



ANNUAL REPORT

2015-16



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL



2015-2016: The LESI Value Proposition



James Sobieraj,
President LESI 2015-2016

Dear Members of the LES Family around the world: “Da Jia Ting” is the Chinese word for big family, a fitting description for LESI which held its 2016 International Conference in Beijing. The past year during my Presidential term has truly been an exciting one for the LES family. Our activities across the globe continue at a record pace, reflecting the heightened importance of the business of intellectual property and licensing in our times.

We can all marvel at the continued growth and interest in our field. Likewise, we see LES' reputation and activity on the rise around the world, though greater member participation, government engagement, and more numerous activities, such as the Intellectual Asset Management (IAM) 100 educational class. Our LES family has grown with the accession of LES Thailand as our newest member society. It has been a pleasure to work with Dr. Wilaiporn Chetanachan and her talented board as they develop the programs and set their course to become a vibrant young chapter and a rising star.

I. The LESI Value Proposition

During my term as president, the focus of the LESI Board of Directors and International Delegates has been the “LESI Value Proposition.” Often, it is said about some ephemeral qualities, you know it when you see it. The LES professionals know the clear, demonstrable benefits of membership from both a professional and personal perspective. But we cannot take them for granted, and be complacent. It is important to build on our strengths and to continue to improve and amplify on the elements comprising the LESI value proposition.

Starting at the Winter Planning Meeting in Cancun, 2015, then-President Arnaud Michel and I worked with the leadership in attendance on the potential themes for my term. The question posed was “what should be the focus of our limited time and money during the next LESI year?” As a result, the four highest-ranked themes became the deliverables for my term: communications, education, meetings, and publications. At the Cancun meeting, the attendees then spent the afternoon exchanging ideas on how LESI can improve these deliverables. During my term, the goal was to transform those ideas into reality.

I am pleased to report that, one year later, we made terrific progress. Each deliverable category showed marked advancement through the hard work and dedication of the chairs and the vice-chairs. Please join me in thanking the respective committee chairs: Shawn Jacka (Communications), Allen Baum and Martin Schneider (Education), Sergey Dorofeev and Audrey Yap (Meetings), and Sun Kim (publications).



Allen Baum, Co-Chair, Education
Committee 2015-16.

It was a rewarding year. The Chairs of the four deliverables committees, as well as all of the LESI professional and industry committees, really shined. Their work ranged from developing workshops for the meetings to working with industry. Another important ongoing professional initiative is the Industry Advisory Board (IAB). The High Tech Committee pioneered this effort and it continues with great success. This year, the IAB has brought together corporate industry leaders with a focus on the ques-

tions around patent subject matter eligibility, focusing on software and cutting-edge matters like the Internet of Things (IoT). They held a series of regular calls, led discussions with Patent Offices in the U.S., Israel, and the EPO, and are developing white papers and materials on this subject.

The Young Members Congress (YMC) excelled once again this year. The YMC organized several great events, including meetings in Paris and Chicago. These events featured excellent workshops and had record attendance. We should take comfort that LES is a breeding ground for the next generation of industry, professional and LES leaders.

I also want to thank each member of the Board of Directors, who worked tirelessly throughout the year to steadily push forward on progress on the LESI Deliverables, the IAB and many other activities: Patricia Bunye (President-Elect), Arnaud Michel (Immediate Past-President), Eduardo Souza (Treasurer), François Painchaud (Corporate Secretary), Audrey Yap (VP), Fiona Nicolson (VP), Omer Hiziroglu (VP), John Paul (VP), Michael Lechter (Legal Counsel), and Junichi Yamazaki (Legal Counsel).



LES International leaders at SIPO.

It has been an honor to work with these talented professionals who have also become good friends. I also want to recognize and thank Chris Katopis, our Executive Administrator, for his constant attention to detail, and his invaluable guidance and suggestions on the strategic direction of LESI.

II. Around the World with LES

Every LES society contributes to the LES Value Proposition, every day. This year we continued our annual celebration of World IP Day with the Around the World with LES initiative. From the start of my term at the 2015 Annual Meeting in Brussels, to the Asia-Pacific meeting in Kuala



Transferring the gavel to the new LESI President, Patricia Bunye, from the outgoing President, Jim Sobieraj.

President's message, continued from page 2

Lumpur, the Latin American meeting in Buenos Aires, the Beijing Annual Meeting, and many memorable society visits in between, it has been an honor and pleasure to work with all of the National Society Presidents and so many of the individual members that share their time and talents to support the work of LES.

A highlight of the year was us joining hands at the LESI Annual meeting held in Beijing. As many of you know first-hand, this was a very successful meeting. While in China, the Board met with officials from SIPO. The Education Committee was able to hold a well-attended IAM 100 course. The featured speakers ranged from a distinguished Chinese jurist to a representative of an exciting communications app company. Please join me in congratulating LES China President Yong Li, as well as the organizing committee including: Yibin Feng, Christopher Shaowei, and Ningling Wang.

I am pleased to report that LESI remains in sound financial condition. We appreciate that each and every one of you makes an affirmative choice with your time and membership dues. Accordingly, you can trust that LESI is a conscientious steward of its funds. We managed costs well and, for the 10th consecutive year, did not need to seek a dues increase from the societies.

As my term comes to a close, I have no doubt that incoming Patricia A.O. Bunye will be an outstanding leader, who will take our organization to new heights. I am flattered that her term's theme, "The Four Cs," will continue the very important work surrounding the value proposition and the four deliverables. Please join me in wishing her, and the new LESI Board, all success with the year ahead.

I will conclude on the same note that I started: family. I want to thank my family for their support of my time and effort in LES during my term as LESI president, and for the past 25 years of my involvement in LES. My wife Jacki has been a tireless supporter of LES, and was able to accompany me on many society visits around the globe this past year. In May, our two daughters also were able to join us for the very memorable and highly successful LESI Annual Meeting in Beijing. Better yet, over the past 25 years of involvement with LES, so many of you have become very much like members of our extended family. It has been a pleasure to see you several times a year at the LES meetings, and you are always welcome to call on us when you visit my home town of Chicago. In the end, this is LES' greatest value proposition. "Da jia-ting," truly indeed.

*James Sobieraj,
President LES International*



LESI Board meeting with SIPO officials in Beijing.



L-R, Jacki and Jim Sobieraj, Arnaud Michel and his wife, Elisabeth de Cazotte-Michel.



LESI President Jim Sobieraj with SIPO Executive Mr. Wai Ku.



Jim Sobieraj dancing with his wife, Jacki, at the Beijing Meeting.



Julia and Olivia Sobieraj at the Beijing Meeting.

LES International President's Awards 2016



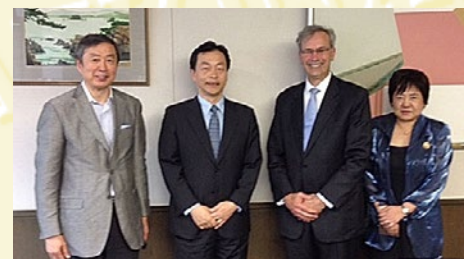
President's Award recipients (L-R) LES Mexico; Life Sciences Chair Pam Cox; and, LES Spain-Portugal.



Meeting with the Japan Intellectual Property High Court.



Gala event at the Asia Pacific Conference.



Meeting with the commissioner of the JPO.-

LES Societies That Celebrated Around the World 2016

LES SOCIETY	COORDINATOR	PLANNED EVENTS
Arab Countries	Dr. Talal Abu Ghazaleh	Innovation and Entrepreneurship Conference 2016 - 26th and 27th April, Dubai
Argentina	Veronica M. Canese	Celebration of World IP Day during LATAM Regional Conference, 6th - 8th April
ANZ	Beth Benson	Celebration of World IP Day during Annual Conference - 4th - 6th May, Sydney
Austria	Karin Hofmann	World IP Day Conference - "Protection of Know-how", 26th April, Graz
Benelux	Laura MacDonald	Simultaneous networking events at Skylounge from DoubleTree Hilton Hotel, Oosterdoksstraat 4 in Amsterdam and at the premises of Bird & Bird, 235 b 1 Avenue Louise in Brussels - 26th April, 5pm - 7pm Topic Meeting on Complex Licensing Challenges - 9th November, Brussels, 9am - 5.30pm
Brazil	Ricardo Pinho	Reception celebrating World IP Day with ABAPI - 26th April
Britain & Ireland	Graeme McWilliams Hayley French	A private dinner in celebration of IP Day hosted by the Scottish Committee - 21st April, Edinburgh A joint seminar with CIPA titled "IP Portfolio & Strategy Building for Start-Ups & Spin-Outs" - 28th April, London
China	Ningling Wang	LES China Board and society members will meet for a round table discussion on how to strengthen LES China, followed by a dinner-26th April
China - Hong Kong	Anita Leung	Luncheon with guests of honor including Ms Winnie Tam (Senior Counsel & Chairlady of the Bar Association), the Director of the Intellectual Property Department of Hong Kong, the President of APAA and the President of HKITMP
France		World IP Day Conference & Cocktail - 14th April, Paris
Hungary	Michael Lantos	World IP Day presentation with members of the Hungarian Trademark Association and the Hungarian Intellectual Property Office - 3rd May
India		World Intellectual Property Forum 2017 - 26th April, Kolkata
Italy	Federica Brotto	Cocktail Reception with a guest speaker - 26th April, Milan
Japan	Junko Sugimura	LES Japan & AIPLA Joint Meeting - 18th April, Tokyo "Japanese Patent Law Reform of Employee's Invention" Seminar - 19th April, Osaka "Introduction of LES Japan Activities to New LES Japan Members" Meeting - 19th April, Osaka
Philippines	Carrie Bee Hao	A forum hosted by the LES Philippines YMC, with speakers from the Philippine Information Technology (IT) company Xurpas and the President of the Philippine Software Industry Association (PSIA)
Poland	Jakub Mrozowski	Online discussion dedicated to industrial property and a social meeting for LES Poland members
Singapore	Suresh Sachi	A week-long event titled IP Week together with the Intellectual Property Office of Singapore
South Africa	Zelda Snyman	"IP Related to 3D Printing" with speakers Johann du Preez and Elmar Muller - 5th May
Spain & Portugal	José Miguel Lissen	An event in collaboration with Mr. Miguel Mulet, Director of Strategy and New Projects of Tigenix Coretherapix, including a case study on licensing IP rights - 20th April
Thailand	Vikran Duangmanee, Pongtawat Uttravorarat & Phattharin Amornsoonthornsiri	World IP Day event co-hosted with USPTO - 26th April, Bangkok
USA & Canada		Quebec Chapter: "Bridge Across America" World IP Event-13th April NY Chapter: "ATW with LES - A Celebration of World IP Day" - 14th April Wisconsin Chapter: ATW Event - 19th April Vancouver Chapter: World IP Day Reception - 26th April

LES Societies Celebrated Around the World 2016 in Photos

LES China



Chair of LESCHK, Ms. Anita Leung (left), presenting a souvenir to the guest speaker, Ms. Winnie Tam S.C., Chair of the Hong Kong Bar Association.



Guests speakers: two representatives from the Intellectual Property Department of the Hong Kong Government and attendees at the members luncheon.

LES Austria



World IP Day discussion panel from left: Voraberger, Gassauer-Fleissner, Aschbacher and Cizek. (Photo: University of Graz)



World IP Day from left: Gassauer-Fleissner (Gassauer-Fleissner law firm), Cizek (President LES Austria), Voraberger (AT&S), Aschbacher (XiTrust) and Scherrer (Vice-Rector Graz University). (Photo: University of Graz)



LES100: Karin Hofmann teaches participants as they prepare for licensing negotiations. (Photo: Thomas Adocker)

LES France



Pauline Eveno



Nicolas Le Roy



Dominique Costantini



World IP Day meeting speakers with Arnaud Michel.



Meeting attendees listen intently.



François Perret

Society Reports

LESI is an association of, at present, 33 national and regional societies having more than 9,000 members worldwide. In this section, many of the national and regional societies report on their activities in 2015 and about future activities. For more information, please contact the society at its address given in the listing further on in this Report.

LES Arab Countries (LES-AC)

In 2015, LES Arab Countries (LES-AC) organized many events:

On April 26, 2015, LES-AC and on the occasion of World IP Day, organized a workshop in cooperation with the Qatar Ministry of Economy and Commerce Patent Office of the Cooperation Council for the Arab States of the Gulf affiliate of the Secretariat General of the Gulf Cooperation Council (GCC), entitled "Innovation Industry and Development."

In September 2015, LES-AC held its 2015 annual meeting under the chairmanship of HE Dr. Talal Abu-Ghazaleh, at the Talal Abu-Ghazaleh Knowledge Forum in Amman.

The meeting discussed the Society's programs and initiatives which aim at supporting innovation and promoting technology.

In October 2015, LES-AC signed a mutual cooperation agreement with the Global Intellectual Property Convention (GIPC) in preparation for the GIPC event which was held in New-Delhi in January 2016.

This agreement significantly promoted LES-AC services in new regions and enabled the Society to enter new markets.

In December 2015 - Licensing Executives Society-Arab Countries (LES-AC), in cooperation with Amman Chamber of Commerce, held a workshop under the title "Intellectual Property and Licensing Basics."

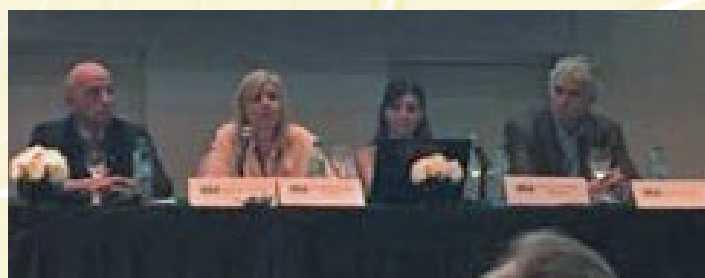
The workshop, held at the Chamber Headquarters, was sponsored by HE Dr. Talal Abu- Ghazaleh, chairman of LES-AC and HE Mr. Issa Haidar Murad, chairman of Amman Chamber of Commerce.

LES Argentina

Pictures taken at the Buenos Aires conference on the 6th, 7th and 8th of April:



LES Argentina, photos cont'd



LES Austria

One highlight of the year was the annual general meeting of LES Austria which is traditionally followed by a dedicated panel.

This year, the annual general meeting took place on January 28, 2016 and was followed by a discussion "patent law versus market abuse" where in particular the "ZTE-Huawei" decision of the CJEU was discussed. The discussion was led by Rainer Herzig, IP lawyer from Vienna and Board Member of LES Austria.

Another big highlight took place in Graz on the World IP Day 2016 (April 26). More than 45 participants attended the event "Cyber Security - How do I protect my know-how?". Renowned panelists and speakers from industry and law firms discussed legal and technical aspects of know how protection and its practical implementation in companies.

Mr. Christian Gassauer-Fleissner, IP Lawyer from Vienna, talked about the latest developments in regard to the new EU Directive regarding Trade Secrets and its consequences for the legal situation in Austria. Afterwards, Helmut Aschbacher from XiTrust Secure Technologies GmbH, Graz gave insights in cryptographic technologies which enable data integrity and confidentiality. As another speaker, Hannes Voraberger from AT & S Austria Technologie & Systemtechnik

AG, one of the world's biggest manufacturers of circuit boards, explained how know how and innovation processes are handled in his company. The discussion was completed by a panel discussion and a get-together with snacks and drinks.

The next day, LES Austria organized an LES 100 Course at the University of Graz. Trainers were Thomas Adocker, IP Layer of the Austrian law firm Schwarz Schönherr and Karin Hofmann from the Vienna University of Technology. 14 persons participated in the course, mostly from the areas of technology transfer and from spin off companies. The feedback of the participants was excellent.

Attached please find photos from the event organized at the World IP Day and from the LES 100 Course.

LES Australia & New Zealand (LES ANZ)

Last year I wrote about the unique offering LESANZ provides with its blend of business, intellectual property, legal and professional services content and membership. That continues to be the case.

In 2015 our 340 plus members continued to enjoy the benefits of membership, including an outstanding annual conference in Melbourne offering first class speakers and a breadth of topics that offered content of relevance and interest. In addition to the conference, members and other friends of LESANZ had the opportunity to attend nearly 40 individual events, seminars and workshops hosted across all regions, and covering topics spanning the commercial, licensing, legal, IP and technical, with an aggregate attendance of nearly 1,000 people.

Our members continue to comprise a broad selection of commercial, business development, contract and IP, licensing, patent, trade mark and legal professionals, providing us all with the opportunity to be exposed to different perspectives and different disciplines—a unique characteristic compared to many other professional associations. What's more, these offerings are provided in a friendly, supportive environment, where those less experienced are able to learn from the experience, expertise and generous counsel of others.

As you also know LESANZ is essentially a volunteer organisation, with all of the executive, regional chairs and committees providing their time (and often the resources of their organisations). As I noted when I spoke at the previous AGM, the conferences, events and other benefits would not be possible without such contributions. However, I also firmly believe that participating in this manner provides such volunteers a significant return in terms of development of their own management and other skills essential to business (and personal) life, as well as establishing business and personal networks. Thanks to all those who participate in this way, and particularly those on whose time we place particular demands such as the LESANZ Executive, trustees, regional chairs and committee members.

I encourage all members to grasp the opportunities offered by LESANZ, including particularly the face to face opportunities where networks and long term relationships are built. Also I remind members of the global nature of the LES family and the scope to make use of LES international conferences, and local networks wherever you find yourself in the world. The ability to make an introduction on the basis of your membership of LESANZ is an important and sometimes undervalued benefit. In my experience you will find a welcoming, generous attitude in response to any approach.

At this conference we will also have the opportunity to announce an expanded offering for members in the form of online video content. This project has been assiduously pursued by President-elect Albert Ferraloro, for whom significant thanks are due. I'm hopeful this will provide members with another useful means for accessing LESANZ content where attendance at seminars or events is not possible, and adds to the 'digital' offerings of LESANZ.

2015 was a successful year financially for LESANZ as will be outlined in the Treasurer's report, with an increased focus on regional events (and considerable hard work by regions), a profitable annual conference, appropriate spending restraint and cost savings flowing from previous investments. Membership numbers do continue to slowly decline, which is of concern, and attendance for annual conferences is also somewhat down, reflecting perhaps the continuing pressure on budgets and memberships, and the ever expanding offerings in the digital world. I thank members for your continued support by membership which provides a base for all of our activities, and encourage you to make an effort to introduce colleagues and your networks to the benefits of LESANZ. We continue to investigate options for membership classes and offerings and welcome members' input in this regard.

As always I wish to thank our Secretariat, lead by Beth Benson, which continues to provide an essential platform of support and corporate knowledge. The executive, regional chairs and I, greatly appreciate Beth's always 'on-call' approach and responsiveness, as well as her significant effort (together with Anna Johnston conference chair for 2015—thanks Anna) in organising the annual conference as an additional task.

Thank you also to Peter Lightbody, an outgoing trustee-at-large, whose term completes at the Sydney conference. Peter is also due significant thanks for taking on the role of conference chair for this current conference—Peter will stay involved we are sure, thanks for your contribution.

A further thanks to our annual conference sponsors, including many who have consistently supported LESANZ over many years, as well as new sponsors. Your support makes our annual conference possible.

I'd encourage you to engage with LESANZ in the coming year, and to help LESANZ engage with those outside of the organisation. Enjoy the opportunities to learn about new things, and new people, and use the unique offerings of LESANZ to develop your skills, contacts and experience.

I'll look forward to catching up with old and new members at this conference and events throughout the year. *By LES ANZ President Philip Huezenroeder*

LES Benelux

In 2015 the main activity of LES Benelux was the preparation and organization of the LESI 2015 Conference in Brussels, a major event gathering almost 500 participants, including around 100 speakers and panellists who manned the numerous keynote slots, panels, and 24 workshops.

The chairmen of the Programme Committee would like to thank the members of the LESI 2015 Programme Committee, namely Nicole Antheunis, Andre Clerix, Peter Burö, Jean-Christophe Troussel, Lex van Wijk, Achim Krebs, Guillemette Vital-Durand, Bruno Vandermeulen and William Bird for their valuable and much appreciated support during 2015.

At the end of 2015 LES Benelux had a membership of 410 members, a 2,5 percent increase since 2014.

After the Annual Conference LES Benelux, organized several successful events in addition to its well-attended Licensing Course.

On 17 June LES Benelux celebrated its 40th birthday with a Topic Meeting "Worldwide Trends in IP and Technology Transfer" in Rotterdam (NL). Licensing professionals are working hard to add value, and are faced with a number of large worldwide trends in IP and their impact on technology transfer. This Topic Day intended to shine some light on selected structural IP trends, as well as soliciting the views of different industries on where we might be heading. The day includes the society's Annual General Meeting. After the meeting there was birthday cake and a glass was raised to the next 40 years.



In November the annual LES Benelux Licensing Course was organised in Kijkduin (NL). It was the 14th edition of this successful course. This year's edition was fully booked with participants from several European countries.

On 10 December a Topic meeting entitled "IP Licensing in Mobile Applications" was organized in Leuven (B), with 60 attendees. Smartphone apps have become a new business by themselves. However, they touch on many areas and require special considerations with regards to licensing and protection of Intellectual property rights. A wide range of business sectors shared their innovative market opportunities harnessing this technology, from consumer clothing stores to transportation.

On 21 April 2016 the Topic Meeting “IP and Tax Quo Vadis” was held in Luxembourg. The topic is a highly relevant one, given impending new regulations across Europe and the interested audience indicated that a follow-up session in 2017 may be a welcome event. Those present highly appreciated the topic and the network opportunity in Luxembourg.

LES Benelux celebrated World IP Day 2016 by inviting members and friends to share a social networking opportunity, to catch up with one another and raise such a toast. Given our geographical spread we decided to host parallel events in Amsterdam and Brussels, with drinks and snacks on offer. It was soon apparent that this world of IP is populated with fun, interesting, diverse people, of many nationalities and backgrounds. People from different sectors such as our newest Benelux member (one week!) and other patent agents, to legal experts, in-house licensing colleagues as well as university and medical Centre tech transfer teams all came together.

The LES Benelux Young Member group was very active on two types of events:

During LESI Annual Meeting 2015 in Brussels, they organized several



activities dedicated to Young Members: Speed networking, dinner and social media desk, as well as activities bridging the generation gap ; supporting Mentoring within LESI, first evening drinks and the LESI President Cocktail before the gala dinner. More than 70 benefit from those activities, connect and share during those intense days.

Young members gathered in Leuven for the IP Licensing in Mobile Application topic day, with a dedicated area around lunch time where they could meet, imagine and brainstorm. It was a great opportunity to connect energies and the lunch delivered fantastic ideas to come into practice in the following months.

Benelux YM actively participated in several LESI conference events being hosted by the LESI YM committee.

LES Brazil

2016 is being a year of increased activity for LES Brazil. For the past few years, LES Brazil has been quite successful in offering and providing materials translated into Portuguese and adapted to Brazilian legislation, of the Fundamental Courses originally created by LES US/Canada. Our main focus was providing the Fundamental Educational Courses to several Technology Transfer Offices of research centers and universities, which lack personnel properly trained personnel for IP matters.

In addition, we identified the need for and created new courses, based on Brazilian legislation, to discuss the following topics:

(i) Innovation policies and incentives (our Innovation course has been provided both to the public in general and to TTOs);

(ii) Negotiation Techniques (our negotiation techniques course) has been provided to TTOs very successfully.

As a consequence of this hard work, we are proud to report that LES



Mrs. Cândida Ribeiro Caffé was elected new President of LES Brazil for 2016-2017, along with a new board of directors.

Brazil has acquired a well-respected reputation as a reliable and high level provider of information, education and discussion chamber for IP matters, innovation and negotiation, with a remarkable contribution from Mrs. Juliana Viegas (our board member in charge of the educational programs).

During the year of 2016, through June 6th, courses were delivered to a heterogeneous audience of multiple backgrounds, from both private and public sector, reaching a combined number of approximately 400 attendees, namely:

- Negotiation Techniques Course, in Campinas, Brazil, on February 24 and 25, 2016;
- Innovation policies and incentives Course, in São Paulo, Brazil, on March 18, 2016;
- Negotiation Techniques Course, in Campinas, Brazil, on March 30 and 31, 2016;
- Innovation policies and incentives Course, in Campinas (NIT Mantiqueira), Brazil, on April 14, 2016;
- Innovation policies and incentives Course, in São Jose dos Campos (NIT Mantiqueira), Brazil, on April 29, 2016; and,
- Innovation policies and incentives Course, in São Paulo (Industrial Property Agent Brazilian Association), Brazil—June 17, 2016;

We are equally honored to have organized, on January 22, 2016, in partnership with by LES Spain & Portugal, a Joint Meeting, with the purposes of debating the new EU Trade Secrets Directive, as well as, the Brazilian Trade Secret Law and Technology Transfer Contracts. This Joint Meeting had the distinguished presence of LES International President, Mr. James Sobieraj.

Aiming to foster regional cooperation and to strength our ties with others LES associations of the region, we also helped organizing, along with our partners of LES Argentina, LES Chile and LES Andean Countries, the IV Latin-American Regional Conference on Licensing under the theme “Innovation and New Technologies in the IP Environment,” hosted by LES Argentina, in Buenos Aires, Argentina on April 2016.

After the success of the 2016 Conference, LES Brazil committed to host next year’s Latin-American Conference, in Rio de Janeiro.

The number of members of LES Brazil is steadily increasing, which evidences its growing relevance in the national scenario.

LES China—Hong Kong (LES C-HK)

2015 was a fruitful and successful year for LES China Hong Kong Sub-Chapter. We opened the year with our members’ luncheon on 16



Tatiana Campello (Former LES Brazil President) in the Negotiation Techniques Course delivered on February 24 and 25, 2016. Photo credit to Ana Cristina Amon.



From left to right: João Marcelo de Lima Assafim (Lawyer, LES Brazil); Luiz Ricardo Marinello (Lawyer, LES Brazil); Karin Klempp Franco (Lawyer, LES Brazil); and Juliana L.B. Viegas, Director of Studies of LES Brazil) in the Innovation policies and incentives Course was delivered on April 14, 2016. Photo credit to ASCOM NIT Mantiqueira.

April 2015 to celebrate “Around the World with LES” World IP Day. Ms. Holly Ying Li from IP Advantage spoke on the topic “Cross-border IP Commercialization and Monetization” and explained how high-tech companies could identify opportunities to monetize their redundant or under-utilized technologies and IP assets. The luncheon was well-attended and each attendee also received a souvenir from LESC-HK in celebration of the World IP Day.

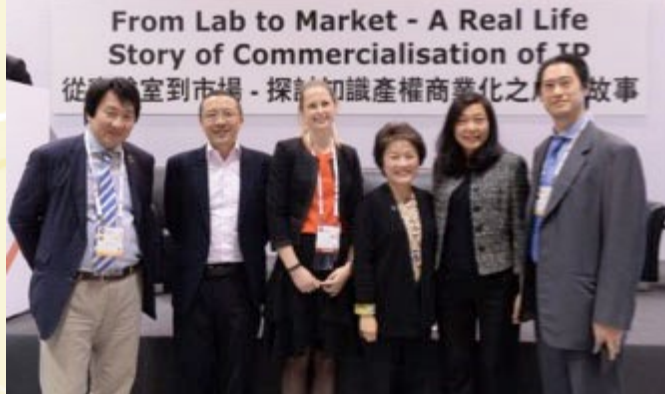
LESC-HK also co-hosted a seminar with the Hong Kong Trade Development Council during the breakout session of the 5th Business of



From the left: Rosita Li (Secretary), Annie Choi (YMC), Holly Li (speaker), Anita Leung (Chair) and Michael Lin (Treasurer).

Intellectual Property Asia Forum on 4 December 2015. The topic was “From Lab to Market: A Real Life Story of Commercialization of IP.” In the seminar, technology manager and IP professional shared with the audience the strategies and know-how in preparing a technology for commercialization; technology developer/inventor/entrepreneur showcased the long and winding road he has walked in bringing the hearing enhancement technology, AUMEO, to the market. It was reported that our break-out session was one of the most popular ones amongst all breakout sessions during the BIP Asia Forum with over 200 attendees.

Throughout the year, LESC-HK was also a supporting organization of other significant events in Hong Kong such as APAC Innovation



From the left: Takafumi Yamamoto (speaker), Paul Lee (speaker), Nina Fitzgerald (MC), Alice Ngan (moderator), Anita Leung (Chair) and Michael Lin (speaker).

Summit 2015 hosted by the Hong Kong Science and Technology Parks Corporation on “Advanced Materials” (26 November 2015), “Smart Cities” (22 to 23 September 2015) and “AIS-Robotics” (24 to 25 June 2015), Cyber-security - Managing the Risks in the Fast-changing Internet—organized by the Hong Kong International Arbitration Centre (28 October 2015), and Leeds-HKU Conference: Moving Beyond Research to Engagement and Impact (17 to 18 April 2015). Our Chair and Council Members also spoke at various conferences and seminars organized by the Hong Kong Trade Development Council, a long-term partner of the Society.

LES Chinese Taipei

Over the past year, LES Chinese-Taipei (“LESCT”) co-organized two major intellectual property licensing conferences and significantly increased its membership by initiating a series of monthly “LESCT workshops” targeting increased membership. Intellectual Property Conferences: On April 10th, 2015, LESCT co-organized and hosted an “International Conference on Intellectual Property Litigation Strategy” in Taipei, in coordination with the Around the World with LES 2015

Event Celebrating World IP Day. Over 600 participants attended the conference, including IP specialists from the United States, Europe, China, and Japan. On November 13, 2015, LESCT also co-organized and hosted a “Multi-Disciplinary Training Program for Senior Personnel in Technology” in coordination with Taiwan’s Ministry of Economic Affairs and the Industrial Technology Research Institute (ITRI). Over 400 participants attended this event.

Support for Other International IP Symposia: Over the 2015 year, LESCT also sponsored/co-organized 3 international IP symposia: (1) an “International Symposium on Standards, SEPs and Competition Laws” (held March 4, 2016; 240 attendees); (2) an “International Seminar on Intellectual Property Management and Valuation” (held March 16, 2016; 208 attendees); and (3) an Executive Summit on Using IP Enforcement at the U.S. International Trade Commission to Gain a Worldwide Strategic Advantage” (held May 27, 2016; 124 attendees).

Engaging New LESCT Members: Beginning in July 2015, LESCT initiated a regular monthly series of licensing and technology transfer



On May 27, 2015, Dr. Mei-Hsin Wang, LES Chinese Taipei and Kevin Nachtrab, Past-President of LESI, (center) were awarded guest professors of XiangTang University.

seminars entitled “Workshop on Licensing Updates and Case Studies.” Upon interviewing our membership, we discovered that relatively few of our LESCT members were actively engaging with the sometimes difficult content of *les Nouvelles*. Given the value that *les Nouvelles* brings to the LESCT community, we determined to focus our monthly Workshops on the excellent training materials provided by *les Nouvelles*, providing detailed discussion of best licensing practices by high profile speakers from industry and academia. The positive impact on LESCT’s membership has been significant, with membership growing from 24 to 40 members over the 2015 year cycle. To date, we have conducted over 10 Workshops. Typical Workshops have attracted between 15 to 25 participants.

LESCT’s Membership has grown in proportion. As of July 1, 2016, LESCT anticipates a roster of at least 57 registered members. With the assistance of LESCT’s Board, volunteers from industry, and support from LES International, we will continue developing and providing new licensing and technology transfer knowledge over the coming year to an expanding LESCT community.

LES France

Once again, 2015 was a really rich year for LES France. No less than six conferences and two webinars were organised. We also actively participated in the publication of a report regarding “Sustainability and Intellectual Property” jointly with the national French Patent Office (Institut National de la Propriété Industrielle).

In 2016, we will be gathered in Beijing for the International Annual Conference. LES France also looks towards 2017 and we are focused on the organization of the LESI Conference in Paris. We will provide more information soon.

Allow me to give you a brief overview of all the topics and passionate debates we had in 2015. Keep in mind that those conferences are open to members of all LES chapters around the world. We would be glad to welcome you, so do not hesitate to contact us if you are interested.

1. Webinars: Two webinars took place in March and June, pursuing

our cycle of licensing webinars. The first dealt with “Tax Impact of Technology Transfers and Specifically of Intragroup Technology Transfers” and the second was entitled “Audit Clause and Audit Practices.”

2. Open Innovation (March 24th, 2015): This conference was organized jointly with the National French Patent Office. This was the occasion of great debates around open innovation with representatives from Technicolor, Airbus Group, CEA Tech, ONERA and IDEXLAB.

3. Mock Trial Before the Unified Patent Court (April 2nd, 2015): This was the second mock trial we organized, jointly with UJUB (Union for the UPC), simulating a trial before the UPC, with a focus on the application for provisional measures.

4. World IP Day (May 5th, 2015): We can't resist our traditions. As we do every year, we organized an afternoon on the occasion of the World IP Day. Our speakers this year showed concrete examples of business based on innovation. The question of the funding of technology transfer was also debated between brilliant representatives of the Imperial College of London, the European Commission and Thomson Reuters.

5. Control of a Brand in Contracts (May 29th, 2015): Another conference that was jointly created with another professional association, APRAM (Association des Praticiens du droit des Marques et des Modèles). A very interesting round table took place for a practice exchange between representatives from the industry (Clarins, Mondelez International, Bolton Adhesives and Technicolor).

6. Cell Therapy Stakes (October 6th, 2015): This conference was organized by the life sciences group of LES France. It dealt with Advanced Therapy Medicinal Products from the perspective of IP and technology transfer. The company TxCell participated as example of success in Cell therapy.



From left: Luc Savage, President, Emmanuel Gougé, former President, Alfred Chaouat, Past-President.



From left: Henri Coppens, Isabelle Salamon, André Pascal Chauvin, Frédéric Foubert, Luc Savage, Emmanuel Gougé, Alfred Chaouat, Laurence Le Texier, Patrick Pierre and Frédéric Portal.

7. General Assembly and Licensing News (December 2nd, 2015):

We traditionally closed the year by the General Assembly of the LES France and took this opportunity to have several presentations, in addition to the voting session.

By the end of this General Assembly, Emmanuel Gougé, with the rest of the executive committee, welcomed the new president of the LES France, Luc Savage. We will all work intensively with him to build a great year 2016 and an even greater year 2017 to welcome you in Paris.

Please do not hesitate to interact with us on <http://www.les-france.org> or via our twitter account @LES_France (in English or French).

LES Germany

A new board of LES Germany was elected in January 2016: Peter K. Hess (Bardehle Pagenberg) left his position as President after two years. Ursula Koeniger (Bayer Pharma Aktiengesellschaft) became new its new President. Christian W. Appelt (Boehmert & Boehmert) was elected Vice President. Klaus Haft (HOYNG ROKH MONEGIER) continues to act as Secretary and Guido von Scheffer (IP-Strategists GmbH) took over the position as treasurer. Also, the membership held strong with more than 900 members.

Meetings corresponded to the regular annual schedule, highlighting the following: An established two-year seminar cycle continued in 2015 with modules V, VI and VII in Munich 2015 and started again with modules I, II, III and IV in Stuttgart in 2016. 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 took place at the offices of the European Patent Office in

Munich, was held under the topic “Aktuelle Entwicklungen zum UPC, Technologietransfer und standard-essentiellen Patenten” (“Recent developments concerning UPC, technology transfer and standard essential patents”). Highly reputed speakers including a judge from the Federal Court, scientists, and practitioners in the field, attracted an audience of about 130 participants. The conference was accompanied by a LES Board Meeting.

The Autumn Meeting in Hamburg with 56 attendees took up the issue of “Neues zu Lizenzvertragsrecht, Produktpiraterie und Grenzbeschlagnahme” (“New decisions concerning licensing contractual law, counterfeiting and border seizure”).

LES Hungary

During the annual meeting of LES Hungary on May 26, 2015 the articles of the society was amended to comply with the rules of the new Civil Code. Certain simplifications were made, the name was amended to “LES Hungary” or in Hungarian “LES Magyarország,” and the obligation to pay the international dues on the top of the dues of the society was introduced. About almost a year later the competent court made formal objections to the Articles as submitted, and during the next annual assembly the Articles were amended again to eliminate the formal objections of the court. No substantive objection was raised.

Several persons attended the Brussels Annual Conference and young members attended the YMC in Paris. Assistance and attendance was provided to the Celebration and conference of the Czech Chapter on October 1st, 2015.

In the framework of a co-operation with HiPavilion, an IP service firm organized within the Hungarian Intellectual Property Office we participated by presentations in professional conferences before a wide audience in fall 2015, and in December an years-end celebration was held for all members.

The website was updated and new information was added. In early 2016 we held an educational meeting for all members, and on May 3rd, 2016 before our annual meeting a further event was organized

(not only to LES members) as a celebration of the world IP day. In Hungary a central celebration was held on April 26 in the National Museum led by the HIPO and Ministry of Justice, in which many of our members were invited, however, we had to postpone our local celebration to May 3, which had a great success.

The president and both international delegates attended the Beijing conference in May 2016.

We paid our international dues and will settle all debt latest by the middle of 2017.

The next elections where a new board and president will be elected will take place in May 2017.



In Hungary a central celebration was held on April 26 in the National Museum led by the HIPO and Ministry of Justice



On May 3rd, 2016 a celebration of the world IP day.

LES Italy

A rich program of events and conferences was organized by LES Italy all along the year.

On October 21st, 2015, the LES Italy Annual General Meeting took place in Milan followed by a conference on "The latest news affecting Intellectual Property in Italy and Europe." The main representatives from the Italian Patent and Trademark Office and leading IP experts were invited to deliver a speech at the conference.

On November 24th, 2015, LES Italy organized a round-table with Judges from the main Italian IP Courts to discuss recent case laws relating to IP matters. The round-table was moderated by our President Roberto Dini, and Marco Venturello, Vice-President of LES Italy. The speakers were Umberto Scotti, Chair of the Specialized Court of Enterprise in Turin, Claudio Marangoni, Judge at the Specialized Court of Enterprise in Milan, and Marzia Cruciani, Judge at the Specialized



Umberto Scotti, Chair of the Specialized Court of Enterprise in Turin, Claudio Marangoni, Judge at the Specialized Court of Enterprise in Milan, and Marzia Cruciani, Judge at the Specialized Court of Enterprise in Rome speakers at the round-table on recent case laws relating to IP matters

Court of Enterprise in Rome. Topics discussed included the judgement on the merits, preliminary injunctions and investigations. Over 150 professionals attended the conference.

On December 2nd, 2015, in collaboration with the Technology Transfer Office of the University of Bologna, LES Italy organized a seminar on "the protection of new plants varieties." Over 50 attendees from different Italian Universities, R&D centers and IP/Legal firms attended the seminar.



Filippo Ferroni, Metroconsult, Rinaldo Plebani, Studio Torta and Francesca Morri, Studio Crespi, speakers at the seminar on the protection of new plants varieties

On April 26th, 2016, LES Italy organized a cocktail reception to celebrate the 2016 World IP Day. The reception took place in Milan. It was a successful event and was attended by over 60 professionals from major Italian companies, law and IP firms. Most of the credit goes to EUIPO and especially to Ms. Maria Luce Capostagno, Legal Assistant of the Second Board of Appeal of European Union Intellectual Property Office, who held an outstanding keynote speech on the new EU trademark regulation entered into force on March 23rd. The reform represents a new phase of EU trademark protection and Ms. Capostagno's presentation was very timely and helpful for all the attendees.



Roberto Dini, President of LES Italy, and Maria Luce Capostagno, Legal Assistant of the Second Board of Appeal of European Union Intellectual Property Office (EUIPO) at the IP Day Cocktail reception

Lastly, on May 2nd and 3rd in collaboration with Centro Produttività Veneto, a foundation located in Vicenza (North-Eastern part of Italy) which aim is to support the development of local SMEs, LES Italy organized a two day class to train new corporate IP Manager. The goal of the course was to teach the basic of IP and licensing to future IP Manager. Following the success of this course, a second edition is already planned and will take place next fall in Turin (North Western part of Italy).

Most of the events organized by LES Italy could be attended at no cost by LES Members while non-members had to pay an entry fee. Thanks to these educational activities, LES Italy has obtained an increase in membership of over 35 professionals in the last year.

LES Korea

During 2015, LES Korea experienced significant changes in a good way. First, we are proud that the percentage of members from non-professional sections has been increased up to more than fifty percent (50 percent). This is really meaningful in that we are now composed of professionals (service providers) and people from the industry

(service users) in a well-balanced way. Second, our members became very active. We have more members willing to actively participate in our domestic and international events, including conferences.

Some of the other most significant events are highlighted below:

- Education Committee presented LES 100 (1 day program), PATINEX Patent Academy Licensing Conference (half day conference), IP Licensing Professionals Education Program (2 day program), and Next Generation Licensing Seminar (1 day program). About two hundred and seventy (270) members and non-members from various companies and firms attended the Next Generation Licensing Seminar.
- IP Outreach Program was provided regularly throughout the year, including IP Licensing Clinic provided at Seoul National University, which was successful in that three from Seoul National University became our members afterward.
- Joint Seminar with AIPPI Korea, APAA Korea, and FICPI Korea was held as an annual event. 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.
- LES Korea delegated six (6) students to Kuala Lumpur, Malaysia, to participate in the student competition at the Asia-Pacific Regional Conference.
- LES Korea Member's Night was hosted, in the form of a wine party, to welcome new members and promote networking between members and IP business specialists. The event was really successful and enjoyable



LES Korea Member's Night was hosted, in the form of a wine party.

LES Philippines

1. 12 April 2016. Forum On The Automotive Industry held at the SyCip Law Center Auditorium, 17/F SyCip Law Center, 105 Paseo de Roxas, Makati City, Metro Manila, featuring James Deakin (Host of the TV show "DRIVE" on CNN Philippines.), Henry Co (Governor, Board of Investments) and Atty. Rommel Gutierrez (Senior Vice-President, Toyota Motors Phils., Inc.) who discussed the revitalized Philippine Car Development (CARS) Program, which the Philippine government envisions as, among others, a step in the right direction to resuscitate the manufacturing sector and create more jobs in the Philippines; compliance issues raised by participants and advanced technological features now available in Philippine-sold cars. Attendance to this Forum was around 45 members, who enthusiastically participated in the open forum portion.

2. 26 April 2016. Around The World With Les—Taking The Tech World By Storm, an activity spearheaded by LES Philippines; Young Members Committee (YMC) that was held at the Penthouse of the Makati Diamond Residences, Legazpi Street, Legaspi Village, Makati City, Metro Manila, with resource speakers Mr. Alfonso A. Tagaysay, Xurpas, Inc.'s Chief Marketing Officer (CMO), and Mr. Jonathan De Luzuriaga, President of the Philippine Software Industry Association. The speakers shared their insights on the issues arising from the proliferation of digital content vis-à-vis the rights and obligations pertaining to the use and distribution of the same. This forum was

LES Philippines' celebration of the World IP day.

Mr. Luzurriaga provided valuable information on how the business process outsourcing (BPO) industry in the Philippines has grown by leaps and bounds making the country a force to contend with in said industry; how the BPO industry has immensely contributed to the growth of Philippine economy; the challenges the industry is facing and how such challenges will be met in the coming months.



"The future is mobile."—This was the vision of the founders of the billion-peso Philippine technology company, Xurpas Inc. Its CMO, Mr. Tagaysay, regaled attendees to the Forum with his discussions how his company, with the start-up capital of P62,500.00 (or a mere USD1,351.86), was incorporated Xurpas, Inc. in 2001. On 2 December 2014, Xurpas, Inc. debuted as the first start-up company listed in the Philippine Stock Exchange with its initial public offering raising a record-breaking amount of P1,360,000,000.00 (USD30,400,000.00). Since then, Xurpas, Inc. had invested in different companies overseas such as Singapore, Indonesia, China and the United States. Its Philippine market has over 200 million mobile phone users. To cater to its local consumers, Xurpas, Inc. collaborated with well-known Philippine entertainment personalities such as Anne Curtis-Smith and Sarah Geronimo to produce Xeleb, a celebrity-based game. Xurpas' projects also include Filipino food chain giant, Jollibee Food Corporation's Jollibee Bee Hottah and Petron Philippines' Tank Up and Text.

The Forum turned out to be a lively discussion of the Philippines' Information Technology industry, and its foreseeable concerns and generated much interest from potential new and young members for LES Philippines, thereby ensuring its continuity as a Society that aims to develop members who will contribute to the success of the Philippine economy.

LES Poland

Current Members of the Board are:

President of LES Poland: Jakub Mrozowski

Vice President: Alicja Rogozińska
Krystian Maciaszek

Secretary: Monika Kaczmarek

Treasurer: Irena Tylińska

New members that joined LES Poland in 2015:

Society has currently 34 members with 10 members who joined LES Poland in 2015, these are:

Ms. Katarzyna Armińska-Waszczyk
Mr. Krzysztof Ciepliński
Ms. Agnieszka Deeg-Tyburka
Ms. Izabela Dobiszewska
Ms. Małgorzata Gradek-Lewandowska
Mr. Wojciech Kulis
Ms. Eliza Nowacka
Mr. Adam Pawłowski
Ms. Aleksandra Pióro
Mr. Waldemar Razik

26 April 2015—World Intellectual Property Day 2015/Around the World with LES Celebration.

On 26 April 2015 LES Poland participated in the World Intellectual Property Day 2015 by holding an online discussion during which users could ask of sort of IP-related questions while designated team of LES Poland members answered the questions.

18 November 2015—Commercial Side of IP
<http://les-poland.pl/index.php/en/news>

On 18 November 2015 LES Poland organized a whole day conference in Warsaw “Commercial Side of IP” on the subject of commercialization and valuation of intellectual property.

The main objective of the conference was to familiarize the participants with the practical aspects of IP valuation, in particular in the context of buying and selling, accounting, risk assessment, the development and financing of start-ups. Key aspects concerning the practice of due diligence, commercialization and IP valuation were presented by experienced practitioners and distinguished speakers:

Mr. David R. Jarczyk, ktMINE, Chicago (USA)

Ms. Stella Law, Crowe Horwath (HK) Consulting & Valuation Limited, (Hong Kong)

Mr. Andrzej Półkoszek & Paulina Sommerrey, Sommerrey & Partners (Poland)

Mr. Samir Deliormanli, Koç Holding A.Ş. (Turkey)

Ms. Dominika Boehm, MBA, Siemens AG (Germany)

Mr. William Edward Bird, IPLodge (Belgium)

Dr. Dirk Groenewegen, PhD, Cells4Therapy BV, Bilthoven (the Netherlands)

Mr. Mateusz Knecht, Industrial Development Agency (Agencja Rozwoju Przemysłu) (Poland)

The conference was chaired by members of LES Poland Dr. Marcin Pękysk from the University of Grańsk and Mr. Michał Siciarek from the LDS Łazewski Depo & Partners law firm. Opening, introduction and closing remarks were delivered by the Secretary and the President of LES Poland—Ms. Monika Kaczmarska and Mr. Jakub Mrozowski.

LES Russia

Now LES Russia unites 62 members from Russia as well as from some neighboring CIS and other countries. 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 30 percent to 60 percent. In its activity LES Russia still pursues two main objectives - education and networking.

Pursuing the goal of our educating program we are in the process of attempting to inspire interest of big state-owned companies like RusGidro, RosNano, Innovation Center Skolkovo etc. to organize a number of joint educative seminars with LES Russia.

Among the highlights of LES Russia activities in 2015 was the Seminar with the topic „IP licensing in medicine and pharmacology” which was held in the conference hall of Gorodissky & Partners on December 10, 2015. It was the first time in Russia when within the frame of the single seminar the questions of IP licensing in medicine and pharmacology were discussed jointly. The leading specialists from the well-known Russian medical and pharmacological companies shared their views of creating modern businesses based on the IP assets.

The representative of the European chain of the woman's health clubs “Tonus Club” Oleg Ilchukov shared his views with the audience on the way of success in business development in such a specific area with prosperous promotion of its own Russian brand by licensing and franchising. Yuri Sharikov, vice president of the company “EndoEcoMed” told of creation of the medical company on the basis of the patented invention by prof. Yuri Levin. The invention provided the framework not only for creation of the company but also for appearing the whole medical-biological school “Endo-Ecological Medicine.” The company is active in licensing of its medical and health-improving technologies in medical centers of Russia and Eurasian Economic Union.

Konstantin Sharlovsky, senior lawyer of the well-known Russian pharmacological Holding “Nizhpharm-Stada CIS,” which is a part of the international Holding “Stada AG,” narrated of the patent portfolio of the company which includes more than 150 medicines. The successful IP strategy along with conservative managing of the patent portfolio allows the company to be one of the leaders of the Russian pharmacology market. Among the very popular medicines in the Russian market are “Vitaprost,” “Snup,” “Aqualor,” etc.

Maria Muliarova, chief of IP department of “PharmFirm”Sotex” touched upon a very interesting subject of transfer of rights and/or getting access to a registration file of a medical product. This subject is not very well settled at least in Russia. All the speakers were really impressive and inspiring. There was a lively panel discussion after the Seminar.

In plans of the Society for the next year there is an international seminar in Moscow devoted to compulsory licensing and joint seminar with LES Italy on IP in fashion which we are going to hold in Milano.

We are also preparing an IP course of four seminars for beginners to be held in Buaman Moscow State Technical University. Articles, news and studies by members of LES Russia are still often appeared in monthly issues of Russian Magazine “Patents and Licenses” as well as in *les Nouvelles*. Representatives of LES Russia took part in LES International Conference in Brussel and LES USA/Canada Annual Meeting in New York. Sergey Medvedev was successful in LES International Conference in Brussel in taking part in a workshop devoting to the latest court decisions affecting licensing.

LES Scandinavia

LES Scandinavia (LESS) is a LES Chapter based in Northernmost Europe, primarily in Scandinavia (Finland, Denmark, Norway and Sweden) but also having several members from nearby areas like the Baltics. At the time of writing (Jun 30th, 2016) the Chapter has 466 members, up by 37 from 429 (Jan 2015).

Scandinavia is a technologically highly-developed region, and licensing is an important branch of the economics, ranging from heavy machinery and pharmaceuticals to on-stage entertainment and mobile games. Also the developed usage of trademarks, industrial designs and trade secrets in the region offer a wide variety of licensing opportunities, in the region and in the global scene.

Financial position of LESS is solid and strong, and the membership is clearly on the rise (+9 percent in the past 18 months).

To highlight recent activities, the following can be mentioned:

LES Scandinavia's year 2015 kicked off with a European Unified Patent Court (UPC) IP Strategy Seminar in Copenhagen, Denmark on Monday, Jan 26th, 2015. Interesting viewpoints on the matter were shared from both members of the industry and private law practices.

LES Scandinavia Licensing Course was held on Thursday, Mar 19th 2015, again in Copenhagen, Denmark. Very interesting range of topics was dealt with, and the attendees were left with several key takeaways of the licensing industry.

LES Scandinavia Annual Conference 2015 was held in Grand Hotel, Oslo, Norway, on September 6th—8th, 2015, with the topic “Collaborative Innovation,” a highly relevant theme in the modern networked world. Collaboration, at the outset, has several challenges: misunderstandings, disagreements on ownership of rights, and compensation etc. However, the upside of reaching goals that none of the parties is not able to reach alone potentially, clearly outweighs the downside. During the conference, most important pitfalls and ways to avoid them, as well as the support available for parties entering innovative collaboration were discussed. Participants came from diverse backgrounds, from industry, academia, governmental support organizations and consultants/advisors.

Two LESS board members gave an interesting in-house-seminar of licensing business realities and practices in the VTT Technical Research

Centre of Finland in October 2015 in Espoo, Finland.

LES Scandinavia has been very active throughout the first months of 2016. To list some of the highlights of calendar year 2016 so far,

On January 14th, 2016, a patent seminar was arranged in Oslo, Norway. Topic was the ever-present challenge in the combination of IP law, contractual law and competition law, and the seminar was attended by an audience of 30+ Scandinavian law and IP professionals.

On January 25th, 2016, a half-day patent seminar was held in Stockholm, Sweden, on the topic of biotech patenting and emerging Unitary Patent challenges and benefits. The seminar was joined by approximately 15 highly interested delegates.

A half-day licensing course was held in Tampere, Finland, on Apr 21st 2016 by the Finnish section of the LES Scandinavia board. Over 30 IP and law professionals followed the presentations closely and a lively discussion on the presented topics followed. Venue for the course was the Finnish Labour Museum "Werstas," in the heartland of Finnish industrialization, Finlayson area of Tampere. Photo of Werstas and its 19th century industrial architecture: <http://www.museokompassi.fi/wp-content/uploads/2010/10/ulkokuva4.jpg>.

On May 31st, 2016, a seminar was held in Denmark, Copenhagen. Participants heard expert speakers presenting selected hot topics of relevance to the commercial exploitation of IP, including topics like taxation, insolvency and licensee's product liability and co-liability.

Finally, the momentum of the energetic start for year 2016 will not be lost in the fall season, either:

Between Sep 4th-6th, 2016, well over hundred licensing experts are expected to gather into Helsinki, Finland, for the 2016 LES Scandinavia Annual Conference.

For more information on this exciting 2,5 day event, see <http://www.lesi.org/les-scandinavia/conferences-meetings/future-conferences/conference-2016>.

Of course, more LES Scandinavia seminars are to be arranged in late 2016 throughout Scandinavia!

LES South Africa

In South Africa, LES SA, has most of the activities planned for the latter part of the year and had a rather quiet first half. There are two one day LES101 training sessions planned for July and September respectively in Johannesburg and Cape Town, with IAM102 planned for September/October.

World IP Day was celebrated with an interesting talk by Johan du Preez and Dr. Elmar Muller on IP protection for 3D works. The audience received an overview from speakers covering from Rapid Prototyping (RP) with the first patent application filed in Japan, in May 1980 up to the March 2016 case where three companies, Shapeways, Formlabs, and Matter and Form, submitted a "friend of the court" brief to the U.S. Supreme Court in association with a clothing case, where the Court may address the question of what is copyrightable. The audience was left with these points to ponder: "Are we entering the ERA of customization? What impact will this have on SPACE exploration and the colonisation of other planets?"

The LES SA annual meeting with the National conference is planned for August 2016, LESSA is introducing the new LESI course "IP for business" this year and is looking forward to rolling this out in South Africa.

On the author front, one of our members, Dr. Kleyn submitted an interesting article to *les Nouvelle* featuring in the June edition providing a country comparative view of the licensing of pending patent applications vs granted patents.

LES Switzerland

LES Switzerland celebrated 40 years.



Top left photo: Outgoing LES Switzerland President Regula Altmann-Jahn congratulates incoming President Raymond Reuteler.

Top right photo: Fascinating presentation by Eric Favre, inventor of the Nespresso capsule, at the LES Switzerland Annual Meeting.



Photo at left: Jim Sobieraj (right) with Regula and Raymond.

LES Turkey

A total number of 14 different education sessions were given by LES Turkey during 2015 and reached more than 500 people. 2015 was a successful year for LES Turkey and many national & international collaborations took place though-out.

LES Turkey, IPI and LES Singapore jointly organized a workshop on the "Essential Tools for IP and Technology Marketing" on 23 October 2015 in Istanbul, Turkey. The one-day workshop, conducted by Dr. Sze Tiam-Lin, Director, IPI Singapore and Council Member of LES Singapore, was well received and attended by over 40 participants representing technology transfer professionals from Istanbul Sehir University, Istanbul Technical University, KOC University, Sabanci University and Yildiz Technical University; including representatives from the industry, Turkish Patent Office and IP professional services.

In 2015, IP Camp Cesme workshop was organized by LES Turkey, Ebiltem TTO and Sabanci University TTO supported by DCP. The main theme of the "Intellectual Property Management and Tech Venture" training covered an overview of technology marketing and the essentials of preparing a good write-up to explain the value proposition in a technology offer or opportunity.



Dr. Sze Tiam-Lin, Director, IPI Singapore and Council Member of LES Singapore, leads a workshop on the "Essential Tools for IP and Technology Marketing."

Boğaziçi University's (BU) annual "IP Management @ Universities" international conference was hosted again at Albert Long Hall, Boğaziçi University, Istanbul with support of LES Turkey.

Apart from the above sessions, three LES100 educational sessions were given by LES Turkey in 2015, along with numerous educational sessions with top universities in Turkey.

We had a very busy, yet productive year in 2015 and two major IP sessions will be held on 2016.

1) LES Pan European Istanbul: 2016 Pan European conference will bring IP professionals together with major decision-makers from industry, government and university to function as a platform for exchanging information conducive to develop a vibrant IPRs focused ecosystem. <http://les-istanbul2016.org/>.

2) Istanbul International Inventions Fair (ISIF) is an annual exhibition show on commercialization of patents, inventions, new products and technical ideas organized under the patronage of International Federation of Inventors' Association (IFIA). The President of LES Turkey, Mr. Samir Deliromanli, will be a member of the advisory board and LES Turkey will provide two LES100 sessions during the fair. <http://www.istanbul-inventions.org/>.



Participants attending educational sessions presented by LES Turkey.

LES (USA & Canada)

2015 marked the 50th anniversary of LES (USA & Canada). With the support of its members, the Board of Directors spent the year working diligently to build upon the foundation of its first 50 years to ensure the society remains robust and vital for the next 50 years. Our focus was on the first year of 'LES 2020,' our 5-year strategic plan to make LES a stronger, more vibrant and relevant society. The priorities for the first year focused on Leadership and Governance. Our accomplishments as part of this strategic initiative included: the moving from a standalone office to an association management company, providing LES with greater depth, staff empowerment, and support; the decision to move to a smaller, more strategic Board, allowing more robust decision making; achieving significant savings through very close fiscal management compared to 2014; improving our membership initiation process, and expanding public policy efforts.

In 2015, LES revised the IP Business & Licensing Basics 100 courses to create IP Business Basics 101. This new, one-day, deal-centric course has been designed by experienced LES executives for business and licensing professionals who are relatively new to the field in the

USA and Canada. Whether it is a trademark, international brand, copyright, patent, know-how, trade secrets, or a combination of these, recent transactions and auctions have confirmed the value of IP in business. This course is interactive and built around real world examples and small group, hands-on exercises. LES offered additional topical and meaningful content and programming opportunities throughout the year and also expanded the programming and content available through webinars.

2015 Events

The 2015 IP100 Executive Forum was held on March 9-10 in Phoenix, Arizona, at the Biltmore. The theme of the event was "Deal Dynamics in a Changing World."

Sessions explored the business dynamics of IP and organizational strategy through small group discussions and panel presentations. Practical tools and useful tactics were summarized for the attendees in a white paper after the event.

The 2015 Spring Meeting was held in LaJolla, California, with over 300 attendees who enjoyed education, networking and sector events, May 12-14. Sessions addressed numerous topics, including legislation impacting the future of innovation and sector-specific topics of interest ranging from life-sciences to high-tech.

The 2015 Annual Meeting celebrated 50 years of LES with panel discussions and presentations focusing around the event theme, "Big Ideas: The Intersection of Innovation and Business." Attendance was over 850 strong at this seminal event held at the Marriott Marquis, New York, October 25-28. The program featured seven topical session tracks to allow a customized experience relevant to each attendee's professional needs and area of expertise.

Revitalizing Partnerships

Through expanded and enhanced strategic alliances with other professional societies and educational organizations, we are able to extend the LES brand and new-member outreach. Through these alliances, we are able to reach professionals who were not familiar with LES' offerings and benefits. As a result, LES has expanded its new member base and potential new sponsors.

Our public policy efforts continue to grow, and the voice of LES is positively affecting administration policy and legislation. LES has written several amicus briefs on key patent issues pending before the U.S. Supreme Court and at the Federal Circuit. Engaging legislators and educating members has made a positive influence on the innovation economy, ensuring that LES takes its rightful place as the thought-leader in intellectual property issues affecting innovation and business.

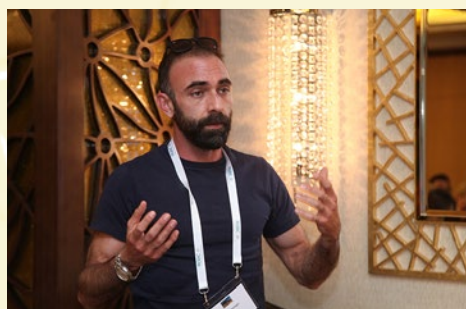
Looking Ahead to 2016

With successful Spring Meeting and Annual Meetings rounding out 2015, LES has set numerous goals for 2016 including the LES Standards Program which was conceived to develop and teach best practices in many aspects of IP management and, where appropriate, offer enterprises the opportunity to differentiate themselves based on their use of these best practices; an improved webinar series, engaging events hosted by local chapters, and increased membership.

In early 2015, LES hosted another successful IP100 Executive Forum, held at the Arizona Biltmore, February 8-9, 2016, in Phoenix Arizona, where 75 executives discussed practical solutions to the challenges surrounding the theme, "Build, Buy, or Collaborate." The 2016 Spring PanAm Meeting themed "Energize Your Licensing: Solutions across the Americas" was held in Houston, Texas, April 26-28 with over 200 in attendance. Engaging discussions and expert panellists provided insights and solutions on licensing challenges across North and South America. 2016 ended on a high note with the Annual Meeting, October 23-26 at the Vancouver Convention Centre, Vancouver, British Columbia. Over 650 attended the event, where the theme was, "Global Deals: New Strategic Frontiers." This is the second time LES has held a meeting in Vancouver and it delivered an exciting meeting.

IP100
Executive Thought Leadership

Beijing Meeting Photos



More Meeting Memories



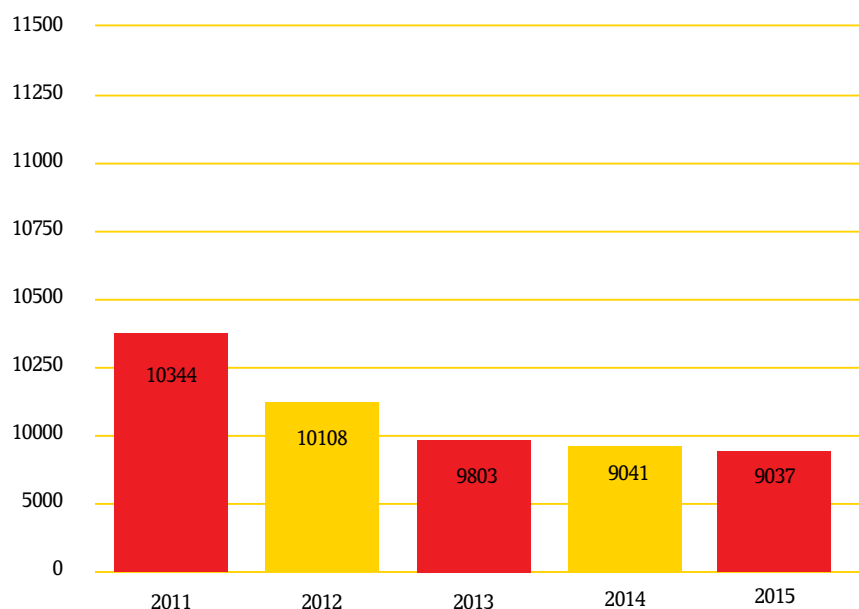
Slate of chairs, co-chairs and the Board of Directors Liaison for 2015–2016

IPR Committees	Chairs and vice-chairs	Society	Board liaison
Americas	Martha Lopez Orue Dwight Olson	Mexico (USA & Canada)	Michael Lechter
Asia Pacific	Pauline Khor Ningling Wang	Malaysia China	Patricia Bunye
Chemicals, Energy, Environmental & Materials (CEEM)	Rashid Khan, chair Achim Krebs, chair	(USA & Canada) Benelux	Audrey Yap
Consumer Products Industries (including branded products)	Cecilia Lou Christian Manthey	China Germany	Audrey Yap
Copyright Licensing	Abraham Alegria, chair	(USA & Canada)	Michael Lechter
Dispute Resolution	John Alison, chair	(USA & Canada)	Junichi Yamazaki
European	Bruno Vandermeulen Jose Miguel Lissen	Benelux Spain	Fiona Nicolson
Africa and Middle East	Mohammed Al-Ansari Kevin Dam	Arab Countries South Africa	Christian Osterreich
High Technology	Keith Lutsch Stefan Schohe Christopher Shaowei	(USA & Canada) Germany China	John Paul
Industry, University and Government Transactions (IUGT)	Karin Hofmann, chair	Austria	Omer Hiziroglu
Life Sciences	Pamela Cox, chair	(USA & Canada)	Junichi Yamazaki
Patent and Technology Licensing	Patrick Terroir	France	John Paul
Trademarks, Design & Merchandising	Johan Du Preez Stefan Völker	South Africa Germany	Audrey Yap
Valuation Committee	David Drews, co-chair David Jarczyk, co-chair	(USA & Canada) (USA & Canada)	Eduardo Souza
Management Committees	Chairs and Vice-Chairs	Society	Board Liaison
Audit	Peter Hess, chair	Germany	Eduardo Souza
Awards	Peter Chrocziel, co-chair Ron Grudziecki , co-chair	Germany (USA & Canada)	François Painchaud
Communications	Shawn Jacka, chair	(USA & Canada)	Omer Hiziroglu
Education	Allen Baum, co-chair Martin Schneider, co-chair	(USA & Canada) Australia/New Zealand	John Paul
Endowment	Art Rose, chair	(USA & Canada)	Eduardo Souza
External Relations	Philipp Dreier, chair	(USA & Canada)	Omer Hiziroglu
Investment	Pat O'Reilly, chair	(USA & Canada)	Eduardo Souza
IP Maintenance	Giovanni Grippiotti, chair	(USA & Canada)	Jim Sobieraj
Legal	Michael Lechter, co-chair Junichi Yamazaki, co-chair	(USA & Canada) Japan	Michael Lechter
Long Range Planning	Russell Levine, chair	(USA & Canada)	Junichi Yamazaki
Meetings	Sergey Dorofeev, chair Audrey Yap	Russia Singapore	Fiona Nicolson
Membership	Felix Grether	Germany	Arnaud Michel
Nominating	Arnaud Michel, chair	France	Arnaud Michel
Publications	Sun Kim, chair	Korea	François Painchaud
Ad Hoc Committees			
Global Technology Impact Forum	Mark Wilson, chair	UK & Ireland	Patricia Bunye
Young Members Congress	Jean-Hyacinthe de Mitry , chair	France	Omer Hiziroglu

Membership Development

LES Society	Number of members on		
	31-12-2015	31-12-2014	% change
ANDEAN COMMUNITY	33	25	32%
ARAB COUNTRIES	40	39	3%
ARGENTINA	34	37	-8%
ANZ	413	360	15%
AUSTRIA	91	91	0%
BENELUX	423	400	6%
BRAZIL	81	76	7%
BRITAIN and IRELAND	388	429	-10%
CHILE	43	46	-7%
CHINA	142	127	12%
CHINESE TAIPEI	90	72	25%
CZECH REPUBLIC	42	38	11%
FRANCE	550	513	7%
GERMANY	959	872	10%
HUNGARY	36	35	3%
INDIA	64	54	19%
ISRAEL	38	37	3%
ITALY	294	301	-2%
JAPAN	683	666	3%
KOREA	132	129	2%
MALAYSIA	51	38	34%
MEXICO	89	83	7%
PHILIPPINES	87	87	0%
POLAND	34	24	42%
RUSSIA	62	53	17%
SCANDINAVIA	440	396	11%
SINGAPORE	89	83	7%
SOUTH AFRICA	105	117	-10%
SPAIN and PORTUGAL	146	129	13%
SWITZERLAND	316	322	-2%
TURKEY	72	60	20%
USA & CANADA	2970	3302	-10%
Total	9037	9041	0%

Membership 2011-2015



Societies and their Presidents in 2015-2016

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

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: nsalame@tagi.com
Website: 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
Phone: +61 2 9393 0100
E-mail: pheuzenroeder@iphld.com.au
Website: www.lesanz.org.au

LES Austria

Mr. Alexander Cizek

c/o Cizek IP
Mariahilfer Straße 20
A-1010 Vienna, Austria
Phone: +43 1 521 75-57
E-mail: alexander.cizek@cizek-ip.at
Website: www.les-austria.at

LES Benelux

Mr. Jean-Christophe Troussel

c/o Bird & Bird LLP
Avenue Louise 235, P.O. Box 1
Brussels, Belgium
Phone: +32 2 282 6000; Fax +32 2 282 6011
E-mail: jean-christophe.troussel@twobirds.com
Website: www.les-benelux.org

LES Brazil

Mrs. Candida Caffé

c/o Dannemann, Siemen, Bigler & Ipanema Moreira
Rua Marques de Olinda 70
Rio de Janeiro, Rio de Janeiro 22251-040, Brazil
Phone: +55 2125531811
E-mail: ccaffe@dannemann.com.br
Website: www.lesbrasil.org.br

LES Britain and Ireland

Dr. Hayley French

c/o Apitope Technology
Innovation Centre, Bristol & Bath Science Park
Dirac Crescent, Emersons Green, Bristol BS16
7FR, United Kingdom
Phone: +44 1173707720
Website: www.les-bi.org

LES Chile

Mr. Rodrigo Leon

c/o Silva & Cia
Hendaya 60, cuarto piso, Las Condes
Santiago, Region Metropolitana 7550188, Chile
Phone: +56 2 4387000
E-mail: rleon@silva.cl
Website: www.leschile.cl

LES China

Mr. Yong Li

Phone: +86 10 8220 2288
E-mail: liyong@cpahktd.com
Website: www.leschina.cn

LES China - Hong Kong

Ms. Anita Leung

c/o Jones Day
29th Floor, Edinburgh Tower,
The Landmark
Central, Hong Kong, CHINA
Phone: +852 3189 7313
E-mail: aleung@jonesday.com
Website: www.leschina.hk

LES Chinese Taipei

Mr. John Alison

c/o PHYCOS International CO., Ltd
13F, No. 1, SongGao Rd.
Xinyi Dist., Taipei City 11073
Phone: +1 202 282 5283;
E-mail: JAlison@winston.com
Website: www.lesct.org.tw

LES Czech Republic

Mr. Vojtech Chloupek

p/a Bird & Bird
Na Prikopě 583/15,
CZ-110 00 Prague 1, Czech Republic
Phone: +420226030500
E-mail: vojtech.chloupek@twobirds.com
Website: www.les-czechrepublic.com

LES France

Mr. Luc Savage

c/o France Télécom Orange
VP Strategy & Dedicated Support
38/40 rue du Général Leclerc
Issy les Moulineaux cedex 9, 92794 France
Phone: +33 4 529 6158
E-mail: luc.savage@orange.com
Website: www.les-france.org

LES Germany

Mr. Peter K. Hess

c/o Bardehle Pagenberg
Prinzregentenplatz 7, D-81675
Munich, Germany
Phone: +49 89 928 05-0
E-mail: hess@bardehle.de
Website: www.les-germany.org

LES Hungary

Mr. Michael Lantos

c/o Danubia Patent & Trademark Attorneys
16 Bajcsy Zsilinszky Str.,
H-1051 Budapest 5, HUNGARY
Phone: +36 1 411-8716
E-mail: lantos@danubia.hu
Website: www.les-hungary.hu

LES India

Mr. Raj Hirwani

c/o CSIR-URDIP,
Jopasana, 85/1, Paud Road
Kothrud, Pune 411038 INDIA
Phone: + 020-25387208
E-mail: hirwani@urdip.res.in
Website: www.lesindia.org

LES Israel

Mr. Hananel Kvatinaky

c/o Orbotech Ltd.
Shderot Hasanhedrin
Yavne 81102 ISRAEL
Phone: +972-8-9423614
E-mail: hkvatinsky@yahoo.com

LES Italy

Mr. Roberto Dini

c/o Traverso Studio Legale
Metroconsult S.r.l. Via Sestriere, 100
Torinese TO 10060 ITALY
Phone: +39 011 9904174
E-mail: roberto.dini@metroconsult.it
Website: www.les-italy.org

LES Japan

Ichiro Nakatomi

c/o NanoCarrier Co., Ltd.
Yaesu Yamagata Bldg., 3-2-2 Nihonbashi,
Chuo-ku Tokyo, 103-0027, Japan
Phone: +81 3 3548 0213
E-mail: nakatomi@nanocarrier.co.jp
Website: www.lesj.org

LES Korea

Mr. Kwang Jun Kim

p/o LES Korea
12th Floor, Seolim Building, 115 Teheran-ro,
Gangnam-gu, Seoul 135-912, Korea
Phone: +82 2 3453 7417
E-Mail: leskorea@lesk.org
Website: www.lesk.org

LES Malaysia

Ms. Chiew Lan Cheah

Level 19, Menara Milenium
Pusat Bandar Damansara, Kuala Lumpur
Wilayah Persekutuan 50490, Malaysia
Phone: +603 2087 9999
E-mail: chiewlan.cheah@zicolaw.com
Website: www.lesm.org.my

LES Mexico

Mr. Jose Luis Solleiro

c/o CamBioTec
Thiers 251, 9th to 14th floors
Col Anzures, Del Miguel Hidalgo
11590, Mexico City, Mexico
Phone: +52 55 52638730
E-mail: solleiro@servidor.unam.mx
Website: www.lesmexico.org.mx

LES Philippines

Ms. Maria Trinidad P. Villareal

c/o Carag Jamora Somera & Villareal Law Offices
2nd Flr, The Plaza Royale, Paseo de Roxas St.
Makati City Metro Manila, 1227, Philippines
Phone: +632 812 5246
E-mail: mtpv@ccjlaw.com
Website: www.lesphilippines.org

LES Poland**Mr. Jakub Mrozowski**

c/o LDS Lazewski Depo & Partners
KLIF TOWER
ul. Okopowa 58/72
01-042 Warszawa, Polska
Phone: +4822 832 2515
Fax: +4822 832 2517
E-mail: jakub.mrozowski@lds-ip.pl
Website: www.les-poland.pl

LES Russia**Mrs. Sergey Dorofeev**

c/o Gorodissky & Partners
B.Spaskaya Str., 25, bldg. 3
Moscow 129090, Russia
Phone: +7 495 937 6116
Fax: +7 495 937 6104
Email: DorofeevS@gorodissky.ru
Website: www.les-russia.org

LES Scandinavia**Mr. Martin D. Gantzhorn**

c/o Philip Heymans Allé 7
Hellerup, DK DK-12900
Denmark
Tel. +45 3334 4000
Fax +45 3334 4001
E-mail: mga@horten.dk
Website: www.les-scandinavia.org

LES Singapore**Ms. Sheena Jacob**

c/o Bird & Bird ATMD LLP
2 Shenton Way
#18-01 SGX Centre 1
Singapore 68804, Singapore
Phone: +65 6428 9801
Fax: +65 6223 8762
E-mail: sheena.jacob@twobirds.com
Website: www.les-singapore.org

LES South Africa**Mr. Pieter Venter**

Hahn & Hahn Inc.
PO BOX 13575
Hatfield, Pretoria Gauteng, 0028
South Africa
Phone: +27 12 342 1774
Fax: +27 12 342 3027
E-mail: pieter@hahn.co.za
Website: www.licensing.co.za

LES Spain & Portugal**Mr. José Luis de Miguel**

c/o Fundación General CSIC
C. Príncipe de Vergara, 9 - 2D
28001 Madrid, Spain
Phone: +917 815 999;
Fax: +917 812 159
E-mail: jl.demiguel@fgcsic.es
Website: www.les-sp.org

LES Switzerland**Mr. Raymond Reuteler**

c/o Reuteler & Cie SA
Chemin de la Vuarpillière 29
CH-1260 Nyon, Switzerland
Phone: +41 22 363 79 40
Fax: +41 22 363 79 49
E-mail: raymond.reuteler@reuteler.net
Website: www.les-ch.ch

LES Thailand**Dr. Wilaiporn Chetanachan**

c/o Corporate Technology Office,
SCG Chemicals,
1 Siam Cement Road, Bangsue
Bangkok 10800, Thailand
Phone: +66 2 586 6322
E-mail: wilaipec@scg.co.th
Website: licensingthailand.com

LES Turkey**Mr. Samir Deliormanli**

c/o Aziz Bey Sk.,
No:1, Kuzguncuk
Istanbul, 34764
Turkey
Phone: +90 216 5310632
E-mail: samird@koc.com.tr
Website: www.teklider.org.tr

LES (USA & Canada)**Mr. Jeffrey Whittle**

c/o Hogan Lovells US LLP
700 Louisiana Street, Suite 4300
Houston, TX 77002
United States
Phone: +1 713 632 1405
E-mail: jeffrey.whittle@hoganlovells.com
Website: 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
2015-2016	Jim Sobieraj	LES (USA & Canada)



LES International Past-President Heinz Goddar speaking at the Annual Conference in Beijing.

LES INTERNATIONAL BOARD OF DIRECTORS 2015-2016

LES International Board of Directors 2015-2016

Jim Sobieraj	President	LES (USA & Canada)
Arnaud Michel	Past-President	LES France
Patricia A.O. Bunye	President-Elect	LES Philippines
François Painchaud	Secretary	LES (USA & Canada)
Eduardo de Souza	Treasurer	LES Brazil
Omer Hiziroglu	Vice-President	LES Turkey
Audrey Yap	Vice-President	LES Singapore
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 2015-2016 Board of Directors (from left): Junichi Yamazaki, Michael Lechter, Audrey Yap, Arnaud Michel, Patricia Bunye, Jim Sobieraj, François Painchaud, Eduardo Souza, Fiona Nicolson, Omer Hiziroglu and John Paul.

LES International Conferences in the future

Date	Organized by	Location
2017, April 23-25	LES France	Paris
2018, April 29-May 2	LES (USA & Canada)	San Diego
2019	LES Japan	Yokohama
2020	LES Germany	Berlin

LES WEBSITES

LES Websites

LES International at www.lesi.org

LES Asia Pacific at www.les-asiapacific.org

LES Europe at www.les-europe.org

LES Andean Community at www.lesi.org/les-andina

LES Arab Countries at www.lesarab.org

LES Argentina at www.lesi.org/les-argentina

LES Australia and New Zealand at www.lesanz.org.au

LES Austria at www.les-austria.at

LES Benelux at www.les-benelux.org

LES Brazil at www.lesbrasil.org.br

LES Britain and Ireland at www.les-bi.org

LES Chile at www.leschile.cl

LES China at www.leschina.cn

LES Chinese Taipei at www.lesct.org.tw

LES Czech Republic at www.les-czechrepublic.com

LES France at www.les-france.org

LES Germany at www.les-germany.org

LES Hungary at www.les-hungary.hu

LES India at www.lesindia.org

LES Israel at www.lesi.org/les-israel

LES Italy at www.les-italy.org

LES Japan at www.lesj.org

LES Korea at www.lesk.org

LES Malaysia at www.lesm.org.my

LES Mexico at www.lesmexico.org.mx

LES Philippines at www.lesphilippines.org

LES Poland www.les-poland.pl

LES Russia at www.les-russia.org

LES Scandinavia at www.les-scandinavia.org

LES Singapore at www.les-singapore.org

LES South Africa at www.licensing.co.za

LES Spain and Portugal at www.les-sp.org

LES Switzerland at www.les-ch.ch

LES Thailand at <http://licensingthailand.com>

LES Turkey at www.teklider.org.tr

LES (USA & Canada) at www.lesusacanada.org



LES Twitter

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

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

LES France @ [#LES_France](https://twitter.com/LES_France)

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

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

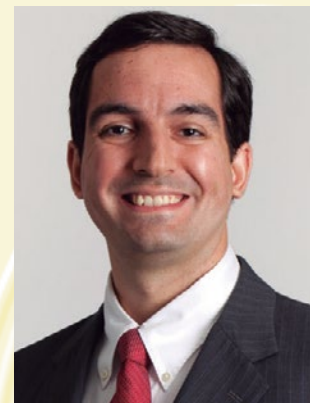
LES Turkey @ [#LESTurkey](https://twitter.com/LESTurkey)

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, 2015. Once again LESI contracted directly with The Kellen Company to handle our accounting function and retained the services of Porte Brown LLC certified public accountants to audit the society's financial statements.



Eduardo Souza;
Treasurer for 2015-2016

Finances per 31 December 2015 in US\$ (audited)

Revenues

Membership Dues	568,613
<i>les Nouvelles</i> and Membership Directory	—
Meetings Revenue	101,090
<i>les Nouvelles</i> Revenue	1,943
Investment Revenue	1,795
Other Revenue	404
Royalties Revenue	3,038

Total Revenue	676,883
----------------------	----------------

Expenses

Publications	167,713
General and Administrative Costs	218,898
LESI Delegates and Board Meetings	83,777
LESI Directors Expenses	72,679
LESI Committees	4,161
Endowment Projects	22,900
Communications	19,887

Total Expenses	590,015
-----------------------	----------------

Excess of Revenues over Expenses	86,868
---	---------------

Current Assets

Cash on Hand	219,578
Cash in Endowment	131,884
Accounts Receivable	85,447
Allowance for Doubtful Accounts	(3,726)
Notes Receivable	25,000
Prepaid Expenses	—
Short Term Investments	861,536

Current Assets	1,319,719
-----------------------	------------------

Current Liabilities

Accounts Payable	136
Advance Dues, Registrations, Advertising	—
Accrued Expenses	—
Due to LES	535

Total Liabilities	671
--------------------------	------------

Fund Balance

1,232,180

Excess of Expenses over Revenue	86,868
---------------------------------	--------

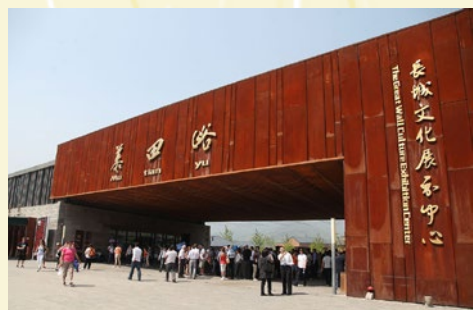
Total Liabilities and Fund Balance	1,286,659
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LES International enjoys The Great Wall of China

Post Annual Conference excursion shows off China's wonder of the world



More Great Wall of China Memories



MARCH 2015

les Nouvelles

JOURNAL OF THE LICENSING EXECUTIVES SOCIETY INTERNATIONAL

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Contact

For information on LES International Inc., please contact:

François Painchaud, Secretary LESI

E-mail: Painchaud@robic.com

Phone: 1-514-987-6242



*François Painchaud;
Secretary for 2015-16*

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Chris Katopis, LESI Executive Administrator, speaking at a WIPO/USPTO/US Chamber of Commerce event.