

# ANNUAL REPORT

## 2016-17



LICENSING EXECUTIVES SOCIETY  
INTERNATIONAL



## 4Cs: Consolidation, Competition, Continuity and Connections



Patricia A. O. Bunye,  
President LESI 2016-2017

My dear LESI friends:

It is with much gratitude that I look back to the eleven months that I served as President of LESI. Working closely with many of you has given me a deeper appreciation of the passion, commitment and hard work that you put into LESI, and how our collective efforts are required to ensure that LESI remains the preeminent professional organization in the field of licensing.

As I began my term at the end of the 2016 Beijing meeting, I outlined my plan to devote the limited time that I had to 4Cs: consolidation, competition, continuity and connections.

### Consolidation

Recognizing that LESI has many strengths to build on and that my predecessors have laid a strong foundation, much work has been devoted to identifying what we do well and streamlining existing processes and practices. This required taking an honest look at our inefficiencies and the concerns that are raised time and again by our national societies and their individual members. Thus, my Winter Planning Meeting (WPM) in Lisbon tapped the expertise of our International Past Presidents, who generously shared their experiences, particularly how they dealt with the challenges during their respective presidencies and their thoughts on the recurring issues that face every LESI President.

One such recurring issue is how to energize our international committees and to encourage active and meaningful participation by all committee members. An important initiative in this regard is being spearheaded by Vice President John Paul, who has presented a "Committee Strategy" designed to actively engage the committees in LESI's planning process in order to more effectively define and accomplish our most important priorities through greater coordination between the LESI Board and the committee leadership, thereby achieving better program and project implementation.

This involves, among others, making the LESI calendar work for us. For example, before each WPM, the Board should have already prepared a list of strategic priorities to be discussed, refined and finalized with other leaders at the WPM. Between the WPM and the Annual meeting, the committees would prepare an annual plan, priorities & scheduled actions. We will continue the practice of the Board meeting with committees during the Annual Meeting, and the committees holding their own meetings. It is acknowledged that committees need to be better prepared for their in-person meetings as we all travel great distances and take valuable time to be present. During the year, the Board, particularly Board Liaisons to the committees follow up and report on committee progress, and ensure that the required adjustments are made to accomplish priorities.

### Competition

Faced with fierce competition from other intellectual property organizations which may be seen as having more attractive programs or other offerings that compete for the time and attention of our members, it is more than ever imperative for us to differentiate LESI from other organizations and to clearly communicate what the LESI brand stands for.

My predecessor Jim Sobieraj focused his term on the LESI value proposition and its four main deliverables: Meetings, Publications, Communications and Education. This special focus on these deliverable continued during my term with the support of the Board Liaisons to these committees.

The Meetings Committee, led by Sergey Dorofeev and Hayley French, with the guidance of their Board Liaison Fiona Nicolson, did a tremendous job

in working with the Paris 2017 Organizing Committee to deliver an Annual Meeting attended by at least 650 participants that showcased the best that LESI has to offer: an interesting and thought-provoking program, topnotch speakers, and networking events and an accompanying persons program at the most marvelous locations in the City of Light. The Annual Conference is indeed our premier offering in that it gathers the key players in our field to share knowledge, identify and solve problems, project and predict future developments, and facilitate connections. Our Paris Meeting certainly hit all these targets. Special thanks and felicitations to LES France President Anne-Charlotte Le Bihan; Laurence Le Texier, Chair of the Programme Committee; Charlotta Ljungdahl and Elisabeth Lemaitre, Co-Chairs of the Organizing Committee, and their entire team. It is also noteworthy that the Paris Meeting was immediately followed by the the Global Technology Impact Forum [GTIF] which was generously hosted by the French Patent Office [Institut National de la Propriété Industrielle or INPI] and held on World Intellectual Property Day—a fitting celebration of "Around the World with LES." Kudos to Mark Wilson for his tireless efforts in organizing the GTIF for several years now.



LESI International leaders at SIPO.

The Publications Committee headed by Sun Kim put together a number of well-received theme issues of *les Nouvelles* which exemplified LESI's thought leadership on the chosen topics.

The Communications Committee, led by Hector Chagoya and Michael Lechter, sought ways to improve the website and the communication tools available to the Board, the committees and the national societies. One issue that we will continue to devote attention to beyond the 2016-17 term is the prohibition that exists in some national societies against direct communications from LESI to individual members which limits LESI's ability to deliver certain important information in a timely manner.

The Education Committee's co-chairs, Martin Schneider and Janet Pioli, were recognized for their exemplary work in meeting our goals for educa-



Incoming LESI President-Elect, Peter Hess, receives the gavel from President, Patricia Bunye at the LESI Conference in Paris.

### President's message, continued from page 2

tion, including, among others, developing a licensing course for China in cooperation with China's State Intellectual Property Office; working closely with the appointed National Society Education Coordinators; completing and updating an Education Calendar that is available to all; and updating our various courses.

#### Continuity

The 2016-17 Long Range Planning Committee (LRPC) chaired by Thomas Adocker did outstanding work in drafting a comprehensive Strategic Plan based on the results of the survey completed conducted by the 2015-16 LRPC chaired by Russell Levine.

The LRPC's recommendations were shared with the National Presidents and discussed during various regional teleconferences. Based on these, the LESI Board, at its meeting in Vancouver in October 2016, agreed to pick three things to prioritize for the remainder of the year, namely: more frequent communications; maintaining and increasing membership (which includes increasing the number of young members and increasing industry members); and putting on attractive and relevant meetings, which are, not coincidentally, aligned with LESI's top four deliverables.

The detailed recommendations and the corresponding action items were presented at the 2017 WPM in Bangkok. Copies are available upon request, and national societies and committee leaders are urged to consider them in preparing their own plans.

At the 2017 WPM in Bangkok, we built on the existing National Presidents Council by expanding the grouping to include other national leaders such as the Secretary and Treasurer, and held a "National Leaders Meeting." This meeting, which was held on the day before the WPM, focused on the topics of institutionalization of best practices, the development of leadership manuals and checklists to aid in succession planning. Case studies were also presented on the specific strategies employed a large/established society (USA/Canada and Japan), a medium-sized society (Italy) and a small/new society (Thailand), specifically their minimum requirements for a healthy and sustainable society.

The Young Members Congress (YMC) continues to astound us with their energy and enthusiasm in organizing events throughout the LESI world, and is truly a pipeline for fresh ideas and a fertile ground for a new generation of LESI leaders.

#### Connections

During my term, I tried to visit as many national and regional societies to bring LESI closer to our members. I realized it was necessary for me to reach out considering that barely 0.05% of our total individual members worldwide are able to come to our annual international conferences.

Indeed, meeting our members throughout the world was the most enjoyable and rewarding part of the job as LESI President. Each national and regional society brings a distinct flavor and perspective, and contributes to a diverse and vibrant LESI.

I had the privilege of visiting (in chronological order) LES India for their conference on IP startups in Bangalore; LES South Africa for their 2016 Annual Conference in Pretoria; LES Scandinavia for their 2016 Annual Conference; LES France for their General Assembly in Paris (giving me a preview last December of what to expect at the Annual Conference in April); LES Thailand for their Annual Meeting, as well as the 2017 WPM; LES Japan for their General Assembly and a visit to the Japan IP High Court; LES Brazil which hosted the LES Latin America Conference in Rio de Janeiro; and LES Chinese Taipei for their 15th Workshop on Licensing Updates and Case Studies.

I likewise attended the LES Pan European Conference in London and the LES (USA & Canada) Annual Conference in Vancouver.

I also had the pleasure of representing LESI at the American Intellectual Property Law Association (AIPLA) Annual Conference in Washington D.C. and the Asian Patent Attorneys Association (APAA) Council Meeting and Presidents' Luncheon in Bali.

It was a hectic year, but an experience that I will always treasure. It was an honor and privilege to serve, and I ask for your understanding for any shortcomings.

I wish our new President Peter Hess every success and the same fulfillment I derived from the role. His theme "Strong IP Drives the Bottom Line" is certainly very timely and recognizes the rapidly changing IP landscape. It is certainly a time to give prominence to the role and the value of IP in our knowledge society.

Heartfelt thanks also go to the 2016-2017 Board Members Peter Hess, Jim Sobieraj, Fiona Nicolson, Eduardo Souza, Audrey Yap, Ichiro Nakatomi, Omer Hizioglu and John Paul; Board Counsels Emmanuel Gouge and Russell Levine; and Executive Administrator Chris Katopis. I would be remiss if I did not thank my home society, LES Philippines, and the many LESI friends I have made throughout the years, particularly in the Asia Pacific national societies. Indeed, with my involvement in LESI, I can say that there is an LES friend in almost every part of the world who I would not hesitate to call, whether for a professional or personal matter.

Once again, my sincerest appreciation.

Maraming salamat! Mabuhay!

Patricia A. O. Bunye, President LESI 2016-2017



Patricia A.O. Bunye with LES Philippines friends at the 2017 Paris Meeting.



Patricia A.O. Bunye with LESI leaders and friends at the 2017 Paris Meeting.

LES SOCIETY	COORDINATOR	EVENTS HELD
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 2017 - Photo Gallery

### LES Arab Countries (LES-AC)



Group on left, Barhoum Yacoub, Intellectual Property Senior Officer; Tamar Mihyar, Financial Senior Officer; Ibrahim Salah, Intellectual Property Marketing Officer; Shadi Rahim, Training Officer. Group on right, Mohammad Malaji, Human Resource Senior Officer; Oday Alqasem, IT Senior Officer; Amro Hat-tab, Intellectual Property-Executive Director; and Naheel Abdullah, Canadian International School Manager-Amman.



From left, Ghada Obaid, Domain Names Officer; Doa'a Ghatasheh, Intellectual Property Assistant Officer; Islam Adi, Intellectual Property Assistant Officer; Fadi Kayyali, Intellectual Property Senior Officer; Ammar Ziad, Business Development/LES-AC; and Eng. Bashar Shwaikeh, Trainer.

### LES Argentina



From left, Ignacio Bereterbide, Verónica Canese, Gustavo Schötz, Luciana Orteli, and Gustavo Giay.



Dr. Gustavo Schötz presents plans.



Luciana Orteli speaking at ATW.

### LES Austria



Alexander Cizek



Speakers at the LES Austria World IP Day Program.



Karin Hofmann



Participants listening to speakers at the event.

### LES Benelux



LES Benelux and AIPPI celebrate at The Skylounge.

### LES Brazil

From left, Artur Schaal, Jorge Avila, Juliana L.B. Viegas, Lesley Millar-Nicholson, and Ronaldo Pires.



From left, Eduardo do Courto e Silva, Bianca Bocage, Karina Müller, Eduardo Zylberstajn, and Tiago Maluta.

## More Around the World 2017

### LES Britain & Ireland



LES Scotland event at Home Restaurant in Edinburgh.

### LES Czech Republic & Slovakia



Vojtěch Chloupek



IP management was the focus of the panel discussion.

### LES Italy



From left, Patricia Bunye, Past-President of LES International; Mattia Dalla Costa, President of the LES Italy Chapter; and Gudrun Hager, Austrian Trade Commissioner in Milan.

### LES Hungary



Participants attending World IP Day in Hungary.

Presenters, István Molnár and Eniko Karsay.



### LES Spain & Portugal



World IP Day event held in the Spanish Patents and Trademarks Office.

### LES Thailand



Teerin Charoenpot, Nuttaphol Arammuang, Tanit Changthavorn, Alan Adcock, Siraprapha Rungpry, Kitisri Sukhapinda, Brendan Hanley, Mia Mikic, Darani Vachanavuttivong, Rutorn Nopakun, Panassaporn Ratananon and Morakot Thanapongporn.

## 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 2017 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)

LES Arab Countries (LES-AC) has witnessed increased activities in 2017. (LES-AC) held "Training of Trainers (TOT)" course certified from the Institute of Leadership and Management (ILM) many times throughout the year in cooperation with the Arab International Society for Management Technology (AIMICT).

LES-AC signed a mutual cooperation agreement with the Global Intellectual Property Convention (GIPC) in March, 2017 for holding the next GIPC event to be held in Goa—India in January 2018. This agreement will significantly promote LES-AC services in new regions and will enable the Society to enter new markets as well as recognizing LES-AC as a "supporting partner" for GIPC 2018 conference.

In April 2017 (LES-AC) in cooperation with Abu-Ghazaleh Intellectual Property (AGIP) held "Business Writing Skills" course at Talal Abu-Ghazaleh International University in Amman—Jordan.

On April 26, 2017, LES-AC and on the occasion of World IP Day, organized a workshop in with Abu-Ghazaleh Intellectual Property (AGIP) and the Arab Society for Intellectual Property (ASIP) entitles "Interaction between IP Rights and Pharmaceutical Products." Participants at the workshop dealt with various IP relevant issues; AGIP Executive Director Mr. Charles Shaban gave a presentation on trademark registration in the Arab countries. Jordan Food and Drug Administration (JFDA) Legal Advisor Mr. Wael Armouti talked about data exclusivity for biological products. Managing Director of Intellectual Property Commercialization Office (IPCO) Dr. Mohammad Al Jafari discussed patent commercialization of the true value of the invention. AGIP Patent Manager Ms. Nadeen Nusair gave a presentation about patent search, types and search mechanisms. Ms. Maha Shaban from the International Business Legal Associates talked about the legal measures against counterfeiting of pharmaceuticals under the Jordanian legal system.

In November 2017, LES-AC held its 2017 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. Dr. Abu-Ghazaleh stressed the importance of establishing an Arab federation for innovation and pioneering investment for the exchange of knowledge and experience, to work as a network connecting all interested persons and competent specialists and to raise awareness and influence decision makers.

### LES Austria

At the beginning of the year, on January 27, 2017, LES Austria held its annual general meeting which was, as it has become a tradition, followed by a dedicated panel.

In 2017, the panel discussion was about the "Unified Patent Court" and the "Unitary Patent." The presentation was held by Thomas Adocker, IP lawyer from Vienna and Board Member of LES Austria.

Furthermore, a big highlight took place on May 2, 2017 at the Vienna University of Technology, in a wonderful rooftop conference room with great view. About 100 participants attended the event "Enforcement of Patents." Renowned panellists and speakers from industry, patent attorney firms and law firms as well as from an appeal court discussed legal and practical aspects of how to best enforce patents in Austria.

Dr. Hinger, appeal judge at the Higher Regional Court Vienna and specialized in IP matters, referred about the latest developments in the case law of his court and the course of Austrian patent proceedings in general. Patent attorney Huhn held a presentation regarding patent infringement proceedings in Germany. Pierre Treichel talked about the Unitary Patent and the Unified Patent Court.

Mr. Freiburger from the Austrian company Secop—specialized in advanced compressor technologies—held a presentation regarding enforcement of patents in the industry praxis and the influence of patent litigation on the R&D process. Last but not least, Michael Freidl from the Karl-Franzens-University of Graz talked about problems of universities and other research entities in regard to an enforcement of patent infringements and approaches for a solution of such problems. The discussion was completed by a panel discussion and a get-together with snacks and drinks.



Alexander Cizek



Karin Hofmann speaks at Vienna University of Technology.



Panelists and speakers at the event "Enforcement of Patents," at Vienna University of Technology.

### LES Benelux

#### The LES Benelux Leadership

The strong tradition of LES Benelux has continued to offer interesting topic days and networking events for its members in 2017.

The LES Benelux Board comprises people from a wide range of backgrounds, all active in the world of licensing. This means that in serving the members, we aim to reflect as many current issues and hot topics as possible in our topic days. As well as representing a triumvirate of territories-Belgium, the Netherlands, and Luxembourg—its Board has a true LESI dimension in that several additional nationalities are represented-Belgian, Dutch, English, French, German, Scottish, and Swedish. The legal fraternity is well represented by Bill Bird, Jean-Christophe Troussel and Patrice Vanderbeken. We have also just appointed a 4th lawyer, Juriaan Janssen, from Amsterdam, and perhaps known to some from the annual Benelux Licensing Course. Industry also shares its active leaders in Dean Gordon, Peter Büro, Andre Clerix and Guillemette Vital-Durand. Andrea Kamage also agreed to join our program Committee, further strengthen our volunteer community with great experience on organising events in this sector. The patent profession brings a truly international dimension (German national, Dutch based, working for a UK firm) in Achim Krebs while the university TTO sector has longstanding Board contributor, Nicole Atheunis together with Laura MacDonald.

We said farewell to one of our longest serving Board members- Nicole Atheunis, at a delightful dinner in the Faculty Club in Leuven, where Nicole accepted honorary membership in recognition of her long years of active support in the Society.

As of January 1st 2018, the Presidency of LES Benelux passes from Laura Macdonald to Bill Bird, who has been a committed active volunteer on the Board and Program Committee of Benelux for many years. Bill is also one of the founding fathers of the annual Licensing Course. We look forward to his leadership of the Benelux Chapter.

#### Themes and Topics Being Highlighted by LES Benelux

"Between Scylla and Charybdis: the cross-border effect of patent law and export compliance" was the intriguing title of the

first topic day in January 2017. The subject matter comprehensively explored the different challenges faced in practice when trying to balance commercial and legal drivers for transnational deals. We were grateful to our speakers who covered a range of different perspectives demonstrate how they each view and value IP-from corporate licensors, licensees, advisers and regulatory experts.

In March 2017, we ran an event inspired by a topic day hosted at IMEC, Leuven (December 2015) entitled “IP Licensing in Mobile Applications” which led focusing on the more complex legal issues involved in licensing such IP and business ventures, entitled “**Mobile Apps- Compliance from Legal, Contractual and Regulatory Point of View.**” Attendees included return visitors as well as newcomers keen to learn and share about this fast developing topic.

LES Benelux continued its informal tradition to celebrate **World IP Day** in April, 2017 by inviting members and friends to share a social networking opportunity, to catch up with one another and raise such a toast. We shared the event with our Dutch and Belgian colleagues from AIPPI and next year look to further expand the family of associations with whom we can set up a fun networking event.

In June, we also hosted a session around “**Latest trends in Licensing**” which turned out to be a diverse and fascinating event. We had three core topics, the first looking at trends in the Life Sciences sector. As well as interesting experiences shared by large and small industrial players we also had an elegant, amusing and clever exposé of the life of a legal issue which ran through several court cases- Andrea Kamage from J&J should be described as a poet, as well as, a great lawyer! We then heard from The Computer Incident Response Centre in Luxembourg- things we ought to know about Ransomware. The final session was delivered by active participants in the EU Consultation around the Trade Secrets Directive-which also demonstrates the great work which LES does to ensure experienced practitioners have the opportunity to feed directly into policy makers.

The **Annual Licensing Course** continues to be a popular event, taking place annually in November. As it continues to evolve and deliver great training, the group is keen to expand the more complex issues by repeating the further one day session added to the course in November 2017, which welcomed other participants too.

Further topics planned for 2018 include exploring the latest around the **GDPR** (General Data Protection Regulation) in March 2018 while on 19th April we will be looking at the implications, effectiveness and issues around the **Nagoya Protocol**.

There will be additional topic days throughout 2018, covering **Digital Disruption, Competition Law, Meeting the Judges** and a further iteration of the **Complex Clauses** session towards the end of the year. As always we are open to any participants and speakers from other chapters-so please contact us if you are interested.

I would especially like to thank the members of the Programme Committee, namely Nicole Anthéunis, Andre Clerix, Peter Burö, Jean-Christophe Troussel, Achim Krebs, Guillemette Vital-Durand, Bruno Vandermeulen and William Bird for their valuable and much appreciated support during 2017. We welcome the addition of Juriaan and Andrea to this Committee and welcome their new ideas.

### **The Young Members**

The LES Benelux Young Member group remains very active, and willing to be harnessed often by the Board to drive certain initiatives or to provide inspiration. In particular the efforts of this group have helped the Chapter to finally roll out its new website-which we trust is much more user friendly for our membership as well as being very welcoming and accessible for others. They continue to explore ways for the dedicated Communications Committee, to work with the Board in order to ensure our community can benefit from all the media at our disposal. Again, learning from our sister-chapters can also be very useful in this space.

### **And finally, what about the international dimension?**

Benelux volunteers are active in the LESI community as well, with Jean-Christophe stepping up to join the LESI Board. Several committees such as the meetings Committee, Education Committee, IUGT and the Chemical Sector all benefit from active participation of not just Benelux Board members, but several ordinary members as well. The connectivity and inspiration from fellow chapters continues to inspire Benelux. For example, we look forward to collaborating with our French colleagues as we roll out their licensing survey in 2018.

We would also like to acknowledge the additional effort and practical support provided by leaders of the Benelux Licensing Course, elements of which were adapted and exported as part of an LESI mission to China. The collaboration with LES China and the LESI Education Committee meant that the course run in Beijing in November was a huge success, from both the participants' perspective as well as the trainers from Europe and the USA. The ambitious project will hopefully pave the way for further such sharing of training across the globe.

### **LES Britain and Ireland**

2017 was an interesting year with several good events which are summarised below:

We had a quick start for events with a Young Members event on 19th January considering Academic collaborations together with legal updates on the Duran Duran case and Confidentiality clauses. This provided some really practical education and the excuse for some old songs with the drinks afterwards.

Working with King's College London, the Healthcare Committee ran an IP Strategy & Management in Healthcare event in the impressive King's Building on the Strand on 6th April. There were some excellent talks by entrepreneurs on how they made it but also admitting it seems much harder now.

**On 27th April**, LES Scotland held a dinner to celebrate World IP Day 2017. The keynote speakers were from Skyscanner and spoke about their involvement in the Scottish (and UK!) tech deal of the year following their acquisition by Chinese company Ctrip. The dinner was held at Home restaurant in Edinburgh, which is a social enterprise to support homeless people in the city. The speakers and the venue combined to fulfil this year's World IP Day theme of “Innovation—Improving Lives.”

The Annual Conference on “Global Licensing Trends and Key Developments in the Business of IP” was held on 15th June. This received excellent feedback thanks to a host of excellent speakers, we are always grateful to the speakers who give up their time to provide such high-quality talks.

The North-West region of B&I hosted “The New Lambert Agreements in their First Year” on the 20th June. We welcomed back Speakers, Geoff Archer and Christine Reid, to speak about the new Lambert Toolkit, how it is being used and how to get the most out of it.

A new initiative was tried this year focusing on the physical science and high technology sector with an event in Cambridge on the 5th of July. This event focused on the strategic nature of IP and its impact at the board level through industry disruption, M&A and Exits.

**On the 12th September**, “Auditing Licensing Agreements—Practical Points for Consideration” was held on behalf of the North-West group. Matt Tomsett, Director in PwC's Contract Governance and Compliance practice, provided an overview on why conduct contract reviews, what proactive licensors are doing, what he looks at in contracts including tips and his experience of forensic contract reviews.

B&I acknowledged that 2017 was the year for data privacy and cyber security issues so on the 14th September an event in London was held to mark this. “Data, Security and the new GDPR” provided a practical guide on how to comply with these essential topics which featured two great Speakers from Fieldfisher LLP.

Innovation and university collaboration are of increasing importance in the knowledge economy. On 17th October, the North-West Group hosted an event University of Manchester and had Matt Reed, the Senior Open Innovation Director from Unilever, as the Speaker. The talk described some of the most useful frameworks and approaches Unilever have used with a range of UK Universities: University of Liverpool, University of Manchester and Hartree Centre at Daresbury.

The last seminar of the year was on 5th December in Manchester. "Interesting Developments over the Past Year" featured Christopher Cook from Exchange Chambers who has substantial experience in commercial and chancery work. He has particular expertise in all aspects of intellectual property and its related litigation, including trademarks and passing off, copyright and performing rights, industrial design, patents and restraint of trade.

**On the 6th December**, the year was rounded off with a Christmas networking social.

### LES China

The year of 2017 represents a new beginning for LES China. After Mr. Yong Li left his position, Mr. Zhongqi Zhou was elected new president of LES China. In 2017, we have 18 new members joining our LES China family. Our website was re-constructed and upgraded and new information was added. As always, we organized events for our members. Highlights are as below:

On April 14th, 2017, we held a seminar in Beijing as a celebration of World IP Day. We invited officials from the PRC National Development and Reform Commission and the PRC State Administration for Industry and Commerce as to give speeches and insights on legislation and practice against monopoly over IP in China. This seminar was accompanied by a LES China Board Meeting, discussing important issues and future plans for our society.

LES China Annual Meeting took place in Shanghai on August 25th, 2017 with the theme "Advancing the Business of IP – Best Practices for IP Monetization." Mr. Peter Hess, the president of LESI, and Mr. Zhongqi Zhou, the president of LES China gave welcome remarks as the beginning of this meeting. Afterwards, Ms. Audrey Yap, the vice-president of LESI, made an opening speech introducing licensing in Singapore. We also had the honour of inviting experienced professional speakers from industry, research institutes and law firms to share their expertise and hands-on experience on issues and practices related to IP commercialization with the attendees. Taking the opportunity of the LES China Annual Meeting 2017, we took Mr. Peter Hess and Ms. Audrey Yap to visit the Shanghai Intellectual Property Office and the Office of Tencent, one of the leading IT company in China, exchanging opinions on IP commercialization and exploring possibilities of future cooperation.

With the assistance from LESI and LES Benelux and after months of follow-up efforts by Mr. Christopher Shaowei, the Vice-President of LES China, we co-organized a two-day IP licensing training course with the PRC State Intellectual Property Office and LES International Educational Committee in Beijing from November 15 to November 17. More than 130 participants from companies and institutions from across China as well as LES China members attended the training course, part of which was mock negotiation. Mr. Peter Hess, the president of LESI, also attended and gave opening remarks. Other renowned speakers including Mr. William Bird, President of LES Benelux, Ms. Katharine Ku from Stanford University, Dr. Achim Krebs from HGF, Mr. David Huang from Lexfield, Dr. Martin Schneider from Schneider Feldmann, Ms. Ningling Wang from Finnegan, Mr. Ming-jie Chai from Lenovo Singapore gave lectures during the training course. The lectures and the mock negotiations captured the interest of the attendees.

Our delegation attended the LESI 2017 Annual Conference held in Paris in April and the LES USA and Canada 2017 Annual Conference in Chicago in October, using the opportunity to discuss with the LES

colleagues about cooperation on future events to be held in China. We also followed on our efforts on making our contributions to the preparations for the Students' Business Competition and the Asia-Pacific LES Yong Member Conference to be held in Singapore in 2018.

Our members are more active in participate and give their feedbacks than before. We will continue to host great events and attract new members to strengthen LES China in the next year. Taking this opportunity, we would like to extend our heart-felt thanks to the colleagues from LESI and other country and regional LES for the tremendous help offered to us.

### LES Germany

The current board of LES Germany in 2017 remained the same as in 2016, with Ursula Koeniger (Bayer Pharma Aktiengesellschaft) as President, Christian W. Appelt (Boehmert & Boehmert) as Vice President, Klaus Haft (HOYNG ROKH MONEGIER) as Secretary and Guido von Scheffer (IP-Strategists GmbH) as treasurer. Also, the membership was holding strong with more than 900 members.

Meetings corresponded to the regular annual schedule, highlighting the following: An established two-year seminar cycle continued in 2017 with modules V, VI and VII in Stuttgart and will start again with modules I, II, III and IV in Munich in 2018. 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 in the hotel Villa Kennedy in Frankfurt/Main, was held under the topic "Patent settlements und Streitbeilegung im IP Kontext" ("Patent settlements and resolution of disputes in IP context"). Highly reputed speakers attracted an audience of about 100 participants. The conference was accompanied by a LES Board Meeting.

The Autumn Meeting in Munich with 125 attendees took up the issue of "Industrie 4.0 und IP—mit Exkurs zum BREXIT" ("Industry 4.0 and IP—with an excursion to the BREXIT").

### LES Hungary

**In May 2017**, LES Hungary held its official meeting on the renewal and election of its officials. On that occasion the Group re-elected its president, the board of presidents, the secretary to the board, as well as the international delegates. The new members to the board of presidents were elected for five (5) years. The new officials are listed as follows and can also be found on the official website of LES Hungary. Our former president, Michael Lantos helps the work of the Society as a member of the Board.

#### The Board of Directors as of 2017:

##### President:

István MOLNÁR Dr.

##### Secretary to the Board:

Zsófia KEREPESI

##### Board members:

Georgina BUSKU Dr.

Bálint HALÁSZ Dr.

Mihály LANTOS

Noémi LIBER

Levente PETH

Miklós SÓVÁRI Dr.

##### International delegates:

István MOLNÁR Dr.

Georgina BUSKU Dr.

##### 5th Young Members Congress

**Georgina Busku** - Chair of the organizing committee—LES Hungary

**Eszter Szakács** - Vice-chair of the organizing committee—LES Hungary

**On 15 September 2017** the 5th Pan-European Licensing Executives Society International Young Members Congress (LESI YMC) Event was held in Budapest and was attended by more than 100 participants.

The program comprised of highly professional and engaging presentations, such as an a panel discussion on Artificial Intelligence, update on the latest FRAND ruling in the UK, a presentation on the key issues as the UPC is about to start and an interactive workshop on contract drafting under the UPC. According to feedback we received from fellow attendees was that the contract drafting workshop lead by Dr. Eszter Szakács—being on home turf—and Alexander Haertel was particularly creative and engaging. In addition to the various educational sessions on the program, the event was also highly sociable, providing a great opportunity for attendees to meet existing contacts and get to know and share experiences with next generation IP professionals from Europe, Canada, US and Asia. We are proud to report that this year's event received a generous amount of sponsorship fund that really made a difference in raising the standard of the event.

#### Member Training

Every year, LES Hungary organizes workshops and/or training for its members to share the latest legal developments and information that can widen the scope of our members' professional knowledge. In October this year LES Hungary organized a members training on the upcoming changes to data protection regulation. Our board member, Dr. Bálint Halász from Bird & Bird delivered a practical and useful presentation on the ins and outs of the GDPR coming into force in May 2018 affecting a wide variety of clients operating in various sectors.

#### New Members

Last but not least, we are proud to report that we welcomed three (3) new members to the Hungarian Group, one member from the industry sector, which is always a special pleasure to see, and two talented ladies from the legal profession. By events like the 5th YMC and other local workshops and training we endeavour attracting more talented professionals and strive for our members to steadily continue to grow in the coming years.

### LES India

#### LES India Workshop On “Innovation, Intellectual Property And Role Of Licensing: A Technology Driven Initiative Towards Made In India” New Delhi, December 1, 2017

Technology, knowledge, and innovation have always played an instrumental role in India's economic growth. From launching satellites to generating growth and employment opportunities across various technology led industries such as agriculture, healthcare, automotive industries and more, India is aggressively gearing up to compete and come on par with the developed nations.

The LES India workshop on innovation, IP and role of licensing on December 1st in New Delhi, India lay emphasis on the creation, development, protection and role of IP licensing and regulatory compliance in the digital age through adoption of various strategies. It was inaugurated by Ms. Meenakshi Lekhi, Member of Parliament. She highlighted the importance of intellectual property protection and a strong licensing regime as being crucial to India's knowledge driven economy and participation in the global economy. This is possible by ensuring that we patent more, license more and manufacture more.

The plenary session included esteemed senior advocates having vast experience in licensing matters. The panel provided key insights into licensing issues across various industries and shared their views on the future of licensing regime in India. The session was moderated by Dr. Subhash Gupta who initiated the discussion by stressing on the need to balance IP protection and using innovation for the masses. Mr. Meet Malhotra touched upon the interlinkages between IP, FRAND based licensing, role of standards organizations, and shared examples from the telecom sector in India. Mr. Sukumar Pattjoshi, discussed the need for upfront clarity related to the scope of IP protection, applicability/purpose of IP usage, so that it reduces conflict between the licensor, licensee and any other stakeholders. Mr. Vinay Garg shared

his views on measures to reduce licensing related litigation, stressed on the importance of licensing agreements spelling out in a clear and succinct manner the rights and duties of all parties concerned, stating what would constitute infringement and clarity on quantum of payable damages in case of any dispute.

The panel on “*Design vs. Copyrights*” was moderated by Mr. Pratap Shankar. He invited the panellists to share their views on prevalent practices on deciding the type of IP protection across different industries. Dr. Akhil Prasad shared examples to point out that in some cases, even when it is the innovative design that sets the product apart, creators tend to seek protection under the Copyright Act. Ms. Taruna Gupta extended her views on this matter and indicated that some industries have more potential to leverage design protection e.g. aviation, automotive etc. Pros and cons of each type of protection and how it is applicable to different industries was discussed. Mrs. Sarada Muraliedharan brought out the importance of IP protection, as applicable to the apparel design industry. The session concluded on the need to spread more awareness among corporates, institutions etc. on this topic so as to meet the specific business need of that organization.

The next panel on “*Patenting innovations or innovative patents*” was moderated by Ms. Lakshika Joshi. She invited the panel comprising Ms. Archana Shanker, Mr. Hasit Seth, Dr. S.K. Murthy and Mr. Subhadip Sarkar to share their views on patent portfolio strategy as applicable to *larger corporates vs. the smaller entities*. Benefits, approach, process steps needed to be put into place for successful functioning of IP Exchange in India was also debated among the panel. Dr. Kardam shared updates on the steps government is taking, in collaboration with patent offices in other countries, with industry/corporates, academia, MSMEs, start-ups in India to improve the IP regime in the country, in line with the National IPR policy.

Dr. Raj Hirwani, Chair LES India addressed the audience and invited contribution from IP professionals, lawyer firms, IP consulting organizations and others to sustain the momentum of LES initiatives in India. This was followed by a session on “*Income Tax and GST implications in Licensing Agreements from L&S.*”

The next panel on “*Whose line is it anyway*” was moderated by Mr. Sanjay Mehra. The panel comprising Ms. Shikha Singhi, Mr. Uday Singh, Ms. Tanvi Bhatia and Mr. Prashant Verma emphasised on the need to distinguish between licensing and fair use in a more comprehensive manner so that the creators' rights are protected. Citing examples of infringement in the Film and Music, Media and Entertainment and publishing industries, the panellists discussed the need for clear demarcation of rights of all stakeholders, the role of licensing compliance enforcement, and the need to prepare a blueprint and recommendation report for introduction, enactment and amendment of prevailing laws to present to the government.

Panel discussion on “*Fundamentals of Licensing Standards Essential Patents (SEP): Moving beyond Smartphone industry*” followed, as moderated by Mr. Santanu Mukherjee. Mr. Tarun Khurana, Mr. Anuranjan Prasad, Ms. Sunita Tripathy and Ms. Richa Pandey participated in the panel discussion and presented their views on current challenges in the area of SEP, the role of SEPs in the current ecosystem, measures required to manage the implementation challenges, and steps to ensure that issues are resolved through commercial mediation and arbitration and litigation is considered as the last resort.

The last panel session on trademarks focussed on trademarking strategies in line with business need, trademark related infringement issues, examples etc. and aspects related to licensing administration, monetization and audit related to trademarks and domain names. The session was moderated by Mr. Vishnu Mohan Rethinam, with participation from Mr. Puja Tewari, Mr. Anurabh Suman, Mr. Deepak Dexit and Ms. Maushami Dasgupta. The workshop concluded with a vote of thanks.

## LES Israel

During 2017 we continued arranging free professional seminars for our members. These seminars also exposed LES to non-members who found topics of interest. Our experience shows that some of these participants eventually join LES. Two seminars took place.

The first seminar, took place at the IBM campus in Petah Tikva on January 30th, 2017. The seminar dealt with Rights in Software and was composed of two parts:

The first part set the theoretical basis which was presented by three lecturers:

- Ziv Glazberg, Patent Attorney and Advocate, a Partner in Glazberg, Applebaum & Co., a law firm, spoke on "Patent Protection for Software";
- Eran Bareket, Advocate, a senior Partner at Gilat, Bareket & Co. of the Reinhold Cohn Group, a law and patent practice firm, spoke on "Copyright for Software—Protection and Exceptions";
- Haim Ravia, Advocate a Senior Partner, Chair of the Internet, Cyber & Copyright Group of Pearl Cohen Zedek Latzer Baratz, a law firm, spoke on "Alternative Use of Copyrights in Software and Digital Content."

The second part of the seminar was devoted to a panel of Industry representatives:

- Einav Zilber, Patent Attorney and Advocate, Director, Global Law Department, Intellectual Property Counsel, Applied Materials Israel and Applied Materials India;
- Yoav Alkalay, Patent Attorney and Advocate, Head of IP, Amdocs;
- Ben Haklai, Advocate, Commercial (Legal) Lead, Microsoft Israel;
- Hananel Kvatinisky, Patent Attorney, Director of Intellectual Property, Orbotech Ltd. and current president of LES Israel ;
- Ori Buberaman, Advocate (Ori Buberaman), Head of Intellectual Property, Mobileye Ltd.;
- Suzanne Erez, Patent Attorney and Advocate, IP Law Counsel, EMEA IP Law—Israel, Research, of IBM led the panel



The former commissioner, The new commissioner, Hananel Kvatinisky,  
Asa Kling Ofir Alon President of LES Israel



Panelists (from Left to right): Suzzane Erez, Hananel Kvatinisky, Einav Zilber, Ori Buberaman, Ben Haklai and Yoav Alkalay

through a series of questions and answers in order to voice the points of view of IP owners in the Israeli hi-tech industry.

The second event took place on November 15th in Tel Aviv and was titled Patent Term Extension Peculiarities- Israel and Europe.

Four distinguished experts presented the topic:

- Mr. Liad Whatstein Adv., Founding Partner of the Israeli law firm Liad Whatstein & Co. presented the legal environment in Israel in a presentation titled: Patent Term Extensions under Israeli law—The Eccentricities of The Local System
- Mr. Tjibbe Douma, Senior Associate at the law firm of De Brauw Blackstone Westbroek NV, The Netherlands; and
- Ms. Tessa Malamud-Cohen, European and Israeli Patent Attorney, Director, Patents, Global Intellectual Property of Ferring Pharmaceuticals/Bio-Technology General (Israel) Ltd. Presented together the issue of SPC Squatting: SPCs Based on Third Party Marketing Authorization
- Mr. Tal Band, Head of the IP Practice Group in the Israeli law firm S. Horowitz & Co. spoke about Patent Term Extensions in Israel—When is it "Game Over"?

Following the presentation a vivid debate arose among the presenting Israeli attorneys (who usually present different 'sides' of the pharmaceutical industry followed by comments by Mr. Zevulun Tomer who owns an Israeli generic pharmaceutical industry.



Tessa Malamud-Cohen and  
Tjibbe Douma



Liad Whatstein



Audience at presentation.



Tal Band

Another event worth mentioning was held by AIPPI Israel, IPAA (the Israeli Patent Attorneys Association) and LES Israel on the occasion of 'change of the guards'. Adv. and Patent attorney Asa Kling left his position as the Israeli patent commissioner and was replaced by Adv. and Patent Attorney Ofir Alon. The event took place in Tel Aviv on July 9th, 2017 in Tel Aviv. Adv. Kling summarized his 6 year term as patent commissioner and Adv. Ofir Alon expressed his plan to continue the momentum in the development of the Israeli patent office. Greetings to both commissioners were made by representatives of the three organizations.

## LES Italy

The 2016-2017 was a really successful year for LES Italy. LES Italy organized or took part in sixteen (16) seminars and conferences in the last year. Thanks to these educational activities, LES Italy has obtained an important increase of 23 percent in membership over the past year (with more than 70 new members).

A new board of LES Italy has been elected in October 2016. Mattia Dalla Costa became its new President, Riccardo Castiglioni and Marco Venturello became Vice Presidents, Dario Paschetta took over the position as Secretary and Gian Antonio Pancot continues to act as Treasurer.

One of the most important conference organized by LES Italy was the second “National Round-table with Judges” (February 2017) during which judges from the District Court of Milano, Torino and Roma discussed recent case laws on IP matters.



In June 2017, LES Italy co-organized with the Italian School for the Judiciary a conference on “The New EU Trademark” in Torino with a speaker from LES Germany. While on October 2017, as part of LES Italy’s General Assembly, the Association organized the traditional debate on “The Latest News Affecting Intellectual Property in Italy and Europe” with a special focus on the impact of the Brexit in the patent and trademark field.



Throughout 2017 LES Italy organized its two-day licensing courses and they had an overall attendance of more than 100 attendees from the major Italian companies, law and IP firms, universities and research centres.

A very welcomed cocktail reception was organized to celebrate the World IP Day 2017. Keynote speaker of the cocktail reception was the past President of LESI, Patricia A.O. Bunye; a great opportunity for many LES Italy members to have a more international perspective on LES activities.



Patricia Bunye, Past-President of LES International and Mattia Dalla Costa, President of the LES Italy Chapter with members of LES Italy Executive Committee.

In addition to all these events directly organized by our chapter, LES Italy has been supporting and attending many other conferences both at national and international levels. For example, Mattia Dalla Costa was invited to attend the European Inventor Award (Venezia, June 2017) and representatives of LES Italy board joined the LESI European

Committee meeting with EU Commission on the new trade secret Directive last May in Brussels.

On October 2017, the “Judicial Protection of Standard Essential Patents (SEPs)” took place in Torino to highlight the main legal issues affecting SEPs after the well know “Huawei vs ZTE” ECJ judgement.



In November 2017, “International Technology Transfer-Licensing and ADR,” organized together with the WIPO Arbitration and Mediation Centre, brought together several speakers from LES Italy, LES Germany, LES Spain & Portugal and LES (USA & Canada).”



## LES Japan

Generally, 2017 was another good and active year for LES Japan.

On February 15th, 2017, at the General Assembly of LES Japan, it is announced that Ms. Junko Sugimura would continue serving as the President of LES Japan and Mr. Makoto Ogino as President-Elect.

The 40th LES Japan Annual Meeting in Kobe was held from July 14-15th with a huge success, 251 participants attended not only from Japan but also from abroad. This year, we were delighted to welcome Mr. Peter Hess, the president of LESI, Ms. Audrey Yap, the vice president of LESI, as well as Mr. Yusarn Chiew, Co-chair of Asia Pacific Committee. Mr. Peter Hess also made a courtesy visit to the Deputy Commissioner of JPO and the chief Judge of Japan IP High Court and had fruitful discussion and exchanged views with Chief Judge on recent IP issues.



2017 LES Japan Annual Meeting in Kobe (Opening Ceremony with Mayor of Kobe City).

As to LES Japan activities, we had a total of 20 monthly workshops, including World IP Day events in Tokyo and Osaka, 1,100 participants in total. We also held 6 different licensing training courses in Tokyo,



Peter Hess also made a courtesy visit to the Deputy Commissioner of JPO.



A visit with the Chief Judge of Japan IP High Court.

Nagoya and Osaka, respectively, including the courses of Licensing in pharmaceutical field, English Licensing Contract, and Licensing Negotiation, etc., with the total of 154 attendees.

As to WG activities, 14 Working Groups had meetings of average 6-7 times annually. Brief sessions of LES Japan activities for new LES members were held in Tokyo.

This year, we were actively involved in international exchange activities. First, EPO examiners visited LES Japan and held a Seminar on "Overview of Practice and procedures before EPO" in May. This seminar was co-organized by LES Japan, JPAA, APAA, as well as FICPI Japan. We also had a Joint Meeting with AIPPI in June, which we have been continuing for over many years. Also, members of Asian Issue Study Working Group visited LES China in November.

We wish to further highlight that, this year we established LES Japan Young Members Congress. We believe that LES Japan YMC will get actively involved and make a contribution in the future YMC events.

Lastly, an English LES Japan website has been revised in order to provide members with a user-friendly website. LES Japan will continue working diligently for more active, stronger and member-friendly society.

### LES Korea

LES Korea enjoyed another busy and productive year, with steady increase in the number and diversity of membership. The most significant events are highlighted below:

- LES Korea held a seminar titled "Patent Cross License" on March 30, where about 40 members attended.



- LES Korea organized a one-day session in Bio Korea IP Conference in Seoul on April 14, on the topic of 4th Industrial Revolution and IPs in Bio Industries. About one and a half hundreds (150) members and non-members from various companies and firms attended the session.



- LES Korea, jointly with WIPO, presented a half-day seminar on various topics related to ADR. (day program) in Seoul on June 20. About one hundred and sixty (160) people attended the seminar.



- On October 19, LES Korea held Member's Night to promote membership and networking between members. In a rather informal format, members and potential members enjoyed exchanging information and opinions. About thirty five (35) people attended.
- LES Korea presented LES 200 (two-day program) in Seoul on November 11-12. Thirteen (13) people attended the program.

### LES Mexico

#### IMPI Courses

In the month of March, we were invited by the Mexican Institute of Industrial Property, to carry out, a series of courses with issues of marketing, value, management and industrial property strategies. For the teaching of these courses, we were supported by some of our partners; Dr. Manuel Márquez, Eng. Guillermo Estrada, Eng. Roxana Aispuro, La Mtra. Rosario Castañón, and Eng. Mariana González. These courses were taught during the period of May and November.

#### OTT Network (Technology Transfer Offices)

In November, the signing of an agreement with the OTT network was carried out, what within its objectives; there is the promotion within the public and private sectors the importance of the technological hiring and licenses on industrial and intellectual property. To help partners improve skills and techniques for hiring technology and licensing on industrial and intellectual property. Act as an advisory body; represent the collective interests of the associates before authorities, individuals or morals. As well as representing the associates to any organism, association or national or international society related to the hiring of technology and licenses on industrial and intellectual property.

#### OECD Micro Data-Lab

In the month of November, it was also held an interactive event at the Techno-Poli campus at the National Polytechnic Institute, sharing information about Intellectual Property (IP)-related data and methodological work with current and prospect users. Said talk, was offered by Helène Dernis and Dra. Mariagrazia.



LES Mexico activities led by Hector Chagoya.

## LES Philippines

2017 was a banner year for LES Philippines as it marked the beginning of the term of PATRICIA A. O. BUNYE as President of LES International. In her support, LESP President Leny P. Villareal and President-Elect Anthony B. Peralta scheduled a flurry of activities, as follows:

### • Data Privacy Forum

**2 March 2017**—LES

Philippines started the year with a timely forum on Data Privacy featuring National Privacy Commissioner Domingo Mapa, NBI Head Agent Palmer Mallari and PNP

Anti-Cybercrime Asst. Head, Jay Guillermo. A most dynamic interaction ensued between the resource persons and the Information Technology stakeholders in the overflowing audience which numbered over 120 and which necessitated the use of another classroom in addition to the DLSU College of Law Auditorium.



On August 24th, 2016, the National Privacy Commission (NPC) promulgated the Implementing Rules and Regulations (IRR) of Republic Act No. 10173 otherwise known as the Data Privacy Act (DPA). The IRR imposes some potentially elaborate and time-consuming rules on internal organizational operations and structure, such as the requirements to (1) appoint a privacy officer, (2) implement capacity-building, orientation and training programs in relation to privacy and security, and (3) carry out system monitoring. Moreover, the IRR stipulates penalties for unauthorized processing of personal information, improper disposal of personal information, unauthorized disclosure and other violations.

In its 35-page decision on December 28th, 2016, the NPC found that found that Commission on Elections (Comelec) Chairman Andres Bautista is "criminally liable" for the leak of voters' data in March 2016 and violation of Sections 11, 20, and 21 of the DPA.



The DPA imposes the responsibility on entities involved in the collection of data, both in the private and public sector, to implement proper data collection controls. Explore how compliance has spurred an environment that's rife with blind spots.

### • AGM 2017 "The Future of Franchising" 27 June 2017 at Qui-

sumbing Torres Lecture Hall. The resource persons included Carlo Ople of PLDT who led a vibrant discussion on the innovations in Online marketing, how Google can help expand one's business. The highly informative forum capped an annual General Meeting where Patricia Bunye inducted 5 new members. There were 75 attendees including young members of LESP.



### • APEC-IPO PHL Valuation Forum—27-29 September 2017—LES

Philippines participated in a forum entitled: "Promoting Innovation Through A Mechanism For Ip Valuation, Financing And Leveraging Ip Assets." LESP was represented by LESI/LESP Director Patricia A.O. Bunye, Anthony B. Peralta (LESP President) and Reena Mitra-Ventanilla (Assistant Corporate Secretary) who made a presentation entitled: "The Importance of IP Valuation and Financing." Reena's presentation was comprehensive and concise. This forum was attended by members of the ASEAN countries. There were 30 delegates in all.

### • IPO-NIPS Public Consultation Forum—17 October 2017—LES

Philippines was asked by IPO Philippines to participate in the final Public Consultation on the National Intellectual Property Strategy (NIPS). LESP was represented by Anthony B. Peralta and Ferdinand Negre (former LESP President). The NIPS Consultants led by Former Deputy Director General Ireneo M. Galicia, Rowena S. Paguio, Christine V. Lao and Maricris Jan N. Tobias presented an executive summary and discussed issues and challenges facing Intellectual Property in the Philippines. While Philippine IP laws are generally sufficient and compliant with the TRIPS Agreement and the WIPO administered treaties, amendments were called for in the field of copyright law. In 2014, the Philippines was taken off the USTR's Special 301 watch list. However, effective law enforcement continues to be challenged by a number of institutional and

human resources issues. A vibrant discussion marked the open forum. There were 85 attendees.

- **On 9 November 2017, LESP will hold its very first YMC forum** on “The Future Is Mobile.” Our Central Bank Governor Nestor Espenilla, Jr. spoke on “The Growth of E-Banking and E-Money in the Philippines. Other resource persons include Samuel Jeanblanc who discussed “How Google Can Help Business Innovate Globally” and Katsumi Kubota (Managing Director of Fast Retailing (Uniqlo) Philippines < Inc.) who spoke on “Global Brands and the Changing Face of Retail.



- **On 25 January 2018, LESP held a forum** on “Best Practices for Compliance with the Data Privacy Act.”

### LES Russia

LES Russia now unites 54 members from Russia as well as from some neighbouring CIS countries. They represent different companies and research centres, law and technology transfer firms that are actively involved into licensing. 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 as well as SMEs to organize a number of joint educative seminars with LES Russia.

Among the highlights of LES Russia activities in 2016-2017 were a number of international and local events:

**On October 04, 2016** LES Russia held the international conference “Forms, means and possibilities of compulsory licensing use: keeping the status quo.” At the Seminar, the leading Russian and International licensing executives, representatives of judicial and administrative authorities, non-commercial/professional organizations, business, IP and legal community shared their opinions on legal, economic and moral aspects of compulsory licensing in different countries—India, Brazil, South Africa, as well as on potential forms, means, possibilities and consequences of compulsory licensing in Russia. All the speakers were really impressive and inspiring. There was a lively panel discussion after the Seminar.



**On December 8, 2016** in Moscow LES Russia held the Round table on discussing the initiative of the IP Council of the Council of Federation of the Russian Federation on introduction of amendments to the federal law “On Patent Attorneys.”

The Round table gathered patent and trademark attorneys who discussed the amendments to up level IP services and the establishment of ethical standards of the IP attorney profession. The discussion was followed by voting on the key issues and acceptance of a Resolution

which was sent to the IP Council of the Council of Federation of the Federal Assembly of the Russian Federation and the Russian PTO.

**On March 24th, 2017** LES Russia organized and held the Roundtable “Modern franchise development in Eurasian Economic Union” at the 18th IP Forum organized by “infor-media Russia” in Moscow.

Members of LES Russia: Sergey Medvedev (Russia), Veronika Shipitsa (Belarus), Yuri Bolotov (Kazakhstan) and invited speaker Agnessa Osipova, President of Russian Franchising Association (Russia), presented at the Roundtable which gathered over 100 participants.



**On November 7th, 2017** the Conference “Efficient Management of Intellectual Rights in Modern Market Conditions” took place in Saint Petersburg, the conference being hosted by Vedomosti newspaper and supported by LES Russia.

The conference began with an introduction of LESI & LES-Russia history, development and perspectives of. Vitaly Kastalsky moderated and spoke at the Conference Session “Development of IP rights institution from the Russian imperia till nowadays.” Sergey Medvedev led the Session “Legal peculiarities and risks when working with the IP subject matters.” Topic issues of IP rights institution development in Russia, legal aspects of IP deals, IP rights protection, and commercialization of IP rights were in the focus of the program. The Conference gathered around 100 participants. Summarizing the results of the Conference, Natalia Karpova, Vice-President of LES Russia, expressed her hope that this large-scale and successful event would promote the popularization of the Russian Licensing Society and would attract new members from the professional community.



We are also preparing an IP course for beginners to be held in Buam Moscow State Technical University. Articles, news and studies by members of LES Russia are often appeared in monthly issues of Russian Magazine "Patents and Licenses" as well as in *les Nouvelles*.

A new board of LES Russia was elected in December 2017: Sergey Dorofeev (Gorodissky & Partners) left his position as President. Vitaly Kastalsky (AK Patent Group) became its new President. Natalia Karpova (Academy of National Economy at Government of Russia) was elected Vice President. Sergey Dorofeev will act as Secretary.

### LES Scandinavia

LES Scandinavia is the regional chapter of LESI in the Nordics, mainly active Denmark, Finland, Norway and Sweden. There are well over 400 members in the chapter. This is a manifest of high technology focus and advanced scientific progress, education and business in the area.

LES Scandinavia's year 2017 was active, with regular board meetings (four meetings in 2017), the Annual Conference and a morning seminar in Oslo, Norway.

**Oslo's morning seminar** (in Advokatfirmaet Selmer) on Jan 26th, 2017 dealt with person branding and licensing (Vendela Kirsebom) and "Co-branding from an industrial perspective" as seen in TINE SA (Ane Løchen Johnstad). These types of brandings present special challenges for the brand owners, and several ideas to tackle these challenges were presented during the presentations, with active participation from the audience.

**LES Scandinavia Annual Conference 2017** was held at Nimb Hotel in the Tivoli Gardens in Copenhagen, on September 11th—12th, 2017, with the topic "Digital disruption—IP in the new era." The conference included presentations about disruption strategies to show possibilities and challenges with disruption, and featured examples from industry on how to use IPR in connection with disruption. The importance of information security was emphasized by the close connection between digitization of information and disruption, and in this context the European Commission gave a presentation on the new EU directive on trade secrets. Finally there were presentations on new tools and software in the IPR field has changed the way IPR professionals work, as well as a deep dive into future possibilities of commercializing (big) data and data protection implications. Participants came from diverse backgrounds, primarily from industry, consultancy firms and public authorities, creating a highly successful conference in the beautiful setting of Tivoli in full late summer bloom.



Märtha Rehnberg of DareDisrupt reminding and cautioning the audience of the ever-present challenge of someone disrupting your very own business.



Lively discussion and delicious dinner during the evening program of the LES Scandinavia 2017 Annual conference.

### Constitution of LES Scandinavia's different functions are as follows:

#### President

#### President Elect

#### Past President

#### Secretary

#### Treasurer

#### Board Member

#### Board Member

#### Board Member

#### Board Member

#### Board Member

#### Board Member

Per Ericsson (Sweden)

Felix Reimers (Norway)

Martin Draeby Gantzhorn (Denmark)

Olli Pekonen (Finland)

Eva Aaen Skovbo (Denmark)

Johan Leonhard Svendsen (Denmark)

Nils Kristian Einstadblat (Norway)

Ane Johnstad (Norway)

Sonja London (Finland)

Magnus Friberg (Sweden)

Adam Brandt (Sweden)

#### Delegates

Per Ericsson (Sweden), Felix Reimers (Norway), Martin Draeby Gantzhorn (Denmark), Sonja London (Finland)

#### Nominating Committee

Niklas Östman (Finland), Martin Draeby Gantzhorn (Denmark), Morten Balle (Norway), Jonas Gulliksson (Sweden)

### LES South Africa

#### Licensing Executives Society of South Africa Officers

#### President

#### Vice President

#### Past President

#### Secretary

#### Treasurer

Alessia Del Bianco

Madelein Kleyn

Pieter Venter

Darren Margo

Kevin Dam

#### Activity Report

The legislative environment of the IP world has been a rather active one for South Africa. The Copyright amendment bill, the sui generis Traditional Knowledge bill, as well as the draft IP Policy, on which LES SA commented in November, were published.

On the LES education front, it has been quite a busy year with quite a few training courses presented around the country; interesting panel discussions and a mini- conference in October.

**March 2017**—3 Day Fundamental Intellectual Asset Management Course (IAM 200).

From 27 to 29 March 2017, LES South Africa presented the IAM 200 Fundamental licensing Course at the picturesque Leipzig Country Lodge. The lodge is in the Nuy Valley Wine lands in Robertson, Western Cape and provides ideal surroundings for focusing keen minds on the licensing course content. The trainers were Alan Lewis, Pieter Venter, Madelein Kleyn, Alessia Del Bianco and Kevin Dam. The conference was attended mostly by non-LES—members and the group comprised of lawyers, government representatives and industry legal and IP advisors. The group was well balanced with a diverse composition of skills and active participation in the license game activities. The conference delegates enjoyed the program and expressed an interest



for further courses focusing on more detailed Valuation of Intellectual Property, Strategy Development and advanced Licensing.

Some attendees joined LES SA as members after the conference.

#### April/May—World Intellectual Property day

As the Paris meeting coincided with the World IP day celebrations LES SA postponed the World IP day to May. This year we reached out to the youth with the theme “Young Innovators—we create.” Presentations were held at local primary (senior phase) and high schools educating the children about innovation, various forms of IP and the role of LES around the world. Sessions were presented by LES delegates Madelein Kleyn, Alessia Del Bianco and Janusz Luterek.

#### May 2017—Afternoon talk—A look at Exchange Control Developments

Darren Margo presented to LES members and guests the changes introduced to Exchange control in March 2017 through the South African Reserve Bank (SARB). SARB issued Exchange Control Circular No 7 of 2017 and No 8 of 2017 in March, confirming that exemptions will now be introduced for both the sale (assignment) and the licensing of IP by South African residents to non-residents: “Government proposes that companies and individuals no longer need the Reserve Bank’s approval for standard intellectual property transactions. It is also proposed that the “loop structure” restriction for all intellectual property transactions be lifted, provided they are at arm’s length and at a fair market price. Loop structure restrictions prohibit residents from holding any South African asset indirectly through a non-resident entity. Darren explained the impact and interpretation of the new rules.

**June 2017**—One Day Licensing Course (IAM 100) in Johannesburg presented by Alessia Del Bianco, Pieter Venter, Clive Erasmus, Dannie Dohmen and was attended by 25 delegates of which most were non-members. Some new members joined LES SA after the course.

#### August 2017—Annual General Meeting and Panel Discussion—Economics and Exchange Control Aspects Relevant to IP Licenses

In August LES SA hosted the AGM in Pretoria which was followed by a specialist panel discussion, with a distinctly economic lean. The panellists were from very different backgrounds, but the core focus of the discussion was the same, namely: topical issues and their effects on the licensing of IP.

The panel was chaired by the secretary of LES(ZA), Darren Margo (patent attorney & tax practitioner) and the following panellists participated:

Panellist	Professional Qualification	Focus Of Panel Discussion
Alexis Apostolidis	Patent Attorney & Competition Law Specialist	Competition and Patent Law Interface
Stephen Hollis	Trade Mark Attorney & Copyright Specialist	Responding to the Copyright Act Amendment Bill
Herman Blignaut	Trade Mark Attorney & Copyright Specialist	Responding to the Copyright Act Amendment Bill
Michael Hewson	Economist & Transfer Pricing Specialist Tax Practitioner	TP issues in transnational licensing of IP

Messrs Hollis and Blignaut both addressed the South African Parliament recently on response submissions to the Copyright Act Amendment Bill, and they shared their experience with the audience. Messrs Apostolidis and Hewson shared their respective experiences in transactions that involve both competition law and TP issues. Again, all four panellists made a point of discussing how their areas of interest had a bearing on issues of IP licensing.

#### September 2017—les Nouvelles publication

During September a special issue of *les Nouvelles* was published entitled Patent and SMEs. “What do we know and do not know?”—



A review of the literature authored by the Technology Licensing Committee of LESI chaired by Patrick Terrior. Dr Kleyn authored the South African chapter. This issue aims to pave the way within LESI to a broad and international reflection on the practice of SMEs, which represent an increasing share of innovation in all economies, as regards their relations with the systems of intellectual property.

This issue is the result of an international collaboration, at the image of the LESI. The introduction presents the current research and knowledge on the subject. The first part consists of expert analysis about some of the most essential challenges for SMEs regarding IP. The second part intends to be a beginning of LESI “country sheets” about the specific measures to support SMEs in the different countries.

**October 2017**—Mini-Conference: An IP Smorgasbord” (Sandton, Johannesburg) Given the year of IP activity in South Africa, LES SA was proud to present variety of IP topics in the October mini seminar titled “An IP Smorgasbord.”



We were honoured by the presence of the LES International president, Peter Hess who discussed the projects planned for 2018 for the organisation.

Other speaker’s topics included IP portfolio management and strategy, competition law and IP interface, IP changes in South Africa, issues relating to compulsory licensing, 3-D printing and Base erosion and profit shifting (BEPS) project of the OECD and its impact on IP structuring. The event concluded with a prize giving session when NIPMO was awarded the GTIF award for technology transfer. As is customary with LES events a networking session was held following the mini-seminar.

## LES Spain and Portugal

### 13/03/2017 “BIG DATA is a new IP right necessary to protect non-personal data?”

**Speaker:** Mr. Aurelio Lopez-Tarruella, Professor of Private International Law at the University of Alicante and Counsel Counsel of the FJF Legal Firm.

**Venue:** Julio Delicado Room of the Spanish Patent and Trademark Office (OEPM), located in Madrid, Paseo de la Castellana, 75 (16th floor).

### 04/05/2017—Preparation of litigation for patent infringement: the procedures of verification of facts.

**Venue:** Gómez-Acebo & Pombo

**Speaker:** José Miguel Lissén, Partner, Gómez-Acebo & Pombo

### 28/04/2017—Breakfast. Questions and Answers with an Examiner from the Spanish Patent and Trademark Office.

### 18/05/2017—Practical case on protection and commercialization of industrial and commercial secrets.

**Venue:** Gómez-Acebo & Pombo Abogados, Madrid +

**Speakers:** José Miguel Lissén and Álvaro de Castro.

### 26/05/2017—Transformation: How to achieve the success of an innovation initiative, when it depends on it being accepted by others.

### 27/05/2017—Seminar Innovation breakfast with ... Luis Perez-Breva (MIT)

### 13/10/2017—Breakfast. Questions and Answers with an Examiner from the European Patent Office.

### 19/10/2017—Collaboration with the Spanish PTO in the 7th edition of the Administrative Management Course of IP Paralegals.

### 01/10/2017—Seminar. Questions and Answers with an Examiner from the European Patent Office.

### 19/10/2017—Confidentiality agreements or NDA: eight practical tips

**Venue:** Gómez-Acebo & Pombo

### 09/10/2017—Workshop on “How to protect your work and make money”

**Venue:** NBR—Nova Biomedical Research (Faculty of Medicine of the University of Lisbon)

### 30/10/2017—Technology Management in the 4th Industrial Revolution. A vision of the technology in 2020 from the Intellectual Property perspective.

**Venue:** Distrito Telefónica. Telefónica, Madrid

The event was very fruitful since in all sessions we got useful insight of the effects of new revolution on the traditional environment of Patent Systems. The event was opened by Mrs. García Escudero, the General director of the Spanish Patent Office, as well as by Mrs. Marta Pastor López, Director Intellectual Property and New Technologies in Telefónica, and Mr. José Miguel Lissen, Secretary of LES Spain-Portugal(Licensing Executives Society).

The first keynote was carried out by Mr. Grant Philpott, Chief Operating Officer ICT in EPO, placing the new challenges of the Industry 4.0 in the Economy as connectivity, secrecy or ethics. He stated that one potential element to include in the picture is the use of “super software” to compute inventions and innovations (CII).

In the first panel, moderated by Mr. Eduardo Fulla, CIFRA Project coordinator—Telefónica, CIFRA partners presented a summary of the main findings derived from the project. Mainly, the first speaker Prof. Dr. Andrea Fosfuri, underlined the decline of scientific publications and the parallel exponential growth of Patents in ICT, as well as the growing time-to-grant and declining technological relevance of such patents measured by the number of forward citations. Moreover, Prof.

Dr. Knut Blind presented the evaluations of a set of problems and solutions related to patents in ICT sector, based on the interviews and survey conducted as part of the CIFRA Work Package 3. The results of the CIFRA project gathered much interest from the audience both at the meeting itself and in informal conversations later on.

The following keynote speaker, Mr. Francisco Martín, CEO and co-founder of BigML, pointed out his vision about the patent system from a start-up perspective. He described how useful patents had been in previous start-ups he had founded and encouraged start-ups to protect their inventions. In fact, PreSeries, a joint venture of his company BigML with Open Future (Telefónica) has developed an algorithm to predict the likelihood of success of a start-up, with one of the most relevant factors being the fact whether the start-up patents early or not. Mrs. Tina Chappell (Intel) spoke in the subsequent keynote about the advantages and concerns in the new era of Artificial Intelligence (AI). She concluded that AI is the next step of Innovation and it is a great challenge for the enterprises and the society.

In the second discussion panel, a round table moderated by Mr. Michael Loch (GSMA) and with Heinz Polsterer (Deutsche Telekom), Mrs. Claudia Tapia (Ericsson) and Mr. Dylan Lee (Huawei) as panelists, a discussion took place about the current challenges with regards to the licensing of standard essential patents. Open Source (OS) was also widely debated as a form of collaborative technology development, and about its IP implications, especially in its interplay with patents and standardization.

Finally, Mr. Emilio Dávila-González, from the European Commission DG CONNECT, summarized the pillars around ICT sector remarking the importance of flexibility and the integration of standardization and OS. For that, the EC proposed the design of Smooth Efficient Platforms to transform the current industry to a digital one. The event was closed by Mr. Luis Ignacio Vicente, Head of the Telefónica Patent Office grateful to the participants and to the audience the attendance to the event promoted jointly by LES & Telefonica.



Andrea Fosfuri – CIFRA results presentation.



Knut Blind– CIFRA results presentation.



Second Discussion Panel – Industry Vision.



Emilio Dávila-González - European Commission.

### 31/10/2017—The Business of Licensing: a joint workshop by LES-SP and LES-DE

**Vue:** Campus Repsol—Conference Hall

Throughout this session the experts briefly and systematically approached the basic elements of the business licensing, giving interesting advice based on experience. Prof. Dr. Heinz Goddar, Ex-President to LES Germany and LES International, opened the conference with a speech titled “Licensing: the friendly side of Intellectual Property Rights,” in which he broke down the different uses given to patents to support business strategies.

Dr. Helga Kutzenberger, Ex-President to LES Germany and Ex-President to Bayer AG, itemized the objects likely to be licensed—patents, utility models, designs, trademarks, copyrights, trade secrets and know-how, and exposed the benefits that both licensor and licensee can obtain from licensing. She concluded describing the best method to choose the most suitable licensee.

Next, José Miguel Lissén Arbeloa, Partner at the law firm Gómez-Acebo & Pombo, explained the implications that the implementation of the Trade Secrets Directive of the European Parliament and of the Council of 8 June 2016 on the protection of undisclosed know-how and business information (trade secrets) against their unlawful acquisition, use and disclosure, will have on the users of the trade secrets system.

After this, the different contractual documents most commonly used for the negotiations were analysed, including: Confidentiality Agreements, Intention Letters, Memorandum of Understanding, and Evaluation Contract. Once an agreement has been reached, the terms and conditions are reflected on a Licensing Contract, the parts of which were explained in detail. Ingo A. Brückner, attorney with a long experience in this industry, pointed out one important element of licensing contracts that sometimes does not receive the necessary attention: the Precedents (Preamble). A very important aspect if a solution of a conflict between the parties is to be found.

The special case on the cooperation between the industry and the university was the subject of a specific speech, made by Prof. Dr. Christian Czychowski, in which he detailed his experience in Germany with this sort of agreements for more than ten years.

Next, Javier Fernández-Lasquetty, Partner at the law firm Elzaburu, discussed IP rights infringements in relation to licensing contracts,

stressing the importance of the applicable law and dispute resolution clauses, and summarizing the different alternatives (mediation, arbitration or Court proceedings) and its applicability on each case.

Dr. Jochen M. SCHAEFER's speech, Legal Counsel of the World Federation of the Sporting Goods Industry, dealt with alternative methods for conflict resolution. He highlighted that today more and more international companies decide to include arbitration / mediation clauses in the contracts. However, he warned that in too many occasions standard clauses are included, without giving them sufficient thought, thus resulting in void or negative effects. In this respect, he summarised the factors to be considered with regards to the draft of these clauses, also providing significant numbers of the cases submitted to these methods and the results of the conflicts.

Dr. Matthias Zintler referred to the most relevant aspects of European regulations establishing the balance that companies have to strike between the competition and the IP law (TTBER). An element related to licensing is the determination of the economic value of the licensed object. This assessment is essential to determine, fair licensing prices and royalties, to determine damages in case of an IP infringement, to determine the value of a company, particularly “start-ups”, among others. At the conference, Prof. Dr. Julio Cerviño, of the Carlos III University of Madrid, made a review of the most common assessment methods putting in the first place the need to agree on standard patent assessment methods similarly as with ISO 10668 for brand evaluation. Among the existing methods, he showed preference for the Royalty Relief Method which he explained with examples.

The conference finalised with a licensing game (“renewable wind turbine”) between two teams formed by voluntary participants where they could put into practice all they had learned negotiating for two consecutive rounds the terms of a potential licensing agreement between a multinational corporation and a university under the supervision of Prof. Heinz Goddar and Dra. Helga Kutzenberger.

### LES Society

This conference was jointly organised between LES Spain/Portugal and LES Germany. Its structure and development was based on a series of courses that LES Germany has successfully organised for several years. With a diverse public, made up by professionals from the industry, universities, law firms and intellectual property agents, the course has become an introduction to the licensing of intellectual property rights used by German companies to train their IP professionals (certified attorneys without any experience in licensing).





### LES Switzerland

**I. The board of LES Switzerland introduced a revised mission statement** to better communicate our value proposition to members:

**Licensing Executives Society "LES-CH"  
Professional—Interdisciplinary—Worldwide  
IP in Business**

LES-CH is an association under Swiss law, which takes a business-oriented approach to every aspect of the protection and commercialization of intellectual property (IP).

LES-CH is fully integrated in a thriving international IP network.

LES-CH was founded in 1975 and is a member of Licensing Executives Society International (LESI), an umbrella organisation that has to date 33 societies covering more than 95 countries and almost 10.000 members world-wide. The first LES society was founded in 1965 in the USA.

LES-CH members include business executives, scientists, engineers, academics, lawyers, patent and trademark attorneys and government officials. Our members come from large enterprises, small and medium sized companies, academic institutions, R&D organizations, government organizations, law firms, and consulting firms. This unique blend of business, technical and legal professionals is different from all other professional associations.

LES-CH offers a rich educational program and organises regular training courses and expert conferences in the field of IP, covering patents, designs, brands, copyright, know-how, technology transfer, licensing, franchising and other forms of IP commercialisation.

LES-CH offers a forum in which to develop knowledge, expand experience and maintain contacts, with its industry-specific international working groups, available to all LES members, offering a perfect opportunity for close interaction. Members receive the quarterly 'les Nouvelles' and electronic access to an international member directory and extensive relevant information ([www.lesi.org](http://www.lesi.org)).

LES-CH supports policies that favor strong intellectual property rights and a reliable legal system. LES-CH takes an active role in legal consultations and maintains regular contacts with Swiss public institutions. On the international level, LES-CH also supports LESI, which enjoys partial NGO status, in relations with international and inter-governmental organisations (WIPO, WTO, UNIDO, ICC, OECD, European Commission, etc.).

**II. LES Switzerland has also started a newsletter** (three issues per year) for its members that covers Swiss case law, International Deals and Cases, and other themes in the field of IP in business.

**III. Five seminars were held in 2017:** (i) A review of trademark practice in Switzerland and EU in collaboration with the Swiss Federal Institute to Intellectual Property in Geneva (ii) A licensing weekend in

a mountain lake resort near Zurich (iii) A joint conference in Zurich with the Europa Institute on IP & Know-how Licensing (iv) A seminar on Branding in the Digital World in Lausanne (v) A seminar in Zurich on The Internet of Things.

**IV. LES Switzerland is consulted and regularly comments on proposed changes of Swiss laws impacting IP.** We believe that an active participation in public policy is important for our reputation and visibility.

### LES Thailand

#### • 2-3 Feb 2017, LES Thailand 2017 Annual Conference

LES Thailand 2017 Annual Conference "IP Commercialization—from Laboratory to Global Marketplace"

Chatrium Hotel, Bangkok

Participants: 120+

#### • 2 Feb 2017, LES Thailand Annual General Meeting

Election for new president and the new committee team for the term of 2017–2018; Approval of Accounts.

Chatrium Hotel, Bangkok

Participants: 40+

#### • 3 Mar 2017, IP Business Congress Southeast Asia (IPBC Southeast Asia)

LES Thailand was invited to serve as a co-sponsor with IPBC Southeast Asia. LES Thailand Member, Yingyong Tantanapongphan (Siam Cement Group), was an invited speaker.

Grand Hyatt, Singapore

Participants: 10+

#### • 26 April 2017, World IP Day

LES Thailand co-organized and co-sponsored USPTO's 2017 World IP Day event "Innovation-Improving Lives."

Conrad Hotel, Bangkok

Participants: 80+



#### • 2 June 2017, When Food Meets IP

Thailand's National Science Technology Development Agency (NSTDA) invited LES Thailand to co-promote its "IP Landscape and Business opportunity in the Food Industry." LES Thailand Members Gianfranco Matteucci Laurea, MSc and James Kinnaird BSc, PhD were invited to speak.

Thailand Science Park, Pathum Thani



• **20-21 July 2017, LES Thailand National Innovation Agency and USPTO “IP Training for Innovative Entrepreneur”**

LES Thailand, NIA (National Innovation Agency) and USPTO organized a two day conference on entrepreneurship. About 100 Thai SMEs were identified by NIA for invitation. Overseas speakers were invited (Chris Neumeyer of Duane Morris Taipei and David Swain of Deacons Hong Kong—both active LES Members). This event was funded by NIA and USPTO with LES Thailand serving as coordinator and speaker source.

Bangkok, Thailand  
Participants: 120



• **31 July 2017, IP Valuation and Implications of Thailand’s New Trade Competition Act**

LES Thailand organized a one day seminar on Thailand’s new Trade Competition Act. We have invited Mr. John Orcutt to be our speaker for a session of IP Valuation and Dr. Robert Ian McEwin as a speaker for our session on IP Implications of Competition law.

Tilleke & Gibbins, Bangkok  
Participants: 45



• **2-3 October 2017, IP Valuation Workshop**

We received positive feedback on our recent seminar, An Overview of IP Valuation, which was held at Tilleke & Gibbins’ Bangkok on 31 July. The participants gained extensive knowledge regarding IP valuation methodology from Prof. John Orcutt, University of New Hampshire. Because of the enthusiastic response Prof. Orcutt received, LES Thailand has invited him back to Bangkok to offer our members the chance to expand their knowledge and skills further for their IP practices.

KMUTT Knowledge Exchange for Innovation Center (KX), Bangkok  
Participants: 40

• **1 December 2017, LES Annual Meeting**

Election of LES Thailand Board Directors (for the submission to Bang Sue District) and update our past events to the members.

Tilleke & Gibbins, Bangkok  
Participants: 20

**LES Thailand Annual Meeting on 1-2 February 2018**

Shaping Thailand’s economic growth is the government’s focus on its “Thailand 4.0” policy, a new economic model that aims to create

sustainable growth, lift the country out of its “middle-income trap,” and reduce inequality and imbalances. Five relatively new industrial groups are being targeted under this policy. They are the food, agriculture and bio-technology group; the health and medical technology group; the robotics, smart devices and mechatronics group; the artificial intelligence and internet-related group; and the creativity, culture and high-value services group. It is hoped that a focus on these target groups will lead to various new startup industries that will stimulate long-term economic growth.

In addition to Thailand 4.0, Thailand’s recent upgrade from the United States Trade Representative’s Priority Watch List to the Watch List represents an official acknowledgement of the great strides Thailand has made in improving its practices for intellectual property protection and enforcement as it progresses toward the goal of Thailand 4.0.

With this in mind, the Licensing Executives Society (Thailand) will hold its Annual Conference on 1-2 February 2018 under the banner of “Thailand 4.0 and IP Issues for the Government’s Promoted Industries—Automation, Robotics & Artificial Intelligence and Fintech, block chain and encryption.” Technological evolution has dramatically changed the way we are and will be conducting business now and in the future. Join LES Thailand as we explore these issues as they will relate to the Government’s drive to push the economy forward through advances in artificial intelligence and more efficient payment, financial and insurance services. How will these rapid changes in both technology and government policies affect your businesses?



**LES Thailand Board**

**President and Secretary**

Mr. Alan Adcock  
Tilleke & Gibbins

**Vice-President**

Dr. Orakanoke Phanraksa  
NSTDA

**Committee and Treasurer**

Dr. Tanit Changthavorn  
Mahidol University

**Committee and  
Honorary Counsel**

Dr. Wilaiporn Chetanachan  
SCG Chemicals Co., Ltd.

**Committee and Public  
Relations Executive**

Dr. Suracha Udomsak  
SCG Chemicals Co., Ltd.

## LES Turkey

As we are approaching the end of another year, we wanted to share a synopsis of the activities we performed in 2017. This year was marked with significant developments in our country in terms of intellectual property rights. The publication of the new patent law and the expected regulations will doubtlessly bear positive consequences for professionals, companies and state institutions engaged in this field. As LES Turkey, we have contributed to this process with our human resources and experiences when requested. In addition to our LES 100 training events, we acted as one of the organizers of 4th IPCamp which was held this year and brought together the pioneer experts and companies engaged in the field of licensing with Industrial Property Rights (IPR) professionals. Setting off from the mistakes made in the news broadcasted in respect to IPR, we prepared a booklet to provide information and raise consciousness on IPR, and we introduced it through a press meeting. In addition, we attended LES International Management and Delegates Meeting where we shared information on our activities and explored new cooperation opportunities with our stakeholders. We organized a cocktail to meet with our members with the participation of the Chairman of LES International, Mr. Peter Hess.

### Introduction of the booklet on Intellectual and Industrial Rights for Media Companies

The introduction meeting was held on April 20th, for the publicity of the booklet on proper use of Intellectual and Industrial Property Rights in mass communication, under the partnership of LES Turkey and Sabancı University. In this event which was held in the Communication Center of Sabancı University, we enjoyed the chance of coming together with traditional and social media professionals, corporate communication experts and IPR professionals.



In the panel namely “Role of Media and Use of IPR in Mass Communication” where LES Chairman Murat İdal served as a moderator, we hosted Orhan Bursalı, an author from Cumhuriyet Newspaper, Fırat Demirel, an author from Webrazzi and Ertan Acar from İtibar Atölyesi, following the introduction of the booklet on intellectual and industrial rights.

### LES International Management and Delegates Meeting

Murat İdal, Chairman of LES Turkey and clal Arıgüç, Member of Executive Board participated at the LES International Management and Delegates Meeting conducted in Paris on April 20- 23rd, 2017. Within the scope of this event, international committee meetings and various meetings where opinions were exchanged in respect to the future conferences were held. Two delegates from each member country participated in these meetings. These meetings were conducted two days prior to the main conference and they aimed to ensure administrative development and the exploration of new cooperation models by delegates. In addition to the Committee Meetings, sessions of meetings were conducted under the body of Executive Board. Member countries informed the Executive Board through presentations on local activities they performed in 2016 and their roadmaps. LES Turkey presented a presentation to the Executive Board on its activities conducted in 2016, its current status and future plans. Throughout the meetings, new partnerships and fields of further cooperation were explored.

### Meet the Members Networking Event of LES Turkey

A Networking Event was conducted in Bo aziçi University, on September 13, 2017, in order to allow introduction of Turkish members, and its participants included Peters Hess, Chairman of LES Inter-

national. In this event where coordination among members and future activities were addressed, The Chairman of LES International shared his remarks on LES 2017 activities, following this, Assistant Professor Hanna Stakheveya, a lecturer at Bo aziçi University gave a presentation on Intellectual Property and Competition Law. The event was followed by a cocktail conducted with the participation of our members and speakers.



### IPCAMP Training Event

We conducted a Training relating to “Valuation and Licensing” on September 28- 30, in Izmir, under the partnership of LES Turkey, Sabancı University and Ege University. The event attracted intensive attention from the experts working in the Technology Transfer Offices and Research and Development Centres. 40 experts participated to the Training. Güler Akyıldız Damla from Arcelik, Professor Ulrich Moser from Erfurter University and Karin Hoffman from Vien University participated in this Training event with their presentations.

### LES 100 Training

LES Turkey Training Program for 2017 focused on the issue of “Introduction to Intellectual Property Rights” and it was conducted with the participation of IPR professionals, entrepreneurs and academicians who wish to improve their knowledge in the field. We enjoyed the opportunity to come together with experts from different cities of Turkey under the scope of these trainings, including the one hosted by Teknopark Istanbul on August 8, and one hosted by Arinkom, Technology Transfer Office of Anadolu University on October 17, in Eski ehir, and another one hosted by TTGV in Ankara on November 16.



Final development of 2017 was receiving an official invitation from Ministry of Development to attend five – year development plan. Mr Murat İdal President of Les Turkey will attend concerned meeting and represent LES Turkey before Ministries and high degree official government bodies. It is expected to draw IP Road Map for Turkey’s next five years.

## LES (U.S.A. and Canada)

### Licensing Executives Society (U.S.A. and Canada), Inc. 2017 Annual Report

In 2017, LES (U.S.A. and Canada) kicked off the year by naming Kimberly S. Chotkowski as the Society’s new Chief Executive Officer (CEO). She has brought a wealth of knowledge, as an outcomes-driven leader. Chotkowski also has a record of producing consistently strong results, while working with both professionals and volunteers. Through her leadership LES is working to providing new platforms for meetings, enhancing the value proposition to members and is reaching beyond out traditional member base.

This year, the Licensing Executives Society, (U.S.A. and Canada), Inc. (LES) became an Accredited Standards Developer (ASD) of the American National Standards Institute (ANSI). ANSI accreditation is the culmination of two and a half years of work by LES to bring together

diverse members of the innovation economy to develop voluntary consensus standards in IP management and commercial transactions. ANSI's esteemed accreditation recognizes that LES Standards will meet ANSI's requirements for openness, balance, consensus, and due process. More than 25 companies are currently participating in LES Standards, including law firms, IP valuation companies, IP consulting companies, IP brokers, and operating companies.

Also in 2017, Brian O'Shaughnessy, the LES 2017 President and Chair, led Public Policy initiatives and delegations to meet with the USPTO and the White House.

In addition, the Society added a Member Benefit Partner Affinity Program. The program is an easy and effective way for LES (U.S.A. and Canada) members to receive discounts on business, personal, and travel services like Auto & Home Insurance, Avis, Constant Contact, Lenovo, and LifeLock.

#### 2017 LES (U.S.A. and Canada) Events

The **LES 2017 IP100 Executive Forum** was held February 27-28, 2017 in Phoenix, Arizona. The IP100 Executive Forum is a unique, exclusive gathering of experienced professionals and senior executives charged with the IP decision-making responsibilities within their organizations. The forum focuses on strategic issues related to IP business.

The **LES 2017 Spring Meeting** was held May 9-11, 2017 in Washington, DC. Attendees enjoyed education, networking, and sector events at the meeting themed "Stronger Economies Through Licensing: Is IP Policy Making or Breaking Your Deals?" Sessions addressed topics ranging from legislation impacting the future of innovation, to LES Standards, to sector-specific issues.

The **LES 2017 Annual Meeting** was held October 22-25, 2017 in Chicago, Illinois. The meeting focused on the theme "Harnessing the Winds of Change: Advancing Intellectual Business Practices in Today's World." The event featured spotlight plenaries that were targeted to each sector and gave a deep dive into various business trends. Additionally, the year's most creative and innovative intellectual property (IP) deals were named Deals of Distinction™ and the Frank Barnes Mentor Award recipient was announced.

#### 2017-2018 LES (U.S.A. and Canada) Leadership and Board of Directors

<b>President and Chair of the Board</b>	Bill Elkington
<b>President-Elect and Chair-Elect of the Board</b>	Robert Held
<b>CEO</b>	Kim Chotkowski
<b>Immediate Past-President and Chair of the Board</b>	Brian O'Shaughnessy
<b>Secretary</b>	Kevin Spivak
<b>Treasurer</b>	Mike Pellegrino
<b>Counsel</b>	Paul A. Roberts
<b>Vice President of Membership, Communications, and Technology</b>	Ida Shum
<b>Senior Vice President of Meeting, Education, and Strategic Alliances</b>	Gary Fedorochko
<b>Vice President, International</b>	Jim Bratton
<b>Vice President of Public Policy and Standards</b>	Rachel Kreppel
<b>Director, Local Chapters East</b>	Annie Gauthier
<b>Director, Local Chapters West</b>	Louise Levien
<b>Director of Membership and Member Engagement</b>	Annmarie Meike
<b>Director of Communications and Publications</b>	Gillian Fenton
<b>Director of Meetings</b>	Scott Williams
<b>Director of Education</b>	Matthew McNeill



Chris Katopis takes a selfie with the ANZ mascot, Matilda.

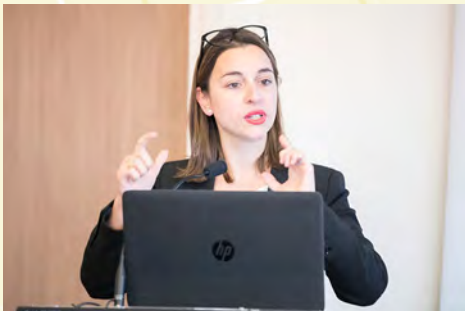


President of LES France, Anne-Charlotte Le Bihan enjoys a bike ride.

## 2017 Paris Annual Meeting Photo Gallery



## More 2017 Meeting Memories





As part of the LESI 2017 Annual Meeting, the Global Technology Impact Forum (GTIF) was held in Paris with support from the French Patent Office (Institut National de la Propriété Industrielle, "INPI"). INPI Director and past LES France President Frédéric Caillaud delivered the opening remarks for this year's conference, "IP Revolution? Technology-Based Collaboration to Achieve Societal Benefits."

The GTIF is a unique conference offering by LESI. It has emerged as the leading forum where outstanding organizations in the business of Intellectual Property (IP) meet to share and discuss the latest tools and developments affecting the IP and innovation systems globally, with a focus on important social and humanitarian goals.

This year's conference featured speakers on topics ranging from Government IP Policy, Government Perspectives on Social and Humanitarian IP and Technology Transfer Policies; Investing in IP for Improvements in Global Health; Energy Transition & Sustainable Development; the Agriculture Industry—Economics, IP and Societal Change; as well as a workshop in the practical implications of socially-responsible licensing for agreement drafting.

Mark Wilson, GTIF Committee Chair stated, "The 2017 GTIF meeting was a stimulating day of debate that considered innovation and social responsibility. The key theme of using IP-based business models to deliver societal and business benefits was reviewed across multiple sectors, in an engaging fashion, by a range of expert speakers. In addition, and for the first time, the GTIF meeting featured an educational license-drafting workshop component. The GTIF Committee is grateful for INPI's generous support of this ongoing conference series."

LESI instituted two awards to recognize those initiatives with outstanding impact in the building of good will towards IP. The two 2017 GTIF Award winners were the National IP Management Office (NIPMO), Republic of South Africa, and the Global Health Investment Fund (GHIF).

The next GTIF meeting will be held as part of the 2018 San Diego Annual Meeting on Wednesday, May 3, 2018. To become involved with the GTIF planning committee, please contact either Mark Wilson, GTIF Committee Chair [mark.wilson@strategicttechbio.com](mailto:mark.wilson@strategicttechbio.com) or Chris Katopis, LESI Executive Administrator, at [ckatopis@lesi.org](mailto:ckatopis@lesi.org).



From left, LESI Past-President, Yvonne Chua, Patricia Bunye and Fiona Nicolson.



Paul E. Salmon, Senior Counsel, Office of Policy and International Affairs, USPTO.



From left, Gary Keller, Pamela Cox, Julie Hutson (Wellcome Trust), Magali Poinot (Innovative Medicines Initiative), Mr. Chan Park and Mark Wilson.



From left, LESI Board members Ichiro Nakatomi, Peter K. Hess, François Painchaud, Patricia Bunye and Fiona Nicolson.

## Slate of chairs, co-chairs and the Board of Directors Liaison for 2016–2017

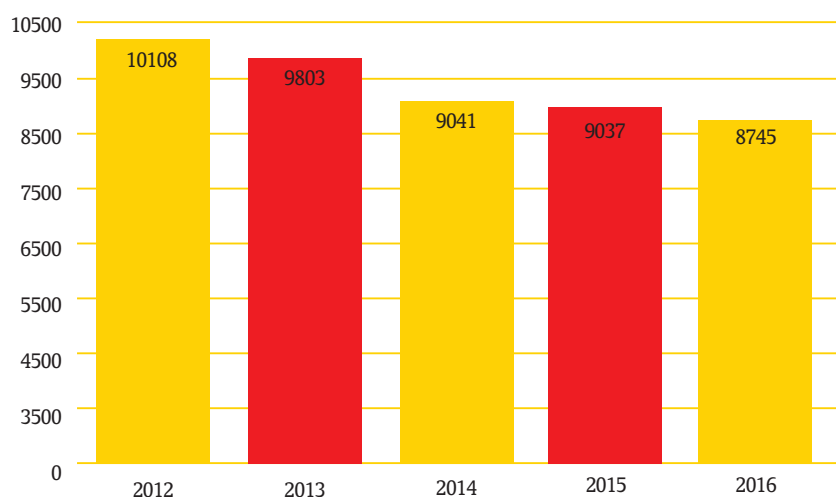
<b>IPR Committees</b>	<b>Chairs and vice-chairs</b>	<b>Society</b>	<b>Board liaison</b>
Americas	Renzo Scavia	Andean Community	Russell Levine
Asia Pacific	Yu Sarn Chiew Ningling Wang	Singapore China	Ichiro Nakatomi
Chemicals, Energy, Environmental & Materials (CEEM)	Rashid Khan	(USA & Canada)	Audrey Yap
Consumer Products Industries (including branded products)	Joo Sup Kim	Korea	Audrey Yap
Copyright Licensing	Abraham Alegria Ken McKay	Mexico (USA & Canada)	Emmanuel Gougé
Dispute Resolution	Junichi Yamazaki	Japan	Emmanuel Gougé
European	Bruno Vandermeulen Emmanuel Gougé	Benelux France	Fiona Nicolson
High Technology	Keith Lutsch Christopher Shaowei	(USA & Canada) China	John Paul
Industry, University and Government Transactions (IUGT)	Karin Hofmann	Austria	Omer Hizirolu
Life Sciences	Gary Keller	(USA & Canada)	Emmanuel Gougé
Patent and Technology Licensing	Patrick Terroir KJ Kim	France Korea	John Paul
Trademarks, Design & Merchandising	Johan Du Preez Stefan Völker	South Africa Germany	Audrey Yap
Valuation Committee			Eduardo Souza
<b>Management Committees</b>	<b>Chairs and Vice-Chairs</b>	<b>Society</b>	<b>Board Liaison</b>
Audit	Ted Cross	(USA & Canada)	Eduardo Souza
Awards	Peter Chroczel	Germany	Fiona Nicolson
Communications	Ron Grudziecki Hector Chagoya	(USA & Canada) Mexico	Omer Hizirolu
Education	Michael Lechter Janet Pioli	(USA & Canada) (USA & Canada)	John Paul
External Relations	Martin Schneider	Switzerland	Omer Hizirolu
Investment	Tilman Muller-Stoy	Germany	Omer Hizirolu
IP Maintenance	Jim Sobieraj	(USA & Canada)	Eduardo Souza
Legal	Giovanni Gripiotti	Italy	Jim Sobieraj
	Emmanuel Gougé	France	Emmanuel Gougé
	Junichi Yamazaki	Japan	Junichi Yamazaki
	Russell Levine	(USA/Canada)	
Long Range Planning	Thomas Adocker	Austria	Russell Levine
Meetings	Sergey Dorofeev	Russia	Fiona Nicolson
	Hayley French	Britain & Ireland	
Membership	Felix Grether	Switzerland	Jim Sobieraj
Nominating	Jim Sobieraj	(USA & Canada)	Jim Sobieraj
Publications	Sun Kim	Korea	Russell Levine
<b>Ad Hoc Committees</b>	<b>Chairs and Vice-Chairs</b>	<b>Society</b>	<b>Board Liaison</b>
Global Technology Impact Forum	Mark Wilson	Britain & Ireland	Ichiro Nakatomi
Young Members Congress	Sherry Rollo	(USA & Canada)	Omer Hizirolu

## Membership Development

**LES Society**      **Number of members on**  
**31-12-2016      31-12-2015      % change**

ANDEAN COMMUNITY	32	33	-3%
ARAB COUNTRIES	40	40	0%
ARGENTINA	35	34	3%
ANZ	302	413	-27%
AUSTRIA	85	91	-7%
BENELUX	406	423	-4%
BRAZIL	83	81	2%
BRITAIN and IRELAND	361	388	-7%
CHILE	54	43	26%
CHINA	177	142	25%
CHINESE TAIPEI	64	90	-29%
CZECH REPUBLIC	45	42	7%
FRANCE	593	550	8%
GERMANY	913	959	-5%
HUNGARY	34	36	-6%
INDIA	43	64	-33%
ISRAEL	42	38	11%
ITALY	320	294	9%
JAPAN	700	683	2%
KOREA	201	132	52%
MALAYSIA	38	51	-25%
MEXICO	90	89	1%
PHILIPPINES	77	87	-11%
POLAND	34	34	0%
RUSSIA	56	62	-10%
SCANDINAVIA	446	440	1%
SINGAPORE	45	89	-49%
SOUTH AFRICA	104	105	-1%
SPAIN and PORTUGAL	148	146	1%
SWITZERLAND	285	316	-10%
THAILAND	48	—	NA
TURKEY	79	72	10%
USA & CANADA	2765	2970	-7%
<b>Total</b>	<b>8745</b>	<b>9037</b>	<b>-3%</b>

### Membership 2012-2016



## Societies and their Presidents in 2016-2017

### LES Andean Community

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**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 Chroczel	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)
2016-2017	Patricia A.O. Bunye	LES (Philippines)



LESI Past-Presidents (from left): Thierry Sueur, Willy Manfroy, Jim Sobieraj, Yvonne Chua, Patricia A.O. Bunye, Arnaud Michel, Kevin Nachtrab and Heinz Goddar.

## LES INTERNATIONAL BOARD OF DIRECTORS 2016-2017

### LES International Board of Directors 2016-2017

Patricia A.O. Bunye	President	LES Philippines
Jim Sobieraj	Past-President	LES (USA & Canada)
Peter Hess	President-Elect	LES Germany
Fiona Nicolson	Secretary	LES Britain & Ireland
Eduardo de Souza	Treasurer	LES Brazil
Omer Hizirolu	Vice-President	LES Turkey
Ichiro Nakatomi	Vice-President	LES Japan
Audrey Yap	Vice-President	LES Singapore
John Paul	Vice-President	LES (USA & Canada)
Emmanuel Gougè	Legal Counsel	LES Brazil
Russell Levine	Legal Counsel	LES (USA & Canada)



LESI 2016-2017 Board of Directors (from left): Jim Sobieraj, Omer Hizirolu, John Paul, Patricia A.O. Bunye, Russell Levine, Audrey Yap, Ichiro Nakatomi and Peter Hess.

## LES International Conferences in the future

Date	Organized by	Location
2018, April 29-May 2	LES (USA & Canada)	San Diego
2019, May 24-May 28	LES Japan	Yokohama
2020	LES Germany	Berlin

### LES WEBSITES

## LES Websites

LES International at <a href="http://www.lesi.org">www.lesi.org</a>
LES Asia Pacific at <a href="http://www.les-asiapacific.org">www.les-asiapacific.org</a>
LES Europe at <a href="http://www.les-europe.org">www.les-europe.org</a>
LES Andean Community at <a href="http://www.lesi.org/les-andina">www.lesi.org/les-andina</a>
LES Arab Countries at <a href="http://www.lesarab.org">www.lesarab.org</a>
LES Argentina at <a href="http://www.lesi.org/les-argentina">www.lesi.org/les-argentina</a>
LES Australia and New Zealand at <a href="http://www.lesanz.org.au">www.lesanz.org.au</a>
LES Austria at <a href="http://www.les-austria.at">www.les-austria.at</a>
LES Benelux at <a href="http://www.les-benelux.org">www.les-benelux.org</a>
LES Brazil at <a href="http://www.lesbrasil.org.br">www.lesbrasil.org.br</a>
LES Britain and Ireland at <a href="http://www.les-bi.org">www.les-bi.org</a>
LES Chile at <a href="http://www.leschile.cl">www.leschile.cl</a>
LES China at <a href="http://www.leschina.cn">www.leschina.cn</a>
LES Chinese Taipei at <a href="http://www.lesct.org.tw">www.lesct.org.tw</a>
LES Czech Republic at <a href="http://www.les-czechrepublic.com">www.les-czechrepublic.com</a>
LES France at <a href="http://www.les-france.org">www.les-france.org</a>
LES Germany at <a href="http://www.les-germany.org">www.les-germany.org</a>
LES Hungary at <a href="http://www.les-hungary.hu">www.les-hungary.hu</a>
LES India at <a href="http://www.lesindia.org">www.lesindia.org</a>
LES Israel at <a href="http://www.lesi.org/les-israel">www.lesi.org/les-israel</a>
LES Italy at <a href="http://www.les-italy.org">www.les-italy.org</a>
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LES Korea at <a href="http://www.lesk.org">www.lesk.org</a>
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LES Poland at <a href="http://www.les-poland.pl">www.les-poland.pl</a>
LES Russia at <a href="http://www.les-russia.org">www.les-russia.org</a>
LES Scandinavia at <a href="http://www.les-scandinavia.org">www.les-scandinavia.org</a>
LES Singapore at <a href="http://www.les-singapore.org">www.les-singapore.org</a>
LES South Africa at <a href="http://www.licensing.co.za">www.licensing.co.za</a>
LES Spain and Portugal at <a href="http://www.les-sp.org">www.les-sp.org</a>
LES Switzerland at <a href="http://www.les-ch.ch">www.les-ch.ch</a>
LES Thailand at <a href="http://licensingthailand.com">http://licensingthailand.com</a>
LES Turkey at <a href="http://www.teklider.org.tr">www.teklider.org.tr</a>
LES (USA & Canada) at <a href="http://www.lesusacanada.org">www.lesusacanada.org</a>



### LES Twitter

LES International @ <a href="https://twitter.com/LESIntl">#LESIntl</a>
LES Australia and New Zealand @ <a href="https://twitter.com/LESANZInc">#LESANZInc</a>
LES Britain and Ireland @ <a href="https://twitter.com/LESBandI">#LESBandI</a>
LES France @ <a href="https://twitter.com/LES_France">#LES_France</a>
LES Mexico @ <a href="https://twitter.com/LESMEXICOac">#LESMEXICOac</a>
LES Philippines @ <a href="https://twitter.com/LESPhilippines">#LESPhilippines</a>
LES Spain and Portugal @ <a href="https://twitter.com/LES_EsPt">#LES_EsPt</a>
LES Turkey @ <a href="https://twitter.com/LESTurkey">#LESTurkey</a>
LES (USA & Canada) @ <a href="https://twitter.com/LESUSACANADA">#LESUSACANADA</a>
LES Young Members Congress @ <a href="https://twitter.com/LES_YMC">#LES_YMC</a>

## LESI Treasurer's Report

Below is a summary of the LESI's revenues, expenses, assets, liabilities and fund balances as of December 31, 2016. 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 2016-2017

### Finances per 31 December 2016 in US\$ (unaudited)

#### Revenues

Membership Dues	613,822
<i>les Nouvelles</i> and Membership Directory	473
Meetings Revenue	31,395
Investment Revenue	80
Other Revenue	122,348
Royalties Revenue	1,058

<b>Total Revenue</b>	<b>769,176</b>
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#### Expenses

Publications	212,940
General and Administrative Costs	220,446
LESI Delegates and Board Meetings	59,002
LESI Directors Expenses	65,078
LESI Committees	30,638
Endowment Projects	27,500
Communications	2,347

<b>Total Expenses</b>	<b>617,951</b>
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<b>Excess of Revenues over Expenses</b>	<b>151,225</b>
---	----------------

#### Current Assets

Cash on Hand	565,138
Cash in Endowment	—
Accounts Receivable	6,111
Allowance for Doubtful Accounts	—
Notes Receivable	—
Prepaid Expenses	2,732
Short Term Investments	861,471

<b>Current Assets</b>	<b>1,435,452</b>
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#### Current Liabilities

Accounts Payable	50,092
Advance Dues, Registrations, Advertising	—
Accrued Expenses	—
Due to LES	535

<b>Total Liabilities</b>	<b>50,627</b>
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#### Fund Balance

Excess of Expenses over Revenue	151,225
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<b>Total Liabilities and Fund Balance</b>	<b>1,384,825</b>
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MARCH 2016

# les Nouvelles

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*Fiona Nicolson;  
Secretary for 2016-17*

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David Massey, Northern Networks with Chris Katopis, LESI Executive Administrator.

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