

DRAFT

MINUTES OF THE INTERNATIONAL MANAGEMENT AND DELEGATES MEETING ("IMDM") LICENSING EXECUTIVES SOCIETY INTERNATIONAL (LESI)

Held on May 8, 2022 at 09:00 AM CEST (Venice, Italy)

ATTENDANCE

LESI Board
International Delegates of Member Societies ("**Delegates**") to the meeting (in person or represented by proxy)
Permitted Observers
*SEE LIST ATTACHED AS APPENDIX "A" TO THESE MINUTES,
INDICATING BOARD/DELEGATE/PROXY/OBSERVER STATUS*

Note: Where the term "presentation" is used, copies of this presentation are available on the LESI website.¹

1. CHAIR AND SECRETARY OF THE MEETING

John Paul ("John"), LESI's President, chaired the meeting and, **Pam Cox ("Pam")**, LESI's Corporate Secretary, acted as secretary.

John introduced the current LESI Board:

John Paul	President
Ichiro Nakatomi	President-Elect
Audrey Yap	Immediate Past-President
Mike Lasinski	Treasurer
Pamela Cox	Corporate Secretary
Sergey Dorofeev	VP
José-Miguel Lissen	VP
Karin Hofmann	VP
Junko Sugimura	VP
Hayley French	Non-executive Director
Sonja London	Non-executive Director

2. CONFIRMATION OF DELEGATES & PROXIES AND AGENDA ADJUSTMENTS

The attending Delegates representing the majority of all Delegates were either present or presented by proxy*. Quorum was reached and confirmed by **Pam. John** declared the meeting properly convened.

*63 delegates were present or represented by proxy at the opening of the IMDM representing 25 Member Societies. No Delegates were present from the following Member Societies: Arab Countries, China, China-Hong Kong, Chinese Taipei, Israel, Korea, Malaysia, Russia.

3. OVERVIEW OF THE VOTES TO BE TAKEN

Dana Colarulli ("Dana") informed the meeting participants on the running of the meeting and the votes to be taken, including the minutes from the 2021 IMDM, Awards, and 2022-2023 Board Slate.

¹ See: <https://www.lesi.org/about/lesi-meeting-documents/venice-2022>

4. APPROVAL AND WAIVER OF READING OF THE MINUTES OF THE LAST IMDM

Pam called for a vote which was passed by the delegates.

IMDM 2021-1	Upon motion proposed and seconded, the delegates present voted to waive the reading of and to ratify the minutes of the International Management and Delegates Meeting held virtually on May 19, 2021.
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5. PRESIDENT'S REPORT

John presented his outgoing president's report which referenced the submissions he made in LES Global News throughout the year.² He noted that, during the last year, the organization made progress in many ways, including the following:

- focused on defining and providing concrete value to LES, its members, and the public, and communicating about that value in an organized way;
- enhanced leadership and governance;
- created new management tools;
- better identified and communicated about who we are;
- framed the LESI annual meeting as world-class: "the Davos of Licensing;"
- framed our international management and delegates meeting (IMDM) to focus on value to members, and to be forward looking and interactive; and
- have grown, organized, and promoted our value proposition to include many concrete deliverables and benefits to our members.

He ended his remarks noting that LESI would be kicking off its 50th anniversary here in Venice that evening and building for the next 50 years.

6. EXECUTIVE DIRECTOR'S REPORT

Dana presented the Executive Directors report noting that the organization was celebrating 50 years in existence and provided some history related to the discussion creating the international organization and its first board of directors. He noted the role of Charles Chappell, President of then LES U.S.A., who presiding over the 1973 Annual Meeting of LES U.S.A. in San Francisco, CA where the motion to create LESI was offered. The motion was made by Marcus Finnegan, seconded by Dudley Smith and carried unanimously.

7. TREASURER'S REPORT

- **Mike Lasinski ("Mike")** provided a budget report and the financial outlook for LESI for 2022 and 2023.

8. THE LICENSING INDUSTRY

Fiona Nicholson ("Fiona"), LESI Past President 2019-2029, moderated a panel discussion titled, "The licensing industry - where is it going in the next 10 years and what are the implications for organisations such as LES?"

Speakers:

- Francois Painchaud, Robic
- Hayley French, Apitope
- Matteo Sabattini, Ericsson
- Anji Miller, Lifearc
- Francisco Velasco, Open Innovation Community
- Dana Robert Colarulli, LESI

² See: <https://lesi.org/publications/global-news> (July 2021-April 2022)

9. LESI'S KEY PRIORITY AREAS

John presented on the LESI value proposition and deliverables that had been created during the preceding year. He then introduced the six areas for which he had asked the following teams to present:

I. BUILDING COMMUNITY

John Carney ("John C."), Keith Lutsch ("Keith"), Dallas Wilkinson ("Dallas"), Pam, and Kilian Schaerli ("Kilian") presented on the following topics:

- Automotive Industry Advisory Board (IAB)
- Chemicals, Energy, Environment and Materials (CEEM)
- Women in Licensing Alliance (WILA)
- Young Members Congress (YMC)

II. EDUCATING OUR MEMBERS

Natalie Raffoul ("Natalie"), Martin Schneider ("Martin"), David Drews ("David"), and Audrey Yap ("Audrey") presented on the following topics:

- Job training: LESI licensing & commercialization courses
- Interactive hot topic discussions: pop-up courses
- Recent developments and publications: *Global Licensing Report, les Nouvelles & LES Global News*
- Case studies: collaboration with the EPO to highlight high-growth tech business through interviews with CEOs and other company executives

III. PROVIDING PUBLIC SERVICE & PROVIDING THOUGHT-LEADERSHIP

Emmanuel Gouge ("Emmanuel"), Paula Mena Barreto ("Paula"), Chris Shaowei ("Chris"), Dana, Mark Wilson ("Mark"), Omer Hiziroglu ("Omer"), Ichiro Nakatomi ("Ichiro"), Jeff Whittle ("Jeff"), and Fiona presented on the following topics:

- "Ask Me Anything" national and regional sessions
- Pro Bono Commercialization program: collaboration with WIPO
- Impact Licensing & Funding (formerly GTIF)
- Sustainable development goals: creation of an IP index
- Technology transfer collaboration: Korean Tech Transfer Attorneys Association (KTAA) MOU
- Professional certifications: Certified Licensing Professionals (CLP), proposed LESI IP valuation Certification

IV. RECOGNIZING ACCOMPLISHMENTS AND PRESENTING AWARDS

Madelein Kleyn ("Madelein"), Patricia Bunye ("Patricia"), Andre Gorius ("Andre"), Bayani Loste ("Bayani"), Tanja Sovic ("Tanja"), Mattia Dalla Costa ("Mattia"), and John presented on the following topics:

- LESI Awards – recognizing service to LESI
- LESI Innovations Award – recognizing achievements in our profession
- 50th Anniversary Awards

V. COMMUNICATING BETTER ABOUT THINGS WE DO

Jean-Christophe Troussel ("Jean-Christophe") and Dana presented on the following topics:

- Event publicity – weekly emails on LES nation and regional society events to the LESI global community
- Differentiating LES – adopting and using meaningful descriptions
- Social media – engaging a wider audience

- Online improvements – community building tools, updated content, updated homepage reflecting the value of LES membership, more intuitive organization

LUNCH

VI. **50TH ANNIVERSARY CAMPAIGN FOR MEMBERSHIP & SPONSORSHIP**

John, Mike, Madelein, and Sonja London (“Sonja”) presented on these two topics:

- Community & membership development – including industry and professional focus areas.
- Sponsorship – including the creation of an “LESI Thought Leadership” Programs.

10. AWARDS

Madelein provided the Awards committee report describing the process, the nominations received and awards recommended by the Committee. She also reviewed the winners from the previous year. The awards and certificates were then presented as follows and the recipients were congratulated by the Board and all the Delegates.

2021 Awards:

- **Gold Medal:** Kevin Nachtrab (**Note: Kevin was then formally presented with the award the previous evening at the Delegates dinner*)
- **Peter Hess Award of Achievement:** Jointly awarded to Francois Painchaud and Patrick Terroir (posthumously)
- **Society of the Year:** LES Brazil

The committee then announced and presented the 2022 Awards (as approved by the Board) –

- **Certificate of Merit:** Gian Antonio Pancot
- **Yvonne Chua Joining Hands Award:** LES South Africa
- **Outstanding Event/Activity of Year:** LESI Young Members Congress – Asia Pacific Conference
- **LESI Service Recognition:** Richa Pandey, Subramanian Vutha
- **The President's Service Award Recipients:** Natalie Raffoul, Thomas Adocker, Alexander Haertel, Yorikatsu Hohokabe, Dallas Wilkinson, Keith Lutsch, John Carney, Simon Chalkley, Larry Plonsker, Christopher Shaowei, and a group award to the LESI Innovation Trends Committee for the Innovation Award (Tanja Sovic, Bayani Loste, Andre Gorius) (for their efforts on various committee projects)
- **The President's Most Progressive Society of the Year Certificate:** LES USA & Canada (For the IP Owner Group Membership Program)

The committee then recommended to the Delegates, as approved by the LESI Board of Directors the following awards:

- LESI Society of the Year: **LES Italy**
- The Peter K. Hess Awards of Achievement: **Fiona Nicholson (LES Britain-Ireland)**
- Gold Medal Winner: **Arnaud Michel (“Arnaud”) (LES France)**

IMDM 2021-2 Upon motion proposed and seconded, Arnaud Michel, Fiona Nicholson and LES Italy were approved for the Awards for which they were nominated.

With thanks to the LESI Innovation Trends Committee, the winners of the newly created LESI Innovation Award, which were earlier approved by the LESI Board of Directors, was also announced at the meeting (a formal presentation was later done on Tuesday morning of the LESI2022 Conference.).³

- **Large Enterprises:** Northrup Gumman Corporation
- **Small Enterprises:** Lithoz GmbH

11. COMMITTEE REPORTS/NOMINATING COMMITTEE REPORT AND VOTE

Audrey led the vote on the LESI Board nomination slate for the Presidential Year 2022-2023 presented in virtually in May 2021. The Nominations Committee proposed the slate for 22/23, in accordance with the current by-laws, which was to be voted on by the delegates:

Proposed Slate for 2022-23 presented to the Delegates for a vote:

Ichiro Nakatomi (LES Japan)	President
Mike Lasinski (LES USA-Canada)	President-Elect
John Paul (LES USA-Canada)	Immediate Past-President
Sonja London (LES Scandinavia)	Treasurer
Tatiana Campello (LES Brazil)	Corporate Secretary
Karin Hofmann (LES Austria)	VP
Junko Sugimora (LES Japan)	VP
Mattia Dalla Costa (LES Italy)	VP
Madelein Kleyn (LES South Africa)	VP
Hayley French (LES Britain-Ireland)	Non-Executive Director
Duncan Ferguson (LES Australia-New Zealand)	Non-Executive Director
Russell Levine (LES USA-Canada)	Non-executive Director

IMDM 2020-3 Upon motion proposed and seconded, the Delegates approved the LESI Board slate for 2021/2022, in accordance with the LESI Bylaws, as proposed by the LESI Nominations Committee.

Announcement of the Proposed 2023-2024 Board slate presented by the Nominations Committee for information to the Delegates (for vote at the next IMDM in Montreal, Canada) -

Mike Lasinski (LES USA-Canada)	President
Sonja London (LES Scandinavia)	President-Elect
Ichiro Nakatomi (LES Japan)	Immediate Past-President
Russell Levine (LES USA-Canada)	Treasurer
Tatiana Campello (LES Brazil)	Corporate Secretary
Karin Hofmann (LES Austria)	VP
Junko Sugimora (LES Japan)	VP
Mattia Dalla Costa (LES Italy)	VP
Madelein Kleyn (LES South Africa)	VP

³ Award Criteria and information about the 2022 award winners can be found on the LESI website at: <https://www.lesi.org/about/lesi-awards/lesi-innovation-award>.

Tilman Mueller-Stoy (Germany)	Non-executive Director
Ningling Wang (China)	Non-executive Director
Matteo Sabattini (USA & Canada)	Non-executive Director

12. REPORT OUT OF THE VOTES

Dana reported the following outcomes of votes held during the International Management and Delegates Meeting held in Venice, Italy on May 8, 2022:

- Approval of the Minutes from May 19, 2021, virtual meeting
- Approval of Awards
- Approval of the 2022-2023 LESI Board Slate

13. MEETINGS COMMITTEE REPORT

• Locations for the 2024-2027 LESI Annual Conferences were announced. (Note: following the IMDM, LES ANZ asked to delay hosting the Annual Conference to a later date. The following thus formed the calendar for annual conferences for 2023-2026:

- 2023 **Montreal, Canada** (LES USA & Canada hosts)
- 2024 **Madrid, Spain** - *moved up from 2024 (LES Spain & Portugal hosts)
- 2025 **Singapore** (LES Singapore hosts)
- 2026 **Dublin, Ireland** (LES Britain and Ireland hosts)

14. UPCOMING MEETINGS

- 2022 LES USA-Canada Annual Meeting (San Francisco, CA | Oct 16-19, 2022)
- Promo for LESI2023 Annual Conference (Montreal, Canada | April 30 – May 1, 2023)

15. INCOMING PRESIDENT’S REPORT

Ichiro provided remarks about his focus areas during his presidential year asking the delegates to keep the following in mind:

- ✓ Serve the organization
- ✓ Be an industry person
- ✓ Be an inventor
- ✓ Look for the greatest “max value”

16. MEETING ADJOURNED

As reported by:

Pamela L. Cox, Corporate Secretary and Secretary of the IMDM

Additional information provided by:

Dana Robert Colarulli, Executive Director