



LICENSING EXECUTIVES SOCIETY  
INTERNATIONAL



## ANNUAL REPORT



Andean Community Arab Countries Argentina Australia & New Zealand Austria Benelux Brazil Britain & Ireland Chile China Chinese Taipei Croatia Czech Republic France Germany Hungary India Israel Italy Japan Korea Malaysia Mexico Philippines Poland Russia Scandinavia Singapore South Africa Spain & Portugal Switzerland USA & Canada

# 2014-15

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## 2014-2015: The Triumph of Regionalization



Arnaud Michel,  
President LESI 2014-2015

Dear Friends of LES around the world,

With this letter, my emotions run bittersweet. Firstly, I can share some of the major developments of my term as your President and our adventures together around the world. In contrast, however, I find that this great adventure has come to a conclusion all too soon. It is a great comfort that I can report that today LESI is as strong as ever. Going forward, it will be in the very good hands of my successor, Jim Sobieraj.

### We Recognize our 33rd LES Society

The signature theme of my term was regionalization. In Brussels, it was a proud accomplishment to welcome LES Thailand to our family as our 33rd Society. This should be no surprise as we know that Asia presents tremendous opportunity, creativity, and enthusiasm for the future of the LES family. I wish Dr. Wilaiporn Chetanachan, Corporate Technology Officer-Director SCG, every success as its first president, aided by a remarkable new team comprising her first Board. This addition would not be possible without the vision of my immediate predecessor. We share in this pride and are indebted to her for her hard work and devotion in making this dream into a reality.

### The Brussels Meeting was a Success

The annual international meeting in Brussels in April 2015 was a marked success both as an educational intellectual property conference and as a joining of friends. My special compliments to my long-time friend, Jean-Christophe Troussel (President, LES Benelux) and his organizing committee for all of their hard work in making our visit to Brussels a successful and memorable event.

For the first time, the Global Technology Impact Forum (GTIF) was included in the program of the Annual Meeting. It gave the opportunity to all conference attendees to join and I was pleased to see that many of them did. Therefore, this successful idea will be repeated in Beijing in 2016.

### Regionalization

In the past year, it was a distinct pleasure to join hands with so many of you in your home countries. In January, we held the Winter Planning Meeting in Cancun Mexico. We were able to attend a meeting with LES Mexico in Mexico City.

My journey as your President took me around the world with LES, as Elisabeth and I were able to visit Geneva, Switzerland, San Francisco, California, China, Thailand, Chile, South America, and more. Last December I visited LES Arab Countries, where I received an impressive welcome from our fellows there. The president of LES Arab Countries, our esteemed friend Dr. Talal Abu-Ghazaleh, has managed with all his fellow members to bring IP awareness to a very high level. This society is deeply involved in the various research and development programs promoting IP in the region. The goal is clearly to work and make this region one of the leading high tech platforms in the world.

The strength of LES is its societies and you at home. The theme of regionalization acknowledges the truth of this reality.

### Our Committees

Throughout my term as your President, the role of our Committees was of paramount importance. Accordingly, I am very happy to report that the state of the committee leadership was in very good order. Please join me in recognizing them for all of the hard work that they accomplish year round. Their efforts range from the meeting workshops to authoring journal publications to educating our colleagues around the world.

The Young Members Congress (YMC) remains one of our brightest assets. In the past few years, we have been inspired by their enthusiasm and professionalism. We can aspire to keep up with them. My special recognition and compliments to its chair, Thomas Adocker (LES Austria) and his vice chairs, as well as Omer Hiziroglu, its Board liaison. This year, special emphasis was placed on the mentoring program. The YMC are the future of LES, as well as the future of our profession. They make us feel welcome, even those who are merely young at heart.

I must recognize all of the leaders within the LES family and thank them for their outstanding work.

From an economic perspective, the Board and I are pleased to report that we remain in sound fiscal shape. We stayed under budget and did not resort to raising dues. Further, we were able to expand many offerings and services to members.

The past year had many very warm and uplifting moments. Yet, it was bittersweet too. Very sadly, we have suffered some horrible events in our world and in my country. Thank you for all the messages of support from our LES Friends to LES France and its members. They warmed our hearts and showed how much LES has helped us along the past fifty years to

President's message, continued on page 3



The 2014-15 LES International Board: Junichi Yamazaki, Michael Lechter, François Painchaud, Jim Sobieraj, Arnaud Michel, Yvonne Chua, Mark Horsburgh, Eduardo de Souza, Fiona Nicolson, and Omer Hiziroglu.



Transferring the gavel to the new LESI President, Jim Sobieraj, from the outgoing President, Arnaud Michel.



President's message, continued from page 2



President Arnaud Michel delivering remarks at the Brussels Annual meeting.

understand and appreciate our differences. They make our community closer and stronger. We are an example to follow.

This is again a good example that LES, wherever we are in the world, is always deeply tied to industry and the business community and keen to take an active part in building the future. In my view and through out my career, the goal of intellectual property has been to create and to provide opportunity. It is an uplifting reality.

It will always be a special honour to have been elected as your President. Elisabeth and I have known many of you for years. Our hearts are warmed that you have welcomed us into your families.

While this year of growth and adventure concludes, this is a new beginning and not an ending. Let me again wish you the beginning of an excellent new chapter. We have many adventures yet to come. LES is a worldwide family and we are always happy to celebrate together.

Avec mes amitiés,  
Arnaud

*Arnaud Michel, President LES International*



Arnaud and his wife Elisabeth.



Arnaud greeting our youngest LES member, Justyna, along with her mother Denisa Svecova and father Libor Svec.



LES Mexico meeting. Jim Sobieraj, Arnaud Michel, and LES Mexico President Dr. Jose' Solleiro.



Yvonne Chua, Arnaud Michel and Audrey Yap.



LES Mexico in January 2015.



Arnaud Michel, Hayley French, Jose Solliero, Yvonne Chua, Heinz Goddar, Ron Gridziecki, Ted E.B. Cross, and Ichiro Nakatomi.

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## LESI Board Winter Planning Meeting



James Sobieraj,  
LESI President-Elect

While a bright sun was warming the beaches of Cancun, Mexico on Sunday, January 25th, thirty-five members of the LESI leadership team spent the entire day in a windowless conference room working on ways to improve the LESI value proposition. The attendees included the LESI Board, several past presidents, national presidents and committee chairs. The agenda for this Winter Planning Meeting was three-fold: first, to review the various deliverables (*i.e.*, a service or benefit that LESI offers to its members) that make up the LESI value proposition; second to prioritize those deliverables; and third to identify specific things we can do to improve the four deliverables of the LESI value proposition that have the highest priority.

During the morning, a current or past committee chair or Board member led a discussion on a specific deliverable that is part of the overall LESI value proposition discussion. We addressed 11 different deliverables that LESI provides to its members, and spent 15-20 minutes discussing how each different deliverable contributes to the LESI value proposition for existing and prospective members of LES Societies.

At the end of the morning session, each attendee completed a ballot containing a list of each deliverable discussed. The attendee could assign a ranking from 1 to 10 (10 being the highest) for each deliverable. After all of the votes were tallied, the total scores for each deliverable reflected its respective priority. The four highest ranked deliverables

would help us answer the question, "What should be the focus of our limited time and money during the next LESI year?" After the votes were counted, the deliverables with the highest vote tallies were meetings, publications, communications and education. The attendees then spent the afternoon exchanging ideas on how LESI can improve on these deliverables. A discussion leader for each of these top four deliverables will prepare a report that summarizes the key points made during the discussion, and present an action plan with a time line and milestones for implementing improvements. These actions plans then will be reviewed by the LESI Board of Directors, and then presented to the LESI Board of Delegates.

Many thanks to all of those who took time from their personal and business calendars to attend the Winter Planning Meeting. They all made important contributions to LESI.



LESI International Board, Past-Presidents, National Presidents and Committee Chairs meet in Cancun.

## EPO and SIPO Celebrate the 30th Anniversary of Agreement

EPO and SIPO organized a major event in Lyon (France) to celebrate the 30th anniversary of their cooperation agreement. Benoit Battistelli, president of EPO, and SIPO Commissioner Shen Changyu, were hosting this meeting which gathered around 150 major players in IP, from both Europe and China.

I was invited to represent LESI at this event, which I was more than happy to do. I started my comments to the gathered delegates by passing on a message from my successor, Jim Sobieraj and went on to emphasize the upcoming LESI conference in Beijing in May 2016. I also participated in a panel on the new European patent with unitary effect (unitary patent) and contributed an article to the book published by EPO and SIPO to mark the occasion. ~Arnaud Michel



Arnaud Michel, President LES International and SIPO Commissioner Shen Changyu, No. 1 in IP in China, at event in Lyon France.



## Global Technology Impact Forum (GTIF) 2015

April 14, Brussels

In conjunction with the Brussels Annual meeting, the fourth Annual LESI Global Technology Impact Forum (GTIF) was held last April. We were pleased that the GTIF continues to serve as a significant gathering of the senior leadership of key global IP institutions and non-government organizations (NGOs) dedicated to promoting the respect of IP rights as part of a social and humanitarian mission to help those in need.

This edition of the GTIF amplified the Annual Meeting's theme of *Creating Value in Tomorrow's Smart Economy: Towards 2020 and Beyond*. The half-day event drew critical acclaim for the high level of its speakers and discussion.

The panels included a discussion about the role of government policies in this field, moderated by LES Benelux President Jean-Christophe Troussel (Bird & Bird), that included Edward Elliot, Attorney Advisor, U.S. Patent and Trademark Office (USPTO) and Ged Owens, Public Policy Director, European Patent Office (EPO). The role of business and industry in this area was the subject of a panel focused on Innovation and Business Models for Financing Social and Humanitarian IP Initiatives. This panel was moderated by LESI President-Elect, Patricia A.O. Bunye, Cruz Marcello & Tenefrancia (LES Philippines). This panel featured Julia Fan Li of the Global Health Investment Fund and William Stevens of Europe Unlimited, a leading European venture capital organization. Next, the event featured a discussion on the hands-on aspects of licensing and

IP in this sector moderated by President Jim Sobieraj, Brinks Gilson & Lione LES (USA & Canada) that featured Kristina Nordlander, Partner, Sidley & Austin LLP, and Christine Gould, Senior Manager, Global Public Policy, Syngenta.

The 2015 GTIF also featured a discussion on the role of women in the field of IP and The panel, entitled, "Smart Women, Smart Tomorrow," was moderated by Anna Morawiec-Mansfield of the WIPO. Her workshop speakers included Diana Jungmann, Intellectual Property and Bioeconomy Coordinator-CNI-Brazil; Esther Roure Vila of Cisco; and, Elmira Bayrasli, a leading entrepreneur and author.

The GTIF 2015 was another very thought provoking, educational, and inspirational meeting. The speakers and attendees concluded with a networking dinner at the Sofitel Le Louise.

For those who would like to learn more about the GTIF 2015 program, speakers, and presentations, please visit [www.gtiforum.org/gtif2015](http://www.gtiforum.org/gtif2015).

*"The organisers of GTIF are delighted that this unique event continues to foster dialogue about the role of IP-based business frameworks in achieving important societal goals. The diverse blend of participants—with representatives from multinational corporations, NGOs and major legal bodies—allows the sharing of best practice and creates an invigorating environment, encouraging collaborative efforts to achieve these aims. I believe that LESI's leadership should be commended for having initiated and developed this unique, practical and inspirational forum."*

Mark Wilson (LES Britian Ireland), GTIF 2015 Committee Chair



Patricia Bunye, Elmira Bayrasli, Jim Sobieraj, Esther Roure Vila, Fiona Nicolson, Diane Jungmann, Arnaud Michel, Sherry Rollo, Yvonne Chua, Anna Morawiec Mansfield, Omer Hizirolu, and François Painchaud.



Jim Sobieraj, Jean-Christophe Troussel, Wolf Meier-Ewert (WTO), Edward Elliott (USPTO), Ged Owens (EPO), Arnaud Michel, and Yvonne Chua.



Christine Gould, Syngenta.



Wolf Meier-Ewert (WTO) and Jean-Christophe Troussel.



Esther Roure Vila, Diane Jungmann, and Slobodan Petošević.



## Society Reports

*LESI is an association of, at present, 32 national and regional societies having almost 10,000 members worldwide. In this section, the national and regional societies report on their activities in 2014 and about future activities. For more information, please contact the society at its address given in the listing further on in this Report.*

### LES Andean

In 2014, LES Andean Community organized a joint conference with LES Brasil and LES Chile entitled, "Technology Transfer as a Tool for Integration and Development."

The event was held in Lima from March 23-25th and gathered Intellectual Property practitioners and other individuals interested in licensing and new technologies, from many countries of the region.

The conference was a success from both, the academic and social aspects, allowing the participants to network within a perfect atmosphere.

Participants included professionals from the public and private sectors from Bolivia, Brazil, Colombia, Chile, Ecuador, Mexico, Peru, Venezuela, and the USA.

Officers from the Peruvian Trademark Office, the Peruvian Patent Office and the Peruvian National Agency of Science and Technology commented about their experiences on the conference topic.



Attendees at the joint conference.

In turn, IP practitioners from the most representative foreign and local law firms spoke on the importance of technology transfer in order to integrate the countries of the region and also to seek a stronger development for the benefit of them and their nationals.



LES Andina President Renzo Scavia.

Mr. Albert Keyack, U.S. IP Counsel for Latin America, was one of the key speakers of the meeting. The event was sponsored, among others, by ASIPI, which sent one of its Executive Committee members to join as a panelist.

During the conference, Renzo Scavia, from Peru, officially assumed the Presidency of LES Andean Community, for the period 2014-2016.

Finally, the Presidents and members of the board of LES Andean Community, LES Brasil and LES Chile decided to continue joining hands and scheduled another joint conference to take place in Chile, in March 2015.

### LES Argentina

The Society term 2014-2015 has been an important one in the history of LES Argentina, as we were honored to receive the visit of LESI President Arnaud Michel in March 2015. LES Argentina organized a very special event. More than 50 professionals and businessmen gathered in the city of Buenos Aires to discuss licensing issues and listen to LESI's highly inspirational message. The Director of the National Institute of Technology Transfer joined LESI President Arnaud Michel as keynote speaker. Then, the participants engaged in very interesting discussions about the issues they face in practice, which led to very valuable conclusions. The event helped LES Argentina to improve its image within the licensing business community. I also

helped to recruit some new members who decided to join after seeing the value LES can provide to them both, personally and professionally.

A LES Argentina delegation then participated at the regional Latin American conference organized by LES Chile, LES Andean, and LES Brazil, which took place in Santiago, Chile. At the event, LES Argentina was invited to join the group of societies in charge of organizing the regional conference and agreed to host the 2016 Regional Conference in Buenos Aires. This would represent another interesting opportunity for LES Argentina to continue carrying on the licensing voice in the country and to position itself as the leading local licensing organization.

LES Argentina also joined the Around the Globe with LES project. It organized a specific LES event to celebrate the IP Day on April 23rd, a seminar with a speaker from the UK who shared with the audience her experience working at a University Technology Transfer Office of the University of Oxford.



Elena Andonova, a consultant from Isis Enterprise (Oxford University) made a very interesting presentation about the "Commercialisation model for technology transfer used by the Oxford University."

LES Argentina has also cooperated with other partner associations to organize and promote academic events by proposing speakers and topics of interests for its members in the area of licensing. Regarding legislation, there has not been any major changes, although certain de facto restrictions to wire royalties abroad have continued to apply during this period.

The upcoming national presidential elections and the expectation of a government change at the end of 2015 may bring new opportunities for the development of the licensing business, as well as improvements in the Argentinian economy.

### LES Australia & New Zealand

For LESANZ, 2014 had focused on what we're good at, those being:

- Running regular, relevant events for members in our regions in Australia and New Zealand;
- Providing networking opportunities for our members and guests at events;
- Providing high quality training in the area of IP asset management via our IAM courses;
- Providing regular industry updates via the recent Lexology feed and our social media channels (Twitter & LinkedIn);

LESANZ has experienced ongoing financial challenges as a result of the economic downturn which we had to deal with. The LESANZ team has been working very hard to reverse some recent financial losses. I'm pleased to say that we have now stabilized our financial position and we are focused on running profitable and excellent events across all regions.

I, again, thank the LESANZ team who achieved this by donating their own time to developing financial and business strategies, and to running regular events. Our extremely hard working regional chairs and committees have been committed to running our ANZ IAM courses, up to four events each in their regions and jointly sponsored events such as the annual Francis Gurry Series. Continued collaboration with similar organizations resulted in growing database to widen our reach.

Twitter and LinkedIn are becoming more and more regular means of communications for short snippets to the public with information, and promoting our good work and events. We continue to review our online platforms to ensure we are utilizing them to increase the number of those receiving our messages.



I believe LESANZ as an organization is now in a very strong position to look again to growth and innovation, and to continue with our goal of delivering professional and personal benefits to our members.

### LES Britain & Ireland

LES Britain & Ireland had a successful 2014 and delivered many interesting events, as well as maintained membership numbers.

The events included a spring healthcare focus meeting in May which was focused on the pharmaceutical industry in 2013/14 and deal trends, as well as the outlook for 2015. A meeting on the highly topical subject of protecting trade secrets was held in October and it was focused on the differences between jurisdictions.

The annual conference in June was focused on translating innovation into a commercial success and included speakers from industry and innovation centers. Topics covered included managing an IP portfolio, insurance, and funding opportunities.

The Scottish chapter held the following two standout events "beers of the commonwealth" in May and "the benefits of an IP audit" in September.

The number of YMC members continued to grow, and members were invited to join various committees so that each has an YMC chair.

LES Britain & Ireland held a World IP Day Drinks Reception and welcomed members from the Chartered Institute of Patent Attorneys as part of the "joining hands" message. YMC members also invited other young non-LES members to join.

The AGM was held in June in conjunction with the annual conference. Hayley French and Colin Hunsley were elected president and vice president respectively.

LES Britain & Ireland formed a strategy committee to improve our offering, raise awareness, and increase membership. The society is working towards these goals which include several sector focused educational streams.

### LES Chile

Activities During 2014:

#### 1) Seminar on IP with Judge Frank Montalvo from Texas at Universidad Andres Bello.

During the IP Seminar that took place at the Faculty of Law of the University Andres Bello, over 100 students attended. It was conducted by Judge Frank Montalvo from Texas, as well as two of LES Chile representatives, including the president of LES Chile, Rodrigo León.



Judge Frank Montalvo

#### 2) Award ceremony in collaboration with the Embassy of the United States of America.

On the occasion of the Celebration of the International Intellectual Property Day an award ceremony was held on Friday, 25th of April. During this ceremony the U.S. Ambassador in Chile Michael Hammer, and the President of LES Chile, Rodrigo León, awarded Bernardo Soto a computer teacher, in recognition of the successful implementation of the workshop "Video Game Design and Protection of Intellectual Property" at the Saint Mary School of Las Condes, Santiago.

The U.S. Embassy and LES Chile sponsored the workshop with goal to promote technological innovation among young people and raise awareness about the value of protecting intellectual property, in order to raise development and growth of a country. During this workshop, over 200 teachers from four cities in Chile participated, and more than 2500 students attended and were involved in this matter.



President of LES Chile, Rodrigo León, (left) with award winner Bernardo Soto and U.S. Ambassador, Mike Hammer.



Newspaper Clip: "El Mercurio" April 5, 2015.

### Participation In The Congress Bill Hearing

LES Chile contributed in the hearing regarding the discussion of the new Bill on Industrial Property. LES Chile gave out an expert analysis to a group of five Chilean senators on the positive points of the bill.

This new bill amends in a significant manner the current Chilean law regarding matters on trademarks, patents, and other industrial property rights.

### LES China

In 2014, LES China had three major activities:

**1. Visiting of the China Academy of Launch Vehicle Technology (CALT).** On May 6th, more than 30 members visited the Academy, where we were introduced to the developments of the technology, had a discussion with the experts there, and visited the Space Museum run by the Academy.



**2. Joint Meeting with LES Japan.** On September 23rd, the meeting was held successfully in Beijing with 90 participants. There had been excellent idea-sharing strategies, and paid visit to Tsinghua University, where we had a seminar and visited Beijing Foton Cummings Engine Co. Ltd, where we also had a seminar.

**3. Annual Meeting.** On October 16-17th, the meeting was held in Shanghai with 70 participants and the shining participation of LESI President Arnaud Michel. The newly established Transportation Committee and High Tech Committee was a highlight with their respective workshops. During the meeting, we visited Qoros Automobile Co. Ltd and Commercial Aircraft Corp. of China.



### LES Chinese Taipei

During 2014, Chinese Taipei continued its support of Taiwan's high-tech market sector, participating in three major intellectual property conferences, focusing on technology transfer, best licensing practices, and international trade issues.

In April, LES Chinese Taipei (LESCT) sponsored the AUTM Asia 2014 conference in Taipei. During the three-day conference, LESI President Yvonne Chua, LESCT President Paul Hsu, and Professor Paul Liu spoke on a wide range of international technology transfer and licensing practices. In conjunction with the conference, on April 8, former U.S. Chief for the Court of Appeals for the Federal Circuit, Judge Randall R. Rader and LESCT members presented a preconference Licensing Workshop on Alternative Dispute Resolution. On April 10th, LESCT members also hosted an afternoon networking session with light refreshments, prior to the Gala Banquet hosted by Taipei Mayor Hau. All told, more than 500 participants joined the April conference, including experts from Asia, Europe, and the United States, who spoke on licensing issues directed to innovation and entrepreneurship, international trade, and the protection, management, and commercialization of intellectual property.

Later in April 2014, LESCT co-sponsored an International Licensing Workshop on "Tech Transfer and Licensing: Success Factors" at National Chiao Tung University in Hsinchu, Taiwan. Speakers included Dean/Professor Chen Dongmin (Peking University, School of Innovation & Entrepreneurship, Office of Sci. & Tech. Development), Alex Fan (LESCT/ITRI), and John Alison (LESCT Director). The workshop focused on means for increasing the rate and quality of technology transfer from universities to industry in Taiwan, the United States, and China.

In November 2014, LESCT co-organized a conference in support of the Multi-disciplinary Training Program for Senior Personnel in Technology Management. LESCT President Paul Hsu, chaired the conference, which reviewed selected thesis presentations prepared by Training Program participants on a wide range of technical, business, and trade-related topics. Both, the conference and the following LESCT Annual Members Meeting, were well-attended, with over 350 local participants taking part, as well as experts from Asia and the United States. In a subsequent meeting, LESCT's Board of Directors and Supervisors convened to elect John Alison as the next President of LESCT.

It would be difficult to overstate the role of Paul Liu and Paul Hsu in the creation, nurture, and guidance of LESCT over the past decade. The members of LESCT wish to express our sincerest thanks for their many years of hard work and excellence in the service of LESI

### LES Czech Republic

Traditionally, activities of LES Czech Republic are based on two events—the Spring and Autumn conferences. The 2014 spring conference was devoted to trademarks and, as the title "*Trademarks today: legislation, disputes, licensing, pricing, and taxing aspects*" suggested, we looked at trademarks from a variety of angles. Starting off with the anticipated EU Trademark Reform ably described by Alena Kodrasová, the audience then benefited from insights given by Zuzana de Korver into the new practices being adopted by the Czech IP Office. Vojtěch Chloupek continued with the look at trademark licensing, and the conference was closed by Jan Fischer and Jana Kotrbová, both from PWC, who focused on taxation aspects of trademarks and their valuation, respectively. The event attracted close to 30 participants.

The Autumn event that took place in Bratislava, Slovakia, on October 3, 2014, was however, much more remarkable and special. It was the inaugural joint-event of the national societies of LES Austria, LES Hungary, and LES Czech Republic. The conference "Licensing Challenges in the CEE Region" was exceptional due to a wide array of industry sectors that were covered by esteemed speakers from all three countries involved. The topics included IPR licensing and merchandising issues in the automotive industry, models for the transfer of technology at ELI HU Ltd, in particular R&D agreements, licensing agreements, as well as spinning out transactions to science parks, investors and other third parties, and many other topics. The conference was at-

tended by about 50 attendees from the universities, industry, scientific institutes, as well as by technology transfer and industrial property professionals. The event brought unique networking opportunities for attendees from different but close countries, which strengthened our friendly contacts, as well as business relationships across the CE region. The event was closed with much hope that it would mark the beginning of a long-term tradition and enhanced cooperation of all the Central European LES societies.

Outside the regular conferences, but as part of the international "Around the World with LESI" initiative, LES Czech Republic participated in two events. The first was a conference entitled "The Value of Intellectual Property in Technology Transfer Process," which we did together with the Slovak Centre of Scientific and Technical Information in Bratislava, Slovakia, on March 19, 2015. The speakers, Karel Čada and Michal Jordán, sparked some very interesting conversation with the audience about the ups and downs of R&D cooperation between business and academia. The second event was the seminar "Practical Aspects of Intellectual Property Protection when Doing Business in China," which we co-organized with the Technology Centre of the Academy of Sciences of the Czech Republic on April 9, 2015 in Prague.

The end of the year was marked with a new format for our annual meeting at the end of November 2014, which was structured as a networking and social event for our members, and it involved some quality blind wine tasting.

The steering committee continued in the following set-up: Júlia Bartušková (Treasurer), Alena Kodrasová (Secretary), Ivan Regina, Václav Suchý, Miloš Hrabá (International Delegate) and Vojtěch Chloupek (President and International Delegate). As far as the number of members is concerned, we experienced a modest 5% growth of the membership base

### LES France

LES France has organized a dozen of conferences and events during the year of 2014, covering a heterogeneous panel of subjects, e.g.: Human Health and e-technologies; The upcoming European Directive on Trade Secrets, its risks and opportunities; FRAND developments and their Impact of the IP licensing world. Our conferences continue to attract an important number of participants.

LES France co-sponsored a first UPC mock trial together with other IP organizations such as AIPPI, EPLAW and APEB. It was the first time such an event, also broadcast on the internet, took place. The feedback was excellent.

Also, based on the success of the first webinars organized by LES France in 2012 and 2013, we initiated a new series of webinars. Three of them took place in 2014 on the following themes, respectively: Loss of chance and economic damage; Financial valuation of royalty clauses; and, Legal traps of royalty clauses with a feedback from the industry. The webinar format is very successful and could possibly be shared with some other LES societies. It proves to be particularly appreciated by those of our members whom experience time and / or distance constraints.

The French Young Members Committee organized a one-day event in Paris, which proved to be a great success. More than 150 members from all around Europe attended the event. A wide range of topics were addressed during the day, followed by a wonderful dinner in the brand new restaurant of the Eiffel Tower.

Finally, LES France traditionally organized a full-day meeting in December as part of its annual conference with a wide array of subjects in the field of licensing, and contributed to the WIPO World IP Day in April with several presentations "from the field" on the practical importance of IP rights.

In addition, LES France has been preparing the LES International Conference which will take place in Paris in April 2017.



Membership of LES France has increased during the year 2014 (540 Members) and it demonstrates the continuing interest of our members in the various activities deployed by our organization.

### LES Germany

A new board of LES Germany was elected in January 2014: Frank L. Zacharias (Porsche AG) left his position as President after two years, and Peter K. Hess (Bardhele Pagenberg) became new President. Ursula Königer (Bayer Pharma Aktiengesellschaft) was elected Vice President. Klaus Haft (Reimann Osterrieth Köhler Haft) was elected Secretary and Christian W. Appelt (Boehmert & Boehmert) retained his position as treasurer. Also, the membership was holding strong with more than 850 members.

Meetings corresponded to the regular annual schedule, highlighting the following:

An established two-year seminar cycle continued with modules I, II, III and IV in 2014. Said series of seminars has been held for many years and relates to different aspects of licensing and technology transfer. It is cost-free for members of LES Germany. The seminars were again well-attended with 30-40 participants per module.

The Spring Meeting, which traditionally took place in Königswinter, was held under the topic "Lizenzen im Streit & Auswirkungen des UPC auf Lizenzverträge" ("Licences in disputes and effects of the UPC on licence agreements"). Highly reputed speakers including judges, scientists, and practitioners in the field, attracted an audience of 90 participants. The conference was accompanied by a LES Board Meeting.

The Autumn Meeting in Leipzig with 44 attendees took up the issue of "Neue Entwicklungen und Dienstleistungen im Lizenzwesen" ("New developments and services in licensing.")

### LES Hungary

In 2014 the first great event was the organization of the World IP Day, which was a half day conference with five lectures from different fields of IP. We have invited the members of MIE (Hungarian Association for the Protection of Industrial Property and Copyright) and the Hungarian Trademark Association. Great assistance was provided by the Hungarian Intellectual Property Office HIPO. The number of the attendees was higher than our numbers, i.e., around 70.

In Hungary MIE organizes respective domestic two-day conferences in the field of IP twice a year, one in May and one in November with about 110 attendees. At both events, LES Hungary has been given a time slot to hold respective presentations, and our members were all invited. Both events were very successful.

At the end of May, an election was held. The president, secretary, and six board members were elected for three years, until the end of May 2017. Two board members resigned and two new ones were elected.

In Hungary a new Civil Law has passed, according to which certain parts of the articles of association have to be amended and made in compliance with the law. The term is 2015. It was decided that this change will be made in 2015.

Starting last June, we have worked together with LES Austria and LES Czech Republic to host a first joint conference in Bratislava (Slovakia). It was a great success. Fourteen attendees and two speakers from Hungary were at the event, which has proven to be a great success, and we were able to gain a few new members.

In December, we organized an end-of-the year celebration meeting.

In the international events, we attended the Moscow conference. Members attended the young members' events, and—as usual—LES Hungary provided remarks when new amendments in the local IP laws were planned.

The big problem of our chapter is the lack of funds and that we have several passive members who decline to pay the dues in time. Therefore, we were unable to pay the dues for LESI. We are certain that in 2015 new ways would be elaborated to bring our financial position in good order again.

The number of members changed, there was many who left and few more who joined. We are working on the injection of fresh blood in the Chapter.

### LES Israel

During 2014, we continued arranging free professional seminars for our members. These seminar also serve as a way to expose LES to non-members who find topics of interest. Our experience shows that some of these participants eventually join LES.

Three seminars took place:

**In the first seminar**, which took place in Tel Aviv on April 9th, 2014, as part of the Around the World with LES events, Adv. Ariel (Larry) Goldstein shared his experience as a practitioner in-house and as outside counsel regarding the *True Patent Value: Some Common Mistakes in Patents and Patent Portfolios*.

Following that meeting a general meeting of LES Israel took place in which some new members were elected to the board.



Dr. Alan D. Miller giving a lecture at seminar.

**The second seminar**, which took place in Tel Aviv on September 7, 2014 dealt with *Various Aspects of Antitrust and Intellectual Property Rights*.

Three distinguished speakers gave presentations during the event:

- Adv. Gertjan Kuipers, partner in De Brauw, Blackstone, Westbroek Law Firm, The Netherlands <http://www.debrauw.com/person/gertjan-kuipers/#> who spoke on the topic: "Ten years Technology Transfer Block Exemption Regulation—What's new (in the revised 2014 version)?"
- Dr. Alan D. Miller, Faculty of Law and Department of Economics, Haifa University <http://econ.haifa.ac.il/~admiller/amresume.pdf> who spoke about "Challenging the Law on Licensees' Ability to Launch Patent Challenges" and
- Dr. Shlomi Parizat, Hebrew University of Jerusalem and former Chief Economist at the Israel Antitrust Authority will speak on "Contesting Patents in order to push for a settlement."



Audience at seminar.



**The third event**, which took place in Tel Aviv on December 18, 2014 focused on Patent Infringement—mainly from European and Israeli perspective.

The topic was addressed by three presenters:

- Mr. Simon Cohen (Patent Attorney), a partner in the UK law firm Taylor Wessing spoke about Cross Border non-infringement actions—*An important new weapon in pan-European patent disputes—the English Courts can hear non-English patent infringement cases;*



- Dr. Elisabeth Greiner (Patent Attorney), a partner in the German patent law firm df-mp Dr. Greiner spoke about *The tests for infringement of patents in the UK and Germany, mainly by Equivalent means: the case of Actavis v. Lilly (pemetrexed) and the different outcomes.*

- Adv. Eran Bareket, a partner in the Israeli law firm Gilat Bareket & Co. of the Reinhold Cohn Group presented the Israeli perspective.

Since the event took place during Hanukkah—the Holiday of Lights—we also had a candle lighting ceremony during the break as well as good refreshments.



## LES Japan

Generally, 2014 was good and significant year for LES Japan.

On February 19th, 2014 based on the Annual General Meeting at LES Japan, Mr. Ichiro Nakatomi became new President and Ms. Junko Sugimura as new President-Elect. Accordingly there were some changes of new board members. The new President stressed to continue the former style of society, but rather wish to increase the activity and number of members. There was successful meeting of 37th Annual Conference (June 6-7th) in Okinawa with more than 250 participants (registered 215), which was the highest number of record. We had 21 monthly workshops, including World IP Day events in Tokyo and Osaka, with total number of 1,070 participants. There were five different licensing training courses which covered basic course, international course, practical course, negotiation course, and China/Asian licensing course held in Tokyo and Osaka. A total of 195 people received such trainings. As usual, 14 different working groups had meetings of average six times annually. For outside or international exchange activities, there were events of International IP Forum and dispatching working members to Vietnam and Myanmar and members to the annual meeting of UNITT (University Network of Innovation Technology Transfer). Japanese members have also attended and gave presentations in seven different international conferences, including LESI Annual Conference and Asia Pacific Regional Conference. Particularly, there were two additional conferences attended as China & Japan Joint Seminar held in Beijing on September 22-23th, and as ASEAN Economic Community Conference was held in Bangkok on October 13-14th. LES Japan did play an important role a mentor activity for Thailand. As usual, we issued seasonal journal of LES Japan News and WINDS FROM JAPAN. Also, we produced a new version of the brochure of LES Japan and some contributions for the other journals.

During another seminar held in Osaka on April 23, Dr. Ichiro Nakatomi, President of LES Japan, lectured on the business of his company including IP and licensing topics and the specialized matters in life science as well as his life experiences as researcher and entrepreneur. In second part a round-table talk, LES colleagues had a lively exchange of opinions about LES activities, which will contribute to an implementation of more active and useful LES events.



Dr. Ichiro Nakatomi and his lecture in Osaka.



In conclusion, LES Japan had very busy and significantly successful year of 2014.

## LES Korea

LES Korea enjoyed another very busy and productive year in 2014. Under the leadership of new elected president, Mr. Kwang Jun Kim, LES Korea was able to bring in a number of new members, especially from the industry. There were many changes to LES Korea, which include, among others, our new committee, Young Member Committee, organized to accelerate the cooperation with the LESI Young Members Congress.

The major event of LES Korea in 2014 was the 5th LES Asia-Pacific Regional Conference held in Seoul from November 5 to 6th, with more than 250 attendees from all around the world. Alongside the conference, we held special events, including IP on-site transaction, student competition, and visit to Samsung Electronics.

Some of the other most significant events are highlighted below:

- IP Outreach Program was provided regularly throughout the year, including IP Licensing Clinic provided on December 16, at Hyundai Motor Group R&D Center, where models, strategies, and checklists for cross-licensing were presented and discussed. More than forty (40) members from various companies and firms attended the program and actively participated in the discussion.
- Joint Seminar with AIPPI Korea, APAA Korea, and FICPI Korea was held on June 26th. Together with the other three (3) IP related organizations in Korea, LES Korea brought together experts and professionals from various industries for discussing and sharing of updates on international patent litigation cases.
- Education Committee presented CLP I, CLP II, CLP III, and LES 100 throughout the year. Topics included Negotiation for IP Licensing; Valuation, Opportunity Assessment & Development; Licensing Agreement Development & Drafting Agreement Management, Commercializing Technology through the Power of IP Licensing.
- LES Korea Member's Night was hosted in Seoul on October 16 to welcome new members and promote networking between members and IP business specialists

## LES Mexico

2014 The educational and social media activities of LES México, A.C.

- **The Advanced Program on effective technology transfer (PAVETT).** The PAVETT was held from October 6 to November 14 of 2014, and it was organized by the Mexican Association of Directors of Applied Research and Technological Development (ADIAT) and LES Mexico, A.C. The subjects were: Intellectual Property management, Technological intelligence and innovation, Organizational aspects for technology transfer, Negotiation and drafting of technology contracts, and Management of Technological projects.

The Program was carried out with the collaboration of subject experts John Somich and Charles R. Neuenschwander, U.S. partners of LES (USA & Canada) and was attended by more than 35 technology experts of Companies and Research Centers in Mexico.



• **The workshop “Negotiating and drafting Contracts of technology transfer.”** With the collaboration of the National Autonomous University of Mexico (UNAM), LES Mexico prepared this workshop held by Prof. Silvia Salazar Fallas from the University of Costa Rica. The focal point was to present the main aspects of technology Transfer agreements, as well as providing practical tools for negotiation.

The workshop was attended by more than 40 Managers of Knowledge Transfer Offices of Universities, Research Centers, Government, and Private Companies in Mexico.

• **Training Program “Strategic management of innovation projects. A practical approach.”** Mr. Carlos Gerardo López (member) and Mr. José Luis Rebolledo Solleiro (the President) of LES Mexico, have contributed to creating a culture of innovation in Mexico, with their participation in the Training Program “Strategic management of innovation projects. A practical approach”, created by the National Chamber of Electrical Manufacturers and supported by the National Council for Science and Technology.

Both members of LES Mexico, participated as instructors of training programs in subjects of Intellectual Property and Technology Transfer and Structuring innovation projects and sources of funding, given to researchers and entrepreneurs in the Mexican states of Distrito Federal, Sinaloa, Sonora, Guadalajara, San Luis Potosí, Morelos, Nayarit, Hidalgo.

• **Social networks.** LES México constantly reported in their social networks ([www.lesmexico.org.mx](http://www.lesmexico.org.mx); @LESMEIXICOAC and LES México, A.C. by Facebook), events and news of interest to the field of innovation and technology transfer, as the celebration of World Intellectual Property Day from April 27, the Young Members Congress, and the LESI events and workshops.

## LES Philippines

LES Philippines (hereafter “LESP”) began the year 2014 with its first Board Meeting and Annual Planning Session on February 15, 2014 where directors, officers and committee chairs discussed and planned the activities of LESP for the rest of the year.

Thereafter, LESP had the following activities:

**1. Board Meetings**—The Board of Directors and Officers of LESP met every month from March to November 2014 to discuss proposed activities for the year 2014.

**2. “Cybersecurity” Forum**—The High Technology Committee held a forum on “Cybersecurity” on March 10, 2014. The forum was well-attended by LESP members and guests.

**3.** Cocktails followed the forum.

**4. Dinner with LESI President-Elect**—LESP hosted a dinner for LESI President-Elect Mr. Arnaud Michel while he was in the Philippines on a speaking engagement. Members of LESP, Directors and Officers had the opportunity to meet with Mr. Michel in an intimate setting. Mr. Michel shared with the group his plans for LESI when he will become President.

**5. World IP Day / Around the World with LES Celebration**—In celebration of World IP Day / Around the World with LES, LESP launched “Project Gawi: Igniting Traditional Knowledge Development,” which sought to understand, identify, protect, promote, and commercialize the traditional knowledge of the indigenous peoples’ communities in the Philippines upon their free and prior informed consent and in accordance with their respective customary laws and practices on 25 April 2014, in cooperation with the Intellectual Property Office of the Philippines.

**6. Movie Block Showing of “X-Men: Days of Future Past”**—LESP sponsored a movie block showing of “X-Men: Days of Future Past”

in May 2014, as a fund-raiser for the victims of the recent typhoon Yolanda, and to enable LESP to deliver better services to its members, such as holding seminars at no cost to them.

**7. “Up in the Cloud!” Forum of Cybercrime, Cloud Computing, Data Privacy and Data Security**—The High Technology Committee held a forum entitled “Up in the Cloud!” Forum of Cybercrime, Cloud Computing, Data Privacy and Data Security on 8 July 2014. The forum was well-attended by LESP members and guests.

Cocktail reception followed the forum.

**8. Philippine Franchise Association’s Expo 2014**—LES Philippines once again participated as one of the partners of the Philippine Franchise Association (PFA) in the Expo 2014 held on July 18-20, 2014. LESP was given a complimentary booth wherein members of LESP were on hand to distribute flyers on and answer queries about LESI/LESP.

**9. Annual General Membership Meeting**—The Annual General Membership Meeting was held on September 22th, 2014. The program began with the President’s report, followed by the Treasurer’s Report. The highlight of the meeting was the talk given by an LESP member on IP Valuation. New members were formally inducted into LESP, and the oath of membership was administered by a Director of the Intellectual Property Office of the Philippines, who is also an LESP member. The meeting was capped off by cocktails.

**10. Dialogue with the Director General of the Intellectual Property Office of the Philippines**—Throughout the year, LESP continued to engage and dialogue with the Director General of the Intellectual Property Office of the Philippines, Mr. Ricardo R. Blancaflor. Director General Blancaflor is a member of LESP and has attended a majority of its events since he was appointed to the position.

**11. LES Philippines Annual Christmas Party**—LESP capped off the year with its annual Christmas Party held on December 15, 2014 attended by LESP Directors, Officers and members, as well as the out-going Director General of the Intellectual Property Office of the Philippines, Mr. Ricardo R. Blancaflor. Director General Blancaflor was honored and recognized for his support of LESP and as a token of appreciation, LESP donated a fishing boat to the victims of typhoon Yolanda in the name of Director General Blancaflor. The members were also informed that LESP donated another fishing boat in the name of LES Philippines.

The attendees enjoyed a hearty dinner and several games, as well as a raffle.

## LES Poland

Regarding use of social media, in 2004 LES Poland continued its activity via Facebook (<https://www.facebook.com/LicensingExecutivesSocietyPoland>). Currently, the most important information are shared with members via e-mail notifications, society’s official website, and via Facebook account. Of course, both, the website and Facebook page are also viewed by non-members. The number of people that we reach via Facebook is constantly growing. In particular, on April 26, 2014, as a part of the international initiative, LES Poland took part in “Joining Hands” and “Around the World with LES”, and for that purpose, LES Poland has organized and moderated an on-line debate regarding IP rights. Several people took part in the debate, including one member of the OHIM Litigation force and members of LES Poland answered some IP-related questions via private messages. The same event has been repeated in 2015.

On November 5, 2014 LES Poland organized Annual Meeting of members connected with elections. New Board has been elected and we had a very fruitful debate on further activities of LES Poland (followed by subsequent working meetings in 2015). By the end of the year we have lost 3 members in comparison with 2013 (as per December 31, 2014 we had 24 members), but one new members joined us in early 2015.



## LES Russia

Now LES Russia unites 60 members from Russia, as well as some neighboring CIS and other countries—Armenia, Belarus, Kazakhstan, Latvia, and even Ukraine. They represent different companies and research centers, law and technology transfer firms that are actively involved into licensing. The Society keeps a good balance of business people and lawyers—about 44% to 56%. In its activity LES Russia still pursues two main objectives—education and networking.

Among the highlights of LES Russia activities in 2014 was the LES International Conference “Make the World Better through Licensing” held on May 18-21 in Moscow. The World Trade Center had been chosen as the Conference venue. It was a first IP International Conference of such scale and range in Russia. This unique IP event brought together licensing executives, IP practitioners, lawyers, businessmen, scientists, engineers from around the world - the number of participants was 380.

Conference program included six General Sessions and 23 Workshops. Both Russian and International experts covered most actual IP and related issues like: BRICS & CIS countries as Emerging Markets; International Access to Technologies; Business & Legal Aspects of IP; IP in healthcare/biotechnology, aerospace, car industry, green nature, power engineering, sport, information technologies. The speakers were from: Skolkovo Foundation, Microsoft, Ministry of Economy of the Republic of Belarus, Canon, L’Oreal, Siemens AG, Porsche, LG Chem, Philips, Novartis, TATA Technologies, National Academy of Sciences of Ukraine, ABBYY, GlaxoSmithKline, Qoros Automotive, Yandex, and many others.

The 2014 LES International Conference combined both, professionally interesting and productive program and the richest social entertainment.

On November 18, LES Russia organized a Seminar with the topic “*Licensing and Business. Amendments in the Russian Civil Code*” in the conference hall of Gorodissky & Partners. The following IP specialists were the speakers:

- Natalia Rossomaguina, Judge, IP Court—“*Court practice relating to conclusion, enforcement and termination of licensing agreements.*”
- Vitaly Kalyatin, PhD, Chief IP Lawyer, Rosnano managing company, “*Major amendments in the Civil Code relating to disposal of exclusive rights.*”
- Vitaly Kastalsky, PhD, Managing Partner, IP law group Aparina, Kastalsky and Partners—“*Legal views of the Russian Supreme Arbitration Court and agreements on disposal of exclusive right.*”
- Alexander Saveliev, PhD, Lawyer, IBM (Russia/CIS)—“*Peculiarities of software licensing.*”
- Margarita Divina, Partner, Baker & McKenzie—CIS, Ltd.—“*Issues of in-house IP in respect of licensing.*”

The Seminar caused great interest and vivid discussion among the attendees.

In plans of the Society for the next year there is a seminar devoted to taxation and bookkeeping of licensing agreements in December.

Articles, news and studies by members of LES Russia are still often appeared in monthly issues of Russian Magazine “Patents and Licenses”.

Representatives of LES Russia attended the Licensing Executives Society (U.S.A. and Canada) Meeting “Advancing & Enhancing Business Development, Deals & Innovations” in San Francisco and the 5th LES Asia-Pacific Regional Conference “Firing-Up IP Transactions in Asia-Pacific” in Seoul.

## LES South Africa

At the previous General Annual Meeting the following people were elected by the members to serve on the Board of LES South Africa:

Zelda Snyman (President)  
Pieter Venter (Vice President)  
Theo Doubell (Past President)  
Darren Margo (Secretary)  
Kevin Dam (Treasurer)  
Madelein Kleyn (Membership Liaison Officer)  
Andre van der Merwe  
Alessia Del Bianco  
Omphile Modibela  
Nuno Pires  
Johan du Preez  
Dina Biagio  
Wessel van Wyk

Madelein Kleyn and Wessel van Wyk have resigned during the course of the year. Madelein has, however, remained Membership Liaison officer and is still very much involved in our activities, as you would have noticed from the correspondence which you are still receiving from her. The board is very thankful for her hard work and diligent contributions.

What is our mission?

- To encourage high professional standards among individuals engaged in the transfer and licensing of technology.
- To assist the members in improving their skills and techniques in licensing through self-education; attending educational activities; and through their exchange of information, both personally and by way of publications.
- To inform the public, the business community and governmental and international bodies about the economic significance of technology licensing and the importance of high standards required in the field.
- To make available to its members the latest, most accurate information on the subject of technology licensing.

Following is summary of the event which we offered to our members during this time and we trust that we have, at least in part, achieved this:

### Events:

It has been an exciting year with many events.

#### 25 July 2013—

Afternoon Topic: “Mistakes Commonly Made in Licensing and Licensing Agreements”  
Venue: Spoor & Fisher Centurion  
Attendance: 24

Speaker: Theo Doubell

#### 24 October 2013—

Afternoon Topic: “IP structuring and Its Implications”

Venue: Adams & Adams Pretoria

Attendance: 22

Speaker: Andre Visser

#### 25 February 2014—

Panel Discussion: “The Draft IP Policy: What Are the Issues?”

Venue: Offices of Adams and Adams, Sandton

Attendance: 40

Moderator: Danie Dohmen

Speakers: Esme Du Plessis

Pietman Roos

Anastassios Pouris



- 23 March 2014** — World IP Day; 1-Day Licensing Course  
Venue: AECI Head Office Sandton  
Attendance: 14  
Speakers: Alan Lewis  
Pieter Venter  
Andre van der Merwe
- 21-23 May 2014** — 3-Day LESI IAM 200 course  
Venue: Mont au Source Drakensberg  
Attendance: 14  
Speakers: Alan Lewis  
Andre van der Merwe  
Pieter Venter
- 26 June 2014** — Afternoon Topic: Interesting topics that were discussed at the LESI Conference and IMD Meetings which took place in Moscow  
Venue: AECI Head Office Sandton  
Attendance: 12  
Speakers: Alessia del Bianco  
Kevin Dam  
Johan du Preez  
Elmar Muller  
Danie Dohmen
- 30 July 2014** — All-Day Patent Worth Analysis Workshop  
Venue: University of the North  
Attendance: 14  
Speakers: Alan Lewis  
Theo Doubell
- 22 August 2014** — Afternoon Topic: "Legislative Update and Guidelines, Proposed Changes to the R&D Tax Incentives."  
Venue: Innovation Hub  
Attendance: In progress  
Speaker: Darren Margo

In addition to these events please take note of the upcoming conference and networking opportunity:

**10-12 September 2014:** Fundamental training  
LES SA is offering a 3-Day LESI IAM 300 course at Mont au Source in the Drakensberg. The invitation with program has been sent and registration closes on 8 Sept 2014. For more information and registration detail please contact [mkleyn@oroagri.com](mailto:mkleyn@oroagri.com). Members who have attended the 3-Day LESI IAM 200 Course in the past will benefit from attending this follow up course which include international speakers on the panel of presenters.

**13 October 2014:** Network opportunity  
The Board of LES SA is arranging a cocktail party for all its members. The venue is to be confirmed and details will be communicated shortly.

It is the goal of LES to create, promote and implement business opportunities through education, sharing of knowledge and experience. I believe that the past year has been beneficial to our members.

Members are welcome to contact any member of the Board should there be any specific topics or areas which you would like us to include in our program for the following 2014-15 year.

#### Membership:

As mentioned in the Presidents report for 2013-14, one of the most difficult tasks of the LES SA is to keep the membership list and numbers current due to its dynamic nature. This is one of the valuable contributions that Madelein Kleyn is making to the society.

LES SA as a member association is due international membership fees to LES International. Our fee to LESI is based on our membership count at the end of the previous year. At the end of 2013 our membership count was 106. Non-active and non-responding or non-paying members were, in accordance with the Articles of Association of LES SA were dropped from the register. Despite the membership cancellations, we have seen quite an in-flux of new members and I am happy to report that we presently have a membership count of 122.

To all our new members, I welcome you to LES SA and trust that you will make a positive contribution to the success of LES SA and LES International.

#### LESI International Conference and Delegates Meeting:

International Management and Delegates Meetings (16-18 May 2014) and the LESI International Conference (18-21 May 2014) were held in Moscow, Russia. The theme was "Make the World better through Licensing."

I was very fortunate to attend these meetings together with fellow LES SA members: Johan du Preez, Kevin Dam, Danie Dohmen, Alessia Del Bianco, Elmar Muller, and Cheryl Kelly. During this time we had the opportunity to share and learn from international practice. The conference was attended by 345 delegates who included speakers, sponsors, exhibitors, and partners.

I am very proud of the contribution made by the LES SA Board members at these International events. Danie Dohmen came to the rescue as he had to, on short notice; stand in for two workshops and Johan de Preez for one. Danie Dohmen was also part of the workshop on BRICS, giving South Africa's place in this Group of countries in the IP Arena. Back to back to this it was Danie's turn to 'act out' as a participating partner in a License Agreement Workshop called "When bad things happen to Good Deals". Kevin Dam presented a workshop on Export Control of Licensing with Johan du Preez assisting.

#### les Nouvelles:

This quarterly publication contains a wealth of information, not only concerning licensing but also the activities of the international association. Madelein Kleyn published two papers the past year in *les Nouvelles*. <http://www.lesi.org/les-nouvelles/les-nouvelles-online/june-2014> and one in *Global News* (in March), see page 12 <http://www.lesi.org/docs/default-source/les-news/march-2014-les-global-news.pdf?sfvrsn=4>.

We would appreciate submissions from LES SA members for any of the future publications and you can contact any board member should you wish to do so.

#### Website:

We have attempted to keep the website current and up to date with the LES SA events. We invite you to visit the website at [www.licensing.co.za](http://www.licensing.co.za) for information about our activities, application forms and the like.

#### Submissions:

LES SA submitted comments on the Draft National Policy On Intellectual Property to the DTI. We are aware the DTI has engaged Genesis Analytics assisted by Prof Tana Pistorius (UNISA) to conduct a Regulatory Impact Assessment of the Draft National Policy on Intellectual Property. To date we have had no further report as to the progress with the Policy, any updates or the report from Genesis. We shall keep our members updated of any news on this front.



**In closing:**

As you will appreciate the business of LES South Africa is attended to by a Board elected by the members. The various portfolios and subcommittee positions are undertaken on a voluntary basis and consist of members who are willing to be of service to Association at no charge. I have enjoyed my term as President enormously and we have achieved a lot, but this is only possible when you have committed board members assisting you. I would like take this opportunity to extend my sincere gratitude and wish to thank all the members for their time, efforts and input.

**LES Switzerland**

The societies year was composed of different meetings as follows: an expert conference held in Zurich together with the European

Institute of the University of Zurich covering the topic "Value of IP" in German, a one-day licensing course held in German at the Technopark Winterthur, a meeting about "Purchase or License" in Zurich, a symposium concerning "Latest Developments Concerning Trade Marks" in Geneva, held in French and carried out in collaboration with the national Institute of Intellectual Property as every year, a weekend meeting in Vitznau about "The Code of Practice of Licensing Contracts" in German, a symposium about "IP-Due Diligence" held in English in Lausanne. These events attracted between 20 and about 70 participants.

The board met five times during 2014. The general assembly was carried out in Zurich followed by the above mentioned workshop concerning the topic "Purchase or License."



Arnaud Michel gives opening comments.



Networking before the Bozar dinner.



Mock Mediation led by Russell Levine.



International Management & Delegates Meeting.



Patricia Bunye, Yvonne Chua, François Painchaud, and Junichi Yamazaki.



Networking at the Welcome Reception.



John Paul, Pauline Khor, and Eduardo de Souza.



## IPR and Management Committees

*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.*

## Industry, Professional and Regional Committees (IPR)

### Consumer Products Industries Committee

**Co-Chairs:** Cecilia Lou (LES China) and Christian Manthey (LES Germany)

**Vice-Chairs:** not nominated yet

**Former Co-Chairs (until 2015):** Christopher Shaowei (LES China) and Andreas Winkler (LES Germany)

**Former Vice-Chairs (until 2015):** Simmone Misra (LES USA & Canada, Outreach Activities), Ceren Okat (Pala) (LES Turkey, Webinars and Young Members Affairs), Christian Manthey (LES Germany, Communication), Yasunori Ohtsuka (LES Japan, Workshops) and Fuller Li (LES China, les Nouvelles)

During the 2014 the leadership of the committee decided to change the focus of the group to gain more attention especially from industry in the field of Consumer Products. It was decided to discuss this internally with the LESI board and try to gain industry representatives in 2015 to join the committee.

During 2014, the leadership of the committee has continued its attempts to make this still relatively new committee (which came operational only in late 2011) more visible within the LESI community. During the Brussels conference in April, the committee organized a well received workshop under the title "Smart Monetization of IP" with speakers from industry and the legal profession.

Besides meeting in person the committee took the chance of using the newly established and most welcome opportunity of quarterly teleconferences, organized by the LESI Administrative Office, to discuss current activities and plans.

The main goals for 2015 is to set-up a new committee because there is only one person left from the old committee. In addition a new strategy is needed to gain more attention from industry representatives in the field of Consumer Products.

### Industry, University and Government Transactions Committee

**Chair:** Karin Hofmann

**Vice-Chairs:** Yorck Hernandez, Sophie Treuthardt, Agnes Rooke, Emilie-Marie Mercier, Lin Sun-Hoffman

The aim of the Industry, University and Government Transactions Committee is to promote the licensing profession involved with transactions between Industry and University or Government bodies.

In the year 2014 the Industry, University and Government Transactions Committee carried out presentations at several conferences:

- "European perspective on IP teaching and training," at the LESI Annual Conference in Moscow in May 2014.
- "Patented by TU"—Universities as a Player in innovation Systems" at the Conference "Licensing in CEE," Bratislava, October 2, 2014 (LES Austria, LES Hungary, LES Czech Republic).
- "Boost your career and become a killer in Licensing" at the 2nd pan European YMC meeting in Paris in November 2014.

IUGT continued to develop and coordinate co-operation projects with other committees in line with the joining hands initiative:

- IUGT organized the Webinar "Strategies of universities in different jurisdictions with regard to dispute resolution" in co-operation with IUGI Committee (LES USA & Canada) and the Dispute Resolutions Committee on May 27, 2014.
- In September 2014 IUGT provided one speaker for the LES IAM 100 and the Train-the-trainer course in Spain.
- In addition IUGT sponsored two presentations to the WIPO eTISC online chats:
  1. "Specificities of licensing from the point of view of an academic institution," chat online in October 2014.
  2. "How to Manage In-House Innovations," chat online in November 2014.

All presentations are available on the IUGT Website.

IUGT continued to prepare quarterly newsletters. They were sent to all committee members and added to the Website.

In addition to the Meeting at the IMDM the Committee's Leadership held quarterly Telephone conferences using the service offered by LESI.

### Life Sciences Committee

**Chair:** Pamela Cox

**Vice-Chairs:** Hayley French, Arda Karaduman, Sunita K. Sreedharan and Keith Chan

**Board Liaison:** Junichi Yamazaki

The aim of the Life Sciences Committee is to promote licensing in the pharmaceuticals, biotechnology, agrobio, genetic engineering, medical diagnostics and associated industries by, inter alia, promoting networking among its members, sponsoring appropriate educational activities such as workshops, lectures, and seminars and identifying and collaborating on problem areas of concern to, and major new developments in, these industries.

- The Life Sciences Committee gave many presentations, including:
  - "Collaboration Agreements in Pharma and Biotechnology" at the LESI Annual Conference.
  - "Advanced Business Development and Strategic Licensing"—4-day pharmaceutical in-house training LES hired to provide.
  - "IP Business Basics: The Business Bridge" at the LES USA/Canada Annual Meeting, by ACG and LES Chicago/Wisconsin.
  - Where is My Crystal Ball When I Need It? Good Deals Gone Bad: A Case Study in Structuring Licenses—a Life Science Academic Start-up, Flip-Flip Story, at the AIPLA Mid-Winter Institute.
  - "Importance of Patents in Pharma" at Intellectual Property and Innovation Workshop in Doha, Qatar on World IP Day.



- Junko Kashiwa (LES Japan) wrote the article “Appropriate Valuation of Drug Candidate in the Early Development Stage at Partnering Discussion.”
- Chair interviewed for the website on why to become a member of LESI Life Sciences.
- Work progressed to form an LESI and LES (USA & Canada) Industry Advisory Board.
- Submitted a proposal for an LES Coordinated Session at the 2015 BIO USA annual meeting.
- Liaised with the 2015 Annual Program Committee regarding program content that resulted in a number of Life Science-focused workshops, including the first ever joint LES/PLG (Pharmaceutical Licensing Group) panel. The all-star panel featuring Pamela Demain from Merck and President of LES (USA & Canada), Sharon Finch from Medius Associates and President of PLG, Philip Oliver from MedImmune and Edward van Wezel from Biogeneration Ventures who shared deal trends and comments about licensing, acquisitions and other life science trends.
- Supported efforts to publish the 2014 Global Life Sciences Royalty Rates and Deal Terms Survey and LES/LESI Life Sciences Deal Terms and Royalty Rate Survey—What’s in it for Me?” webinar.
- Much work on our Joining Hands Initiative in conjunction with representatives from Britain/Ireland, New Zealand/Australia, Japan, China, India and USA/Canada member societies that will result in an on-line resource for LESI, *les Nouvelles* feature articles and workshops for the LESI Annual meetings to include the following comparative law issues:
  - Bolar and research exemption .
  - Joint Ownership—see growing on-line content at <https://www.lesi.org/committees-community/e-library>.
  - Pay to play.
- Committee meetings were held at the LESI Annual meeting and the LES (USA & Canada) Annual meeting.
- Quarterly conference calls were conducted of the Committee’s Vice Chairs and general membership.
- Updates to the LESI website and Dropbox were made for activities of the Committee.
- Budget received: None

### Trademark, Design and Merchandising Committee

**Co-Chairs:** Johan Du Preez, Stefan Völker

**Vice-Chairs:** Corrine Sukiennik, Gökçe Yilmaz

The Trademark, Design and Merchandising Committee’s main responsibility is:-

- To take all steps to ensure that the Brand Owners’ rights are recognized and, if necessary, liaise with groupings in other International Organizations with similar objectives;
- To identify issues that are of importance to the Brand Owners and to discuss them at workshops or plenary sessions during the LES International or National meetings; and,
- Education relating to the focus areas of the committee.

The Minutes of the Committee meeting held in Brussels was circulated to Committee Members, the Committee Mentor (Audrey Yap) on the Board and the Secretariat of the Board.

Co-Chair, Dr Stefan Völker, participated in a discussion on Plain Packaging with other IP Associations during the INTA meeting in San Diego. This resulted in a draft proposed joint statement of Global IP Associations. The Statement is in line with the Committee’s submission that was forwarded by LESI to the EU Commission on 17th December 2010. The Committee suggest that LESI becomes a co-signatory of this joint statement.

Following the Brussels meeting the Committee has put forward two workshop topics for Beijing 2016:

- The aspect of non-traditional trademarks; and
- Geotargeting and Geoblocking
- These are the short titles of the proposed workshops.

Although we have not received confirmation that the proposals have been accepted, we have received a sponsorship request that will be discussed by the Board.



CEEM Committee Vice-Chair Tanja Sovic-Gasser speaking at a Workshop at the Annual Meeting in Brussels.

## Management Committees



### Audit Committee

**Chair:** Peter Hess

#### I. Basis of the report

The Audit Committee prepared this Audit Report based on the “Licensing Executives Society International Financial Statements December 31, 2013” (marked as “preliminary”), as received from the LESI Secretariat on June 19, 2015. The “Financial Statements” prepared by the certified public accountants company Porte Brown.

The Board of LES International is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

On the other hand, it is the responsibility of the independent accountants (Porte Brown) to conduct their review in accordance with the Statements on Standards for Accounting and Review services issued by the American Institute of Certified Public Accountants.

#### II. Assets of the Society

As per December 31, 2013, the net assets of the Society amounted to \$1,014,837, which represents an increase in assets of \$36,600 compared to the net assets at the end of 2012 (\$978,237).

One figure which needs potential attention is the “Accounts Receivable” amounting to \$138,767 at the end of the year.

#### III. Opinion of Audit Committee

As the total assets of the Society (\$1,292,634) amount to about 150% of the total annual expenses (\$793,083), we consider the Society in a healthy condition.

### Awards Committee

**Chairs:** Heinz Goddar and Thierry Sueur

Preparations have been made to hand over Awards granted, namely Gold Medals for Francis Gurry, Director-General, WIPO, (former) Chief Judge Randall R. Rader, U.S. Court of Appeals for the Federal Circuit, U.S.A., and Ron Grudziecki, LES (USA & Canada), at LESI Moscow 2014.



On May 17th, 2014, the Gold Medal awarded to Ron Grudziecki has been handed out to him at a dinner in the frame work of the International Management and Delegates Meeting (IMDM) of LESI, accompanied by a "laudation" by Yvonne Chua, President of LESI, and Heinz Goddar, Co-Chair of the LESI Awards Committee.

On Sunday, May 18th, 2014, again at the IMDM Moscow 2014, a Certificate of Merit of LESI has been given, posthumously, to Barry Quest, handing the Certificate over, by the President of LESI, to LES Britain & Ireland, on behalf of Barry.

A Certificate of Merit of LESI was also presented during the Morning Session of IMDM 2014 on May 18, 2014, to E.B. (Ted) Cross.

During the same ceremony, The President's International Service Recognition Award has been handed out to Dr. Hayley French, LES-Britain/Ireland.

Furthermore, during the same ceremony on Sunday morning the President Most Progressive Society of the Year Award for 2013 has been given to LES Korea, the LESI Society of the Year Award to LES Mexico, and the LESI Outstanding Activity/Event Award 2013 jointly to LES Japan and LES USA & Canada for Ray Hatayama's presentation "Hello Kitty" in 2012. The brief "laudations" for all the aforementioned awards have been given by the Co-Chair of the LESI Awards Committee, Heinz Goddar, and the Awards having been presented by the President of LESI, Yvonne Chua.

On Monday, May 19, 2014, during the first General Session of the International LESI Conference 2014 the Gold Medal has been given to (then) Chief Judge Randall R. Rader, CAFC. Again, the laudation has been given by the Co-Chair of the LESI Awards Committee, Heinz Goddar, with Yvonne Chua handed out the Gold Medal.

Upon initiative of the LESI Awards Committee, furthermore the President of LESI is asking both the national/regional Presidents and the Board to make proposals for next LESI Awards, including Presidential Awards, bearing in mind that according to the present guidelines of the LESI Awards Committee the following Awards from time to time can/should be granted: Gold Medals, Certificates of Merit, The President's International Service Recognition Award, The President's Most Progressive Society of the Year Award, The LESI Society of the Year Award, and The LESI Outstanding Activity/Event Award.

## External Relations Committee

**Co-Chairs:** Sun R. Kim

**Vice-Chairs:** Raymond Reuteler, Omer Hiziroglu, Christian Osterreith, Francois Painchaud, Yu Sarn Chiew, Rudolfo Martinez y Pell, Nabil Salame, Garry Keller

### Key Activities for 2014:

**1. Outreach Activities:** One of the key goals of ERC is to maintain and expand relationships with external organizations. Each VC of ERC has been assigned responsibility for an external organization in order to provide individual attention and to preserve continuity of such relationship.

**1) OHIM:** LESI has been granted observer status at the Administrative Board and Budget Committee for the period 2015-2019.

**2) WIPO:** ERC held an annual meeting with WIPO including a meeting with the Director General Francis Gurry strengthening the mutual ties between the two organizations under the MoU.

**3) GTIF 2015:** ERC organized meetings with organizations attending GTIF. ERC assisted the GTIF Committee in inviting VIPs from the outside organizations to GTIF 2015 during the 2015 LESI Annual Conference in Brussels.

**4) APAA:** Patricia Bunye attended the 2014 Annual APAA conference as invited guest.

**5) AIPLA:** 2014 Annual Meeting: attendance by John Paul as invited guest.

**6) AIPPI:** Sun Kim attending as invited speaker on "Cross Border Litigation of IPR infringement" at 2014 AIPPI Congress in Toronto and also representing LESI at NGO Meeting organized by AIPPI.

**7) AUTM:** Omer Hiziroglu attended AUTM Annual Meetingn2014 Sun Kim attended AUTM Asia Invited Speaker at AUTM\_Asia 2014

**8) BIO:** In the process of developing a relationship led by Gary Keller and Chris Katopis. Gary attended 2014 BIO in Chicago and Chris attended as part of the host committee, sponsor and presenter

**9) Middle East NGOs:** Outreach efforts have been made by the committee as follows in this region

- A. The United Nation Economic and Social Commission for Western Asia (ESCWA Technology Center) organized a tour in the Region to promote investment in technology.
- B. A session on the basics of licensing Intellectual property and technology transfer to be presented during March 2014 at the Hashemite University in Jordan.
- C. Communicating with King Fahad Medical City in Riyadh, Saudi Arabia, to prepare for a conference on the latest medical technologies.
- D. Coordination with TAG-Knowledge, is organizing a conference entitled "50 Arab Fortunate Innovations 2014" in cooperation with Connect Arabs.
- E. In cooperation with the Business Development Academy (BDA) to jointly market the Certified Patent Valuation Analyst (CPVA) designation in the Arab countries and Turkey.

### 10) Pan Latin America, ASIPI:

- A. Representing LESI at the ASIPI Annual Meeting in March 2015 in Asuncion
- B. LES Andean Countries and LES Brazil are organizing a meeting (March 23-25) in Lima with LES Argentina to join the other societies in Latin America,
- C. Possible a joint meeting of the 4 (four) societies in Buenos Aires in March 2016 followed by LES Pan-Latin American meeting, possibly including LES Mexico, in 2017 in Brazil.

**2. Publications:** Special *les Nouvelles* Project on Insolvency in IP Licensing: December issue, 2014 organized by Sun Kim on behalf of the Committee.

The special publications provides a legal frame work of different national laws on impact on IP licenses in insolvency proceedings and discusses various relevant issues in different jurisdictions around the globe.

## Investment Committee

**Chairs:** Yorikatsu Hohokabe and Jonas Gulliksson

**Vice Chairs:** Andre-Pascal Chauvin and Michael Lantos

**Board Liaison –Eduardo de Mello e Souza**

The aim of the Investment Committee is :

- (1) Reviewing current investment policy of LESI and make recommendations relating to considering a diverse investment strategy of reserves with :
  - (a) Sufficient liquidity of LESI reserves to cover needed funds for annual operations and
  - (b) An investment strategy that balances protection of the principal funds with sufficient diversification of the portfolio to guard against loss from a single investment.



- (2) Examine prospective investments of LESI funds for the year and provide the Society with its advice and recommendation thereon.
- (3) Populate and maintain the Committee pages on the LESI Website.

Progress made towards our assigned goals:

1. For this period, we have had following activities:

- (1) Our Committee Meeting was held on May 17 during IMDM in Moscow. At the meeting, Yorikatsu explained about the current status of LESI investments including 4 CDs, which he considers is in a healthy status. Jonas proposed that better return would be available if LESI could invest to subordinate bonds in a secured fashion against currency changes which would provide higher interests something like 5% or so, provided that a good investment consultant would be able to advise such better return. Michael expressed his concern about such investment, because it would require someone to watch market status on daily basis for better return but it would not be feasible for LESI to have such person.

After continuing discussion, it was decided at the Committee Meeting that Jonas would search again about the interest rate of sub-ordinate bonds or the like, and the committee would make a recommendation based on Jonas's research to propose a trial investment to a sub-ordinate bond of a highly-creditable (less risky) bank in such an amount comparative to one CD (USD \$200,000). Then, after discussion within the committee members, certain recommendation would be submitted to the Board.

- (2) In early July, Arnaud and Eduardo asked Yorikatsu to send a proposal of Investment Committee so that LESI Board would discuss at July Board meeting. Yorikatsu responded to them that the committee has not come up with a proposal yet, and if we have a proposal in a few months, we would make a proposal, and until then, it would be appropriate that LESI would invest the matured amount into another new CD.
- (3) In mid-September, Jonas proposed to Arnaud and members of Investment Committee, based on his financial advisor's view, that LESI should consider investing a bond of Barclays bank with a 7% yearly interest (interest paid out every quarter), which is matures in 2019 and denominated in GBP. He indicated that at the time (Sept 2014), the bond was trading around 99-100% and minimum amount is 200,000 GBP. If LESI invests in a currency different from USD, it is better to take an insurance against currency risks at a cost of insurance of 1–1.5%.

- (4) In late September, in response to Jonas's proposal, Yorikatsu emailed to Arnaud and Jonas, saying as below:

*Until IMDM held in Moscow this May, I thought that a part of LESI Reserve, most of which are now invested as several CDs, could be candidate(s) for another investments such as Jonas describes. However, as I emailed in August to you and Board, I become concerned about investing in subordinate bonds.*

*There are so-called credit risk of bank and also market risk. I, of course, understand that without taking any risks, any profitable return should not be obtainable.*

*After recovery from so-called Lehman-shock, there are still uncertainty and volatility in world economy, and moreover geopolitical risks have been increasing such as Ukrainian problem, ISIS, Ebola pandemic concern, etc., any of which might greatly affect world economic and market activities., and might generate a credit risk of the bank and/or market risk of the bonds.*

*Therefore, our committee and eventually LESI Board should be aware of the risks of the unexpected change of the value of our investments due to such credit risk and market risk. In order to minimize such risk and prompt handling of our investments if made in other way, for example, in subordinate bonds, LESI Board needs to secure day-by-day watch and control of such investments by assigning competent financial advisor who is responsible to minimize the loss of the value of investments and of course to obtain a profit as much as possible.*

*And in any event, LESI Board should take any responsibility in investment whichever the investment is successful or failed, if the Board decides to make a new different type of investments with its recognition of risks as mentioned above.*

*In the meantime, the exchange rate GBP/USD for these 5 years are roughly as follows:*

*\*[Year-Month] / GBP/USD: 2009-01 / 1.440 2009-06 / 1.635 2009-12 / 1.624 2010-01 / 1.617 2012-1 / 1.552 2013-1 / 1.596 2014-1 / 1.647 2014-8 / 1.720 and as of 2014-9-25 / 1.630*

*As above, it looks that there is a fairly large fluctuation in currency exchange rate in these few years. Therefore, nobody would be able to predict what would be the exchange rate at the maturity of the bond in 2019.*

*In summary, I am now in the position that we had better not to invest to the new bond of Barclays as Jonas kindly recommended, though I very much appreciate Jonas's great efforts for collecting the updated information for subordinate bonds.*

*\*NOTE: GBP/USD : 2015-1-23/1.51-1.52*

- (5) Since that time, some committee members continued these discussions.

- (6) On October 10, Yorikatsu sent email to Arnaud and Eduardo, copied to members of the committee, saying as below;

*On behalf of Investment Committee, I am sending this email to LESI Board (President and Vice President-Liaison to this committee).*

*Although we earlier made an investment proposal to the then Board (Yvonne and Jim) by jointly named email of Jonas and Yorikatsu (Co-Chairs) dated March 10, 2014 and as reported in Investment Committee's committee report (Summary of activity (September 2013—May 2014)), we now change our position and withdraw such proposal. Since then, there are again uncertainty and volatility in*



world economy, and moreover geopolitical risks have been increasing such as Ukrainian problem, so-called "Islamic State" problem, Ebola pandemic concern, etc., any of which might greatly affect world economy and financial and market surroundings and might generate a credit risk of the bank and/or market risk of bonds such as sub-ordinate bonds.

Therefore, we would like to recommend the Board that LESI should better withhold investing its reserves to sub-ordinate bonds or the like, but rather should re-invest the matured amounts of CDs (at least, the first maturing CD and the second maturing CD : (i) \$200,000/ State Bank of India /Rate 0.90%/ Maturity October 14, 2014 and (ii) \$200,000/ First Bank of Puerto Rico / Rate 0.75%/ Maturity March 13, 2015) to other new CDs.

We understand that there have been many voices which ask higher return from our investments, but there is no investment which provides high return without any risks. Since such risks are unforeseeable and also considering the nature of our organization, we think that LESI should avoid any investments which do not provide guarantee of the principal.

We hope LESI Board understands our recommendation, takes an appropriate investment position and invests in line with our recommendation.

(7) On October 7, Eduardo returned email to Yorikatsu and other members of investment committee, informing that LESI Board will meet with some representatives of Merrill Lynch as well as Wells Fargo regarding investment proposals.

(8) On October 13, Yorikatsu returned email to Eduardo, requesting him to send proposals received from Merrill Lynch or Wells Fargo, if the Board thinks that Investment Committee should provide comments on them.

(9) Since then, there is no development on the Committee.

2. Under these circumstances, we understood that our Committee was not required to reconsider the current investment status and to make an updated recommendation to the Board for the remaining period of the 2014 calendar year.

3. However, our Committee would be pleased to have any information for any better alternative investment possibility from outside well-experienced association or adviser for Committee's consideration.

When we receive information from outside well-experienced association or adviser as above, we will continue to study the best investment mix of the LESI reserves to be recommended to the Board. We also shall study any possibility to make investment outside USA for better yield than the presently invested CDs.

### IP Valuation Committee

**Co-Chairs:** David Drews and David Jarczyk

**Vice-Chairs:** Eduardo de Souza and Dwight Olson

The LESI IP Valuation Committee is responsible for informing and educating members about IP valuation "best practices" techniques, processes and resources, and the various ways these techniques and processes are useful in the management of their intellectual property portfolios. This information is disseminated via publications,

presentations and interactive discussions in numerous formats, as well as the compilation of readily-available reference materials that support the teaching of the best practices. The committee also actively interacts with government, industry and NGO partners to further these goals, both within LESI and the intellectual property community at large.

#### 1. Projects/workshops carried out during this period:

- "IP Valuation" workshop tentatively scheduled for March 2015 in Santiago, Chile.
- Presented "Royalty Deal Structures" workshop in Brussels in April 2015.

#### 2. Projects/workshops scheduled for the future:

- "Royalty Deal Structures" workshop scheduled for the 2014 LES (USA & Canada) Annual Meeting in NYC in October.

#### 3. Committee publications:

- Primer on IP Valuation jointly developed by Ocean Tomo, WIPO and the LESI IP Valuation Committee has been approved for publication on the LESI website.
- Royalty Deal Structure article published *les Nouvelles* June 2015.

#### 4. Joining Hands Initiatives:

- The Primer on IP Valuation will be translated into several languages to make it more user-friendly for other LES national societies.

### Meetings Committee

**Co-chairs:** Audrey Su Ming Yap and Sergey Dorofeev

**Past Chair:** Fiona M.M. Nicolson

**Vice chairs:** E.B. (Ted) Cross, Emmanuel Gougé, Janet A. Pioli and Jean-Christophe Troussel

The Meetings Committee had a busy year in 2014, particularly in the lead up to the LESI Annual Meeting which took place in Moscow in May 2014. This meeting was well attended and both successful and enjoyable. The meeting made a considerable surplus—68900-00 Euro. Our great thanks go to the organizing committee of the Moscow Meeting for considerable efforts of its members. Special thanks should be expressed to Heinz Goddar, Peter Hess and the whole LES Germany as the mentor society as well as Fiona Nicolson for their invaluable contribution and continuous support of the Meeting.

Well-attended meetings of the Meetings Committee took place at both the LESI Annual Meeting in Moscow and later in the year, at the LES (USA & Canada) Meeting in San Francisco.

The decision was made at the Delegates Meeting in Brussels to hold the 2020 LESI Annual Meeting in Berlin Germany. In addition to assisting with the Annual Meetings, the Committee has been engaged in further work in relation to sponsorship and has been working with the Organizing Committee for the Annual Meetings in Brussels in 2015 and Beijing in 2016.

To summarize, future LESI Annual Meetings will be held as follows:

Beijing	May 13–18, 2016
Paris	TBD 2017
San Diego	April 2018
Yokohama	TBD, 2019
Berlin	TBD, 2020



## Patent and Technology Licensing (PTL) Committee

*Chair: Christian Osterreich*

*Vice chair: Federica Brotto*

The aim of the Patent and Technology Licensing (PTL) Committee is to promote the licensing profession involved with transactions concerning patents and technology, by, inter alia, promoting networking among its members, sponsoring appropriate educational activities such as workshops, lectures, and seminars and identifying and collaborating on problem areas of concern to, and major new developments in, this profession.

The most important activity of the PTL Committee was the organization of a mock licensing negotiation workshop which was very well received at the 2015 LES International Annual Conference in Brussels.

The purpose of the mock was to illustrate the main aspects of the negotiation process through the simulation of a license agreement. Speakers—divided into two teams (licensor and licensee)—

presented a fictitious case highlighting the difficulties which could arise during a licensing negotiation. They analyzed the acquisition of a patent license, focusing on the key contract terms, and provided the main guidelines on how to conduct a successful negotiation.

Eight participants from three different continents (USA, Europe and Asia) were involved in the workshop. The licensor team was composed of Simmone Misra, LES (USA & Canada) playing the role of the patent owner, John Paul, LES (USA & Canada) as the licensor lawyer and Elisabetta Papa (LES Italy) as the licensor IP Consultant. The opposing team was composed of Roberto Dini (LES Italy) playing the role of the licensee, Christine Kanz as the licensee lawyer (LES Germany) and Guido Von Scheffer (LES Germany) as the licensee IP Consultant. The negotiation was successfully moderated by Jennifer Pierce (LES Britain & Ireland) and Audrey Yap (LES Singapore).

After Mr. Osterrieth's term, the new chair for the PTL Committee will be Mr. Patrick Terroir and Mrs. Brotto will serve as a co-chair.



Young Members Networking.



LESI Board and Delegates at IMDM.

LICENSING EXECUTIVES  
INTERNATIONAL



## Slate of chairs, co-chairs and the Board of Directors Liaison for 2014–2015

<b>IPR Committees</b>	<b>Chairs and vice-chairs</b>	<b>Society</b>	<b>Board liaison</b>
Americas	Marcella Trigo de Souza, chair	Brazil	Hector Chagoya Kenneth McKay
Asia Pacific	Audrey Yap, co-chair Junko Sugimura, co-chair	Singapore Japan	Patricia Bunye
Chemicals, Energy, Environmental & Materials (CEEM)	Rashid Khan, chair Achim Krebs, chair	(USA & Canada) Benelux	Hector Chagoya
Consumer Products Industries (including branded products)	Christopher Shaoweic, co-chair Andreas Winkler, co-chair	China Germany	Hector Chagoya
Copyright Licensing	Michael Lechter, chair	(USA & Canada)	John Walker
Dispute Resolution	Tom Filarski, chair	(USA & Canada)	Junichi Yamazaki
European	Bruno Vandermeulen, chair	Benelux	Christian Osterreich
Africa and Middle East	Mohammed Al-Ansari Kevin Dam	Arab Countries South Africa	Christian Osterreich
High Technology	John Paul, co-chair	(USA & Canada)	Hector Chagoy
Industry, University and Government Transactions (IUGT)	Claire Driscoll, chair	(USA & Canada)	John Walker
IP Valuation Committee	Dwight Olson, co-chair David Drews, co-chair	(USA & Canada) (USA & Canada)	
Life Sciences	Pamela Cox, chair	(USA & Canada)	Kenneth McKay
Patent and Technology Licensing	Pauline Khor, chair	Malaysia	Christian Osterreich
Trademark, Design & Merchandising	Martin Schneider, chair	Switzerland	Christian Osterreich
<b>Management Committees</b>	<b>Chairs and Vice-Chairs</b>	<b>Society</b>	<b>Board Liaison</b>
Audit	Peter Hess, chair	Germany	Jim Sobieraj
Awards	Heinz Goddar, co-chair Thierry Sueur, co-chair	Germany France	John Walker
Communications	Ned Barlas, chair	(USA & Canada)	Patricia Bunye
Education	Jeff Whittle, co-chair Rob McInnes, co-chair	(USA & Canada) Australia/New Zealand	François Painchaud
Endowment	Dwight Olson, co-chair Art Rose, co-chair	(USA & Canada) (USA & Canada)	Jim Sobieraj
External Relations	Patrick O'Reilly, co-chair Sun Kim, co-chair	(USA & Canada) Korea	François Painchaud
Investment	Jonas Gulliksson, co-chair Wisam Hirzalla, co-chair Yorikatsu Hohokabe, co-chair	Scandinavia (USA & Canada) Japan	Jim Sobieraj
IP Maintenance	Ron Grudzieki, chair	(USA & Canada)	Junichi Yamazaki
Legal	François Painchaud, co-chair Junichi Yamazaki, co-chair	(USA & Canada) Japan	François Painchaud
Long Range Planning	Russell Levine, chair	(USA & Canada)	Yvonne Chua
Meetings	Fiona Nicolson, chair	Britain & Ireland	
Membership	Alan Lewis, co-chair Arnaud Michel, co-chair Mark Horsburgh, co-chair	South Africa France Australia/New Zealand	Junichi Yamazaki
Nominating	Jim Malackowski, chair	(USA & Canada)	Jim Malackowski
<b>Ad Hoc Committees</b>			
Business Forum	Bill Elkington	(USA & Canada)	Kevin Nachtrab
Committees and Sub-Sectors	John Paul, co-chair Kevin Nachtrab, co-chair	(USA & Canada) Belgium	Kevin Nachtrab
Global Technology Impact Forum	Hector Chagoya, co-chair Martin Schneider, co-chair	Mexico Switzerland	Jim Malackowski
IP Valuation	Dwight Olson, chair	(USA & Canada)	Kevin Nachtrab
<i>les Nouvelles</i>	Peter Hess, co-chair	Germany	Jim Malackowski
Young Members Congress	Tilman Mueller-Stoy, chair	Germany	Patricia Bunye

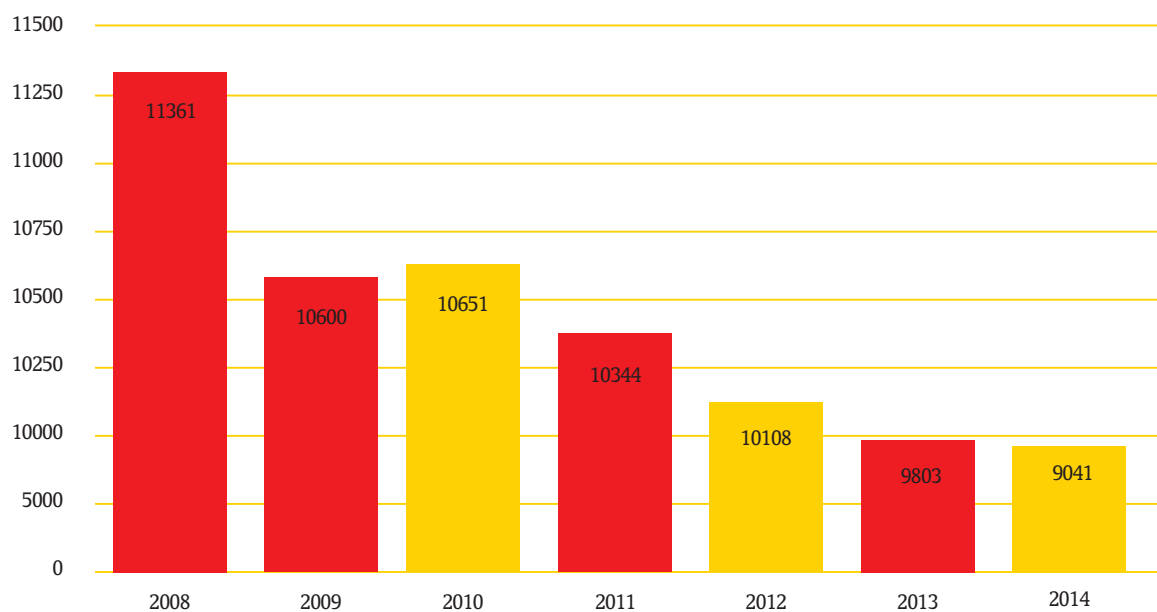


## Membership Development

**LES Society**      **Number of members on**  
**31-12-2013      31-12-2014      % increase**

ANDEAN COMMUNITY	31	25	-19%
ARAB COUNTRIES	43	39	-9%
ARGENTINA	42	37	-12%
ANZ	422	360	-15%
AUSTRIA	95	91	-4%
BENELUX	397	400	0.8%
BRAZIL	74	76	3%
BRITAIN and IRELAND	429	429	0%
CHILE	42	46	9%
CHINA	167	127	-24%
CHINESE TAIPEI	72	72	0%
CZECH REPUBLIC	35	38	9%
FRANCE	504	513	2%
GERMANY	834	872	5%
HUNGARY	42	35	-17%
INDIA	43	54	26%
ISRAEL	40	37	-8%
ITALY	310	301	-3%
JAPAN	637	666	5%
KOREA	122	129	6%
MALAYSIA	45	38	-16%
MEXICO	92	83	-10%
PHILIPPINES	85	87	2%
POLAND	27	24	-11%
RUSSIA	58	53	-9%
SCANDINAVIA	369	396	7%
SINGAPORE	66	83	26%
SOUTH AFRICA	106	117	10%
SPAIN and PORTUGAL	104	129	24%
SWITZERLAND	340	322	-5%
TURKEY	59	60	2%
USA and CANADA	4071	3302	-19%
<b>Total</b>	<b>9803</b>	<b>9041</b>	<b>-8%</b>

## Membership 2008-2014





## Societies and their Presidents in 2013-2014

### LES Andean Community

#### Mr. Renzo Scavia

c/o Scavia & Scavia  
Av. Ricardo Rivera Navarrete 765, Piso 5,  
Edificio Las Magnolias, San Isidro  
Lima 27, Peru  
Phone: +51 1 4408181  
E-mail: rscavia@scavialaw.com  
Website: [www.lesi.org/les-andina](http://www.lesi.org/les-andina)

### LES Arab Countries

#### Mr. Talal Abu-Ghazaleh

c/o Talal Abu-Ghazaleh Organization  
P O Box 96, Imbabah, 12411, 51 El Hegaz St.  
Mohandseen - 9th f, Cairo 12411, EGYPT  
Phone: +202 334 79552; Fax +202 334 45729  
E-mail: tag@tagi.com  
Website: [www.lesarab.org](http://www.lesarab.org)

### LES Argentina

#### Mr. Gustavo Patricio Gaiy

c/o Marval, O'Farrell & Mairal  
Leandro N. Alem 928  
Buenos Aires C1001 ARGENTINA  
Phone: +54 11 4310 0100  
E-mail: gpg@marval.com.ar

### LES Australia and New Zealand

#### Mr. Philip Heuzenroeder

c/o Spruson & Ferguson Lawyers  
Level 35, St Martins Tower 31 Market Street,  
Sydney NSW 2000 Australia  
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E-mail: philip.heuzenroeder@spruson.com  
Website: [www.lesanz.org.au](http://www.lesanz.org.au)

### LES Austria

#### Mr. Alexander Cizek

c/o Cizek IP  
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Website: [www.lesusacanada.org](http://www.lesusacanada.org)

**GOLD MEDAL AWARD WINNERS****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)
2010	Willy Manfroy	LES (USA & Canada)
2012	Francis Gurry	(WIPO)
2014	Ronald L. Grudziecki	LES (USA & Canada)
2014	Randall R. Rader	U.S. Court of Appeals Federal Circuit

## 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
2010	Pat O'Reilly	LES (USA & Canada)
2011	Alan Lewis	LES South Africa
2012	James E. Malackowski	LES (USA & Canada)
2013	Kevin Nachtrab	LES Benelux
2013-2014	Yvonne Chua	LES China
2014-2015	Arnaud Michel	LES France



LESI Past-Presidents and accompanying persons. Front Row (L): Dr. Chistiane Blankenstein, Yvonne Chua, Kazuko Fukuda, Chikao Fukuda. Second Row (L): Jonas Gulliksson, Heinz Goddar, Beate Chrocziel, Elisabeth de Cazotte-Michel. Back Row (L): Peter Chrocziel, Arnaud Michel, Ron Grudziecki and Patrick O'Reilly.

## LES INTERNATIONAL BOARD OF DIRECTORS 2014-2015

## LES International Board of Directors 2014-2015

Arnaud Michel	President	LES France
Yvonne Chua	Past-President	LES China
Jim Sobieraj	President-Elect	LES (USA & Canada)
François Painchaud	Secretary	LES (USA & Canada)
Eduardo de Souza	Treasurer	LES Brazil
Omer Hiziroglu	Vice-President	LES Turkey
Mark Horsburgh	Vice-President	LES Australia & New Zealand
Fiona Nicolson	Vice-President	LES Britain Ireland
John Paul	Vice-President	LES (USA & Canada)
Michael Lechter	Legal Counsel	LES (USA & Canada)
Junichi Yamazaki	Legal Counsel	LES Japan



LES Society Presidents and LESI Board Members welcome LES Thailand to the family.



## LES International Conferences in the future

Date	Organized by	Location
2016, May 15-18	LES China	Beijing
2017	LES France	Paris
2018	LES (USA & Canada)	San Diego
2019	LES Japan	Yokohama
2020	LES Germany	Berlin

### LES WEBSITES

## LES Websites

LES International at [www.lesi.org](http://www.lesi.org)

LES Asia Pacific at [www.les-asiapacific.org](http://www.les-asiapacific.org)

LES Europe at [www.les-europe.org](http://www.les-europe.org)

LES Andean Community at [www.lesi.org/les-andina](http://www.lesi.org/les-andina)

LES Arab Countries at [www.lesarab.org](http://www.lesarab.org)

LES Argentina at [www.lesi.org/les-argentina](http://www.lesi.org/les-argentina)

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.leschile.cl](http://www.leschile.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 Israel at [www.lesi.org/les-israel](http://www.lesi.org/les-israel)

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 [www.les-poland.pl](http://www.les-poland.pl)

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-sp.org](http://www.les-sp.org)

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)



### LES Twitter

LES International @ [#LESIntl](https://twitter.com/LESIntl)

LES Australia and New Zealand @ [#LESANZInc](https://twitter.com/LESANZInc)

LES Mexico @ [#LESMEXICOac](https://twitter.com/LESMEXICOac)

LES Philippines @ [#LESPhilippines](https://twitter.com/LESPhilippines)

LES Turkey @ [#LESTurkey](https://twitter.com/LESTurkey)

LES (USA & Canada) @ [#LESUSACANADA](https://twitter.com/LESUSACANADA)

LES Young Members Congress @ [#LES\\_YMC](https://twitter.com/LES_YMC)

## LESI Treasurer's Report

Below is a summary of the LESI's revenues, expenses, assets, liabilities and fund balances as of December 31, 2014. Once again LESI contracted directly with The Sherwood Group to handle our accounting function and retained the services of Porte Brown LLC certified public accountants to audit the society's financial statements.



Eduardo de Souza;  
Treasurer for 2014-2015

### Finances per 31 December 2014 in US\$ (audited)

#### Revenues

Membership Dues	343,140
<i>les Nouvelles</i> and Membership Directory	284,340
Meetings Revenue	147,823
<i>les Nouvelles</i> Revenue	23,580
Investment Revenue	7,240
Other Revenue	2,503
Royalties Revenue	2,781

<b>Total Revenue</b>	<b>811,407</b>
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#### Expenses

Publications	213,642
General and Administrative Costs	249,018
LESI Delegates and Board Meetings	73,603
LESI Directors Expenses	71,442
LESI Committees	634
Endowment Projects	16,000
Communications	22,045

<b>Total Expenses</b>	<b>646,384</b>
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<b>Excess of Revenues over Expenses</b>	<b>165,023</b>
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#### Current Assets

Cash on Hand	233,795
Cash in Endowment	131,878
Accounts Receivable	39,955
Allowance for Doubtful Accounts	(3,726)
Notes Receivable	25,000
Prepaid Expenses	—
Short Term Investments	859,757

<b>Current Assets</b>	<b>1,286,659</b>
-----------------------	------------------

#### Current Liabilities

Accounts Payable	40,329
Advance Dues, Registrations, Advertising	13,615
Accrued Expenses	—
Due to LES	535

<b>Total Liabilities</b>	<b>54,479</b>
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#### Fund Balance

Excess of Expenses over Revenue	165,023
---------------------------------	---------

<b>Total Liabilities and Fund Balance</b>	<b>1,286,659</b>
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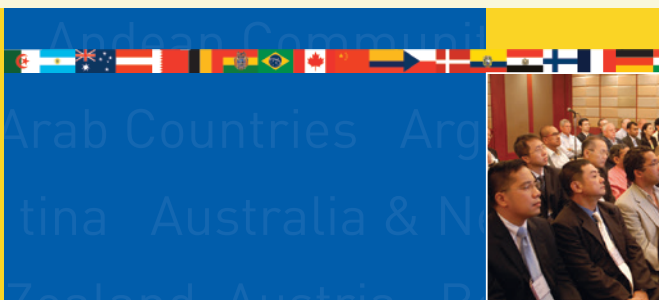
### Organizational History

Founded in 1972, and incorporated in 2000, LES International (LESI) is the umbrella organization of national and regional associations for licensing executives. A Board of Directors and Board of Delegates, consisting of representatives of all national and regional societies, oversee the activities of LESI.

### Mission

To function as a non-profit professional organization to broadly support LES Societies in their efforts on behalf of individual members by:

- » Setting and promoting consistent, high professional standards for licensing executives on a global basis
- » Creating and maintaining various geographically based LES Societies with the necessary number and balance of local members
- » Providing organizational leadership, coordination and advice
- » Facilitating professional networking between the members of LES Societies
- » Providing quality educational content to, and facilitating the sharing of educational content between LES Societies
- » Informing and interacting with global organizations and policy forums concerning the economic significance and importance of licensing and other transfer of technology and intellectual property rights.



ADVANCING  
THE BUSINESS OF  
INTELLECTUAL PROPERTY  
GLOBALLY

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Washington D.C. &  
The Netherlands



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LICENSING EXECUTIVES SOCIETY  
INTERNATIONAL



LICENSING EXECUTIVES  
INTERNATIONAL



## A SOCIETY ENCOURAGING licensing professionals around the world



### Members

LESI International (LESI) is a global business association made up of 32 national and regional societies, representing more than 10,000 individual members in over 90 countries, all involved in the licensing, transfer and management of intellectual property rights. Individual members include management representatives from large, medium and small companies, scientists, engineers, academics, governmental officials, lawyers, patent and trademark attorneys, and consultants.

### Benefits

- » LESI International Membership Directory providing global network of IP and licensing professionals.
- » Quarterly journal—**les Nouvelles**, the leading journal in licensing.
- » LESI Global News with hot topics and latest news delivered to you electronically.
- » Website, with exclusive access to search online membership directory and **les Nouvelles** archives.
- » Networking and business opportunities.
- » International, national, regional and local conferences throughout the year.
- » Education and training internally and externally through licensing courses, seminars, webinars and workshops.
- » Involvement in LESI industry, professional and regional committees.
- » Mentorship Opportunities with experienced professionals.
- » Exchange of best practices between and among national and regional societies; Platforms to share common issues and experiences.
- » Collection and dissemination of information, including surveys and manuals.
- » Interface between business, research institutions, legal profession and financial profession (accounting and financing) on an international basis.
- » Promotion of trade in IP internationally.
- » Submission of opinions and comments to governmental authorities on IP related policies and regulations.
- » Interaction with international bodies, regional and national IP authorities and other professional organisations.

### LESI International Societies

- |                           |                    |
|---------------------------|--------------------|
| » Andean Community        | » Israel           |
| » Arab Countries          | » Italy            |
| » Argentina               | » Japan            |
| » Australia & New Zealand | » Korea            |
| » Austria                 | » Malaysia         |
| » Benelux                 | » Mexico           |
| » Brazil                  | » Philippines      |
| » Britain & Ireland       | » Poland           |
| » Chile                   | » Russia           |
| » China                   | » Scandinavia      |
| » Chinese Taipei          | » Singapore        |
| » Czech Republic          | » South Africa     |
| » France                  | » Spain & Portugal |
| » Germany                 | » Switzerland      |
| » Hungary                 | » Turkey           |
| » India                   | » USA & Canada     |

### Membership

Become a member by joining the national or regional society of your territory.

For more information on membership, please visit [www.lesi.org](http://www.lesi.org) or contact the LESI Administrator [admin@lesi.org](mailto:admin@lesi.org).

### Committees

Committees are established within LESI: (1) to gather and collate information of relevance to members' interests (2) to disseminate information to members by various means and support their ongoing professional development (3) to provide interfaces for members with external organizations, and (4) to make recommendations to the Board and the International Delegates for the efficient management of operations.

### LESI Industry, Professional and Regional Committees:

- » Americas
- » Asia Pacific
- » Chemicals, Energy, Environment & Materials (CEEM)
- » Copyright Licensing
- » Dispute Resolution
- » European
- » Industry, University & Government Transactions
- » High Technology
- » Life Sciences
- » Patent and Technology Licensing
- » Trademarks, Designs, and Merchandising



LICENSING EXECUTIVES  
INTERNATIONAL



# les Nouvelles

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Volume XLIX No. 1

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*Advancing the Business of Intellectual Property Globally*

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