

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

Held on April 29, 2018 at 08:45 AM

at Manchester Hyatt Hotel, San Diego

ATTENDANCE

International Delegates ("Delegates") to the meeting
(in person or represented by proxy)

SEE DELEGATE LIST ATTACHED AS APPENDIX "A" TO THESE
MINUTES

SEE OBSERVERS LIST ATTACHED AS APPENDIX "B" TO THESE
MINUTES

SEE PROXY LIST ATTACHED AS APPENDIX "C" TO THESE
MINUTES

(Note: Where the term "presentation" is used, copies of this presentation are available on the LESI website at <https://www.lesi.org/about/lesi-meeting-documents/sandiego-2018>)

1. CHAIR AND SECRETARY OF THE MEETING

In the absence of **Peter Hess** ("Peter"), President, **François Painchaud** ("François"), LESI's President Elect, chaired the meeting with the assistance of **Patricia A. O. Bunye** ("Patricia"), Past President LESI, and **Fiona Nicolson** ("Fiona"), LESI's Corporate Secretary, acted as secretary. Patricia declared the meeting open on behalf of the President who was sadly absent from the meeting through illness.

2. QUORUM

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

*[58] of the [87] delegates were present or represented by proxy at the opening of the IMDM representing [66.67]% of the Delegates.

3. PRESIDENT'S WELCOME AND REPORT

Patricia read **Peter's** report of his year in office on his behalf and the many highlights including his travels to Member Societies including his trip to China, work on the LESI / EPO initiative (a topic very close to his heart) and **Peter's** wish to value and recognise contribution to LESI by individual members from all over the world to be recognised by way of a substantial number of President's and service recognition awards to be presented later in the meeting.

4. SPECIAL RESOLUTION

Patricia proposed and the meeting approved unanimously a resolution acknowledging

the many and valued contributions of Peter to LESI [https://lesi.org/docs/default-source/2018-IMDM-San-Diego/5\(a\)-special-resolution-acknowledging-president-peter-hess-contributions-to-lesi.pdf?sfvrsn=2](https://lesi.org/docs/default-source/2018-IMDM-San-Diego/5(a)-special-resolution-acknowledging-president-peter-hess-contributions-to-lesi.pdf?sfvrsn=2) . **Tilman Muller-Stoy**, a partner of Peter's at his law firm Bardehle replied on Peter's behalf and updated the meeting on Peter's most recent visit to Peter and his great sadness not to be able to be with us in San Diego at the culmination of his very successful year in office.

[IMDM 2018-01] Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** that the Delegates acknowledge the many and valued contributions of Peter K. Hess to LESI.

5. CONFIRMATION OF DELEGATES AND PROXIES AND AGENDA ADJUSTMENTS

Fiona reported on these matters (see annex). There were no adjustments to the agenda.

6. APPROVAL OF MINUTES

The Minutes of the Delegates Meeting held in Paris on April 2017 having been published and made available to the delegates prior to the Meeting were unanimously approved by the Delegates - the requirement to read the Minutes was waived.

[IMDM 2018-02] Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** that the Minutes of the Delegates Meeting held in Paris on April 2017 are approved.

7. TREASURERS REPORT

John Paul ("**Treasurer**") proposed a balanced budget to the delegates and noted that in his view expenses were under control. He noted that the annual dues were based on membership of National Societies as at 3rd December 2017 and that unfortunately the downward trend in numbers of members was continuing although some societies were bucking the trend and numbers of members were increasing. It was noted that the LESI dues has not been increased for over 10 years in spite of rising inflation - every effort was being made by the Board of LESI to manage costs and a conservative approach to the budget has been taken. It was also noted that given the LESI current financial position there was not any new money available for additional projects. The budget was unanimously approved by the Delegates. The Treasurer also noted that the financial outlook for the next few years was likely to follow the same trend as before although contributions made by National Societies from successful Annual Meeting surpluses could really help LESI finances.

8. ADMINISTRATOR'S REPORT

Chris Katopis ("**Chris**") reported on the work of the office and the efforts to run the office efficiently and manage vendors. Chris reminded the delegates of the personnel involved in servicing the office including **Larry Plonsker**, Editor of Les Nouvelles Northern Networking and **Katy Schneider**, who supports the website. Chris reported on his work over the year to support National Societies and LESI Committees with various initiatives and his ongoing liaison with the LES USA & Canada office.

9. LES BI-ANNUAL ROYALTY RATE SURVEY

Jim McCarthy ("Jim") provided a summary of the survey, its history and its unique value to members as a real benefit of membership as providing invaluable information not publicly available with obtained through a rigorous and robust confidential process managed by external consultants. Jim encouraged support from all National Societies for this initiative. **François** commented on the confidentiality issue being very important to National Societies and that it was therefore not possible for LESI to pass details of all individual members to the survey organisers it being necessary for the organisers to work with National Societies - and the importance of trying for work in a collaborative manner to achieve buy-in to the survey from appropriate members with a view to achieving a successful outcome.

10. LESI DELIVERABLES – EDUCATION AND EDUCATION REPORT

Martin Schneider ("Martin") and **Thomas Bereuter** ("Thomas") reported on the current education initiatives including the current status of the 2 day LESI/ EPO advanced licensing course. The format has been agreed and a timetable for the course completion and delivery is being worked on including completion of the identity of authors and reviewers. The current intention is to present the course in Basel in October 2018 for the first time. It was noted that licensing terms for the course still need to be agreed between LESI and the EPO and also with the authors / reviewers or being noted that they will have to assign their copyright jointly to LESI and the EPO - the intention being that the educational material produced will be free for private use. The benefits to both LESI and the EPO for this exciting initiative were noted and that it should be a win/ win for both parties. **Thomas** acknowledged the great support and enthusiasm of **Peter** for this initiative and **Audrey Yap** noted that it was very exciting for LESI to be involved in such unique and worthwhile project.

11. LESI DELIVERABLES – COMMUNICATIONS

Omer Hizioglu ("Omer") reported on the work of the Communications Committee. He noted that it was so important for the relevance of LESI to the outside world to make ourselves heard - and that social media was an ideal platform for LESI in this respect in that it allowed us to engage with different audiences.

Omer reported that the Committee was endeavouring to create two things; namely, helping National Societies to engage with their membership using social media and providing guidelines for the use of social media as a platform. By way of example the royalty rate survey could be promoted by way of social media. Omer also noted the importance of keeping the LESI website updated and the help offered to National Societies by the LESI office as regards their own websites was noted - the value we have should be apparent on the internet.

12. LESI DELIVERABLES – PUBLICATIONS

Hector Chagoya ("Hector") reported on Publications. The new design of the *les Nouvelles* cover was noted as being a big improvement. Also the success of special editions of the magazine on specific topics of interest globally. It was also noted that **Larry Plonsker** (Editor) would be happy to receive more articles for publication in *les Nouvelles* and that more contributions from members were required.

13. PRESIDENT'S AWARDS / SERVICE RECOGNITION CERTIFICATES

Patricia and **François** reported on the decision by Peter and the Board to make a number of President's awards and service recognition certificates. The awards and certificates were then presented - the recipients being congratulated by the Board and all of the delegates – a list of those award winners can be found here [https://lesi.org/docs/default-source/2018-IMDM-San-Diego/18-\(a\)-awards-committee-report-2018-\(redacted\).pdf?sfvrsn=2](https://lesi.org/docs/default-source/2018-IMDM-San-Diego/18-(a)-awards-committee-report-2018-(redacted).pdf?sfvrsn=2) .

14. LESI JOINT COLLABORATIONS AND NEW MOUS

Thomas reported on the advanced negotiations between the EPO and LESI as regards the non binding MoU which it was hoped would be finalised shortly. **Thomas** confirmed the importance to the EPO of work with intermediaries who are working with businesses and highlighted the special edition of Les Nouvelles supported by the EPO in December 2017 which had provided a number of very interesting SME case studies - and also the EPO sponsored workshop on San Diego was noted. It was noted that the MoU would be instrumental in building a closer relationship between the parties.

There was no update at this time on discussions with the AIPPI.

15. LESI DELIVERABLES – MEETINGS

Laura Macdonald, Co-Chair, reported on the activities of the Meetings Committee and provided an update on the surplus from the Paris Meeting of 112000 Euros. The organisers were congratulated on this achievement as regards a very successful meeting. An update on future meetings was provided - namely Yokohama 2019 and Berlin in May 2020. It was hoped that Annual Meeting would be held in Seoul in 2021 and LES Italy has submitted a proposal to hold the Meeting in Venice in 2022.

16. YMC

Natalie Raffoul, as current Chair, and **Thomas Gaunt**, as incoming Chair, of the YMC reported on YMC activities during the year which had been very successful and well attended. The Committee continues to evaluate these activities and is focussed and encouraging attendees to join their local societies and if LES members then to join LESI Committees. Upcoming regional meetings in Zurich and Cancun were noted as was the first ever YMC event in Hong Kong in November 2018. The drive to start YMC chapters in National Chapters was noted including USA/ Canada. It was reported that the MentorShip scheme was being relaunched after some earlier challenges. It was noted that the YMC have completed their Meetings Manual.

17. GOLD MEDAL AND OTHER AWARDS

Jeff Whittle of the Awards Committee (in **Kevin Nachtrab's** absence) made a presentation on behalf of the Awards committee regarding the awarding of:

- Gold Medals
- Society of the Year
- Outstanding Activity of the Year Certificate

- Certificate of Merit
- Lifetime Achievement Award

[IMDM 2018-03] Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** that the Delegates approve the recommendations of the Awards Committee and LESI Board and thereby approve the awards of the Gold Medal to Yvonne Chua and Chikao Fukuda, the Achievement Award to Bruno Vandermullen, and the Certificates of Merit to Martin Schneider and Adam Lieberman.

In accordance with the By-Laws the delegates were asked to approve the awarding of Gold Medals to **Yvonne Chua** and **Chikao Fukuda** and the Achievement Award to **Bruno Vandermullen**. All were unanimously approved by the delegates. In addition the granting of Certificates of Merit to **Martin Schneider** and **Adam Lieberman** were approved.

18. GTIF

Mark Wilson provided a snapshot of GTIF activities to date going back to the first GTIF meeting in Geneva in January 2012 after that year's Winter Planning Meeting. The holding of a half day GTIF meeting in San Diego on Wednesday at the end of the Annual Meeting was noted. Around 40 people were expected to attend the session followed by lunch. The Committee is interested in sharing best practices across the globe and it is still felt by those involved that this is a valuable initiative in bringing business and societal needs together in a positive way.

19. NOMINATING COMMITTEE REPORT AND VOTE

* Process for Board Nomination and slate (the process is described at: <https://www.lesi.org/committees-community/lesi-committees-overview/management-committees-overview/nominations-committee>)

Patricia proposed the vote for the following slate, as presented in May 2017 in Paris for the Presidential Year 2018 – 2019:

François Painchaud	President
Fiona Nicolson	President-Elect
Peter Hess	Immediate Past-President
John Paul	Treasurer
Robert McInnes	Corporate Secretary
Tatiana Campello	VP
Pam Cox	VP
Chris Shaowei	VP
Jean-Christophe Troussel	VP

[IMDM 2018-04] Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** that the individuals mentioned in the slate as presented to the Delegates (see above) be and they are hereby elected as Board members to hold office for the year 2018-2019 and that each of them is elected to the position of officer associated to their respective names for the year 2018-2019.

It is also noted that the following individuals will act as counsels to the Board and the President for the year 2018-2019 as nominated by the then President-Elect Peter Hess:

Russell Levine	Legal Counsel
Kwang Jun Kim	Legal Counsel

Patricia also presented the following slate for Board and officer nominations to serve as the official notification for the Presidential Year 2019-2020. This slate will be voted on by the Delegates at the next IMDM scheduled for April 2019 in Yokohama:

Presidential Year 2018-2019

Fiona Nicolson	President
Audrey Yap	President-Elect
François Painchaud	Immediate Past-President
John Paul	Treasurer
Robert McInnis	Corporate Secretary
Chris Shaowei	VP
Tatiana Campello	VP
Jean-Christophe Troussel	VP
Pam Cox	VP

20. PRESIDENT ELECT'S REPORT AND ADDRESS OF INCOMING PRESIDENT

François presented a summary of his plans for the upcoming year. He mentioned in particular the importance of continuity, the need for LESI to deliver more generally and work in collaboration with and support the National Societies, **François** informed the delegates of his theme – namely 'creating an IP culture that is open for business'.

21. PRESENTATION OF FUTURE MEETINGS

Presentations were made in relation to a number of upcoming meetings including the Yokohama organising Committee (2019) and on behalf of the organising committee for the Asia Pacific New Delhi meeting in November 2018.

The agenda of the meeting having been exhausted and no other matters having been put forth by members, the meeting was declared adjourned.

Reported by
Fiona Nicolson
Corporate Secretary and
Secretary of the meeting