



**Who is LESI?**  
*LESI Winter Planning Meeting  
 February 2022*

Licensing Executives Society International  
*Advancing the Business of IP Globally*

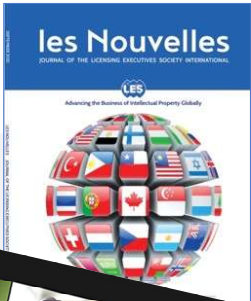

1

1

## Who is LESI?

**The Licensing Executives Society International (LESI)** is an umbrella association of 33 national and regional Member Societies in more than 90 countries serving more than 6500 individuals.

- A global network of businesses and professionals for **50 years**
- Creating, protecting, and commercializing innovation, and managing and monetizing IP
- Business leaders, IP managers, licensing executives, financiers, licensing companies, brokers
- Experts in law, valuation, protection, transfer, and enforcement of IP
- Advancing the business of intellectual property

pgp-upclasses

*LESI: Advancing the Business of Intellectual Property Globally*

LES  
 LICENSING EXECUTIVES SOCIETY  
 INTERNATIONAL

2

2

## Who is LESI?

### 33 Societies, 90 Countries

- |                               |                 |                      |
|-------------------------------|-----------------|----------------------|
| LES Andean Community          | LES France      | LES Russia           |
| LES Arab Countries            | LES Germany     | LES Scandinavia      |
| LES Argentina                 | LES Hungary     | LES Singapore        |
| LES Australia & New Zealand   | LES India       | LES South Africa     |
| LES Austria                   | LES Israel      | LES Spain & Portugal |
| LES Benelux                   | LES Italy       | LES Switzerland      |
| LES Brazil                    | LES Japan       | LES Turkey           |
| LES Britain & Ireland         | LES Korea       | LES Thailand         |
| LES Chile                     | LES Malaysia    | LES USA & Canada     |
| LES China                     | LES Mexico      |                      |
| LES Chinese Taipei            | LES Philippines |                      |
| LES Czech Republic & Slovakia | LES Poland      |                      |



LESI: Advancing the Business of Intellectual Property Globally

3

## Who is LESI?

#### BOARD MEMBERS:

- **John Paul, Finnegan Law (USA)**
- **Ichiro Nakatomi, Avida Science (Japan)**
- **Audrey Yap, Ysarn Audrey (Singapore)**
- **Mike Lasinski, Ankura (USA)**
- **Pamela Cox, Marshall, Gerstein & Borun LLP(USA)**
- **Sergey Dorofeev, Gorodissky (Russia)**
- **José-Miguel Lissen, Bird & Bird (Spain & Portugal)**
- **Karin Hofmann, TU WIEN (Austria)**
- **Junko Sugimura, Sugimura, Tamura & Partners(Japan)**

#### President

President-Elect  
Immediate Past President

Treasurer  
Corporate Secretary  
VP  
VP  
VP  
VP

#### NON-EXECUTIVE DIRECTORS

- **Hayley French, Apitope International (Britian & Ireland)**
- **Sonja London, Tacto Tek (Scandinavia)**

#### COUNSELS, OBSERVERS AND GUESTS TO BE PRESENT

- **Russell Levine, Kirkland & Ellis (USA)**
- **Emmanuel Gougé, Pinsent Masons (France)**

Board Counsel  
Board Counsel

- **David Swain, Lewis Silkin (Hong Kong)**

YMC Chair; Observer

#### EXECUTIVE DIRECTOR

- **Dana Robert Colarulli, Executive Director (USA)**



LESI: Advancing the Business of Intellectual Property Globally

4

4

# Highlighted LESI Activities 2021/2022

- Continued with LESI’s digital transition launched an online portal this week – follow us on social media!
- Reinvented our 2021 Annual Conference into a 24-hour Virtual Marathon
- Restarting In Person meetings and planning for LESI2022 in Venice
- Collaborating through MOUs with WIPO and EPO to support Education and outreach efforts
- Signed an MOU with KTAA and CLP to further professional education efforts
- Supporting Society and Regional Meetings – LES Pan-European Conference *Sharing is Caring & LES France 50<sup>th</sup> anniversary celebration*
- LESI Pop-up Courses, WILA Speakers Series, EPO High-Growth Technology Business Forums



LESI: Advancing the Business of Intellectual Property Globally

There is More to Trade Secrets than Signing NDAs  
NOVEMBER 18 8AM EST / 2PM CET

The Proposed TRIPS COVID-19 Patent Waiver  
October 7 at 8am EDT | 2pm CEST  
| lesi.org

Upcoming Webinars & Events  
LESI's Global eBlast

Hello LESI Global Family! There are still more LES events and activities before we close the book on 2021! We hope that many of you looked through the December 2021 issue of *les Nouvelles*, published last week and will plan to join us for *les Nouvelles LIVE!* on Jan. 13 to talk to the authors of some of these articles. The first of two LESI Global Technology Impact Forum (GTIF), took place today – "Socially Responsible Licensing in the Era of COVID-19." Please join us for the second session on Jan. 24 – "Impact Initiatives: Socially Responsible Investment Approaches" Also this week, on Wednesday, Dec. 8, the LESI Women in Licensing Alliance (WILA) is hosting another in its Speaker Series, "Practical Lessons for those at an Early Stage in Their Career."

Also, the Save the Date for our LESI 2022 Annual Conference in Venice is coming out this week. We are very excited! Watch your inboxes and social feeds!

- December 14 - "Standard Essential Patents (SEPs) and FRAND: Session 1" (LES France)
- December 14 - "Threats to Innovation in America" (LES USA-Canada)
- December 17 - "Copyright Clearance for Live Streaming" (LESI Copyright Committee, LES Singapore & LES Thailand)

5

MEMORANDUM OF UNDERSTANDING BETWEEN THE WORLD INTELLECTUAL PROPERTY ORGANIZATION (WIPO) AND THE LICENSING EXECUTIVES SOCIETY INTERNATIONAL, INC. (LESI)

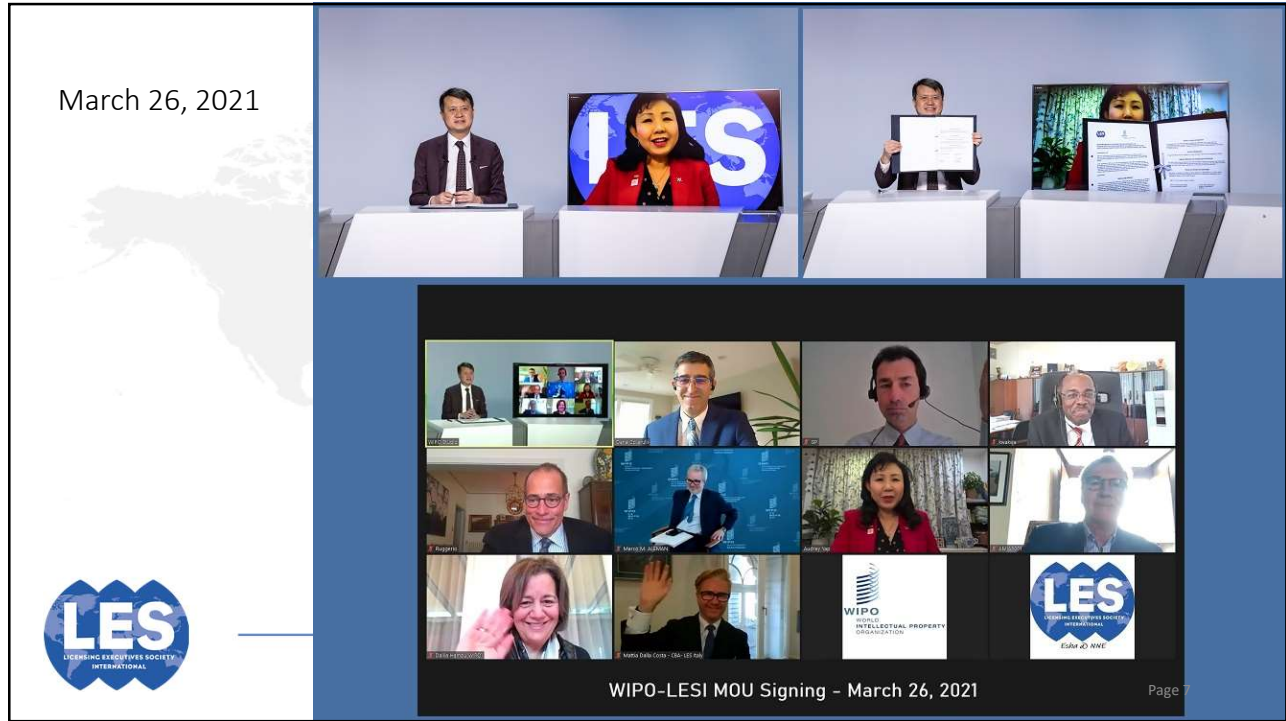
Article 2 Areas of Cooperation  
The main areas of cooperation under this MoU shall focus on education, facilitating discussion related to enabling IP rights holders to effectively navigate and create partnerships to further IP utilization. In doing so, both organizations will identify measurable goals to determine the success of their collaborative activities. The main areas of cooperation in the MoU include:

1. Training Programs  
a) WIPO and LESI each have developed training materials on IP in general and commercialization of IP in particular. The Parties own and shall continue to own their respective IP in their training materials. Nothing in this MoU is intended to nor shall operate to transfer, assign or license each Party's rights in their IP. The Parties, however, agree to share such materials under mutually agreed conditions in order to facilitate use and distribution during their respective training courses, meetings and events.  
b) LESI agrees to take part in the editing of existing and future materials developed by WIPO, including their update and improvement.  
WIPO also agrees to participate, at WIPO's discretion and request, in the development of training and education programs in support of the strategic plans of LESI. LESI also agrees to participate, at WIPO's discretion and request, in the development of training and education programs in support of the strategic plans of WIPO. LESI also agrees to participate, at WIPO's discretion and request, in the development of training and education programs in support of the strategic plans of WIPO.

LESI & WIPO sign an updated MOU to support education and training on IP Commercialization Issues  
March 26, 2021

Page 6

6



7

## Other recent Activities with WIPO

- **LESI has NGO Observer Status at WIPO (renewed 2021)**
- World IP Day celebrations (2020 & 2021)
- Various Webinars (including with *LES Chile* on local ecosystem resources & *WIPO Search* resources)
- Updated MOU Signing (March 2021)
- Harnessing Public Research Conference with WIPO, ICC, AUTM and LESI (July 2021)
- LESI Pan-European Conference: Leveraging IP to Tackle Global Challenges Panel Discussion (October 2021)
- Co-sponsor Seminars on WIPO Arbitration & Mediation (October & November 2021)
- Proposed Collaboration on ProBono Program (January 2022)

Page 8

8

## Primary Areas of LESI-WIPO Collaboration under the 2021 MOU

### (a) Training Programs

- develop training materials on IP in general and commercialization of IP
- develop of training and education program
- share information on all relevant meetings organized by LESI, LES Societies & WIPO

### (b) Meetings and Educational Events

- identify opportunities for each organization to provide speaker at various events
- jointly organize or sponsor meetings on licensing of IP and on related issues.
- Work together to attract more varied participation to events of both organizations

### (c) Creation of a work-plan focused on Commercialization and IP Ecosystems

- exchange information on policy and Emerging IP Issues
- enhance resources and/or remove barriers to commercializing IP by connecting local entities
- identify and promote training programs to train and create networks of certified professionals, particularly in the emerging and developing countries
- collaborate on an *ad hoc* basis for projects that come up from time to time regarding IP and licensing



## WIPO-LESI MOU Signing March 26, 2021



**LES**  
L  
E  
S  
I  
N  
T  
E  
L  
L  
I  
G  
E  
N  
C  
E

**2021**

**Keynote:**  
WIPO Director  
General Daren Tang



**LET'S INNOVATE!**

11



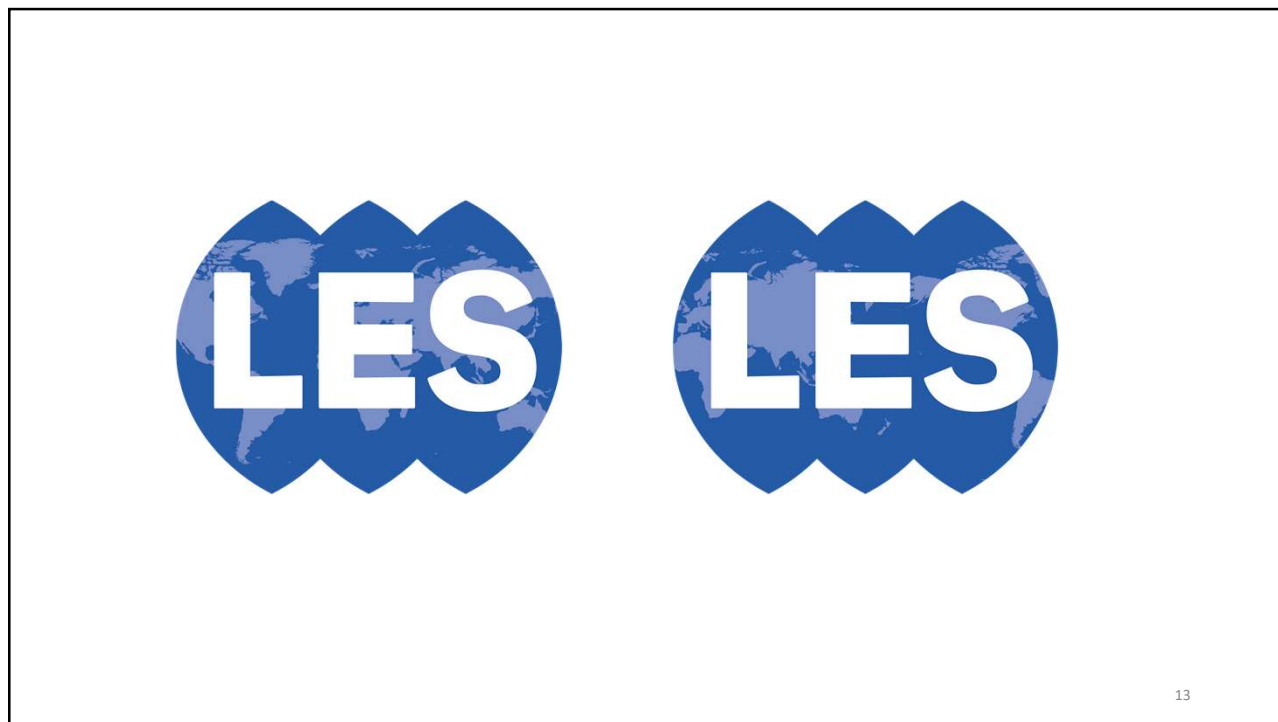
**BACK TO LICENSING:**  
RESTARTING BUSINESS AND  
FUELING INNOVATION

**VENICE**  
**LESI 8-10 MAY 2022**  
INTERNATIONAL ANNUAL CONFERENCE

[lesi2022.org](http://lesi2022.org)

**LES** ORGANIZED BY LES ITALY

12



13