

ANNUAL REPORT 2008



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL



Looking To The Future—A Year Of Bold New Ideas And Actions

During the course of the International Delegates Meeting in Amsterdam on 28th September 2008 I presented my agenda for the upcoming year. That agenda is based on the theme of “Looking to the future—a year of bold new ideas and actions.”

Looking to the future does not mean that we ignore the past. It means learning from it. It also means seeking to realise the unfulfilled potential of our great Society!

Realising that unfulfilled potential will need bold new ideas, matched by bold actions. There is “no cigar” for the easy way out, for the easy options!

Since taking on the role of President of LES International in September 2008, the world has experienced a number of transformational events—the global financial crisis, the election of Barack Obama as President of the United



*Adam Liberman,
President LESI 2008-2009*

States of America and the increasing prominence of India and China in the world community, are an example of those events. We in LES are not immune to such events and in addition we have our own agenda of matters to deal with.

We have sought to be proactive in relation to all these matters, as they are all sources of opportunity for our further development. In the context of the global financial crisis, my letter of the 13th February 2009 to the Society Presidents highlighted the importance of promoting the LES value proposition to members and their employers by “Choosing LES first!” In the context of India and China, LES held events in India in January 2009 and provided a positive impetus to LES India in that process. In relation to China I am hoping to visit there in the very near future. In the context of the growing scrutiny of the intellectual property system we have sought to provide a balanced and informed voice in response to critics of intellectual property and have to date contributed to a number of briefs in response to European Commission investigations.

LES International provides the hub and the glue which joins the LES family around the world. The following Annual Report provides a greater insight into the detail of LES activities and I trust that you will find it of value.

Adam Liberman
President LES International 2008-2009

LICENSING EXECUTIVES
INTERNATIONAL

Society Reports

LESI is an association of, at present, 32 national and regional societies having almost 12,000 members worldwide. In this section, national and regional societies report on their activities in 2008 and future activities. For more information, please contact the society at its address given in the listing further on in this Report.

LES Andean Community

2008 proved to be a good year for LES Andean Community. The most important event was the VI Regional Congress LES Andean Community "Technology Licensing Advanced Techniques," held in Bogota, Columbia from September 9-12, 2008. We had more than 50 assistants who enjoyed the convention and the beautiful city. They also met delegates from several countries in Central and South America, and listened to renowned speakers in the area of licensing and intellectual property rights from countries such as Mexico, Ecuador, Colombia, the United States and Spain.

During this meeting Enrique Cheang was designated president of LES Andean. Board members continue to consider the possibility of expanding membership to Central American countries. The society is continuing to promote programs through mail campaigns directed at IP professionals, business development directors, research center directors, trademark and patent attorneys, and legal experts.

We want to thank Dwight Olson, Paul Germeraad and Willy Manfroy for teaching a wonderful course on IP. Because this year's program was so successful, we are considering a topic related to advanced techniques in technology licensing for next year.

For 2009, LES Andean Community will have the VII Regional Congress in Panama. The president-elect, treasurer and secretary visited Panama in December to plan and review all the logistics for this meeting.

The chapter's priorities for the next term are still the same, but with new and different actions to achieve: (1) renewing the interest and commitment of members for activities developed by the society (2) making LES Andean more visible with respect to organizations operating in the field of IP management and technology transfer (3) increasing the number of active members and developing professional communication and cooperation between them (4) increasing the relationship with Latin American companies with experience in technology transfer that could support our administration and growth.

LES Arab Countries

One of our most distinguished events in 2008 was conducting the "Achieving Business Growth through Investment in Intellectual Property" conference in cooperation with the Arab School of Science and Technology (ASST), in Syria in July. The conference was attended by LES-AC President, Mr. Talal Abu-Ghazaleh, along with high-ranking Syrian officials and more than 70 participants; it consisted of sessions and seminars that aimed at developing the culture of investing in innovations to be a means of supporting Arab innovators to commercialize their inventions into products. The most informative seminar held in Amman in November was "Technology Development in the World and its Impact on MENA Region."

The first meeting of the Advisory Board for the Arab Certified Intellectual Property Licensing Practitioner (ACIPLP) program was held in Amman, Jordan in April. The main topics discussed were the general framework of the program, the accreditation by LESI and the need to add a special course on franchising. Consequently, LES-AC prepared a new guide for the program.

The first level of the ACIPLP program "Fundamentals of Intellectual Asset Management and Licensing" training course was held by LES-AC twice during the year; the first was in Jordan, in cooperation with the Jordanian Association of Pharmaceutical Manufacturers (JAPM), and the second in Tunisia, in collaboration with the National Institute for Standardization and Industrial Property (INNORPI). The exam of this training course was held twice, at centers in Jordan, Syria, Lebanon, Tunisia and Iraq.

LES-AC will hold its annual meeting on January 8, 2009 in Cairo, Egypt, and will focus on building human capacity in the field of IPR's licensing and technology Transfer. In addition, we will continue to enhance the awareness of corporations and individuals in the Arab countries on the economic importance of IP licensing and technology transfer.

LES Argentina

2008 was an active year for LES Argentina. After attending the LESI Delegates Meeting in Chicago, the following activities took place:

On August 6 we had a one day meeting as part of the Speakers Tour of Latin America, organized by LES Argentina and the U.S. Chamber of Commerce in Argentina (AMCHAM), who assisted our chapter. Over 45 participants attended the program. We had speakers from the U.S., Canada and Argentina, mainly from research institutes, universities and corporations. During lunch Dr. Ruth Ladenheim, secretary of planning of the Ministry of Science and Technology made a short presentation explaining how the objectives of the Ministry were in line with the objectives of our seminar. Closing remarks were made by LESI President Chikao Fukuda.

On August 21, Mrs. Olga Cavalli from our foreign office gave a presentation on the changes of the internet and what would come in the future.

At the LES (USA & Canada) Annual Meeting, we organized a workshop called "What Type of Clauses should you be Careful of in a License Agreement: Review of the Law and Practice." The speakers were Veronica Canese Mendez of LES Argentina; Candida Ribeiro Caffé of LES Brazil, and Eduardo Kleinberg, president of LES Mexico. The workshop was very well attended.

LES Australia and New Zealand

The LES ANZ executive committee recently reviewed our progress towards some of the objectives we set for ourselves during the past year. We set a goal of having 600 members by March 2009, and to date have 560 members. Another major goal has been to increase internal and external communications and our public profile. We have launched an upgraded web site, with plans to further improve it. We engaged a PR firm to assist us in raising the public profile of our society, focusing on the annual conference.

The annual conference was held in Melbourne with over 50 international attendees out of 170 attendee's total. We now provide members with a subscription to Australian Anthill magazine – targeted at fast growth companies.

We are likely to engage a PR firm for all of 2009, with the objective of making LES ANZ the voice for professionals involved with commercializing innovation. Our priorities for the coming year will be set following the results of a member survey we plan to conduct, telling us what current members benefits are most valued and what event topics and formats are most suitable. It will allow us to tailor the LES ANZ "offering" to our members' needs.

LES ANZ also looks forward to supporting our long standing member, Adam Liberman throughout his presidency of LES International. We are very proud to have one of our own members take on such a pivotal role in the international organization and wish him well.



At the Australian High Commission dinner, from left, Peter Linford, Austrade Senior Trade Commissioner; Adam Liberman, President of LESI; John McCarthy, Australian High Commissioner; and Ramkrishna Subbaraman, President of LES India.

LES Austria

In January, LES Austria had its annual meeting where the board reported about the society's activities in 2007 and its agenda for 2008. The results of the society's financial accounts were approved. Finally, the society's existing executive board was dissolved and several new members were elected, including Rainer Kraft as vice-president; Kurt Arnegger as treasurer, and; Thomas Bereuter as an international delegate.

In June, LES Austria organized a one day workshop about patent strategies in cooperation with the University of Technology in Graz. The speakers gave good insight into the basics of patent procedures and the exploitation of technology. At least 60 people expressed great interest in our organization by attending the event.

On 15 October, the president of LESI Adam Liberman came to visit LES Austria. In cooperation with the University of Technology of Graz, we organized a seminar "IPR Management – Industry-University-Government-Labs Transactions." Adam spoke as well as Sabine Fehringer (an Austrian legal practitioner and LES Austria member). The seminar was well attended and received by all attendees.

Finally, in November the University of Technology in Graz organized a two day workshop on exploitation of technology, co-branded and endorsed by LES Austria.



LES Benelux

2008 was a very good year for LES Benelux. Our membership continued to grow to 385. Our meetings were well attended, in particular the one in Rotterdam on outsourcing.

During the Annual Meeting in June, it was decided that Allen Norris would take over as president of LES Benelux beginning 1 January 2009. Also, Nigel Wagstaff, a long time member was awarded an honorable membership in the society because we appreciate all the

work he has done over the years.

Our main focus this year was on the LES Pan-European conference held in September in Amsterdam and the International Delegates Meeting which took place before the conference. The conference was well attended and we received lots of positive feedback on the program and speakers. LES Benelux wishes to thank all the members of the Organizing and Program Committees, and Saskia van Dijk Struyk's team at SWAN who gave so much of their time to make the event such a success.

LES Benelux also organized our annual two day licensing course in November. We had a full house with 40 participants, several of whom came from outside Benelux.

LES Brazil

The main objective of LES Brazil has been to work on promoting licensing culture and business among local companies and to make their representatives more aware of the opportunities of doing business with technology and intellectual property rights. LES Brazil's intention is to increase the number of members by mid-2009 due to the activities held during 2008.

Following the aforementioned objectives, we organized these courses throughout Brazil: (1) Fundamentals 101 in Sao Paulo in June (2) Fundamentals 101 in Rio de Janeiro in June (3) Fundamentals 102 in September (4) Short practice of how to negotiate licensing and technology transfer agreements at the REPICT seminar on 20 October, led by LES Brazil board members Jose Carlos Vaz e Dias, Marcelo Assafim and Tatiana Campelo.

On August 5, the Latin American Innovation Tour was held and organized by LES Brazil, LES Argentina and LES Chile. Immediate Past President Chikao Fukuda, Linda Chao, Jorge Raimundo, Robert Grutzmacher, James McCarthy, Mark Nawacki and Raul Hey were featured speakers. More than 60 people attended our very successful program.

After the Innovation Tour, LES Brazil started working on the annual meeting which will take place in Rio in the first quarter of 2009.

LES Britain and Ireland

We held a number of successful, well attended meetings at a range of locations around Britain and Ireland, on a range of licensing-related themes. This included a half-day meeting in London with our evening guest speaker being the Chief Executive of the UK Intellectual Property Office, who gave an interesting and provocative talk on the challenges he faces in running this important UK institution. Our Annual Meeting was held at the Wellcome Collection, again in London, with speakers from the Wellcome Foundation and ISIS (Oxford University's Technology Transfer Office) and a range of workshops, followed by networking opportunities over drinks and dinner. The Annual Meeting also saw Martin Sandford stand down as President (our thanks to him for his enormous contribution over the last two years) to be succeeded by Nigel Jones, and Mark Wilson succeeding Nigel as Vice President. Nigel's themes during his two-year presidency are Youth, Relevance and Responsibility; and we have already made good progress on all three. One of our major events in 2009 will be our Annual Conference in June, this year to be held in Leeds, a thriving centre for technology transfer. You are all most welcome to join us.

LES Chile

This year's mailing was devoted to the planning, coordination and implementation of the more challenging activities organized by the LESI Americas Committee. The LESI Innovation Tour took place between August 4 and 9 and visited Brazil, Argentina and Chile.

Lex van Wijk, President of LES Benelux, at the Pan European Conference.

The day-long conferences in Sao Paulo, Buenos Aires, and Santiago drew an audience of over 300 people, largely from industry and universities, who were treated to an insiders view of best practices on innovation, collaboration and technology transfer strategy, reflecting the North American speakers' experience at DuPont, Bristol-Meyers-Squibb, Eli Lilly, Stanford University and many other companies.

In Chile, we also arranged for the speakers to visit with local companies, universities, and government officials. We offered a "chill out" activity during the last day of their visit to South America, taking them to the wine country to enjoy incredible Chilean wines and extraordinary local cuisine.

LES Chile members and delegates were actively involved with LESI. Board members traveled to Amsterdam and Orlando, both as delegates and panelists; and participated in committees like the Americas, IUGT and Membership.

LES China Hong Kong

It has been a rewarding year packed with exciting activities for LESCHK and we are pleased to have raised the Society's profile both locally and internationally.

The highlight of the year is the unprecedented joint meeting co-organized by LES Chinese Taipei, LES China and LESCHK with the China Intellectual Property Association, Foreign Trade and Economic Trademark Chapter and China International Economic and Trade Arbitration Commission, South-China Sub-Commission on "Resolution of IP Disputes" which took place in Shenzhen on 15 October with attendance of more than 100 people. The event brought together distinguished speakers not only from the 3 places, but also the United States, Germany, Philippines and Singapore and has greatly enhanced information flow at an international level.

Earlier on we had a successful one-day IAM Workshop on the Law and Business of Licensing co-organized with Hong Kong Design Centre which was held in Hong Kong on 23 January. With the support of the LESI Education Committee, 70 participants were able to learn from 3 renowned experts - Alan Lewis, Hayley French and Paul Germeraad.

Apart from our regular seminars, we have worked with other major institutes in Hong Kong such as the Hong Kong Trade Development Council, Hong Kong Science & Technology Parks Corporation and Hong Kong Jockey Club Institute of Chinese Medicine. LESCHK was a supporting organization to the Hong Kong Household Fair 2007, the Hong Kong International Licensing Shows 2007 and 2008 and the 4th and 5th Premier Asian Licensing Awards as well as the "Science Park Applied Research Commercialization (SPARC) Forum – Chinese Medicine & Herbal Products" held in November 2008. Our Council and other members also actively took part in LES events with presentations being given by Anita Leung at a Plenary Session of the LESI Annual Conference in Chicago and by Alice Ngan and Steve Au-Yeung at the LES ANZ Annual Conference in Melbourne. Both of them have also submitted an article for publication in the *les Nouvelles* June 2007 issue.

With the fruitful work this year and the appointments of our Chairman Yvonne Chua as Vice President to LESI Board and our Legal Committee Chair Anita Leung as Vice-Chair of the LESI Dispute Resolution Committee, we look forward to another year of excitement emphasizing our support for the LESI Annual Conference in Manila and furthering our co-operation with other Societies in the Asia Pacific region.

LES Czech Republic

This year LES Czech Republic focused its activities on educating licensing professionals and networking.

In June, LES CR organized a one-day conference in Prague oriented to recent developments in the field of licensing, competition and patent law. 50 people attended. The featured speaker was LESI Board member Pat O'Reilly, while other presentations were made by three Czech specialists – Roman Hak, lawyer; Jozef Kertes, (company) Zentiva, and Lucie Zamykalova, Industrial Property Office of the Czech Republic.

On October 6, LES CR welcomed LESI President Adam Liberman for a seminar attended by 30 members and non-members of our society. In addition to presenting his plans and target achievements during his presidency, Adam spoke about his experiences managing and maintaining IP in non-profit organizations.

On November 24 we organized a one-day conference devoted to Economic Aspects of Intellectual Property Management. LESI Board member Kevin Nachtrab and Ms. Régine Poret from Thomson, France delivered important and inspiring lectures. Speakers from Czech organizations were Václav Neumajer, Association of Research Organizations; Petr Pomazal and Patrik Bartuska, both from Tributum Consulting. 45 people were in attendance.

To date LES CR has 35 members - 27 lawyers, consultants, and patent attorneys and 8 members from industry. The Steering Committee meets on a monthly basis. We recruited 4 active young people who were elected to the Steering Committee. On November 24 we held a General Assembly and a new Steering Committee was elected. The new president, Jarmila Traplova was elected and will serve for one year.

During 2008 LES Czech Republic was invited by the Czech Industrial



At a Joint Meeting held in Shenzhen, China, from left, Daniel Koh, President of LES Singapore; Yvonne Chua, Vice-President LESI; Patricia Bunye, President of LES Philippines; Paul Liu, President of LES Chinese Taipei; Li Yong, Vice-President of China Intellectual Property Association and President of CCPIT Patent and Trademark Law Office; Patrick O'Reilly, President-Elect and Heinz Goddar, Past-President of LES International.

Property Office to contribute to the discussion in the legislative process of implementing EU directives to Czech laws and regulations.

LES France

After three years as President, Frederic Caillaud has passed the reins to Alfred Chaouat at the end of 2007. LES France has continued to be a very healthy society in 2008 with a 15% growth of its members, now over 400. We have increased the number of conferences, with almost one event per month. At the request of our members, we set up the first conference outside Paris, in Lyon, which was organized with LES Switzerland. It was so well attended that the board of trustees decided to set up another one in South of France for 2009 (likely Bordeaux). We set up a conference on licensing in the field of arts, with the Louvre Museum

experience in Abou Dahbi. Arnaud Michel arranged it and submitted an article on this conference for *Les Nouvelles*. Marc Bethenod organized a joint conference with FIM (Fédération des Industries Mécaniques), the association of French mechanical companies, on how to protect and manage know how. Other conferences focused on how to establish the fair value of the royalty rate and the website operator liability.

Elisabeth Lemaître and Hélène Santacruz have set up a France local Life-Sciences Committee, which met several times this year. Many representatives from the academic world have been quite active in this committee and one of them should join our board of trustees at the end of the year, which will increase its diversity. The LESI Education Committee selected Paris, France to hold its European Train-the-Trainer session before the Amsterdam conference. We co-organized the session which was very well attended by representatives from 7 different countries. We will set the one day LESI Training session in France next year.

LES France cooperated with the French Patent Office (INPI) for a licensing survey of the licensing practice of French Companies. Frederic Cailaud has continued to work closely with the French Ministry of Industry and advised them on various IP & Licensing matters. Alfred Chaouat has represented LES within a working group (AFNOR), the French body for standardization. LES France remains involved, through Frederic Cailaud, in the European project for European Licensing Certification. Many meetings were attended where we developed a very strong mutual trust with the European authorities.

2009 will be the year of rejuvenation. Two new trustees are expected and we aim to attract more young executives to LES France and our conferences.

LES Germany

2008 started with the annual members meeting and the election of our new President, Klaus-Dieter Langfingler and Christian Klawitter as president-elect. We also thanked Günter Isenbruck for his remarkable contributions during his two years as president.

Throughout 2008 LES Germany concentrated its activities on providing our membership the modular seminar on licensing (the 7th time running), with its first four modules in February, April, September and November in Munich, and will be completed in 2009 with the last three modules.

In April, LES Germany held its traditional seminar in cooperation with the VPP – Association of Intellectual Property Experts - in Koenigswinter on “Antitrust Law and Technology Transfer.” Speakers from China, India and the United States delivered informative speeches on antitrust issues focusing on R&D and Technology Transfer Agreements. A second seminar occurred in November in Frankfurt am Main in cooperation with the VPP on “IPRs – Actual Questions regarding Assessment, Accounting and Financing Strategies.”

The national working groups Automotive, Information Technology, Life Science and “FIT” Research Innovation Technology Transfer organized several meetings for their members. The Automotive group met in Wolfsburg where renowned speakers provided presentations on subjects such as “Trademark Infringements on the Internet” or “Licenses in Case of Insolvency.”

Due to the success of the meetings and the LESI conferences, membership of our society has continued to increase. LES Germany has 737 members from patent and law firms, as well as industry and academy sectors, an increase of 6.3%. In order to improve our services and to simplify communication between our members, we re-launched our website www.les-germany.org.

In 2009 during our annual members meeting, Erik Wilbers, director WIPO Arbitration and Mediation Center, will speak about “WIPO Mediation and Arbitration.” We will host several other seminars in cooperation with the Chamber of Commerce, Hamburg, and other IP Associations.

LES Italy

ILES Italy continued to organize our licensing courses in various locations throughout Italy, which proved successful in attracting both IP counsels and industry professionals. The courses were organized with important groups belonging to various Italian Chambers of Commerce, industry associations and other key entities.

We also worked with other Italian association in the IP field on a Masters in Intellectual Property.

We held a conference entitled “Growing Business with IP” in close cooperation with the European Patent Office and Università Bocconi.

Our members have attended all the International LES events all over the world.

LES Italy has been asked by the Italian Patent and Trademark Office to prepare a “position paper” dealing with possible legislative amendments in the field of court procedure for IP court actions, as well as the introduction of the opposition in the trademark field in Italy.

On November 14, we organized the annual LES conference in Milan entitled “Best Technology Transfer Practices from Public Research Organizations to Industries.” The conference was sponsored by the Ministry of Economic Development and featured speakers from companies and universities worldwide, as well as other LES European presidents.

We also held a conference “Financing Innovation” organized with the Italian Patent and Trademark Office and EPO.

LES Japan

The main focus in 2008 for LES Japan was the Annual Conference held on June 13 & 14 at Takayama city, Gifu Prefecture. 180 people attended the meeting. Four government officials and the Mayor of Takayama City were featured speakers. After the meeting we conducted a survey and found that 95% of respondents were satisfied with the hotel, reception and dinner; 87% were satisfied with the plenary sessions; and 94% were satisfied with the workshops.

LES Japan is becoming a more active society. Nine monthly trustee meetings (in Tokyo and Osaka) were held to manage our activities. 20 monthly education programs (10 in Tokyo and 10 in Osaka) provided license and IP related lectures to approximately 700 people. Three kinds of licensing courses (Basic License Course, Practical License Course and License Agreement in English Course) provided trainings to approximately 300 participants. In addition, 15 working groups were active and held meetings.

The Annual General Meeting was held in February in Tokyo and the planning and its budgets in 2008 were approved. Masau Takayanagi took over as president of LES Japan and Junichi Yamazaki became president-elect.

LES Korea

In 2008 LES Korea continued to strengthen connections with active members through networking opportunities and education workshops. We furthered our commitment to renew close collaborations with other chapters in the region and reached out to professionals in the region where local LES chapters had not been formed.

In April, LES Korea organized an annual “Four Korean IP Associations”

(LES Korea, AIPPI Korea, APPA Korea, and FICPI Korea) in order to expand our function and to ensure that all members of each association identify and discuss current IP issues parallel to other associations. This meeting provided a unique opportunity for Korean IP professionals to gain insight into the global trend in the IP world.

This year's biggest event, co-sponsored by the same 4 organizations was the Seoul 2008 Intellectual Property International Conference, from Oct. 24 - 26. This was the 8th Conference on Intellectual Property held by LES Korea and AIPPI Korea. The theme of the conference was "Intellectual Assets Management and Commercialization," and nearly 250 participants from 37 countries got together to share information and exchange ideas on trends and best practices in intellectual property and licensing.

During the Conference, the Asia Pacific Committee had a networking meeting called "Introduction to Intellectual Property Practices in Asian countries including China, Indonesia, Laos, Taiwan, Thailand, Vietnam and Korea." They discussed how to attract inter-Asian corporate members and support the weaker societies in the region.

LES Mexico

During 2008 our society continued to promote intellectual property, licensing and technology transfer activities as essential elements for economic growth and development.

One of our main events was a conference in September on the topic of e-commerce, and implications in matters of licensing and technology transfer. Many of our members participated in the meeting.

We sent speakers to two workshops at the LES USA/Canada Annual Meeting and another member wrote a paper that was published in LES Nouvelles.

Our members are involved in many LESI committees like Copyright Licensing, Life Sciences, and the Committee of the Americas. We encourage new members to participate on these committees.

For 2009, LES Mexico has plans to organize at least three national workshops and one international event.

In an effort to increase our membership and promote LES Mexico and LESI activities, we are negotiating a collaboration agreement with ADIAT (Asociación Mexicana de Directivos de la Investigación Aplicada y el Desarrollo Tecnológico, A. C.) which is an association grouping important R&D centers in Mexico.

LES Russia

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

On June 14 in Moscow, LES Russia held a seminar "Companies' Strategies and Practices in IP Managing and Technology Licensing." 27 attendees from Russian and Ukrainian industrial companies and legal circles participated in the seminar. The main goal was to share experiences among licensing professionals, in view of the growing role of intellectual property in the world economy and insufficient awareness of Russian manufacturers of timely and adequate IP protection. The seminar also dealt with modern tendencies in technology transfer among numerous organizations working in various business fields.

Attendees enjoyed hearing presentations from leading experts in IP related jurisprudence from Vladimir Urezchenko, chief program

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

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

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

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

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

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

LES Singapore

2008 started with LES Singapore supporting Biolicensing Asia 2008 on 15 April at the Suntec City where 2 LES Singapore Executive Committee members gave presentations at the well-attended international event.

LES Singapore President Daniel Koh also attended the LES-ANZ Conference in Melbourne on 17 - 20 April as well as the LESI Conference in Chicago in May.

We then held a seminar together with our Annual General Meeting on 30 May at the York Hotel. Mr. Daniel Koh was elected as the president for another one year term. On 14 August, we held a wine networking meeting at Cornerstone Singapore, with the theme "High Spirits." We had a round table discussion with wine and dinner. This was the first event of a continuing series.

Mr. Daniel Koh also spoke about international IP dispute resolution at the LES China meeting in Shenzhen on 15 October. We also worked with Patricia Bunye, president of LES Philippines on a cocktail event on 20 October in Singapore, (which was host to this year's APAA meeting), to promote the 2009 LESI Annual Conference in the Philippines. LES Singapore also trained approximately 30 licensing executives in the government's Agency for Science Technology and Research (ASTAR) in November.

LES Spain and Portugal

Angel Ruiz was President, Gonzalo Ulloa was vice-President, and Antonio Tavira, during the first semester, was Secretary of LES Spain and Portugal in 2008. In June, LES Spain and Portugal named a new secretary, Alejandro Negro from Cuatrecasas Abogados.

In February, Angel Ruize spoke about "Innovation for More Efficient Industrial Products" at the Institute of Industrial Engineers. At least 40 people participated in the program.

In April we organized a program about Patents in the ICT (information

and communications technology) sector, with several lectures and a round table discussion. The program was jointly organized with EOI Business School and AETIC (Electronic, Technologic and IT Telecommunications Enterprises Association of Spain). More than 80 people attended the program.

In June we collaborated with AETIC (Electronic, Technologic and IT Telecommunications Enterprises Association of Spain) on a breakfast and round table discussion with Mr. Gonzalo León, Investigation's vice-chancellor of the Madrid Polytechnic University. He spoke about "Intellectual and Industrial Strategies at the University: the Madrid Polytechnic University's Experience." More than 30 people attended a very lively discussion following the lecture.

Adam Liberman, president of LESI visited with us in October to introduce his agenda. Mr. Angel Ruiz, president of LES Spain and Portugal presented the status and projects of our Society. A number of associates attended the presentations.

In December, we organized a breakfast and round table discussion where 16 people participated. Julio López Roldán, Manager Patents Office/ I+D Center of the company Ericsson Spain, spoke about the new patent's role at the open innovation. After his speech, an open discussion went on for more than an hour.

As a continuation of our activities in 2009, LES Spain and Portugal is planning a seminar in Portugal in collaboration with Apipharma in order to promote our society to the pharmaceutical sector.

We may continue working with the EOI on future activities to stretch our ties with the Telecommunications High School to promote lectures and other programs.

LES Switzerland

In 2008, as in the years before, LES Switzerland organized a number of educational meetings in the German and French parts of the country. In particular, the traditional annual licensing weekend was held in September and was very successful. We also organized a seminar on recent developments in trademark law, in collaboration with the Swiss Federal Institute of Intellectual Property. Other meetings addressed topics such as the exhaustion regime or IP in connection with labor law. Our membership has stabilized to around 300. On the international level, LES Switzerland was present at all meetings and participated in various committees.

LES USA and Canada

During the past year, LES (USA & Canada) turned its focus to the impact of global expansion on licensing and technology commercialization. This was evident in our hosting the 2008 LES International Conference, which opened doors by greatly enhancing communication and interaction among LES members worldwide. LES (USA & Canada) also continued its leadership role within the Americas by organizing a speakers' tour featuring leading licensing and technology transfer professionals from the U.S. and Canada to visit their LES colleagues in Chile, Argentina and Brazil. In addition, LES (USA & Canada) immediate past president will present at the upcoming LES India seminar in January.

Throughout 2008, LES (USA & Canada) also continued to develop the Certified Licensing Professional (CLP) designation as a leading credential for experienced licensing professionals. With more than 675 individuals earning the CLP designation by the end of 2008, LES is committed to raising the standards of excellence and professionalism throughout the licensing community. In the future, CLP will become a symbol of distinction in the worldwide licensing marketplace. LES (USA & Canada) looks forward to working closely with other LES member societies and

affiliated organizations to continue to grow the CLP program around the world.

The 2008 LES (USA & Canada) Annual Meeting attracted more than 1000 licensing professionals to discuss the impact of globalization. An exciting program featured speakers from around the world who presented the latest information on the growing importance of licensing in the global economy. This year's Annual Meeting also provided new opportunities for participants to identify and develop new business connections through integrated networking programs, including the LES Tech Fair, Power Networking and a new Technology Poster Session. Each of these elements contributed to a very successful and rewarding annual meeting.

The strength of LES (USA & Canada) is in the spirit of its volunteers, who dedicate countless hours to create and deliver a full range of Education programs, Meetings, and Networking events that make LES unique. Their work in 2008 enabled LES (USA & Canada) to continue to provide these valuable programs for licensing professionals, locally, nationally, and internationally.



LES (USA & Canada) President Thomas Picone and LESI President Adam Liberman



Catherine Sohn (left), Adam Liberman, Tom Picone, François Painchaud and Walter Copan listen to Dr. Uwe Reinhardt at the LES (USA & Canada) Annual Meeting in Orlando.

Industry, Professional and Regional Committees and Management Committee Reports

At the international level, IPR and Management committees have been established within LESI to gather and collate information of relevance to members' interests, to disseminate this to members by various means and to support their ongoing professional development, to provide interfaces for the membership with significant external organizations, and to make recommendations where relevant to the Executive Committee and the International Delegates for the efficient management of operations. Thus LESI may be said to have a matrix organization; along one axis are the national and regional societies of LESI, and along the other are the various committees of LESI, which draw their membership from these societies. The work done within a committee is coordinated by its chair or co-chairs assisted by its vice-chairs and members.

The individuals mentioned at the top of each report were in charge until and including the LES (USA & Canada) Annual Conference held in Amsterdam in September 2008. The slate given after the reports became effective after this meeting.

Industry, Professional and Regional Committees (IPR)

Americas

Co-Chairs: Catherine Jelinek and John Paul

Our committee has increased to more than 35 active members, representing all the societies in the Americas: including USA/Canada, Brazil, Argentina, Chile, Mexico, and Andean.

In August, the Americas Committee organized a week-long Latin American Innovation Tour. North American industry and university speakers traveled to Brazil, Argentina, and Chile to talk about licensing, tech transfer and collaborations between the North and the South. The speakers also had meetings with industry, university and government people in each country and were joined on the panel by local speakers. LES USA/Canada speakers included Mark Nawacki (Paladin Labs), Jim McCarthy (formerly Bristol-Meyers-Squibb and Eli Lilly), Bob Gruetzmacher (Dupont) and Linda Chao (Stanford University). Representing LES Japan was Chikao Fukuda (LESI President) who spoke about the activities of LESI and the benefits of joining the association.

For the 2008 LESI Annual Conference in Chicago the Americas Committee arranged the following workshops: Developments in Biofuels and Renewable Energy; New Ways to Jump-Start Innovation; Patenting and University-Industry Collaboration; and Healthcare Licensing in Latin America: Tools, Trends and Experiences. The committee has also provided a speaker for the Alternative Fuels miniplenary session, Dr. Sergio Trindade.

For the July 2008 LES Andean meeting, we arranged for Esteban Pombo Villar, Head of Strategic Alliance Management EU - Novartis Institutes of BioMedical Research, to speak in Colombia.

For the September 2008 LES Andean Annual Meeting, we helped arrange for Dwight Olson, former president of LES USA/Canada to speak.

For the 2008 LES USA/Canada Annual Meeting, we organized three workshops: Rules and Pitfalls of Access to Natural Genetic Resources in Latin America; University Research Collaboration across the Americas; and Clauses in a Licensing Agreement: Review of the Law and Practice in the Andean Group, Argentina, Brazil, Mexico and the U.S. The commit-

tee also provided a speaker for The Global Titans of Licensing and M&A plenary, Prof. Jose Luis Solleiro (UNAM-Mexico).

The Americas Committee will continue to grow and is creating a grid of involved members to help with planning. We will schedule another tour to Brazil, Argentina and Chile to take place in 2010, a tour to Mexico and possibly the Andean Communities in 2009.



The LESI Americas IPR committee gather at the LES (USA & Canada) Annual Meeting.

Copyright Licensing

Chair: Art Rose

Copyright Licensing Committee Members Luciano Daffarra and Arthur Rose presented a workshop at the LES (USA/Canada) Annual meeting in Orlando, Florida – October 19 – 22 titled “The Privacy Rights Challenge Facing the Copyright/IP Rights Licensor.” Barry Quest continues to work on the development of the Copyright Committee website. The Copyright Licensing Committee met at the LES International Delegates meeting in Chicago, on May 3, and at the LESI International Delegates meeting in Amsterdam on September 27. During each meeting the members present had a lively discussion of the copyright law developments in countries around the world.

The Copyright Committee prepared a review of David Nimmer's new book titled “Copyright Illuminated: Refocusing the Diffuse US Statue” for *les Nouvelles*. This review is expected to be published in the March 2009 issue of *les Nouvelles*. Helen Waug prepared an article on behalf of the committee titled “Keeping the Lid on Pandora's Box: A Practical Guide to Licensing Copyright for R&D Purposes in the UK.” This article is scheduled for publication in the December 2008 issue of *les Nouvelles*.

Luciano Daffarra will transition as new chair of the Copyright Licensing Committee.

Dispute Resolution

Chair: Russell E. Levine

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

2008 was a transition year for the committee. The leadership roles were transferred to the incoming chair, Russell E. Levine, P.C., CLP, and vice-chair Anita Leung. The committee met in Amsterdam and developed a series of potential initiatives to consider for 2009. We solicited volunteers for each initiative and felt that an initial focus on workshops and/

or mini-plenaries for 2009 would be the best way to increase interest in the committee and to provide substantive, educational content to LESI meeting attendees.

The committee is preparing and organizing a mini-plenary for the 2009 LES (USA & Canada) Annual Meeting in October in San Francisco. It will be called "Titans of Alternative Dispute Resolution." This will be a unique opportunity for licensing executives to hear directly from some of the world's leading ADR experts. The distinguished panel will educate attendees on ADR generally, the types of ADR mechanisms, how to increase chances for a successful ADR, and best practices when participating in an ADR procedure. They will also discuss issues relating to the best time to conduct ADR and what arbitrators/mediators find most useful when preparing for the ADR.

European

Chair: Jean-Christophe Troussel

The European Committee held two face-to-face meetings in 2008: one in Chicago and one in Amsterdam. The Amsterdam meeting was attended by a wealth of members coming from most of the relevant countries and signaled the kick-off of a revitalization of the committee.

In Amsterdam, the European Committee hosted two workshops: (i) its' now famous case study on patent litigation in Europe, with five patent litigators as panelists coming from five different member states; (ii) a workshop on antitrust issues, especially patent pooling and patent ambush, with panelists from the software industry and the academic world. Considering the interest shown to the topic, antitrust workshops will be repeated in the future.

The European Committee is currently organizing itself in five different taskforces: (i) antitrust (ii) legal harmonization in Europe (iii) relationship with EU Commission (iv) relationship with EPO (v) and CEE. These taskforces are currently being staffed and will be assigned specific missions.

In cooperation with the Public Relations Committee we are currently considering submitting (i) a response to the EU Commission's questionnaire on its current block exemptions for R&D and specialization (horizontal) agreements; (ii) comments on the EU Commission's preliminary report on its inquiry in the pharma sector (this project would be carried on in co-operation with the Life Sciences Committee).

In terms of our relationship with the EPO, Mrs. Alison Brimelow decided, at the occasion of her participation as a keynote speaker in Amsterdam, to further strengthen the links with LESI by appointing Mr. van der Eijck as the EPO's main contact person with LESI. We continued to provide the EP Academy with speakers for their events.

IT and E-Commerce

Co-Chairs: Alfred Chaouat and Kei Konishi

The LESI IT and E-Commerce committee is working on stimulating common interest in cutting edge information technology, consumer electronics, telecom and E-Commerce industries, and providing attractive networking and informative education for intellectual property and licensing professionals within LESI. We aim to share various experiences across these different industries. We have 30 members from diverse countries and professions.

2008 featured highly controversial topics in our industry, namely IP valuation and open source software issues. At the 2008 LESI Annual Conference in Chicago, the committee organized one mini-plenary concerning IP valuation from various aspects and context, namely pre-filing application, licensing and buying patents, and M&A. We also organized a workshop concerning open source software and patent

issues from a perspective of significant open innovation trend among industries, touching on GPLv3 which now incorporates explicit patent licensing provisions, co-sponsored by the IT and E-Commerce committee of LES USA and Canada. Thanks to the informative workshops, our committee has successfully recruited new and active members.

IT, CET Telecom and E-Commerce industries are currently seeing a change in IP and licensing practices. The IT industry is facing so-called patent thicket situations. The CET and Telecom industries are facing technical standards and patent pooling issues with open questions of "fair, reasonable and non-discriminatory royalty." Open source software is now here to stay in the IT, CET Telecom and E-Commerce industries because in practice, these industries need open source software as infrastructure in the framework of "Open and Collaborative Innovation." IP valuation and IP trading are other big issues we are facing. We will continue to seek for further clarification to understand these situations.

2009 will feature piracy and counterfeiting in the context of internet auctions and web-based transactions. During the 2009 LESI Annual Conference in Manila, the IT and E-Commerce committee will organize one workshop concerning such these issues from legal and business perspectives. Seeking efficient and optimized IP valuation to sell and buy IP is another key issue, following the 2008 mini-plenary session. During the 2009 USA and Canada Annual Meeting in San Francisco, the committee will organize a mini-plenary session concerning the IP market place, particularly in consumer electronics technologies industries, possibly collaborating with the IT and E-Commerce Committee in the High Tech Sector of LES USA/Canada. We will host networking dinners in the forthcoming conferences as always. For all LESI members who are interested in joining the IT and E-Commerce working group, please contact the chair.

Management Committees

Communications

Co-Chairs: Art Nutter and Alan Lewis

The Communications Committee had another extremely busy year in 2008 under the direction of co-chairs Art Nutter and Alan Lewis, and its board liaison Kevin Nachtrab.

www.lesi.org grew and improved significantly this year with the dedicated attention of Steve Poile. New online activity monitoring tools were created, which helped to ensure that all national societies were maintaining their current membership directory information and monthly reporting of website activity for their members.

les Nouvelles continued its rise in international stature as a professional journal with the addition of an improved peer review system and more advertising. A new feature, author of the week, highlighted authors of *les Nouvelles* articles on the web. Articles were posted for online review and comment, and the authors were encouraged to answer questions posted by readers. This improved international visibility for both the authors and their points of view.

A new look and feel for *www.lesi.org* is being pioneered this year. Watch for its release in 2009.

The membership directory CD was produced on time for delivery in the June issue of *les Nouvelles*. Cross-platform functional compatibility was validated by a third-party.

Checklists for the duties of all leadership roles in LES International were created and posted on the web site.

LES International and LES (USA & Canada) coordinated committee memberships and activities this year. This coordination resulted in improved performance for the LES international meeting held in Chicago in May.

A new brochure and tradeshow booth for LES International was produced and can be shipped to a conference to represent LESI when no one can attend.

Endowment

Co-Chairs: Dwight Olson and Nabil Salame

In 2008, the Endowment Committee held two meetings; the first took place in Chicago and the second in Amsterdam. The committee had the chance to discuss several aid requests and made a contribution of \$30,000 to support the international component of the Graduate Student Business Plan competition as such projects are very important for LESI.

The committee has also started reviewing some aid requests for 2009, and approved a further contribution of \$30,000 for the business plan competition.

As of September 2008 and for 2009, Dwight Olson and Nabil Salamé will be serving as co-chairs and Rodolfo Martinez as vice-chair.

External Relations

Chair: Art Rose

The External Relations Committee attempted to initiate and reactivate contacts with organizations- making brief encounters, exchange ideas and intensify the cooperation by developing some common projects.

Willy Manfroy established contact with Cynthia Cannady, former director at the World Intellectual Property Organization (WIPO). She was

invited to participate in the LES Pan European Meeting in Amsterdam. Ms. Cannady and ERC suggested that we move forward with a fresh MOU to invigorate and continue the collaborative efforts between the two organizations. The committee will follow-up with the MOU and try to create an IP commercialization training program for use in less developed countries. During the meeting, a focus was placed on encouraging WIPO to accept IP commercialization as an appropriate WIPO subject (e.g. LES can offer practical licensing skills training and in return WIPO will be able to offer membership expansion).

An informal meeting was held between Jayashree Watal, counselor of the intellectual property division of WTO and Sun Ryung Kim of the External Relations Committee at the AIPPI Conference in Boston. Ms. Watal invited us to contact her for first talks and asked to be the contact point between WTO and LESI. The ERC will follow up with her and evaluate some case studies that might benefit both organizations.

The Vice Chair of ERC, Sun Ryung Kim attended the Seoul International Conference by LES-Korea and AIPPI-Korea in October as non-official representative in Seoul. Mr. Paul Liu, vice-president of AUTM and past president of LES Chinese Taipei expressed an interest in accepting the official invitation to the LESI Conference in Manila 2009.

Sun R. Kim of ERC attended the AIPPI Executive Committee Meeting in September 2008 in Boston. Mr. Stephan Freischem, deputy secretary general of AIPPI, expressed interest in developing a joint education program in the future.

Industry-University Government Transactions

Co-Chairs: Walter Copan and Regula Altmann-Johl

The Committee exists for the purpose of networking and professional development in technology transfer between industry and centers of public sector research (abbreviated to IUGT). Its activities are directed to: enhancing the effectiveness of innovation management and technology commercialization by identifying proposed solutions to barriers; exchanging best practices internationally; providing a focus to LES members specifically engaged in IUGT through networking and forums for discussion; improving the professional skills of LES members engaged in IUGT; working as a liaison with other organizations interested in IUGT having complementary objectives to LES; organizing workshops and other sessions at LES meetings; attracting new members to LES from industry and centers of public sector research; and informing governments and NGO's toward the adoption of policies favorable to effective IUGT, having due regard to the difference between commercial and academic constraints and priorities.

The IUGT Committee continues to provide significant program offerings to a diverse set of members. IUGT presented a series of four workshops for the LESI Annual meetings in Chicago (May 2008), four workshops at the Pan-European meeting (Amsterdam Sept. 2008) and major regional meetings jointly with LES USA-Canada, including the meeting in Orlando (Oct. 2008). Programs are planned as a part of the Pan-European Conference in Copenhagen (May 2009) and the LESI Annual Meeting in Manila (June 2009). Planning for the 2009 LES USA-Canada Annual Meeting in San Francisco (October) is already underway. During the Manila meeting, emphasis will be placed on the status of "Boyh-Dole type" legislation in the Asia region. IUGT programs explore recent trends and developments in open innovation, technology transfer from universities and government research institutes around the world. Legal changes, practices and commercial trends are noted and analyzed and they provide new insights for successful innovation management and technology commercialization. The program planning of LESI IUGT

involves input from corporations, universities, research institutes, licensing and commercialization organizations internationally, with the goal to enhance the effectiveness of technology transfer at the public - private interface.

In addition to these presentations at LES Meetings, the IUGT Committee has identified a number of projects to support its objectives. These projects include formulating a set of best practices in IUGT and technology transfer, creating an on line summary of employee ownership issues on an international basis, and to collate interest links for the LESI website that the committee considers relevant to member's interests in the field. Further, IUGT considers it important to develop and maintain strong connections with complementary organizations e.g. UNITT, ASTP, AUTM, with a longer term view of developing suitable MOU's to facilitate cooperation that ultimately benefit LESI members.

Representing LES and its member societies, IUGT collaborates in technology transfer matters with other societies and government authorities internationally. Many IUGT representatives also serve in active leadership capacities in other international technology transfer societies, such as UNITT (Japan), ASTP (The Association of Science and Technology Practitioners - EU), the Association of University Technology Managers (AUTM) and the Federal Laboratory Consortium (USA), and thereby promoting new partnerships.

IP Maintenance

Chair: Fiona Nicolson

The IP Maintenance Committee has been busy focusing on having LESI Trade Mark Agreements and Amendments approved and signed before the Delegates Meeting in September. This is a goal of the LESI President. Thank you to all societies who responded to requests for signature in the last few months. The Swiss and Singapore Societies have signed the Agreement in recent months but some licenses remain outstanding as of this report including: Andean Community, Austria, Chile and Poland. There are ongoing discussions with Germany and USA and Canada, but I hope things will be concluded soon.

The committee has a web page on the LESI web site which is regularly updated to include details of the LESI trade mark portfolio and signed agreements. The page also includes a style guide which gives advice on how the LESI marks should be used by members. Member societies should refer to this guide as it the goal of the committee and the LESI Board to ensure consistent use of our marks throughout the world.

Brinks Hofer Gilson & Lione continue to provide helpful advice and support on the portfolio. In recent months decisions have been made with a view of streamlining the portfolio but ensuring that important LESI trademarks currently used by societies are protected.

Long Range Planning

Co-Chairs: Ron Grudziecki and Paul Germeraad

The committee's efforts have been to identify long range global business and licensing trends that affect LESI membership and program success. To this end interactive planning sessions were held at the January 2008 and May 2008 LESI meetings. These sessions involved all participants working in small groups to identify over-reaching trends and appropriate LESI responses to them.

These areas were:

- 1) How do we increase membership: four key areas were identified; each area had suggestions that could be immediately acted upon.
- 2) Communication between LESI leadership & individual members: six sub-areas were identified; several areas of immediate action were found.
- 3) Delegates roles: general issues were identified but there were no short-term suggestions to implement.
- 4) Committees: areas of strategy, process, and metrics were proposed;

several short term suggestions were found.

- 5) International meetings: areas to continue and improve were identified.
- 6) Local society needs: three key areas were identified, (1) material needs from LESI, (2) policy needs from LESI, (3) needs to be worked on locally.
- 7) Non-participating societies: three thoughtful elements of action were created.

Work is now focused on implementing the suggestions obtained. The goal is to improve the strategy and operations of LESI so a robust international organization results.

Membership

Co-Chairs: Ernesto Cavalier and Marek Lazewski

In 2008 the Membership Committee worked on several projects, including: developing a tool to pro-actively monitor the status of member societies. The committee developed a list of factors on which information is gathered long-term. This will allow LES to have greater knowledge about the situation of various member societies and to be able to promptly assist them in future efforts.

We also offered a PDS-style program on business planning for member societies.

Lastly, we are overseeing admission progress by ATLET – the Turkish group of licensing professionals. The group has a growing membership, has already organized 3 events and there are good prospects of the LES family growing in the near future.

Patent & Technology Licensing

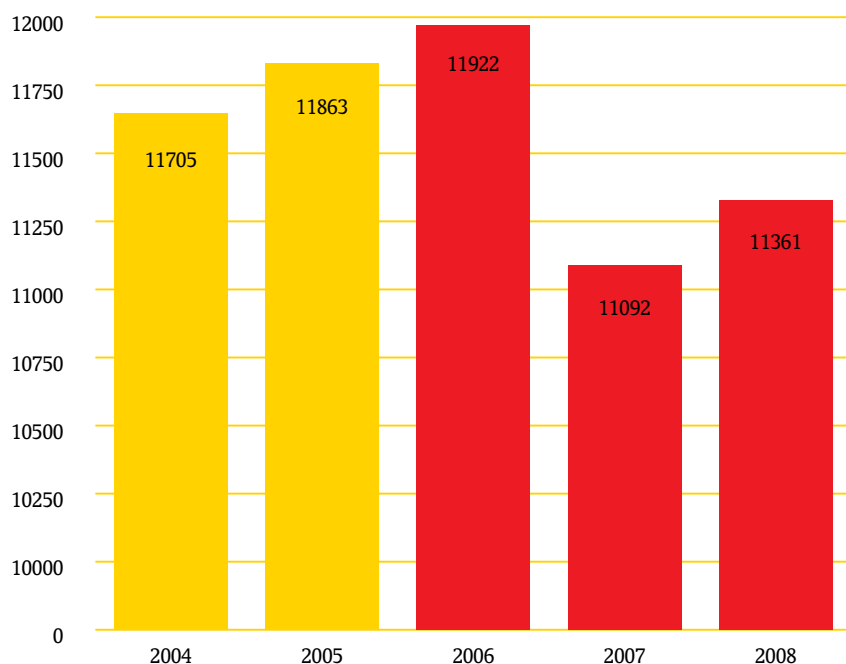
Co-Chairs: Mark Horsburgh and Raul Hey

The co-chairs and vice-chair met for the first time in Orlando to plan committee activities for 2009, and as a result, a workshop proposal was prepared to be presented for inclusion in the Manila meeting in June.

The idea of this workshop is to have a moderated discussion of world best practice of patent evaluation, going beyond only financial valuation, considering that there are many non-monetary factors that are relevant to determining the value of a patent or patent portfolio. Potential speakers are already being contacted.

Membership Development

LES Society	Number of members on		
	31-12-2007	31-12-2008	% increase
Andean Community	52	66	22%
Arab Countries	120	123	3%
Argentina	33	45	27%
Australia & New Zealand	388	531	27%
Austria	94	97	4%
Benelux	340	380	11%
Brazil	72	71	-1%
Britain & Ireland	500	545	9%
Chile	135	28	-80%
China	198	205	4%
Chinese Taipei	79	97	19%
Croatia	45	45	0%
Czech Republic	33	33	0%
France	346	407	15%
Germany	652	717	10%
Hungary	46	47	3%
India	28	30	7%
Israel	41	39	-5%
Italy	264	327	20%
Japan	663	663	-.5%
Korea	41	85	52%
Malaysia	30	50	40%
Mexico	47	51	8%
Philippines	76	65	-15%
Poland	26	27	4%
Russia	70	81	14%
Scandinavia	385	404	5%
Singapore	74	82	10%
South Africa	171	176	3%
Spain & Portugal	100	106	6%
Switzerland	292	301	3%
USA & Canada	5,652	5,437	-4%
Total membership	11,092	11,361	3%



Slate of chairs, vice-chairs and the Board of Directors Liaison for 2008 – 2009

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

Societies and their Presidents in 2008

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Gold Medal Award Winners

1971	Dudley Smith	LES (USA & Canada)
1973	Basil J.A. Bard †	LES Britain and Ireland
1976	John Gay †	LES Britain and Ireland
1977	Marcus Finnegan †	LES (USA & Canada)
1980	Jaques Gaudin	LES France
1982	Bertil Hedberg	LES Scandinavia
1986	John Stonier	LES Australia and New Zealand
1988	Bill Poms	LES (USA & Canada)
1989	Henry Hodding †	LES Britain and Ireland
1990	Michiko Ariga †	LES Japan
1992	Des Ryan	LES Australia and New Zealand
1994	Ken Payne	LES (USA & Canada)
2000	Larry Evans	LES (USA & Canada)
2002	Oliver Axster	LES Germany
2003	Akira Mifune	LES Japan
2004	Heinz Goddar	LES Germany
2006	Thierry Sueur	LES France
2006	Rodney De Boos	LES Australia and New Zealand
2007	Mel Jager	LES (USA & Canada)
2007	Robert Goldscheider	LES (USA & Canada)



Attending the Pan European Conference were 3 Gold Medalists: Ryan, Stonier and De Boos. Each are also Past-Presidents of LESI. From left, Mr. and Mrs. Des Ryan, Mr. and Mrs. John Stonier, Mr. and Mrs. Adam Liberman, Mr. and Mrs. Rod De Boos.

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

LES International Board of Directors 2008-2009

Adam Liberman	President	LES Australia and New Zealand
Chikao Fukuda	Past President	LES Japan
Pat O'Reilly	President-Elect	LES (USA and Canada)
Yvonne Chua	Vice-President	LES China
Clarisse Escorel	Vice-President	LES Brazil
Felix Grether	Vice-President	LES Switzerland
Kevin Nachtrab	Vice-President	LES Benelux
James Malackowski	Secretary	LES (USA and Canada)
Peter Hess	Treasurer	LES Germany
Arnaud Michel	Legal Counsel	LES France
James Sobieraj	Legal Counsel	LES (USA and Canada)

The 2008-2009 Board from left to right: Chikao Fukuda, Past President; Kevin Nachtrab, Vice-President; Yvonne Chua, Vice-President; Jim Sobieraj, Counsel; Adam Liberman, President; Clarisse Escorel, Vice-President; Jim Malackowski, Secretary; Arnaud Michel, Counsel; Pat O'Reilly, President-Elect and Peter Hess, Treasurer.



LES International Conferences in the future

Date	Organized by	Location
11 – 14 April 2010	LES South Africa	Sandton
4 – 8 June 2011	LES Britain & Ireland	London

LES Websites

LES International at www.lesi.org
LES Andean Community at www.lesandina.org
LES Arab Countries at www.lesarab.org
LES Australia and New Zealand at www.lesanz.org.au
LES Austria at www.les-austria.at
LES Benelux at www.les-benelux.org
LES Brazil at www.lesbrasil.org.br
LES Britain and Ireland at www.les-bi.org
LES Chile at www.sociedadchilenalicenciamiento.cl
LES China at www.leschina.cn
LES Chinese Taipei at www.lesct.org.tw
LES Croatia at www.usl-les.hr
LES Czech Republic at www.les-czechrepublic.com
LES France at www.les-france.org
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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-europe.org/spain-portugal
LES Switzerland at www.les-ch.ch
LES (USA & Canada) at www.lesusacanada.org

LESI Service Directory

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

The link listed in the directory may be accompanied by very brief descriptive information such as "Licensing Consultants in Paris, France specializing in biotechnology" or "a Research Organization based in Melbourne, Australia with offices in other countries". There will be a charge of US\$ 150 for each link accepted on an annual basis. All links are only accepted on the understanding that LES does not endorse or accept responsibility for any views expressed or any material contained in the linked site. Any requests for information on this kind of links should be sent to links@lesi.org.

Finances per 31 December 2008* in US\$

Revenues

Annual Dues paid by Societies	398,475	
<i>les Nouvelles</i> and Membership Directory	330,165	
<i>les Nouvelles</i> Income	25,680	
Meeting Revenue	102,570	
Publication Royalties	319	
Trademark Income	1,146	
Directory Income	70	
Investment Income	36,062	
Royalties Endowment	4,346	
Other Income	335	
Total Income		899,168

Expenses

LESI Directors Expenses	79,662	
LESI Delegates and Board Meetings	168,276	
LESI Committees	76,166	
Communications	9,092	
Publications	332,729	
General and Administrative Costs	189,531	
Endowment Projects	30,000	
Total Expenses		855,456

Excess of Revenue over Expenses **43,712**

Current Assets

Cash in Bank	1,078,124	
Cash in Bank Endowment	201,493	
Accounts Receivable	14,191	
Prepaid Expenses	6,213	
Short Term Investments	894	
Advance - LES South Africa	10,000	
Current Assets		1,310,915

Other Assets

Long-Term Investments	40,710	
Total Assets		1,351,625

Current Liabilities

Accounts Payable General	47,595	
Advance Dues and Registrations	12,084	
Due to LES	73,405	
Total Liabilities		133,084

Fund Balance **1,218,541**

Total Liabilities and Fund Balance **1,351,625**

*Audited



Peter Hess; Treasurer for 2008-2009

LICENSING EXECUTIVES
INTERNATIONAL

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James Malackowski, Secretary
2008-2009

Colophon

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