterdam in September 2008.

In the past year, the Meetings Committee also developed a new organizational scheme to host International Conferences. In the past, the entire organizational burden and financial risk of an LESI conference was carried by the national LES society hosting the meeting. Since the conferences have grown in the past years, the financial exposure was considerable. Regularly, the overall budget of an LESI conference exceeded 1 million USD. For this reason, only strong societies were able to take the financial risk and benefit from a successful conference. To enable weaker and younger societies to benefit, the new organizational scheme was developed. It allows the hosting society to choose among different packages (i.e. gold, silver or bronze) providing more or less organizational support and financial exposure of LESI. The new scheme will be available beginning in 2010.

Trademark & Character Licensing

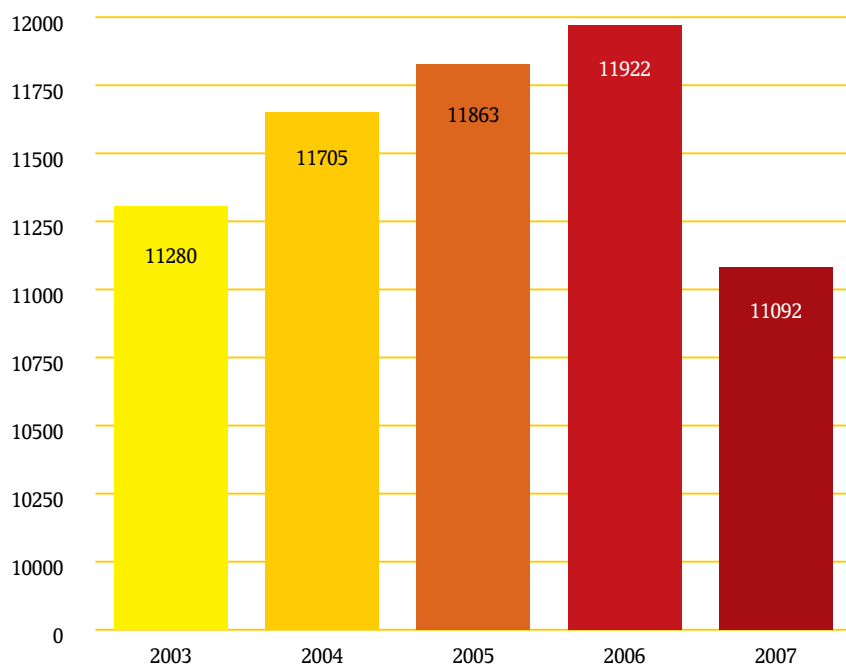
Chair: Benny Browne and Arnaud Michel

In 2007, the Trademark and Character Licensing Committee has been busy with several projects. First, we've been working to finalize the do's and don'ts of trademark licensing with WIPO. Second, a survey has begun on revocation of trademarks for non-use on an international level. Third, we have started organizing two workshops for the 2009 LESI Annual Conference in Manila, one focused on the law and one focused on the economy.

LICENSING EXECUTIVES
INTERNATIONAL

Membership Development

LES Society	Number of members on		
	31-12-2006	31-12-2007	% increase
Andean Community	54	52	-4%
Arab Countries	111	120	8%
Argentina	45	33	-26%
Australia & New Zealand	450	388	-13%
Austria	102	94	-8%
Benelux	365	340	-7%
Brazil	69	72	4%
Britain & Ireland	621	500	-19%
Chile		135	
China	209	198	-5%
Chinese Taipei	86	79	-8%
Croatia	44	45	2%
Czech Republic	31	33	6%
France	369	346	-6%
Germany	660	652	-1%
Hungary	51	46	-10%
India	51	28	-45%
Israel	54	41	-24%
Italy	342	264	-22%
Japan	666	663	-.5%
Korea	120	41	-66%
Malaysia	52	30	-42%
Mexico	45	47	4%
Philippines	83	76	-8%
Poland	37	26	-29%
Russia	74	70	-5%
Scandinavia	418	385	-8%
Singapore	80	74	-7%
South Africa	142	171	20%
Spain & Portugal	131	100	-23%
Switzerland	302	292	-3%
USA & Canada	6,058	5,652	-8%
Total membership	11,922	11,092	-7%



Slate of chairs, vice-chairs and the Board of Directors Liaison for 2007 – 2008

LESI Working Groups	Chairs and vice-chairs	Society	Board liaison
Americas	John Paul, <i>chair</i> Catherine Jelinek, <i>vice-chair</i>	(USA & Canada) Chile	Ernesto Cavelier
Automotive	Volker Plogman, <i>co-chair</i> Pierre Gendraud, <i>co-chair</i>	Germany France	Alan Lewis
Chemicals, Energy and Environmental	Andreas Winkler, <i>co-chair</i> Yorikatsu Hohokabe, <i>co-chair</i> Mohammed Al-Ansari, <i>vice-chair</i> Anthony Venturino, <i>vice-chair</i>	Germany Japan Arab Countries (USA & Canada)	Alan Lewis
Copyright Licensing	Abraham Alegria, <i>co-chair</i> Lucianuo Daffarra, <i>co-chair</i> Arthur Rose, <i>co-chair</i>	Mexico Italy (USA & Canada)	Stephen Powell
Dispute Resolution	Clarisse Escorel, <i>co-chair</i> Jim Sobieraj, <i>co-chair</i>	Brazil (USA & Canada)	Ernesto Cavelier
European	Jean-Christophe Troussel, <i>co-chair</i> Per Ericsson, <i>co-chair</i>	Benelux Scandinavia	Stephen Powell
Industry University Liaison	Walter Copan, <i>chair</i>	(USA & Canada)	Ernesto Cavelier
IT and E-commerce	Alfred Chaouat, <i>co-chair</i> Kei Konishi, <i>co-chair</i>	France Japan	Stephen Powell
Life Sciences	Kevin Nachtrab, <i>co-chair</i> Tetsushi Inada, <i>co-chair</i>	Benelux Japan	Stephen Powell
Asian-Pacific	Yvonne Chua, <i>chair</i>	China	Alan Lewis
Patent and Technology Licensing	Russell E. Levine, <i>chair</i>	(USA & Canada)	Adam Liberman
Trademark and Character Licensing	Benny Browne, <i>co-chair</i> Marco Venturello, <i>co-chair</i>	(USA & Canada) Italy	Alan Lewis
LESI Operating Committees	Chairs	Society	Board liaison
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Membership	Jim Malackowski, <i>chair</i>	(USA & Canada)	Ernesto Cavelier
Nominating	Peter Chrocziel, <i>chair</i> Ronald Grudziecki, <i>vice-chair</i> Mel Jager, <i>vice-chair</i> Jonas Gulliksson, <i>vice-chair</i> Chikao Fukuda, <i>vice-chair</i>	Germany (USA & Canada) (USA & Canada) Scandinavia Japan	Peter Chrocziel
Task Forces			
SME	Norman Jacobs, <i>chair</i>	(USA & Canada)	Peter Chrocziel

Societies and their Presidents in 2007

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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)



*Bob Goldscheider (left), Ron Grudziecki and Mel Jager.
Bob and Mel received the Gold Medal in Zurich.*

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)

LES International Board of Directors 2007-2008

Chikao Fukuda	President	LES Japan
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Kevin Nachtrab	Vice-President	LES Benelux
Stephen Powell	Vice-President	LES Britain & Ireland
James Malackowski	Secretary	LES (USA & Canada)
Pat O'Reilley	Treasurer	LES (USA & Canada)
Philipp Dreier	Legal Counsel	LES Switzerland
James Sobieraj	Legal Counsel	LES (USA & Canada)

The Board 2007-2008 with left to right: James Sobieraj, Adam Liberman, Chikao Fukuda, Pat O'Reilley, James Malackowski and Kevin Nachtrab. Missing are: Clarisse Escorel, Stephen Powell and Philipp Dreier.



LES International Conferences in the future

Date	Organized by	Location
7 – 10 June 2009	LES Philippines	Manila
11 – 14 April 2010	LES South Africa	Sandton

LES Websites

LES International at www.lesi.org
 LES Andean Community at www.lesandina.org
 LES Arab Countries at www.lesarab.org
 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.sociedadchilenalicenciamiento.cl
 LES China at www.leschina.cn
 LES Chinese Taipei at www.lesct.org.tw
 LES Croatia at www.usl-les.hr
 LES Czech Republic at www.les-czechrepublic.com
 LES France at www.les-france.org
 LES Germany at www.les-germany.org
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 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-europe.org/spain-portugal
 LES Switzerland at www.les-ch.ch
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The link listed in the directory may be accompanied by very brief descriptive information such as "Licensing Consultants in Paris, France specializing in biotechnology" or "a Research Organization based in Melbourne, Australia with offices in other countries". There will be a charge of US\$ 150 for each link accepted on an annual basis. All links are only accepted on the understanding that LES does not endorse or accept responsibility for any views expressed or any material contained in the linked site. Any requests for information on this kind of links should be sent to links@lesi.org.

Finances per 31 December 2007* in US\$

Revenues

Annual Dues paid by Societies	417,270	
<i>les Nouvelles</i> and Membership Directory	345,738	
<i>les Nouvelles</i> Income	18,040	
Meeting Revenue	120,550	
Publication Royalties	410	
LESI Website Hotlinks	1,051	
Directory Income	600	
Investment Income	58,741	
Royalties Endowment	1,576	
Total Income		963,976

Expenses

LESI Directors Expenses	125,127	
LESI Delegates and Board Meetings	93,981	
LESI Committees	9,681	
Communications	11,790	
Publications	331,502	
General and Administrative Costs	140,865	
Total Expenses		712,946

Excess of Revenue over Expenses **251,030**

Current Assets

Cash in Bank	982,740	
Cash in Bank Endowment	197,746	
Accounts Receivable	19,709	
Prepaid Expenses	3,687	
Short Term Investments	31,343	
Current Assets		1,235,225

Other Assets

Long-Term Investments	80,000	
Total Assets		1,315,225

Current Liabilities

Accounts Payable General	55,828	
Advance Dues and Registrations	43,224	
Due to LES	41,344	
Total Liabilities		140,396

Fund Balance **1,174,829**

Total Liabilities and Fund Balance **1,315,225**

* Unaudited



Pat O'Reilly; Treasurer for 2007-2008

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James Malackowski, Secretary
2007-2008

Colophon

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