



# LES INTERNATIONAL ANNUAL REPORT 2009



LICENSING EXECUTIVES SOCIETY  
INTERNATIONAL



## An Opportunity For LES International

It is an honor to be president of LES International at such a critical time. Much is changing in our world and our Society. These changes present an opportunity to make meaningful contributions to the profession and to our members.

The place of intellectual property in global business is changing. Today technology is like water—as it rises in volume it flows freely in all directions and around all obstacles. The volume of technology is increasing exponentially. It is freely and cheaply communicated worldwide to an ever increasing population of educated and skilled people who are able to commercialize it. While financial constraints ebb and flow, the trend supports continuing worldwide competition in innovation. Intellectual property remains an incentive to this innovation but may no longer serve as a long-term obstacle to such competition.

Members of LES can guide and counsel businesses, policy-making organizations and governments as to responses to this changing environment. Traditional applications of intellectual property rights have been attacked as archaic obstacles to progress. As professionals in this field, we understand the dynamics of the technology market and the place of intellectual property, and we can shape the evolving perception of intellectual property. This will require more attention and effort by LES International and its Member Societies to identify and respond to policy initiatives that impact the value of intellectual property.

New business models have resulted from recognition of the changing technology market. Frequently labelled “open innovation,” these business models recognize that a company cannot control dissemination of technology nor employ all the smart people. Companies adopting open innovation models take advantage of the worldwide distribution of innovators by creating networks of independent developers to fill the new product pipeline. Intellectual property to these companies is a vehicle for obtaining the right to use the results of networked developments, it is an asset to be used not as



*D. Patrick O'Reilley,  
President LESI 2009-2010*

a stick but as a carrot for collaborative networking and revenue generation, and in many respects it retains its traditional role as a shield against competition.

LESI has a significant role to play in this new environment—providing education to policy makers faced with challenges to the intellectual property system and setting standards for intellectual property transactions in open innovation networks. Of course, LESI will continue to perform its traditional roles of education and networking for professionals in the field, but the new environment requires us to adapt.

LESI already is advising international organizations on intellectual property issues. A new, expanding relationship with the World Intellectual Property Organization will aid that organization in developing policies regarding technology transfer, particularly to emerging economies. We are also actively participating in a program sponsored by the European Patent Office and the United Nations Environmental Project to study the impact of intellectual property on transfer of environmentally-beneficial technologies. We will also advise the World Economic Forum on its effort to create a Global Responsibility License by which IP owners can contribute technology to the poorest of countries.

LESI, through its European Committee, continues to prepare and submit important comments on European Union initiatives that may impact intellectual property transactions. For example, the European Committee and the Trademark Committee are cooperating in an EU-sponsored survey of improvements to the European Trademark system.

LESI can apply its professional experience to the challenging transactional environment in the open innovation business models. As more and more industries recognize the need, demand for education and guiding principles will increase. LESI and its Member Societies should be in the lead in this area. Similarly, as intellectual property becomes more a commodity and less a defensive weapon, the value of such a commodity must be determined. LESI is populated with experts who understand the various facets contributing to intellectual property value. It is appropriate for LESI to lead in developing principles and standards for such valuation.

LESI will take the lead in guiding transnational policy makers on intellectual property transaction issues and in developing principles and standards for transactions in the open innovation business models.

**D. Patrick O'Reilley**  
*President LES International 2009-2010*



*Past-president Adam Liberman passes the gavel to D. Patrick O'Reilley.*



## 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 2009 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

This year we did not celebrate our annual congress in September. According to the decision of our Board of Directors it will be on March 9- 12, 2010.

The most important activity that was development in this year was the seminar entitled "Legal and Economic Perspective of the Polymorph Patentability in Colombia." It was celebrated on September 29, 2009.

### LES Arab Countries

The year 2009 was an active year for LES-AC. LES-AC actively participated as a local partner in the conference on "Technology Transfer: Accelerating the Knowledge Economy through the Commercialization of R&D" organized by the Higher Council for Science and Technology, iPARK and the US Patent and Trademark Office (USPTO) in Amman, Jordan. The conference addressed several important topics including the role of technology transfer in economic development; innovation policy; technology transfer activities and IP in Jordan.

Ten successful training courses and workshops in the field of IPR, Licensing and technology transfer were conducted during 2009, including two courses conducted in cooperation with Dubai Chamber of Commerce and Industry. A number of other training courses will also be held under the umbrella of this cooperation. LES-AC is also partnering with Queen Rania Centre for Entrepreneurship to provide courses on IPR for school and university students.

LES-AC 2010 calendar of events includes the first annual "Licensing Opportunities Forum" organized by LES-AC and BME Global to be held 11-12 May 2010 concurrently with LES-AC annual meeting on the 10th of May. The Forum, the first of its kind in the Middle East, will address the significance of IP licensing and technology transfer in the various industries for developing the Arab economies. The event will be a unique opportunity for participants to discuss and share knowledge with experts and senior executives from national and international businesses.

LES-AC is also a partner in the Technology Transfer Today (T3) Forum that will be held in UAE 2010. The Forum aims to connect University Technology Transfer Offices to Investors, Capital and Key Industry Representatives.

### LES Argentina

In 2009 Argentina was badly affected by the swine flu which brought the country almost to a standstill for two months, during which, public meetings were strongly discouraged. The LES meeting planned for the first semester had to be put off and was later cancelled.

LES Argentina joined the efforts of the Argentine Trademark Agents Association (AAPI) and participated in their annual meeting held in August by providing speakers.

Throughout 2009 LES Argentina sponsored the forums held on IP matters at Universidad Austral as per the following schedule:

- March 3 - IP infringements in Internet
- April 29 - Issues on nanotech patents
- May 26 - The "alert system" at Customs: Evaluating the system at work two years after it started
- September 2 - Relationship, interaction and conflicts between the biosafety system and the patent application for biotechnological events in the agricultural field
- October 6 - IP rights vis a vis the organization of sport events
- December 11 - Damages in IP software infringements

LES Argentina was represented at the LESI Annual Meeting in Manila as well as at the LES (USA & Canada) meeting and at the Delegates' Meeting in San Francisco.

### LES Australia & New Zealand

Looking back at what LESANZ has achieved in 2009, the Trustees and regional chairs can be proud. I thank each of them for their dedication and effort over a difficult time, and for their willingness to try new ideas.

Possibly the most ambitious goal we set several years ago was to increase our membership from 504 to 600, however due to the Global Financial Crisis, like many other Chapters, LESANZ reported a decline in overall membership. However, as this report is being written membership growth is showing strength again with numbers anticipated to return to their pre 2009 status.

LESANZ made a goal of hosting a world class annual conference and our April Canberra conference chaired by Stephanie von Gavel had good international involvement, was financially successful, and well attended; a feat not easy in one of the smallest regions in the Chapter.

LESANZ has maintained a high level of international engagement. We have presented an Intellectual Asset Management course in India, and we assisted the LES International President of 2009, Adam Liberman, organise his Winter Meeting in New Delhi last January and sent a number of delegates to support the LES India meeting. We supported LES Philippines by helping to fund a networking meeting to promote the LESI annual conference in Manila in 2009. In terms of our engagement with LES International, we have also performed well. We have a large number of members who have undertaken leadership roles within the 25 operating committees and working groups in the period (Rob McInnes – Life Sciences, Endowment; John Walker – Industry and University Transactions, Education; Mark Horsburgh – Patent & Technology Licensing; Benny Browne – Trademark & Character Licensing; Adam Liberman – President, and Nominating Committee; and Simon Rowell Chair of the Asia Pacific Presidents and a member of the Young Members Congress).

Other notable initiatives include:

1. Commissioning our first chapter-wide member survey. The results of the survey were used to fine tune our member offering in the 2009 year. The survey report suggests that we are doing a pretty good job of delivery on what members reported were the primary benefits: networking and education.
2. We have continued to grow our relationship with our PR Consultants – Buchan Consulting. LESANZ board members have published over a dozen editorial or opinion pieces commenting on a broad range of relevant topics in IP and innovation throughout the year. This relationship also allows us to promote and develop our brand via a regular column in R&D Review, an industry publication, to a different and broader audience than usual, including in particular entrepreneurs and younger prospective members. Buchan has also again taken on the task of assisting in promoting our Annual Conference in 2010.

3. We have secured the right to host the 2012 LES International Annual conference in Auckland, New Zealand. This conference will shine a spotlight on LESANZ, which will raise its profile, increase its membership base and showcase to the rest of the LES world what we can achieve in ANZ.

Many thanks to all the volunteer leaders of this organisation, who give of their time freely. In particular, special thanks go to Past President Rob McInnes and Trustee Kevin Croft, who have both put a great deal of work into the organisation over many years, and stepped down from our executive this year.

Overall, despite a challenging time in our Chapter, our regions have maintained a varied and professional standard in seminars and educational events. LESANZ is constantly striving to deliver greater value benefits to our members via the many programs we deliver and we look forward to a prosperous 2010.

### LES Austria

In January, LES Austria held its Annual General Meeting in which the board reported about the society's activities in the year of 2008 and its agenda for 2009 as far as already determined. Furthermore, the results of the accounting of the society's financials have been approved. Finally the society's existing executive board was resolved and a new treasurer, Sabine Fehring, was elected into the executive board.

A major achievement in 2009 for LES Austria was a re-launch of its website, which will better facilitate to provide members with the latest news and activities and, particularly, to attract new members and emphasize the prominence of LES.

In April 2009, the University of Technology in Graz and LES Austria organised a three day workshop in Graz on the topic of exploitation of technologies.

And, in November 2009, the University of Technology in Graz and LES Austria organised another three day workshop in Graz on the topic of exploitation of technologies with a focus on the procedure from invention or innovation to the technology's commercialization.

### LES Benelux

2009 was a particularly good year for LES Benelux. Our membership continued to increase—currently 395—and we remain in a healthy financial situation. The “Topic Day” meetings that we organized in 2009 “Recent developments in IP/Licensing laws” (March, Rotterdam), “IP and Licensing In Troubled Times” (June, Brussels), “Tech transfer: what is the best approach?” (September, Liège) were well-received and well-attended especially the September meeting which was held with the active support of the University of Liège and LES Germany. The June event also saw our Annual General Meeting on the occasion of which, our long-standing member Bruno Vandermeulen was awarded a well-deserved honorary membership of our society as appreciation for all the hard work he has done for us and for LESI over many years. Our annual two-day licensing course took place in November in Veldhoven and was once again fully booked with 40 participants (and a waiting list!) including several participants from countries outside Benelux.

We also co-sponsored a conference on Alternative Dispute Resolution organized by WIPO and the University of Leuven and provided two panelists to discuss industry perspectives. We had our full complement of international delegates at the meetings in Manila and San Francisco and have also applied to host the LESI International Meeting in Brussels in 2015 which will mark the 40th anniversary of our society. We have identified two members to act as young executive cham-

pions within our society who are already involved in our program committee and will become more active in the course of next year. With a dynamic Board and a healthy membership we look forward to another interesting and active year in 2010.

### LES Brazil

The objective of LES Brazil for 2009 has been to increase the number of courses on licensing to be delivered to local companies, university members and public research centers. Such courses have included the LES Fundamentals 101, LES Fundamentals 102, LES Fundamentals 103 and short practices on how to negotiate licensing and technology transfer agreement. By delivering such courses, it is possible to promote LES Brazil's activities and attempt to increase the number of associates to LES Brazil. Further to that, it has been noticed that university and public research center members are eager to be trained due to the existing Innovation Law promoting research and development agreements. Therefore, the LES courses have been highly demanded.

A great effort was dispensed to the organization of the LES Brazil Conference on Innovation and Licensing and the one day Introductory Course on the Commercialization of Technology, which took place on June 2009.

For 2010, the goal of LES BRAZIL is the organization of the Latin American Innovation Tour, which will take place for the 2nd time in Brazil, Argentina and Chile, the IP Day activities on April 26-27 (a cocktail reception and a training course) and the Annual Meeting of LES Brazil, in addition to keeping up with the delivery of the LES courses in Brazil.

### LES Britain & Ireland

The Society has been trying to renew and grow the membership, particularly through recruitment of younger members. We have also been working to raise our profile with key tech transfer stakeholders and decision-makers to increase awareness of IP rights as business assets rather than as legal rights and to make our meetings not only educational and enjoyable but also relevant to our members whatever their role in the tech transfer world and wherever they are based. We are seeking to contribute more effectively to the broader challenges the world faces, by helping make tech transfer a key tool in tackling global issues such as the environment and healthcare, both in the developed and the developing world.

Our meetings in the last year have included a number which have been targeted at those with less experience including the Fundamentals course in February and our move to electronic circulation of the Newsletter brings us more up to date with the way younger people tend to receive information.

We would like to bring the B&I website up to the standard of that of LESI and plan to establish a link with the Business and IP centre at the British Library and to Facebook and LinkedIn, and try to run a younger person's social calendar and events targeted to this sector of our target membership.

Many members of LES B&I are either unaware of the international aspects of LES or have not yet had an opportunity to experience them first hand. We are seeking greater contribution from our members locally and with the LESI Annual Conference scheduled to take place in London in 2011 our organising committee headed by Anne Lane is providing a focus for this initiative.

### LES Chile

This year we have undertaken an intense campaign to divulge the mission and potential of LES Chile. Three of our members represented Chile in the LES International congress held last October in the United States.



LES Chile has undertaken this campaign on two major fronts: roundtables and the creation of committees.

#### ROUNDTABLES

##### 1. ROUNDTABLES: Copyright and the digital world:

The first roundtable consisted in a talk given by the copyright Professor Octavio Gutierrez, who gave an interesting talk about copyright in the digital world.

##### 2. ROUNDTABLE: Talk given by the new director of INAPI Maximiliano Santa Cruz

In keeping with our aim of creating strong relationships with Intellectual Property authorities, a roundtable was carried out with the assistance of the head of the Chilean Intellectual Property Office Maximiliano Santa Cruz, who gave a diagnosis concerning Intellectual Property in the world and Chile, and who was invited to coordinate avenues of collaboration between INAPI and LES Chile.

##### 3. ROUNDTABLES: Meeting with LatinAmerican authorities

On other hand, and given the international nature of LES Chile, a further roundtable was developed counting with the participation of four Directors of Intellectual Property Offices of LatinAmerica (Brazil, Ecuador, Honduras, Chile). In said roundtable, the authorities spoke of the agendas currently being developed in their respective countries and the educational policies being implemented to promote the protection and development of Intellectual Property. On that same occasion, the Director of the Chilean Office of Copyright and the lawyers of the Ministry of Culture - entity in charge of overseeing copyright issues for the Chilean government - also participated as guests.

#### COMMITTEES:

LES Chile operates under a dynamic of "work committees" to which all members of LES are invited. Said committees tackle a specific project that is developed in ongoing meetings until the sought goals are achieved.

##### a) Minecon Committee

Consisting of a special committee headed by Juan Cristobal Gumucio, and a committed team, the aim of the committee is to link our institution with state and government organisms that currently constitute the engine behind innovation and Intellectual Property.

The results of this commission have gone further than originally expected, making LES Chile a strategic partner with the Ministry of Economy, through its department of innovation. This has become manifest in the great work undertaken by LES Chile in its support of the development of a government website [www.innovacion.cl](http://www.innovacion.cl), particularly in terms of those elements that relate to the database of financment instruments for innovation and the support of forums and specialist chats.

##### b) Committee " Intellectual Property Course" given by LESI

LES Chile is organizing the course concerning advanced licensing (PDS 100), officially certified by LESI INTERNATIONAL. The course is being prepared based on manuals and educational material forwarded by LESI and a diploma will be given by LES to those who attend. According to indications from LESI, this course is orientated towards people interested in the core issues of Intellectual Property and licensing, and to those dedicated to teaching these issues. Currently we are working on maintaining this course in 2010.

c) Organizational Committee of the INTERNATIONAL LES CONGRESS of 2013 Allan Jarry, in his capacity as president of LES Chile, promoted during 2008-2009 Chile's application to become the venue for the INTERNATIONAL LES CONGRESS of 2013. Allan Jarry, as past president and chair, is organizing a work committee to carry out the project of LESI 2013.

##### d) Committee for the translation and distribution of the LESI licensing manual

With the aim of promoting better practices in licensing matters, LES Chile is developing a project for the exclusive use of its members consisting in the translation to Spanish of the LESI licensing manual.

#### ACTIVITIES 2010

- In coordination with LES INTERNATIONAL, an event will be held on April 26, 2010, in order to celebrate the International Day of Intellectual Property. Relevant information will be forwarded closer to that date.

- In the beginning of the first semester of 2010, two roundtables are being considered. These roundtables will count with the participation of both the former Minister of Economy of Chile Mr. Alejandro Ferreiro of the former President of Chile Mr. Ricardo Lagos.

#### LES China (Including Hong Kong sub-chapter)

As there has been a lot of development in the licensing and intellectual property legislation in China, activities of the chapters have focused on bringing members up to date in these areas. For example, a workshop entitled "Cross Border Licensing from Chinese Perspective and its Market Practice" was held in June 2009 at the LESI Conference in Manila. At the LES (USA & Canada) conference in San Francisco, LESC-HK Chairman, Ms Alice Ngan together with a US lawyer and a Chinese lawyer gave a talk on "From Invention Disclosure to Application in the US and China: A Road Map". The highlight of the activities was the seminar "Intellectual Property Developments in China – An Introduction to the Revised Patent Law of China" held on November 13, 2009 in Hong Kong where Mr Yin Xintian, Director-General of Legal Affairs Department of State Intellectual Property Office along with three other legal professionals from China brief members on the latest development of the patent law in China.

We continue to promote various licensing related activities through supporting functions arranged by other related organizations, participating in these functions as well as arranging workshops.

For 2010, we aim to put more emphasis on the business aspects of licensing beginning with the AGM meeting of LES China in December 2009 on the topic "Promoting Licensing in a Global Financial Crisis" to be followed by a joint function with one of the business schools in Hong Kong on cross cultural licensing practice.

#### LES Chinese Taipei

LES Chinese Taipei sponsored numerous events in 2009. The highlight of our activities in 2009 is our annual International Licensing Conference, this year focusing on licensing and commercialization of biotechnologies. This is the fourth conference in our highly popular "International Licensing Practice" series, and we begin to address sector issues this year. We have several speakers from the US to talk about factors contributing to the success of biotechnology licensing and commercialization. The participants were most interested in practical issues such as negotiation strategy, valuation methodology, and deal structures. About 500 people participated in this significant event. The focus on international licensing practice will continue into 2010, with a new theme.

In addition to the annual conference, we also sponsored several workshops on licensing. Charles Neuenschwander spoke on assertive patent licensing in June. Participants included many senior in-house counsel and business managers. In December, John Alison, Tom Jarvis, Heinz Goddar, Katsuya Tamai, Professor Martin Adelman and other Taiwan speakers talked about the latest IP decisions in the US, Japan, Germany and Taiwan that will have an impact on licensing. This format and subject matter proved to be very valuable to the participants. We were able to look at the court decisions from the perspective of a Taiwan company doing business internationally, and discuss the decisions' impact. The audience raised many challenging questions and the panel discussions were very interesting and informative.

We plan to continue our momentum in 2010 by sponsoring even more activities.

## LES Czech Republic

In the year 2009 LES Czech Republic focused its activities on education of licensing professionals and networking.

During 2009, LES Czech Republic has organized two half-day seminars and two one-day conferences. The half-day seminars were directed to issues of legal protection of software and presented by a member of LES Czech Republic. The spring conference, held in June, was on Practical Aspects of IPR and the speakers were from Poland, Germany and Czech Republic. The topic of the autumn conference, held in November, was IPR and IT – Lessons Learned and speakers were from Great Britain, Switzerland, Germany and Czech Republic. We would like to thank Stephen Potter from the LESI IT Committee for helping us with the preparation of this conference. The autumn conference was connected with LES Czech Republic General Assembly, which has elected a new Steering Committee.

Although LES Czech Republic has experienced a decrease in the number of members, very probably in connection with financial crisis, all events organized in 2009 were praised by the participants and we are currently developing strategies for attracting new members, mainly from the business area.

During 2009 LES Czech Republic was 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 France

LES France has continued to be a very healthy LES society in 2009 with a 10% growth of its members, now over 430. The number of conferences has remained steady, with almost one event per month. Some of the topics addressed were the benchmarking of patent performance, the pooling of public/private patents, IP management in an open innovation environment.

We have organized with great success the first session in France of IAM 100, which was attended by 24 people, many of them being not part of LES France. Some were entrepreneurs, other where coming from Universities and considering to set up a spin-off. That was a good opportunity to expand our base of members.

We have also continued our partnership with IEEPI for a more advanced IP & Licensing training session held over two weeks.

Last, we had more than 100 attendees to our full day general assembly on December 8 where we presented the usual hot IP topics as well as the recent business trends in the IP licensing business.

The French Life-Sciences Committee met as well several times this year. A conference on biological collection attracted more than 70 people.

LES France cooperated closely this year with Réseau CURIE, the association of TLO from French Universities. We have worked together to strengthen the cooperation between companies and Universities.

Two new trustees have joined the board, coming from the Industry. We have also launch a local initiative to attract more young executives at LES France and our conferences, in connection with the Young Members Congress.

## LES Germany

LES Germany is pleased to report that its society is in good shape. Our membership has continued to increase despite the economic crisis. In 2009 LES Germany started many activities which were mainly focused on education of licensing professionals and networking. We have to

thank our program committee for his excellent job by organizing very interesting meetings covering topical subjects.

Particular reference is made to our traditional meeting in Königswinter on patent pools and industrial standards. Attendees enjoyed hearing presentations from leading experts in IP related jurisprudence of USA and Finland. Furthermore we refer to our fall seminar in Bremen on Know how contracts and Know how protection.

LES Germany followed up on its licensing course by organizing various editions in Munich. The courses were well attended and brought new members to LES Germany. We have nearly 720 members.

The courses dealt with license strategies and technique in the fields of patents, know-how and trademarks. Lawyers in private practice, economists, branding and marketing consultants and in-house counsel were attendees to our licensing course.

Throughout the year, the board came together several times to discuss various issues, mainly opportunity and improvement regarding further development of cooperation with LESI. LES Germany was represented by its delegates and executive members at the International LES Conferences.

As in the past, LES Germany has relied on close cooperation with other professional societies and local chamber of commerce to ensure our members the best effort in licensing topics.

In 2010 members have to elect a new board for the 2010-2012 term. There are many projects ahead, among others, our traditional meeting in Königswinter on 25./26. March 2010 on current issues of technology transfer.

## LES India

The January 2009 National Seminar introduced LES India to a wider audience of business consultants, government officers and media experts, apart from IP practitioners and lawyers. The National Seminar has opened up the possibility of a new influx of members. We also get queries for new membership. Plans are also being drawn up to have local sessions at various locations in India.

LES India – In July, 2009 seminar held in Mumbai in collaboration with the Bombay Chamber of Commerce addressed by Neil Wilkof on the topic of IPR related to Cloud Computing and Open Source. Neil Wilkof also addressed students of Indian Institute of Technology (IIT), Delhi under the banner of LES India speaking on IP as management tool-promise and limitations.

On October 8, 2009 the Bombay Chamber of Commerce and Industry and the Licensing Executives Society of India presented an Intellectual Property Seminar on US IPR Developments Critical to Indian Companies featuring distinguished speakers from the United States IP firm Finnegan, Henderson, Farabow, Garrett & Dunner, LLP.

The Annual General Meeting, held in Mumbai on October 31, saw the reins of power for President of LES India pass from Ramakrishna to Subramanian Vutha.

We have nominated Rajeev Surana and Rajashree Sharma to act as the liaison officers between LES India and the LESI Education Committee. There are 2 nominations because LES India has members at various locations in north and south India and we need people from both regions to be able to cover all or most such locations..

Further, we participated as supporting organization for a conference on IP Leveraging in Software and Electronics Industry in co-operation with Sughrue Mion PLLC, a leading law firm in the USA. The LES India logo



has been displayed in all promotional materials of the event.

Proposed plan of action for 2010 – a road-show [over the whole year 2010] to all locations with an IAM Course and mini conference to get members enrolled and meet members personally. Identifying good candidates for membership in the the next board. Board meetings at each location with members And a national summit in mid 2010.

### LES Italy

LES Italy continued to organize its licensing courses in various locations all over Italy, which resulted to be a successful activity attracting both IP counsels and industry professionals. The courses have been organized together with important organizations belonging to various Italian Chambers of Commerce, Industry Associations and other key entities.

LES has been invited by the Bar of Ascoli to hold a seminar concerning technology innovation and transfer of technology. Our members have duly attended all the International LES events all over the world.

Last November 12, we organized the annual LES conference in Milan entitled “Finanza e Proprietà Intellettuale. Gli intangible assets come strumenti di assistenza al credito.” The conference, held in cooperation with the Chamber of Commerce of Milan, featured the participation of various notable speakers and was quite a success, with the participation of over 120 persons.

### LES Japan

The Annual General Meeting was held in February in Tokyo and the planning and its budgets in 2009 were approved. An annual event, the LES Japan Annual Conference 2009 was held on July 3 & 4 in Kyoto with more than 190 attendees. They included honorable guests such as the Mayor of Kyoto City and Mr. Adam Liberman, President of LES International. The theme of the conference was “Tradition and Change” with three keynote presentations in plenary sessions and three active workshops (WS-1; Licensing and Business Management, WS-2; Challenge and Strategy in Pharmaceuticals Industries and WS-3; New Model of Collaboration between Industries and Academia). The conference was successful in all respects.

Eight monthly trustees meetings (in Tokyo and Osaka) were held to manage our activities. LES Japan is providing a wonderful learning opportunity and significant enhancement of professional networks through various programs. In 2009, 21 monthly educational programs (12 in Tokyo and 9 in Osaka) provided license and IP related lectures to approximately 980 people. Four kinds of licensing courses (Basic License Course, Practical License Course and License Agreement in English Course (Basic and Practical)) provided trainings to approximately 200 participants. In addition, 14 working group were active and held study meetings. We have actively responded to recruitment of public opinion on 1) the reexamination of criminal measures against trade secret issues drafted by the Ministry of Economy, Trade and Industry (METI), and on 2) the provisional rules for formulating and amending national standard involving patent drafted by Standardization Administration of the People's Republic of China.



LES Japan hosts an educational seminar.

### LES Korea

In April, LES Korea organized an annual “Four Korean IP Associations Meeting” (LES Korea, AIPPI Korea, APPA Korea, and FICPI Korea) in order to expand the LES function and to ensure that all members of each association identify and discuss current IP. This Four (4) IP Associations Meeting provides a unique opportunity and venue for Korean IP professionals to gain insight to the global trend in the IP world.

On July 6th, the LES Korea Board had the pleasure of having informal, open and meaningful discussions with LES International President Adam Liberman on the workings of LES. At the Board Meeting, President Liberman emphasized the vision of LESI in detail. LES Korea Board reiterated its commitment to Reaching-Out program (visiting and organizing IP conferences in cooperation with local IP professionals in the South East Asia region in order to introduce the workings of LES since 2001) and to networking and education by bringing an annual international IP conference to Seoul for the benefit of its members since 1995 (upcoming conference in November 2009). Focusing on the importance of education in our society, we had lengthy discussions on how to enhance our society's future education program and how LESI could assist our society in such endeavours. The meeting was attended by the Board and the past Presidents and a few members of LES Korea.



Front left, Adam Liberman, Mr. BAEK, Duk Yeul, President of LES Korea; back left, Mr. SOHN, Won, VP and Treasurer and Sun-Ryung Kim, VP and Secretary of LES Korea.

In November, 2009 Seoul Intellectual Property International Conference was hosted by LES Korea and AIPPI Korea, co-organizers of the conference. The annual conference, which was the ninth in its kind this year, was held in the South Korean capital on November 13-15 at Westin Chosun. About 300 professionals from 34 countries participated in the conference to share knowledge and experience on its main theme, “Intellectual Property Management and Commercialization.” A two-day program on University-Industry Collaboration preceded the main program, focusing on intellectual property issues concerning the standpoint of universities and research institutes from Nov. 12-13. Speakers at the conference included representatives from international GOs and NGOs as well as corporate senior executives and university professors, such as Wolf Meier-Ewert, Legal Affairs Officer of Intellectual Property Division, World Trade Organization (WTO), and Shuzo Uemura, former Deputy Director of World Intellectual Property Organization (WIPO). The keynote speaker, Dr. Nobuyoshi Tanaka from Canon Corp, senior managing director and group executive of Corporate Intellectual Property and Legal Headquarters, presented on the global company's intellectual property management and patent policy.

### LES Malaysia

LES Malaysia (LESM) has had a successful year, with a series of seminars. July this year saw the visit of the then LESI President, Mr. Adam Liberman. In conjunction with Mr. Liberman's visit LESM organised a seminar on licensing, jointly with SIRIM Berhad, the national agency for industrial development under the purview of the Ministry of Finance. Speakers were Mr. Lieberman and Mr. Koay Soo Earn of Deloitte & Touche, Singapore. The seminar was well received, attracting over 80 participants, not to mention media interest.

In August our LESM Breakfast Talk featured Mr. Richard Dunham of TAEUS International, who spoke on “Patent Evaluation Tools.” Significantly, the talk was attended by participants across a broad range of industries, which illustrates the increasing awareness on the impor-

tance of valuation of IP assets of a company, regardless of the area of business.

In September LESM organized a half day seminar entitled "Common Pitfalls in Licensing," in conjunction with BioTechCorp, the national biotechnology agency under the purview of the Ministry of Science, Technology and Innovation. Participants clearly benefited from hearing about the multitude of legal and commercial issues that can arise in licensing transactions. The panel of speakers comprised LESM Committee members and past president: Ms. Wendy Lam, Mr. Chew Phye Keat and Mr. Timothy Siaw, all of whom are respected practitioners in the area of IP law in Malaysia.

In December our president gave a presentation on "Critical Clauses in a Licensing Agreement" at the ACIA (Asian Caucus of Invention Associations) Conference 2009. LESM is also organizing a seminar in conjunction with the Biotech Corp on the Commercialization of IP on 10th December 2009.

Our goal for 2010 is to continue with more events which may be attractive to industry member so as to increase our membership particularly of industry members.

### LES Mexico

As part of the activities of LES Mexico in year 2009, on May the 29th we had a conference on the subject "Patent Technology Information as a source of Technology Transfer: a methodological proposal." This was an outstanding event in which the lecturer was our renowned member, Dr. Manuel Marquez.

On the other hand and based on the cooperation agreement between LES Mexico and ADIAT, an organization engaged basically in technology management, from October 1st, 2009 to January 8th, 2009, an advanced program for the formation of tech transfer professionals for industry-university relations was held with content from both, ADIAT and LES.

LES Mexico provided content for a course on Technology Transfer Units, through LES Mexico Ex-President Jose Luis Solleiro, and LES Mexico content for Licensing Fundamentals adapted to the Mexican context having as speakers Eduardo Kleinberg, Gloria Isla, José Antonio Romero and Hector Chagoya.

Additionally, LES Mexico received support from LES International and LES (USA & Canada) to run the PDS 100 and PDS 200 series having as speakers Jeff Whittle and John Somich, from LES (USA & Canada), including the coverage of airfares based on the budget from the Education Committee. The last session of the program will be PDS 402 in early January, 2010 (7 and 8), for which we received again the support to have as speakers Ada Nielsen and Phil Barnett, also from LES (USA & Canada) to get this novel course developed by themselves. For this January session, it is pursued that a part of the budget from the Americas Committee be used for airfares.

Due to the structure of the agreement with ADIAT for this program, LES Mexico has as a result an increase in non-lawyer membership and young members of at least 80% with great opportunities of promotion and membership increase in the future.

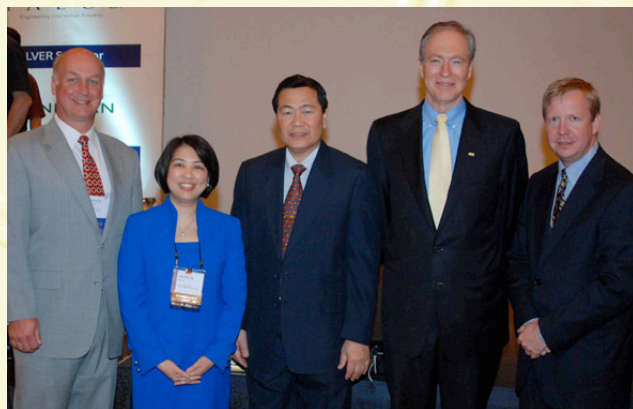
LES Mexico wants to thank LES International and LES (USA & Canada), through Pat O'Reilly, John Paul, Vicki Hancock and Stephanie Silverstein, and the people at the Education and Americas Committee, but wants to send very special thanks to Ada Nielsen, as the former Chair of the Education Committee and current LES (USA & Canada) President, because of her outstanding and continued commitment to this program.

### LES Philippines

The highlight for 2009 was the successful LESI Annual Conference hosted by LES Philippines at the Makati Shangri-la Hotel from June 7 – 10, 2009. Despite the global economic crisis and the threat of the H1N1 virus, a surprising number of international and Filipino delegates numbering around 354 including their accompanying persons attended the conference. Local and foreign speakers participated at the workshop and plenary sessions. The attendees appreciated the quality, variety and preparation of the plenary and workshop content. International delegates also had the opportunity to go on a tour of some of the historical sites within and outside Metro Manila, and were treated to a "barrio fiesta" dinner and entertainment. To cap the LESI Annual Conference in the Philippines, there was a gala dinner, music and dancing. Ms. Patricia A. O. Bunye, the LES Philippines President, was honored with a plaque of appreciation for a job very well done.

2009 also saw the end of a successful term for Ms. Patricia A.O. Bunye as LES Philippines President, and the ushering of a new term for the incumbent LES Philippines President Mr. Roger C. Nicandro, with the support of a new set of directors and officers. In August 2009, the new set of officers and members of the board of LES Philippines was elected. The induction of the new members of the board and officers of LES Philippines was held in September 2009 at the Supreme Court of the Philippines, with the Chief Justice leading the induction rites.

The new members of the board and the officers of the LES Philippines have had their regular board meetings to plan the activities for 2010. One of the proposed activities for 2010 is the joint LES Singapore and LES Philippines seminar to be held sometime in May 2010 in the Philippines, with speakers from LES Singapore and LES Philippines. The details of the proposed activity are the subject of discussion between the two societies, and will be taken up at the annual planning session of the members of the board of LES Philippines scheduled on January 23, 2010.



Patricia Bunye, Chair of the LESI Annual Conference with plenary speakers.

### LES Russia

Two speakers from LES Russia delivered presentations at LES Germany Automotive Group Meeting at PORSCHE Development & Research Center, Weisach on March 31.

On September 17 in Moscow LES Russia held a conference on commercialization of Intellectual Property created in Universities. Prof. Dr. Heinz Goddar, "Boehmert and Boehmert," Germany delivered a presentation "University-Industry Collaboration and Patent Licensing in Germany," reporting on the current status of the development of the government-supported model agreements for university-research cooperation which have been established during the last years, and will be further modernized within the nearest future. The Russian speakers put light on the current and future of the University and R&D IP commercialization in



Russia. A great impact was given to the Workshop by the intention of the Russian Authorities to get University IP moving from the dead point. The forthcoming "Law of creating SME under the Universities" definitely confirms that.

On December 11 a seminar "Technology transfer under modern conditions" took place in Moscow followed by a panel discussion. The seminar was devoted to IP commercialization & technology transfer under pressure of crisis. The Russian speakers were further successfully highlighted by Dr. Ian O'Connell from Musion, UK.

The goal for 2010 is to increase the number of members and achieve approval to host LESI 2014 International Conference in Moscow.

### LES Spain & Portugal

On March 2, 2009 LES Spain & Portugal organized a seminar in Lisbon, Portugal about the transfer of technology in the pharmaceutical industry. This was organized by LES Spain & Portugal in cooperation with the Portuguese Association of Pharmaceutical Industry (Apifarma) with more than 60 participants.

Our president Mr. Angel Ruiz was interviewed for a very well known magazine from the industrial engineering college (COIIM). This interview was published on in Issue 41, from the months of March and April 2009.

Also on June 4, 2009, the II Jornadas de Propiedad Intelectual (II Conference of Intellectual Property) was held in Madrid, Spain. This event was notable because many people who attended to it were experts and well known in the Transfer Technology field. Also, we must say that the event was organized by LES Spain-Portugal together with AETIC: Electronic, Technologic and IT telecommunications Enterprises Association of Spain. More than 90 participants

The main goal of LES Spain & Portugal in 2010 is to increase the number of members in our Society as well as to organize several meetings in different cities in Spain.

### LES Switzerland

The main focus of 2009 for LES Switzerland was our educational program consisting of 4 meetings in the German part of Switzerland and two meetings in the French part. Two of the meetings were co-meetings organised with the Swiss IP office and the European Institute of the University of Zurich. One meeting was our traditional "Rigi-Meeting" which was very well attended and offered a high-quality program dealing with IP transactions. The November meeting, held in Brugg/Windisch in the German part of Switzerland, followed a new pattern directed to a local audience (in contrast to the whole of the German part of Switzerland) mainly consisting of company counsels (in contrast to private practice attorneys).

LES Switzerland's membership basis did not change over the last few years. We count around 300 (+) members. The LES Switzerland board held 4 meetings, two of them were followed by a social program.

### LES (USA & Canada)

Throughout 2009, LES (USA & Canada) focused on the unique global culture of licensing, designing and delivering programs and activities that highlighted the qualities that contribute to success for licensing professionals. Despite the economic challenges faced by LES (USA & Canada) and many of its members, LES programs and events continued to offer valuable ways for members to connect with one another and to continue to enhance their licensing expertise.

#### Meetings

The three signature meetings for LES (USA & Canada) each addressed specific qualities of culture of licensing. The 2009 Winter Meeting in San Antonio, Texas focused on Professionalism, the commitment to prin-

ciples and standards that all LES members share. Program highlights included a special panel of prior recipients of the LES Licensing Achievement Award, which recognizes organizations that have made a unique contribution to licensing. Each of the LES Industry Sectors also presented a set of interactive workshops.

The role of Networking was the theme of the 2009 Spring Meeting in Montreal, which included leading speakers from corporations and universities throughout North America. The program committee capitalized on the active life sciences community in Montreal, by presenting a number of timely workshops and plenary speakers that provided an update on the latest trends and issues in technology commercialization and business development.

The 2009 Annual Meeting in San Francisco focused on the importance of Education and Diversity. Over 1200 registrants and speakers created a special event that enabled members from all facets of intellectual property business to exchange ideas and discuss potential collaboration. The popular Power Networking and Tech Fair features continued to provide important opportunities for attendees to combine business and education at the LES (USA & Canada) Annual Meeting.

#### Education Programs

With the global economic downturn limiting travel and professional development budgets, LES (USA & Canada) responded by consolidating its primary education programs together at the first annual LES Professional Development Series (PDS) University. New and experienced licensing professionals were able to choose from the PDS 100, 200, and 300 level courses to provide the best match for their education needs. In addition, LES (USA & Canada) offered PDS 100 and Train-the-Trainer for a total of 11 offers of PDS 100 and 4 offers of TTT throughout the USA and Canada.

LES (USA & Canada) also launched a new Webinar series which offered timely content and guidance from recognized experts. This new format enables LES (USA & Canada) to provide education opportunities for more members, without travel commitments. These programs are also archived and available for purchase through the LES (USA & Canada) Web site.

#### Local Chapters

The accessible networking and education opportunities available through LES (USA & Canada) local chapters were vitally important in 2009. Over 3000 individuals participated in local events offered by the network of 25 LES (USA & Canada) local chapters. Organized by volunteers, with logistics and outreach support from the LES (USA & Canada) staff, these local events included several presentations of the PDS 100 program, developed by LES South Africa and licensed from LESI.

LES (USA & Canada) will continue to provide value to members at the local level in 2010, highlighted by Around the World with LES, April 26, 2010, in conjunction with WIPO's World IP Day. Each of the 25 local chapters, along with LESI national and regional societies, will organize networking or education events on that day, to highlight the importance of intellectual property and the reach of the LES community worldwide.



*At the LES (USA & Canada) 2009 Annual Meeting in San Francisco, Ada Nielsen (center) accepts the position of President. With her are Adam Liberman (left) and Past President François Painchaud.*

## Industry, Professional and Regional Committees and Management Committee Reports

*At the international level, IPR and Management committees have been established within LESI 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 and regional societies of LESI, and along the other are the various 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 Meeting held in San Francisco in October 2009. The slate given after the reports became effective after this meeting.*

## Industry, Professional and Regional Committees (IPR)

### Americas

**Vice-Chair: Marcela Souza**

The Americas Committee is continuously working to organize programs and activities to develop new relationships in the Americas and continue to increase the membership and involvement in LES. During 2009, the Americas Committee (1) organized the LESI Latin American Conference on Innovation and Licensing in Brazil, which included programs from LES Brazil, Argentina, and Chile, (2) organized a workshop at the LES International Annual Conference in the Philippines and the LES (USA & Canada) Annual Conference in San Francisco and (3) worked with LES Mexico to provide speakers for its licensing programs with ADIAT.

For 2010, the committee plans to (1) organize a Latin American Innovation Tour to Brazil, Argentina, and Chile, as in 2008 where North American speakers went on a tour to Latin America to talk about licensing, tech transfer, and collaborations between the North and the South, (2) organize more programs in Mexico with North American speakers, (3) help coordinate with LES Brazil, Argentina, Chile, Mexico, and Andean, educational programs and receptions in each of those countries and regions on April 26, 2010 in connection with World IP Day and Around the World with LES, (4) organize a workshop for LES International Annual Conference in South Africa, (5) organize a program for LES (USA & Canada) Annual Conference in Chicago (5) work on membership generation and public relations by (a) compiling mailing lists, (b) identifying potential industry members, (c) updating the web site with information including program materials from past tours and programs, and (d) sending out information including program materials from past tours and programs, (7) create more formal positions and responsibilities for committee members, for example, chair elect, secretary, program chair, executive committee members, (8) expand size and involvement of the committee, and (9) connect with national society presidents and include them in meetings. For all LESI members who are interested in joining the Americas Committee, please contact Juliana Viegas, Bob Gruetzmacher or Marcela Souza, Chairs and Vice-Chair, respectively.

### Asia Pacific

**Chair: Patricia A. O. Bunye**

The Asia Pacific Committee held four workshops during the LESI 2009 Annual Conference: Cross-Border Licensing from Chinese Perspective & its Market Practice, The Pan Asian Innovation Network, Mock Licensing Negotiation and Successful Licensing Experiences in Taiwan. Each workshop was spearheaded by a different AP Society, showing the spirit of cooperation among the Asia Pacific Societies.

Throughout 2009, efforts were taken encourage participation of our members who are unable physically attend our meetings. We continue to maintain the AP web site as a repository of minutes of previous meetings and information about forthcoming meetings in the region.

Building on the success of our 2009 activities, two of the AP Societies, LES Philippines and LES Singapore will hold a Joint Meeting on May 4-5, 2010. The Committee considers this a test project to determine whether it can, in the future, organize a larger-scale regional conference similar to what the Pan European Committee has been doing for many years. Recognizing that there is some difficulty for AP members to attend LESI activities held outside our region, we would like to make international and inter-Society activities more accessible to our members, including licensing executives in countries where there are currently no LES Societies, such as Vietnam, Indonesia and Thailand.

### Chemicals, Energy, Environment and Materials Industry

**Chair: Anthony P. Venturino**

The Chemicals, Energy, Environment and Materials Industry Committee is working on stimulating common interest in the Chemicals, Energy, Environment and Materials for intellectual property and licensing professionals within LESI. We aim to share various experiences across these different industries. 2009 featured highly controversial topics in our industries namely global warming, alternative energy, clean energy and pollution control. During the 2009 LESI Manila conference, vice-chair Sumiko Kobayashi moderated a CEEM committee meeting, and Sumiko Kobayashi moderated a workshop with three presenters in Workshop Session II entitled "Licensing Opportunities and Environmental Technologies—How to cope with Global Warming." These informative workshops have raised the visibility of our committee.

To keep up with industry trends we are presenting six workshops at the 2010 LESI Annual Meeting in South Africa, including licensing opportunities in clean energy and licensing opportunities in metals mining and refining, and export controls. We are also surveying our members as part of the Royalty Rate Survey being conducted by the Chemicals, Energy, Environment and Materials Sector of LES (USA & Canada). By this joint effort our committees are internationalizing the LES (USA & Canada) CEEM Sector Royalty Rate Survey. We hope to expand this further next year. We hope by such programs to increase LESI CEEM diversity and membership by following recommendations of Women in LESI Taskforce final recommendations and Young Executives in LESI Taskforce final recommendations where applicable. We are also working to add content to our committee web page. We are working to increase awareness that CEEM covers a wide range of technologies.

For all LESI members who are interested in joining the Chemicals, Energy, Environment and Materials industry Committee, please contact the chair.



## Copyright Licensing

**Chair: Abraham Alegria**

The Members of the Committee Group are working to identify the impact of the copyright protection in the industry and in commerce. The differences country by country are significant, so the analysis provides useful networking and practical informative education for the industry in general and for LESI Members in particular. Several Universities include as a topic of investigation, the collision between the copyright protection and the particularities of the information on the web. The situation must be reviewed also in connection with the IT & e-commerce industries. The Copyright protection on the web is an issue considering the jurisdiction problems. Different attempts to rule and control the problem are in process in different Countries. The multi-national membership of LESI Members provides a unique advantage to study what the industry may face in the near future around the world.

The Copyright Licensing Committee participates in the Manila Delegates Meeting with a power point presentation. The Copyright Licensing Committee Members interact with other committees.

The Copyright Licensing Committee is working to have a workshop as soon as possible together with the LESI IT & e-commerce Committee about the Copyright Protection in the internet.

The Copyright Licensing Committee is working to have a workshop together with the Trademark Committee in connection with the effects of copyright protection over Trademark Registrations.

The Copyright Licensing Committee studies the idea to propose a workshop in the near future in connection with software protection as copyrights and the protection to the "image."

The Copyright Licensing Committee is proposing a networking reception co-sponsor with other LESI Committees in Sandton, South Africa at our International Meeting.

## Dispute Resolution

**Chair: Russell E. Levine**

The LESI Dispute Resolution Committee is working on stimulating interest in dispute resolution whether by way of litigation, arbitration, mediation or other dispute resolution mechanism. We also are striving to provide attractive networking and informative education for intellectual property and licensing professionals within LESI. We aim to share experiences in utilizing the various dispute resolution mechanisms.

2009 was a productive year for the Committee. The Committee developed an action plan/project list and a number of initiatives were suggested and approved by the Committee. The Committee solicited volunteers for each initiative. The Committee believed that an initial focus on workshops and/or mini-plenaries for 2009 and 2010 would be the best way both to increase interest in the Committee and to provide substantive, educational content to LESI meeting attendees.

The Committee prepared and organized a Mini-Plenary for the 2009 LES (USA & Canada) Annual Meeting in October in San Francisco. The Mini-Plenary was called "Titans of Alternative Dispute Resolution." The Titans of Alternative Dispute Resolution mini-plenary was a unique opportunity for licensing executives to hear directly from some of the world's leading ADR experts. The distinguished panel included the Chief Mediator for the Court of Appeals for the Federal Circuit, a Magistrate Judge from the District of Delaware, a former Chief Justice and Lieutenant Governor of New South Wales, Australia, and other leading mediators. During the course of the program, which was attended by over 50 attendees, the panel educated attendees on ADR generally, the types of ADR mechanisms, how to increase chances for a successful ADR, and

best practices when participating in an ADR procedure. They discussed a myriad of issues such as when is the best time for conducting ADR and what do arbitrators/mediators find most useful to help them prepare for the ADR.

The Committee also is preparing and will present a double workshop at the LESI Annual Meeting in South Africa. The double workshop will be on the topic of "Resolving Civil Disputes Relating to License Agreements: A Comparative Assessment of Procedures and Substantive Laws in Various Countries." We will have speakers covering the U.S., Germany, South Africa, England, Scandinavia, China and Hong Kong.

The Committee also is developing a mechanism for creating a list of mediators for licensing disputes. In this regard, the Committee is working with WIPO. The Committee expects to make further progress on this initiative during 2010.

## Engineering, Transportation and Physical Science

**Chair: John Paul**

### Background

The LESI Engineering, Transportation and Physical Science committee is a new committee, and in some ways a successor to automotive and transportation Committee. Its general objectives are to (1) identify topics of common interest in the areas of engineering, transportation and physical science, (2) expand the committee by adding members, (3) provide networking and informative education for intellectual property and licensing professionals within LESI, (4) identify and attract new LES members from this area.

### Activities in 2009

I identified LES (USA & Canada) Aerospace and Transportation subcommittee of the LES (USA & Canada) High Technology sector as a corresponding committee in the LES (USA & Canada) national society and investigated past and future cooperation, talking to a number of committee members and attending their meeting in San Francisco. I found no past cooperation between the LESI and LES (USA & Canada) committees, but found that the LES (USA & Canada) committee had monthly phone calls that discussed a topic of interest to the committee. I proposed that the calls include international members as well as LES (USA & Canada) members. LESI Engineering, Transportation and Physical Science committee met for the first time at the October annual meeting in San Francisco and discussed objectives and plans for the coming year.

### Goals for 2010

(1) Join the monthly calls with the LES (USA & Canada) committee, (2) generally coordinate the names and activities of the LESI and LES (USA & Canada) committees, (3) identify and retain old members and attract new members, and (4) plan objectives for future years, for example (a) identify corporations and other entities in the field having LES members and potential LES members, (b) provide announcements and summaries of calls and materials from programs to all such members and potential members, (3) prepare programming for the LESI meetings twice a year, (c) have networking sessions, (d) plan leadership succession.

## European

**Chair: Jean-Christophe Troussel**

In 2009 the European Committee has secured the submission by LESI of three substantial papers : (i) LESI's comments in response to the EU Commission's Pharmaceutical Sector Enquiry Preliminary Report (in cooperation with the Life Science Committee); (ii) LESI's position paper in response to the EU Consultation on Horizontal Agreements; and (iii) LESI's written statement with respect to the points of law that the President of the European Patent Office has referred to the Enlarged Board of Appeal (Case G 3/08) concerning the limits of patentability of programs for computers within the meaning of Article 52(2)(c) and (3)

EPC (in cooperation with the IT and E-Commerce Committee). This work has been performed with the support of the Board and of the External Relationships Committee.

The European Committee intends to facilitate the submission of similar papers of interest in the future, when legal or practice developments at EU level are deemed by the Board to justify that LESI acts as a trusted voice in the debate. Antitrust issues affecting IP right creation, enforcement and valorization is probably one of the hottest topics on which the European Committee intends to focus in 2010.

The European Committee held two face-to-face meetings in 2009, both very well and actively attended: one in Manila (chaired by Allen Norris) and one in San Francisco.

Workshops were organized in Copenhagen (1), Manila (1) and San Francisco (2). The Committee also secured the participation of LESI as a partner and workshop facilitator at Premier Cercle's Competition Summit in Brussels in December 2009.

The main goal of the Committee in the early part of 2010 is to finalize its structuring into the following new key roles: Liaison with the EU Commission; Liaisons with other LESI Committees; Antitrust taskforce; Workshop coordinator; web site coordinator; identify the right people for these roles and empower them; then get the ball rolling.

### Industry-University/Government Transactions

**Co-Chairs: John Walker and Sun Ryong Kim**

The LESI Industry, University/Government Transactions Committee (IUGT) is an LESI Professional Committee. This Committee provides a forum for the networking and professional development in technology transfer between industry and public sector research organisations (PROs).

The Committee's activities are principally 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 discussion forums; improving the professional skills of members; working as a liaison with complementary organisations (including governments and NGO's); arranging workshops at LES meetings; and attracting new members.

During 2009 IUGT presented workshops for the LESI Meeting in Manila (June) and the LES (USA & Canada) Annual Meeting in San Francisco (October). Programs for 2010 are planned for the LESI Winter Meeting/LES Turkey Meeting (January), the Pan European Conference in Budapest (June), the LESI Meeting in Sandton (April) and the LES (USA & Canada) Meeting in Chicago (October). During the 2009 Manila meeting, emphasis was placed on approaches to "Bayh-Dole type" legislation in the Asian region, and it is planned to publish a Bayh-Dole "theme" issue for *les Nouvelles* based on this work. A further emphasis of all workshops and IUGT programs is to explore trends and developments in technology transfer from PROs around the world, and to identify legal changes and best practices to provide new insights into technology commercialization for LES members.

In addition to these presentations at LES Meetings, the Committee has identified a number of projects for 2010 to support its objectives. These projects include creating an on line summary of employee ownership issues on an international basis, and to collate internet links for the LESI web site that the Committee considers relevant to member's interests. The Committee also considers it important to develop strong connections with complementary organisations e.g. UNITT, ASTP, AUTM, with the longer term aim of facilitating cooperation for the benefit of members. Specific new projects identified for 2010 are intended to provide forums with TLOs and National Research Institutes, particu-

larly in the Asian region, to facilitate identification and discussion on common issues. A specific "outreach" activity to connect with researchers, students and professors of universities and PEOs is also planned.

### Electronics, IT and E-Commerce

**Co-Chairs: Stephen Potter and Rob Harrison**

The aim of the Electronics, IT and e-commerce Committee is 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.

The E, IT and e-commerce Committee organized and held one workshop in the past year, at the LESI Annual Conference on "Europe – changes in the IP legal and licensing marketplace" at the LES (USA & Canada) Annual Conference in San Francisco. To my knowledge, the Committee organized no articles for *les Nouvelles* in 2008/2009. Additional activities of the Committee included:

- The submission of an amicus brief to the European Patent Office in respect to their request for submissions on clarification of computer related inventions. This basically argued that the situation should be kept as at present.
- In response to the request of the LESI Board for outreach towards National Societies the Committee offered their help to the European Presidents for any meetings or conferences in the general areas of E, IT and e-c. The Czech Society responded positively and SEP both gave a talk and arranged for Rouse and Co to give one in a one-day conference in Prague on these subjects in November 2009.
- The first of a series of regular telephone conferences will be held on the November 25, 2009.

Meetings of the Committee's General Membership were held at the LESI Annual Conference and at the LES (USA & Canada) Annual Conference.

Membership continues to grow and has remained diverse with all major geographic regions being represented on both the Committee's Board and among its General Membership.

New Chairs and Vice-Chairs for 2010-2011 are still to be decided.

### Life Sciences

**Co-Chairs: Stephen Yoder**

The LESI LSC was active with several initiatives in 2009, including 14 active projects, ranging from ensuring high quality, contemporary content at headline LES conferences in 2009, to increasing our active membership base, to providing practical tools to help licensing professionals in their day-to-day rigors across the life sciences sector. The co-chairs and vice-Chairs held regular teleconferences on a 1 to 2 monthly basis to report on progress of initiatives and discuss short and long-term goals.

The most notable projects for 2009 were (i) the combined initiative of the LESI European Committee of preparing a neutral response to the EC's invitation to comments concerning the EC's report on possible anti-competitive behavior within the pharmaceutical industry; and (ii) the continued roll-out of the global LES royalty and deal terms survey for life sciences licensing deals. Another project, which will span into 2010, is Project Bolar, where colleagues from several LES national societies are summarizing the research use exemptions of their respective country as it applies to drug development and the generics industry. It is envisioned that, once compiled, this report will be formulated into an article for publication in *les Nouvelles*.

In 2010, the committee Chair and vice-Chairs will conduct regular, bi-monthly teleconferences and intend to open the calls to a broader



membership base, to increase active participation and to ensure a more open line of communication within the entire committee. In this respect, we are currently identifying more formal roles within the committee and will contact general committee members in 2010 to gauge their interest in filling one of these roles. A top priority for 2010 will, accordingly, be energizing our current base as opposed to growing membership per se, and to better understand and meet the needs of national societies in Life Sciences related areas.

### Patent and Technology Licensing

**Co-Chairs: Mark Horsburgh and Raul Hey**

The Patent and Technology Licensing Committee had an active 2009 with workshops presented at LESI Manila and LES (USA & Canada) in San Francisco. We achieved publication in a third party journal reporting the content of the LESI Manila workshop and an article has been submitted to *les Nouvelles*. The focus for the year has been on Patent Evaluation as opposed to Patent Valuation. Feedback on the presented workshops has been positive.

The Committee has also attempted to improve communication and engagement through breakfast meetings at LESANZ, LESI Manila and LES (USA & Canada) San Francisco. A number of broadcast email messages have been sent to maintain communication with members of the committee and to encourage active engagement.

There is much work to do in 2010. Although PTL has a large membership that active involvement is low. In 2010 the committee aims to encourage members to take on roles to enhance the relevance of the committee. A major focus will be to encourage members to write content for the PTL web pages. Another focus will be to provide a *les Nouvelles* article based on workshops presented during the year. The next workshops will be in South Africa where the committee intends to present a final workshop on Patent Evaluation and a workshop on Social Entrepreneurship.

### Trademark, Design and Merchandising

**Chairs: Martin Schneider**

In Manila, the committee discussed a possible name change to "Trademark, Design and Merchandising Committee." The old name "Trademark and Character Licensing Committee" was felt to be no longer appropriate. The name change was finally adopted by the San Francisco-Committee meeting.

The TM committee sponsored a mini-plenary (Practical Tips on IP-enforcement in the South-East Pacific Region) and a workshop for Manila (Use and Misuse of Geographical Indications – a global view) and a workshop for San Francisco (Who owns Budweiser, Chablis and the Swiss Army Knife?). The mini-plenary was widely considered to be a great success with speakers from the Philippine National Police, a private detective operating in China, Prada Hong Kong's Inhouse counsel and private legal practitioners. Due to budget restrictions imposed on inhouse counsels it was not possible to commit people from WIPO, Budweiser and Chablis as it was wished by the committee.

Chair and Vice chairs held four telephone conferences in order to organise the committee's activities during the year. One of the top projects is the building up and operating of a legal database with the top five national decisions in trademark law (distinctiveness, risk of confusion and use requirements). The TM committee started to use the LESI web site tool sending two messages to the committee members and to upload content into the committee section of the LESI web site.

## Management Committees

### Communications

**Chair: Barry Quest**

The Committee is concerned with the maintenance and development of communication, publication and publicity tools. The main preoccupation is currently the web site, [www.lesi.org](http://www.lesi.org), but the Committee is also involved with other issues such as those relating to *les Nouvelles*, the Membership Directory, and LESI stationery and publications. The Committee works with the Web Editor (Steve Poile) and the *les Nouvelles* Editor (Larry Plonsker).

At the start of 2009, a new look web site went live. This had been designed by Steve Poile working with the previous Committee chairs and with the Internet Service Provider, Jeffrey Fajelagutan. During the year, the Committee has spent much time helping to improve, enhance, debug, update, and add news content to the web site. The web site now contains news including a lead article and also Blue Page items extracted from *les Nouvelles*, there are interactive sections for upload of Committee information, and *les Nouvelles* and the Membership Database are available to members in full searchable format. To keep up with modern developments, there are now LESI Blog, Twitter, LinkedIn and Facebook pages, which can be accessed from the main web site, and video from the Manila meeting is available via YouTube.

Projects in hand include implementation of a secure payment facility, and electronic submission forms. The searchable information on the Membership Database will be enhanced to include member profile data. The Committee is conscious of the need to continually improve and refresh the web site and, to that end the wishes of members have been canvassed and are being reviewed by a web consultant who will make recommendations for future developments.

### Education

**Co-Chairs: Ada C. Nielsen & Hayley French**

As planned, Train the Trainer courses were held in Manila at the LES International Annual Meeting as well as in San Antonio, Texas, Montreal, Chicago and San Francisco. The pool of certified and qualified trainers is now large enough to present the one-day course in each regional or local society. In 2009 several LES societies have offered educational programs to their members. IAM courses were offered in LES (USA & Canada), LES Britain & Ireland, LES South Africa, and others. LES Mexico was able to offer both IAM 100 and IAM 200 in one week in Mexico City in September.

On an ongoing basis the IAM course materials are adapted 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. LES societies expect to present 15 offers of the one-day introductory course in 2009 – Commercialization of Technology through the Power of IP Licensing, a course developed by LES South Africa. Plans are being made to support "Around the World with LES" on Monday, April 26, 2010, WIPO's designated World IP Day.

### Endowment

**Co-Chairs: Dwight Olson and Rob McInnes**

The committee mostly reacts to requests for money. The committee has tried over the years to develop a plan for the use of the money on a regular basis but has not come up with an effective pro-active approach. Our work continues to be very similar to the LES (USA & Canada) Foundation work but on a much smaller scale. As with the Foundation, the best thing LESI endowment has going is to continue with the international aspects of the Graduate Student Licensing Competition. It's a great project that should continue and expand.

We may want to also look at helping individual societies with seed money for CLP involvement. More on this in Istanbul.

## External Relations

### Co-Chairs: Art Rose and Willy Manfroy

The External Relations Committee continues to provide potential opportunities for co-operation between LESI and "External" organizations to assist the furtherance of the commercialization of IP by utilizing the unique nature of constituency of LESI and provide LESI a broader exposure to professional and non-professional outside world.

An important goal of the committee is to create a periodic and need-based communication channel with other LESI committees and LES individual societies (joint and well-coordinated and concerted efforts and inputs are necessary to accomplish the ultimate goal of this committee.) The committee has liaised particularly with the European Committee regarding ad hoc initiatives (European Committee, Chemicals and Environment and Energy). A clearer and more streamlined communication channel needs to be established, particularly as far as Board Officers contacts with our target organizations.

The ERC is creating an environment where the visibility of LESI in IP world is enhanced where an on going and meaningful joint working relationship is established with government organizations and non-government organizations. Creating a discreet list of organizations where in depth and strategic relations should be developed. The mutual use of existing networks and joint development of new relations with such bodies and organizations would have significant impact on dissemination of licensing information, improvement of licensing skills and potential positive influence on economic openings within the IP communities at large.

Building on existing contacts with WIPO, WTO, AIPPI, AUTM and APAA with official Letters. This project aims to establish and strengthen ties with these organizations with the long-range plan of developing on-going working relationships with them for promoting the interest of IP and licensing worldwide. Coordinate with other LESI committees where appropriate. Invitations to WIPO, AIPPI, APAA, WTO, UNIDO, ACPAA to attend Manila meeting. Acceptance of invitation to attend Manila meeting were received by WIOPO, APAA and AIPPI.

### Key Activities For 2009

- a. WIPO. We have followed up with WIPO on the proposed MOU and the proposed annual meeting with WIPO, however in view of some internal changes at WIPO the review and discussion regarding the MOU has been delayed;
- b. IPO. We have initiated a dialog with IPO in light of IPO's plan to expand internationally.
- c. AUTM. Adam Liberman spoke with Ashley Stevens of AUTM regarding AUTM's plans to expand internationally. We contacted his office but have not started a dialog yet.
- d. BIO. We have had a conversation with John Craighead of BIO regarding potential cooperation especially with respect to activities in countries outside the US.
- e. UNEP/EPO. Walter Copan led a new LESI task group in working with EPO, UNEP, ICTSD and other partner organizations to develop a study and a survey of global IP licensing practices of environmentally sound technologies. Based on the successful outcomes achieved thus far, ongoing collaboration is planned with these organizations for 2010 and beyond.
- f. PLANNING FOR 2009/2010. We have had several conference calls and many email exchanges regarding planning for 2009/2010 among the committee co-chairs and vice-chairs as well as with Adam Liberman and Pat O'Reilly.

## Committee Structure And Assignments For 2009/2010

Continuity is a key element we want to achieve and we have therefore put in place a "dual" structure with first an overall supervision by the two co-chairs and additionally another primary contact person. We expect that some of the Vice-Chairs and active committee members will also need to appoint local contacts to help.

Each Vice-Chair will coordinate or "supervise" the actions of other LESI committees that will be carrying out or that have already established the contacts (e.g. the European Committee). We have been charged by Pat to make sure that the actions of these committees are consistent with the Board mandate and the overall strategy of LESI.

Art will take over the coordination of all entities that are based in the Americas and Asia. Willy will look after all the Europe based ones. When appropriate we will also actively participate in the contacts. In most cases it will be the Vice-Chair's responsibility to define what the interactions should be and make a proposal to the committee for approval by the Board. It is expected that each Vice-Chair will have a fully developed plan of action for the Winter Meeting in Istanbul.

### Legal Based IP Organizations

AIPPI, AIPLA, FICPI, APAA, INTA, (and maybe others) (Ken McKay)  
ACPAA (Heinz Goddar)

### IP International Organizations

WIPO, EPO, OHIM, AREPA (Markus Ineichem)  
Ken McKay will also liaise with TM group of WIPO under Markus' guidance.

### Non Legal Professional Organizations

AUTM-International, Proton, ASTP, (and possibly other University related international organizations) as well as other professional organizations (Francois Painchaud)

### Governmental International Organizations

EU commission (Jean-Christophe Troussel)  
WTO, ICC, OECD (Markus Ineichem)  
UNEP, ICTSD (Walter Copan)  
World Economic Forum (Ichiro Nakatomi)  
World Bank, IMF, OAS (Francois Painchaud)  
UNIDO (Alex Czech)

## IP Maintenance

### Co-Chairs: Fiona Nicolson and Antonio Tavora

The IP Maintenance Committee is tasked with the responsibility of looking after the intellectual property rights of LESI around the world—particularly trademarks, and ensuring consistent use of such marks where possible by Member Societies. The Committee also monitors, and where necessary acts upon, any unauthorised use of LES trademarks. LES Members are encouraged to assist in these activities by reporting any unauthorised use of LESI trade marks to the Committee and to the LESI Board.

In 2009 the emphasis was on making sure that core LES marks continued to be protected in countries where Member Societies are active and a degree of rationalisation of the portfolio took place during the year. It is clearly important that LES funds are used to best effect in protecting 'core' trademarks and in ensuring that the portfolio is regularly reviewed. A copy of the LES trade mark portfolio is to be found on the IP Maintenance Committee web page and is updated twice a year.

The Committee also undertook a survey in 2009 to find out how Member Societies were actually using LES marks and the results of the survey indicated that, in the main, Societies were using the marks as required by LESI guidelines and the LES style guide which is available for



downloading on the IP Maintenance Committee web page.

Lastly the signing of Trade Mark Licence Agreements between LESI and all Member Societies is nearing completion although a few societies are yet to sign the document. This will be a priority for the Committee in 2010.

### Long Range Planning

**Co-Chairs: Ron Grudziecki and Paul Germeraad**

The committee's efforts during 2009 were to develop recommendations to the Board regarding improvements in the LESI By-Laws, Presidents Term, Transparency of Presidents election process, and partnership or merger with other professional societies.

To this end interactive planning sessions were held at the January 2009 and June 2009 LESI meetings. These sessions involved participants working in small groups, and individually between the meetings to identify improvements that would strengthen our society's operations and reputation.

In July the committee completed its analysis and made recommended changes to LESI Officers on LESI By-Laws, Presidents Term, Transparency of Presidents election process, and partnership or merger with other professional societies.

### Meetings

**Chair: E.B. (Ted) Cross**

The Meetings Committee had two very well-attended meetings in 2009 in Manila in June and San Francisco in October. Each had about 25 attendees representing leaders of the organizing committees of the International Conference sites selected or proposed for the next six years. During these meetings, the sites selected and proposed were as follows.

2010 – Sandton, South Africa – April 9–14

2011 – London, UK – June 3–8

2012 – Auckland, New Zealand – March 30–April 4

2013 – Santiago, Chile – Date TBD in April

2014 – Moscow proposed – details to be confirmed in South Africa

2015 – Benelux proposed – details to follow in 2010

2016 – China proposed for Beijing or Shanghai

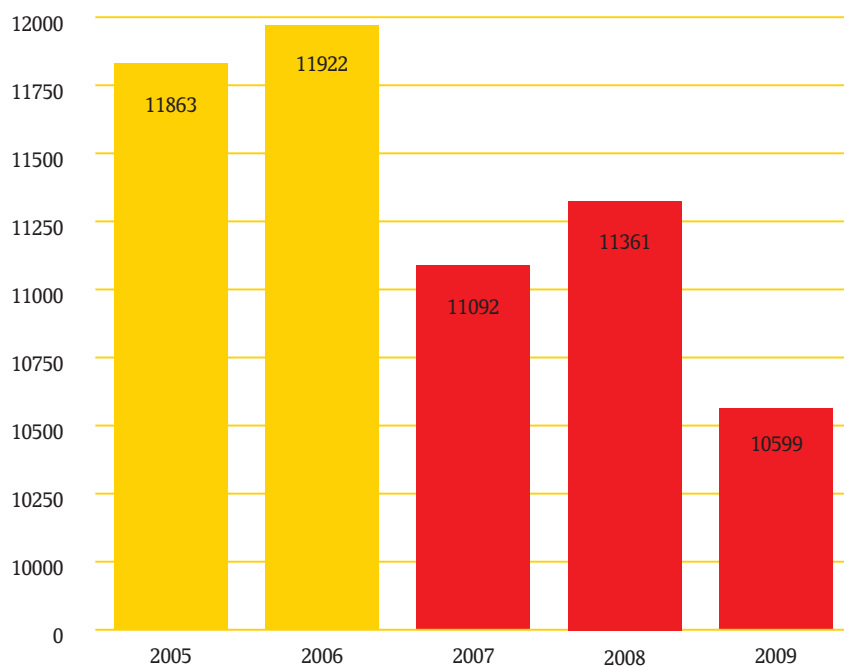
A new and updated Conference Manual was written and issued with LESI Board approval in August 2009. The new 298 page manual covers the details of all conference planning and execution and is on the web site for all to access. It provides an Appendix section where model templates for budgeting and timing deadlines can be added as quick references for the local planning committees. The new Assistance Level schemes were included in the new manual and identified as Gold, Silver and Bronze representing a descending order of LESI assistance levels with appropriately higher shares (25/50/75%) of any surplus generated by the meeting retained by the local hosting society. To date, only the Bronze scheme has been selected through to 2013 although the current proposal for 2014 specifies the Silver scheme and the question of LESI resources available to fulfill that selection remains to be solved.

LICENSING EXECUTIVES  
INTERNATIONAL

## Membership Development

**LES Society**      **Number of members on**  
**31-12-2008      31-12-2009      % increase**

Andean Community	66	51	-23%
Arab Countries	123	125	2%
Argentina	45	41	-9%
Australia & New Zealand	531	436	-18%
Austria	97	96	-1%
Benelux	380	376	-1%
Brazil	71	77	8%
Britain & Ireland	545	459	-16%
Chile	28	40	43%
China	205	244	19%
Chinese Taipei	97	102	5%
Croatia	33	33	0%
Czech Republic	45	25	-44%
France	407	419	3%
Germany	717	714	0%
Hungary	47	52	11%
India	30	37	23%
Israel	39	38	-3%
Italy	327	319	-2%
Japan	663	622	-6%
Korea	85	90	6%
Malaysia	50	36	-28%
Mexico	51	70	37%
Philippines	65	87	34%
Poland	27	25	-7%
Russia	81	67	-17%
Scandinavia	404	386	-4%
Singapore	82	38	-54%
South Africa	176	145	-18%
Spain & Portugal	106	78	-26%
Switzerland	301	320	6%
Turkey	—	31	
USA & Canada	5,437	4,920	-10%
<b>Total membership</b>	<b>11,361</b>	<b>10,599</b>	<b>-7%</b>





## Slate of chairs, vice-chairs and the Board of Directors Liaison for 2009 – 2010

IPR Committees	Chairs and vice-chairs	Society	Board liaison
Americas	John Paul, <i>co-chair</i> Juliana Viegas, <i>co-chair</i>	(USA & Canada) Brazil	Kevin Nachtrab
Automotive	Masahiro Ezaki, <i>co-chair</i> Bertram Huber, <i>co-chair</i>	Japan Germany	Kevin Nachtrab
Chemicals, Energy, Environmental & Materials	Tony Venturino, <i>co-chair</i> Mohammed Al-Ansari, <i>co-chair</i>	(USA & Canada) Arab Countries	Kevin Nachtrab
Copyright Licensing	Luciano Daffarra, <i>chair</i>	Italy	Kevin Nachtrab
Dispute Resolution	Russell Levine, <i>chair</i>	(USA & Canada)	Kevin Nachtrab
European	Jean-Christophe Troussel, <i>co-chair</i>	Benelux	Kevin Nachtrab
Industry, University and Government Transactions	John Walker, <i>co-chair</i> Takafumi Yamamoto, <i>co-chair</i>	Australia & New Zealand Japan	Kevin Nachtrab
IT & E-Commerce	Kei Konishi, <i>chair</i> Stephen Yoder, <i>vice-chair</i>	Japan Britain and Ireland	Kevin Nachtrab
Life Science	Rob McInnes, <i>co-chair</i> Steven Yoder, <i>co-chair</i> Jan Krauss, <i>vice-chair</i> George Pickering, <i>vice-chair</i> Jake Schaible, <i>vice-chair</i>	Australia & New Zealand Germany Germany Britain and Ireland (USA & Canada)	Kevin Nachtrab
Asia Pacific	Patricia Bunye, <i>chair</i>	Philippines	Kevin Nachtrab
Patent and Technology Licensing	Mark Horsburgh, <i>co-chair</i> Raul Hey, <i>co-chair</i>	Australia and New Zealand Brazil	Kevin Nachtrab
Trademark, Design & Merchandising	Martin Schneider, <i>chair</i>	Switzerland	Kevin Nachtrab
Management Committees	Chairs and Vice-Chairs	Society	Board Liaison
Audit	Yvonne Chua, <i>chair</i>	China	Pat O'Reilley
Awards	Norm Jacobs, <i>co-chair</i> Peter Chrocziel, <i>co-chair</i>	(USA & Canada) Germany	Chikao Fukuda
Communications	Barry Quest, <i>chair</i>	Britain & Ireland	Arnaud Michel
Education	Ada Nielsen, <i>co-chair</i> Hayley French, <i>co-chair</i>	(USA & Canada) Britain & Ireland	Arnaud Michel
Endowment	Dwight Olson, <i>co-chair</i> Nabil Salame, <i>co-chair</i>	(USA & Canada) Arab Countries	Chikao Fukuda
External Relations	Willy Manfroy, <i>co-chair</i> Art Rose, <i>co-chair</i>	(USA & Canada) (USA & Canada)	Chikao Fukuda
Investment	Ken McKay, <i>chair</i>	(USA & Canada)	Peter Hess
IP Maintenance	Fiona Nicolson, <i>co-chair</i> Antonio Tavra, <i>co-chair</i>	Britain & Ireland Spain & Portugal	Jim Sobieraj
Long Range Planning	Paul Germeraad, <i>co-chair</i> Ron Grudziecki, <i>co-chair</i>	(USA & Canada) (USA & Canada)	Pat O'Reilley
Meetings	Philipp Dreier, <i>chair</i> Ted Cross, <i>vice-chair</i>	Switzerland (USA & Canada)	Jim Sobieraj
Task Forces			
Women in LESI	Lynda Covello, <i>chair</i>	(USA & Canada)	
Young Executives in LESI	Jim Malackowski, <i>chair</i>	(USA & Canada)	

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Website [www.lesusacanada.org](http://www.lesusacanada.org)

**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)

## 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)
2008	Chikao Fukuda	LES Japan
2009	Adam Liberman	LES Australia & New Zealand

## LES International Board of Directors 2009-2010

Pat O'Reilley	President	LES (USA & Canada)
Adam Liberman	Past President	LES Australia & New Zealand
Alan Lewis	President-Elect	LES South Africa
Yvonne Chua	Vice-President	LES China
Felix Grether	Vice-President	LES Switzerland
Raul Hey	Vice-President	LES Brazil
Kevin Nachtrab	Vice-President	LES Benelux
James Malackowski	Secretary	LES (USA & Canada)
Peter Hess	Treasurer	LES Germany
Arnaud Michel	Legal Counsel	LES France
James Sobieraj	Legal Counsel	LES (USA & Canada)

*The 2009-2010 Board from left to right:*

*Peter Hess, Treasurer; Arnaud Michel, Counsel; Kevin Nachtrab, Vice-President; Jim Sobieraj, Counsel; Chikao Fukuda, Past-President; Adam Liberman, Past-President; Alan Lewis, President-Elect; Pat O'Reilley, President; Yvonne Chua, Vice-President; Jim Malackowski, Secretary; Felix Grether, Vice-President; and Raul Hey, Vice-President.*





## LES International Conferences in the future

Date	Organized by	Location
4 – 8 June 2011	LES Britain & Ireland	London
30 March–4 April 2012	LES ANZ	Auckland, New Zealand

## LES Websites

LES International at [www.lesi.org](http://www.lesi.org)  
 LES Andean Community at [www.lesandina.org](http://www.lesandina.org)  
 LES Arab Countries at [www.lesarab.org](http://www.lesarab.org)  
 LES Australia and New Zealand at [www.lesanz.org.au](http://www.lesanz.org.au)  
 LES Austria at [www.les-austria.at](http://www.les-austria.at)  
 LES Benelux at [www.les-benelux.org](http://www.les-benelux.org)  
 LES Brazil at [www.lesbrasil.org.br](http://www.lesbrasil.org.br)  
 LES Britain and Ireland at [www.les-bi.org](http://www.les-bi.org)  
 LES Chile at [www.sociedadchilenalicenciamiento.cl](http://www.sociedadchilenalicenciamiento.cl)  
 LES China at [www.leschina.cn](http://www.leschina.cn)  
 LES Chinese Taipei at [www.lesct.org.tw](http://www.lesct.org.tw)  
 LES Czech Republic at [www.les-czechrepublic.com](http://www.les-czechrepublic.com)  
 LES France at [www.les-france.org](http://www.les-france.org)  
 LES Germany at [www.les-germany.org](http://www.les-germany.org)  
 LES Hungary at [www.les-hungary.hu](http://www.les-hungary.hu)  
 LES India at [www.lesindia.org](http://www.lesindia.org)  
 LES Italy at [www.les-italy.org](http://www.les-italy.org)  
 LES Japan at [www.lesj.org](http://www.lesj.org)  
 LES Korea at [www.lesk.org](http://www.lesk.org)  
 LES Malaysia at [www.lesm.org.my](http://www.lesm.org.my)  
 LES Mexico at [www.lesmexico.org.mx](http://www.lesmexico.org.mx)  
 LES Philippines at [www.lesphilippines.org](http://www.lesphilippines.org)  
 LES Poland at [www.les-poland.org](http://www.les-poland.org)  
 LES Russia at [www.les-russia.org](http://www.les-russia.org)  
 LES Scandinavia at [www.les-scandinavia.org](http://www.les-scandinavia.org)  
 LES Singapore at [www.les-singapore.org](http://www.les-singapore.org)  
 LES South Africa at [www.licensing.co.za](http://www.licensing.co.za)  
 LES Spain and Portugal at [www.les-europe.org/spain-portugal](http://www.les-europe.org/spain-portugal)  
 LES Switzerland at [www.les-ch.ch](http://www.les-ch.ch)  
 LES Turkey at [www.teklider.org.tr](http://www.teklider.org.tr)  
 LES (USA & Canada) at [www.lesusacanada.org](http://www.lesusacanada.org)

## LESI Service Directory

On the website of LES International, LES members can put a link to their company including a short description in the Service Directory. Members and non-members can search through this list of Members Links to find licensing executives e.g. who offer services or who are active in areas of their interest. The directory is fully searchable on company, country or category. A condition for putting a link in this directory is that the linked site is the site of a company or other organization having at least one LES member and that the site should have some relevance to licensing or the activities of LES.

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](mailto:links@lesi.org).

## Finances per 31 December 2009\* in US\$

### Revenues

Membership Dues	399,280
<i>les Nouvelles</i> and Membership Directory	330,832
Meetings Revenue	82,039
<i>les Nouvelles</i> Income	25,040
Trademark Income	3,007
Investment Income	2,517
Other Income	1,565
Royalties Income	1,202

<b>Total Revenue</b>	<b>845,571</b>
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### Expenses

Publications	275,108
General and Administrative Costs	177,359
LESI Delegates and Board Meetings	132,253
LESI Directors Expenses	88,864
LESI Committees	54,044
Endowment Projects	36,000
Communications	25,139

<b>Total Expenses</b>	<b>789,767</b>
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<b>Excess of Revenue over Expenses</b>	<b>56,804</b>
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### Current Assets

Cash on hand	1,219,943
Cash in Endowment	201,745
Accounts Receivable	22,091
Prepaid Expenses	21,805
Short Term Investments	22,669
Advance - LES South Africa	10,000

<b>Current Assets</b>	<b>1,498,253</b>
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### Other Assets

Long-Term Investments	20,621
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<b>Total Assets</b>	<b>1,518,874</b>
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### Current Liabilities

Accounts Payable	127,438
Advance Dues and Registrations	46,189
Due to LES	70,468

<b>Total Liabilities</b>	<b>244,095</b>
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<b>Fund Balance</b>	<b>1,274,779</b>
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<b>Total Liabilities and Fund Balance</b>	<b>1,518,974</b>
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\*Unaudited



Peter Hess; Treasurer for 2009-2010

LICENSING EXECUTIVES  
INTERNATIONAL



## Contact

**For information on LES International Inc., please contact:**

James Malackowski, Secretary LESI  
E-mail: [info@lesi.org](mailto:info@lesi.org)



James Malackowski, Secretary  
2009-2010

## Colophon

Design: André Klijsen, Villa Y, The Hague - The Netherlands  
Revisions by Carla Blackman, Design Interface Inc. Cleveland Ohio  
Pictures: Courtesy LES International, LES societies and LES members

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