

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

Held on May 19, 2021 at 08:30 AM EDT (virtually via Zoom)

ATTENDANCE

LESI Board
International Delegates of Member Societies ("**Delegates**") to the meeting (live 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. CHAIR AND SECRETARY OF THE MEETING

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

Audrey introduced the current LESI Board:

Audrey Yap	President
John Paul	President-Elect
Fiona Nicolson	Immediate Past-President
Mike Lasinski	Treasurer
Pamela Cox	Corporate Secretary
Tatiana Campello	VP
Sergey Dorofeev	VP
José-Miguel Lissen	VP
Christopher Shaowei	VP

2. QUORUM

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

*84 delegates were present or represented by proxy at the opening of the IMDM

3. OVERVIEW OF THE MEETING

Dana Colarulli ("Dana") informed the meeting participants on the running of the meeting and how to use Zoom.

4. APPROVAL OF THE MINUTES OF THE VIRTUAL IMDM

Pam

IMDM 2021-1	Upon motion proposed and seconded, passed to waive the reading of and to ratify the minutes of the International Management and Delegates Meeting held virtually on May 19, 2020.
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5. PRESIDENT'S REPORT

Audrey presented a video on her Presidency, tagline "Let's Innovate" and LESI activities around the world, see YouTube.

6. EXECUTIVE DIRECTOR'S REPORT

Dana

- Unique experience this year.
- Starting our 50th year and LESI is more relevant than ever.
- Mission of LESI couldn't be more important.
- Virtual platform is the new normal.
- Education, enabling professional growth and highlighting case studies.
- New branding implemented and now turning the focus to the website to make it more user friendly and key products like the business guides and royalty report.

7. TREASURER'S REPORT

Budget review

Mike Lasinski ("Mike") reported the following:

- Switched accounting firms and consolidated accounts to a financial savings.
- Cash position currently is equivalent to 2020.
- Broke even for 2020.
- 2021 projected annual dues at a slight decrease.
- Anticipate there will be a surplus for the 2021 Annual Meeting.
- Reminder of the due increase voted on last year at the IMDM.
- Investment account remains with Merrill Lynch, and we stayed the course during the past year but developing an investment strategy for 2021 in a safe and secure manner while earning more normal returns.
- Discussed key financial issues: membership declines, in-person meeting creating greater financial risk, national societies and LESI keeping close financial coordination.

8. AWARDS

Patricia Bunye ("Patricia") on behalf of herself and **Madelein Kleyn ("Madelein")** announced the process, 44 nominations received, and awards were recommended by the Awards Committee report. The awards and certificates were then presented as follows - the recipients were congratulated by the Board and all the Delegates.

2020 Awards Presentation – Audrey

Gold: Paulene Newman

Peter Hess: Raul Hey and Patricia

Society: LES Japan

2021 Awards Committee Report – Madelein

Society Award Winner for Outstanding Event/Activity of Year - nominated:

- LESI Asia Pacific Regional Conference
- LESI YMC
- LES South Africa LESI PTLC

Society Award Recommendation for Most Progressive Society of the Year - nominated:

- LES Italy
- LES Scandinavia

Announcement of the Winners - Patricia

Society Award Winner for Outstanding Event/Activity of Year:

- LESI Asia Pacific Regional Conference
- LESI YMC

Yvonne Chua “Joining Hands” Award

- LESI Asian Pacific Regional Conference

LESI Most Progressive Society of the Year:

- LES Italy

LESI Society of the Year:

- LES Brazil

Certificates of Merit:

- Prof. Xiaobo Fan (LES China)
- Alfred Chaouat (LES France)
- Sonja London (LES Scandinavia)

The Peter K. Hess Awards of Achievement:

- Francois Painchaud (LESI Past President/LES USA-Canada)
- Patrick Terroir (LES France)

Gold Medal Winner:

- Kevin Nachtrab (“**Kevin**”) (LESI Past President/LES Benelux)

[Screenshot taken of the nominees and award winners.]

Kevin spoke to accept his award.

Francois spoke to accept his award.



IMDM 2021-2 Upon motion proposed and seconded, passed to approve Kevin Nachtrab, Francois Painchaud and Patrick Terroir and LES Brazil for the Awards for which they were nominated.

9. LESI SERVICE RECOGNITION CERTIFICATES

Delegate approval for Awards to societies or to individuals. By-Laws Article V11 Committees, Section 5, Paragraph 2.

President’s Service Recognition Recipients:

- Vikran Duangmanee (LES Thailand)
- John Carney (LES USA-Canada)
- Georgina Busku (LES Hungary)
- Raj Hirwani (LES India)
- Juergen Graner (LES Austria)
- Lionel Tan (LES Singapore)
- Karina Muller (LES Brazil)
- Charlotta Lungdahl (LES France)
- Madelein Kleyn (LES South Africa)

- Thomas Bereuter (LES Austria)
- Vincent Bergeron (LES USA-Canada)
- Dr. Hemang Shah (LES India)

Please note the delegates' approval is not required for certificates - merit or service recognition

10. PUBLICATIONS

Welcome and Plans for the Coming Year from the New Editor of Les Nouvelles and Global News

David Drews ("David") presented:

- Launched *Les Nouvelles* Live
- Digital only issues (2) launched this year for *Les Nouvelles*
- New content including from YMC Challenge which led to 3 publications in *Les Nouvelles*
- Global news featuring timely issues

11. PRESIDENT'S "LET'S INNOVATE" CHALLENGE

Audrey:

- May of 2020 launched and the criteria: innovativeness, degree of inclusiveness, content and level of engagement with participants
- Over 120 online activities; 89 activities shortlisted
- Top Region – LES Europe
- Strong National Societies (Italy B&I, Scandinavia, Spain & Portugal)
- 18 in Top Collaborations & Inclusiveness and Special Mention to LES Spain & Portugal and LATAM
- Analysis by Content (over 20 licensing focused) and strong professional training and sharing (including industry)
- Social Interaction: YMC and WILA
- Innovation for New and Unique Format
- Winners announced, see report

12. COMMITTEE REPORTS/NOMINATING COMMITTEE REPORT AND VOTE

- Women in Licensing Alliance ("WILA")

Pam, see the Committee Report

- Young Members Congress ("YMC")

Gina Busku, see the Committee Report

- Communications

Vincent Bergeron and **Jean-Christophe Troussel**, per the presentation

- IP Valuation

Levente Petho, see the Committee Report

- Industry, University, Government Transactions ("IUGT")

Orakanoke Phanraksa, per the presentation

- Americas

Paula Mena Barreto, see the Committee Report

13. Nominating Committee Report and Vote

Fiona Nicolson (“Fiona”) lead the vote on the LESI Board nomination slate for the Presidential Year 2021-2022 presented virtually in May 2020.

The Nominations Committee is proposing the slate for 21/22 which is to be voted on by the delegates.

John Paul (LES USA-Canada)	President
Ichiro Nakatomi (LES Japan)	President-Elect
Audrey Yap (LES Singapore)	Immediate Past-President
Mike Lasinski (LES USA-Canada)	Treasurer
Pam Cox (LES USA-Canada)	Corporate Secretary
Sergey Dorofeev (LES Russia)	VP
José-Miguel Lissen (LES Spain/Portugal)	VP
Karin Hofmann (LES Austria)	VP
Junko Sugimura (LES Japan)	VP
Hayley French (LES Britain-Ireland)	Non-executive Director
Sonja London (LES Scandinavia)	Non-executive Director

IMDM 2020-3	Upon motion proposed and seconded, passed to approve the LESI Board slate for 2021/2022 as proposed by the LESI Nominations Committee.
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Announcement of 2022-2023 Board slate by the Nominations Committee - Fiona

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 Sugimura (LES Japan)	VP
Mattia Dalla Costa (LES Italy)	VP
Madelein Kleyn (LES South Africa)	VP
<i>Hayley French (LES Britain-Ireland)</i>	<i>Non-executive Director</i>
<i>Duncan Ferguson (LES Australia-New Zealand)</i>	<i>Non-executive Director</i>

Business Advisors from 2020-2021 will continue for 2021-2022 - Fiona

1. Sian Godwin (LES USA-Canada)
2. Don Drinkwater (LES USA-Canada)
3. Jin Yang (LES China)
4. Sarita Venkat (LES USA-Canada)

Pam inquired if there were any questions regarding the vote.

13. UPCOMING MEETINGS

- **LESI Annual Conference 2021** (May 27-28, 2021) – a 24-hour virtual Conference (Natalie Raffoul, Alex Haertel, Karina Haidar Müller, Dana)
- **LES USA-Canada Annual Meeting** (September 27, 2021) – virtual (Gillian Fenton)
- **LESI Annual Conference 2022** (May 8-10, 2022) – Venice, Italy (Mattia Dalla Costa)

14. REPORT OUT OF THE VOTES

Dana reported the following outcomes of votes held during the International Management and Delegates Meeting held virtually on May 19, 2021:

- Approval of the Minutes from May 19, 2020 virtual meeting. (Passed with 1 no)
- Approval of Awards. (Passed with 1 abstention)
- Approval of the 2021-2022 LESI Board Slate. (Passed 100%)

15. INCOMING PRESIDENT'S REPORT

John Paul ("John") reported on the following:

- Things that matter – focus for the upcoming year with 7 priority areas following on the Winter Planning Meeting
 1. Education
 2. Building community in industry groups
 3. Recognize contributions with new awards
 4. Growing and retaining membership
 5. Providing public service
 6. Obtaining funding
 7. Better communication on what we do
- Great organization, talented people, long friendship and excellent people
- Important to get together again at the LESI Annual Meeting in Venice
- Build for the next 50 years!

Meeting Adjourned 9:32

Reported by

Pamela L. Cox

*Corporate Secretary and
Secretary of the IMDM*