

Highlights

Societies' News

Meetings

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Reviews

ADVANCING THE BUSINESS OF INTELLECTUAL PROPERTY GLOBALLY

Take The Business Of IP To The Next Level

By Fiona Nicolson, President, LES International



I am delighted to be writing to you as the new LESI President and am looking forward very much to the next twelve months and working with our Board and LESI Committees. I also hope to visit many of our societies and listen to how LESI can best provide support to you all.

I would like to thank our outgoing President François Painchaud very much for being our President during the last year and for François' much appreciated contribution to LESI—his focus on 'upping our game' and on moving forward, both our social media and publications platforms.

During my tenure I will say this regularly and often "LESI is a fantastic organisation." In my view LESI is vital for today's world. Our sphere of work is truly global and impacts on the economies and prosperity of every nation around the world.

While our organisation has grown substantially over the last 25 years, so too has the need to have more professionals in licensing who support intellectual property.

In this period we have welcomed new societies, some of which have made great strides in membership whilst others have stood still. I'm clear we need to do more to persuade multi-national businesses, our research universities and SMEs that we have the skills and networks to help them excel in the business of IP.

We are perfectly placed in that many companies now operate or have business in IP in many geographical locations. We have a network of members based in over 90 countries and 33 member societies all over the world—and have amassed so much knowledge and experience in the last 50 or so years that we are all only too happy to share.

I am hoping we can make some further concrete progress in developing our offerings and much of this will come through the leadership and outreach of our LESI Committees in the next year.

Our committees have been tasked with concentrating on

three or four objectives which will make a difference and can be achieved by our next Annual Meeting in Berlin.

We will focus on three things—building our industry committees namely High Tech, Life Science and Chemicals; building our communities and improving communications so that we don't remain one of the best kept secrets in the IP world. We should make sure all IP professionals know of our many achievements as an organisation.

We also look forward to developing our Women In Licensing Alliance which was launched in Yokohama, and to further encouraging and growing our Young Members Congress.

Our past success and our continued strength rest on each one of us who contributes to our organisation. With everyone's help we can achieve so much more in the next year. I understand this is an organisation, for the most part, of volunteers and everyone's time is very precious. We need to work together and focus on the critical priorities that are most valuable to our members—and have fun at the same time.

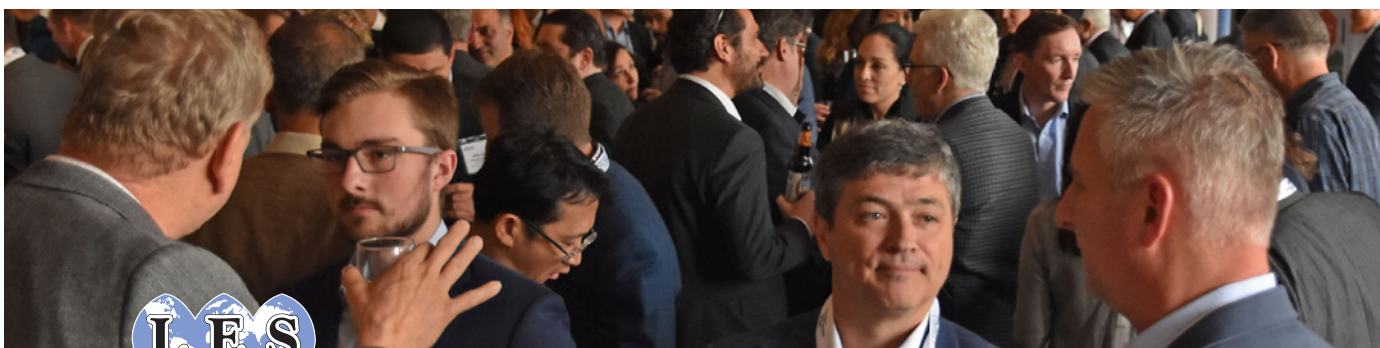
Our excellent Annual Meeting, which has just concluded in Yokohama, exemplifies everything that is best about LES. The international content of the programme was first class, as were the networking opportunities. We all had a wonderful time meeting old and new friends, which would not have been possible without the immense hard work and dedication of LES Japan and the conference organising committee led so ably by Junko Sugimura. We are so grateful to everyone at LES Japan.

I will say more about detailed plans for the coming year in the next edition of *LES Global News*, but for now I am sure that with the support of all of you, we will have a brilliant year ahead of us and "take the business of IP to the next level."

Thanks,
Fiona



Fiona Nicolson, receives the gavel from François Painchaud.



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

LES International Calendar

Meetings & Events

2019

June 18	LES Britain & Ireland Annual Conference 2019	London
June 27-28	LESI & EPO “Succeeding at Technology Commercialization & Negotiation”	Basel
July 4	LES France/IRPI: IP And Insolvency	Paris
July 12	5th Pan-American LES Young Members Event	Montreal
September 10-13	LES Pan-European Conference	London
September 13	7th Pan-European LES Young Members Event	London
September 26	LES France Round Table Event: Trade Secrets	Paris
October 20–23	LES 2019 Annual Meeting	Phoenix
November 26	LES France and APEB “Essential Patents and FRAND Licences”	France
November 28	LES Germany Young Members Fall Workshop 2019	Nuremberg
November 29	LES Germany Fall Conference 2019	Nuremberg
November 29	2nd Asia-Pacific LES Young Members Event	Seoul

2020

May 15-17	2020 LES International Management & Delegates’ Meeting (IMDM)	Berlin
May 17-19	2020 LES International Annual Conference	Berlin
October 18-21	LES 2020 Annual Meeting	Philadelphia

First Comprehensive Two-Day Training Course

Created By LESI And EPO’s European Patent Academy—Basel, Switzerland—June 26-28.

LES Switzerland will host the very first two-day training course jointly developed by Licensing Executives Society International (LESI) and the European Patent Office’s (EPO) European Patent academy experts.

The two-day training course, “Succeeding at technology commercialisation and negotiation” is to be held in Basel, Switzerland from 26 to 28 June. The course starts with a networking “*aperitif rich*” offered by LES Switzerland on the eve of the course (26 June). The venue is the Swissôtel. The training course itself will be conducted on June 27 and 28, including a comprehensive negotiation master class to be held on Friday afternoon.

The Basel training course, the first of the series, gives a comprehensive, professional set of tools and techniques to help businesses to profit from their IP and to put it at the heart of their business strategy in a way that is easy to access and implement. It is designed for intellectual capital and business development managers as well as entre- and intrapreneurs with great ideas who are looking to perform at the top level. The course will cater for a wide-reaching range of business and legal professionals, including those coming from SMEs, start-ups, spin-outs, emerging enterprises, MNCs, and TTOs.

To get more information and to register for the Basel course: www.epo.org/learning-events/events/search/details.html?eventid=13755

Joining Hands With The LES Family

By Yvonne Chua

My warmest congratulations to Chikao san. It was a wonderful joy to jointly celebrate this special day with you.

From the bottom of my heart, thank you to the LES family for this staunch recognition. It is far beyond my imagination. I am honoured to have had the privilege of working together with you all in enriching the LES legacy. Ever since my first LESI conference back in 2002 in beautiful Osaka, I was captivated by LESI's distinctiveness in empowering IP across multiple sectors. That was when I fell in love with LES and decided to devote myself to it. These past 17 years have been resoundingly meaningful to me.

Over the years, as I strove to propel the growth of LES's distinctiveness, I am thrilled that through the collaborative spirit of *Joining Hands*, we have accomplished many milestones together amidst challenges. Together we have fostered a stronger and closer LES family, particularly in the Asia Pacific region.

On this special day, I would like to convey my deep gratitude to everyone in LES, in particular my mother society LES China and LESCHK, the Asia Pacific Committee and my LES brother Heinz Goddar, my firm Wilkinson & Grist, and my husband Leo, for having inspired, supported and accompanied me in my LES dedication.

I praise and thank the Lord, for my bountiful LES path is an amazing blessing from Him.

With unwavering passion, I will continue joining hands with you all in the LES family. ■



Gold Medal awardees Yvonne Chua and Chikao Fukuda.



Past-Presidents at the 2019 LESI Annual Meeting in Yokohama, Japan.

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We request contributions from all societies and individuals about important events, changes in the law in your country or region, conferences, annual meetings, board changes, and the like from your society. You can submit articles or announcements to the editor or use the form on the website at the following address: www.lesi.org/les-societies/les-global-news/submission-form.

Deadlines: January 15, April 15, July 15 and October 15

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Licensing Executives Society International

LESI 2019 Annual Conference In Yokohama Japan



**TAKING THE
BUSINESS OF IP
TO THE NEXT LEVEL**



Fiona Nicolson, LESI President, addresses members at the Annual Conference.



Outgoing LESI Board: John Paul (left), Christopher Shaowei, Jean-Christophe Troussel, Tatiana Campello, Fiona Nicolson, François Painchaud, Pamela Cox, Rob McInnes and KJ Kim, (Russell Levine not pictured).



Members of the Women in Licensing Alliance Initiative (WILA).



Gold Medals presented to Yvonne Chua and Chikao Fukuda by François Painchaud.



Presidential Awardees at the Annual Conference.



Laura Macdonald (left), Mattia Dalla Costa, Madelein Kley and Tuomas Matila.



LESI leaders and attendees networking at the Yokohama meeting.

Succeeding at technology commercialisation and negotiation

Connecting the dots between IP and business

27-28 June 2019
Basel, Switzerland



LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

Joint meeting hosted by EPO and LES International, please visit: <https://www.lesi.org/about/epo-press-release>

SAVE THE DATE

**FRIDAY
JULY 12
2019**

5TH PAN-AMERICAN LES YMC EVENT

The 5th Pan-American LES YMC Event will be in Montréal, Canada.

Registration opens soon : www.ymcmontreal.com

MONTRÉAL, CANADA



7TH EUROPEAN LES YMC EVENT

September 13, 2019

The 7th Pan-European LES YMC Event will be in London, UK.

The event will take place on September 13, 2019, immediately before the AIPPI congress.

Visit www.ymc2019.org for more information



2ND ASIA-PACIFIC LES YMC EVENT

November 29, 2019

The 2nd Asia-Pacific LES YMC Event will be in Seoul, South Korea.

More information will follow shortly.



LES Germany

2019 Recent And Future Events

By Dr. Stephanie Pautke, Secretary of LES Germany

Recent Events: On 1 February 2019, LES Germany held a member's meeting in Dusseldorf with about 70 participants. We also held our annual Spring Conference on 28-29 March 2019 in Königstein/Frankfurt/Main with 55 participants. The overriding theme of the conference was "Schutzrechte und Lizenzmöglichkeiten von Software, Algorithmen und Gesundheitsdaten" (Property rights and licensing possibilities of software, algorithms and health-related data) and "Die Reparaturklausel im Gemeinschaftsgeschmacksmusterrecht und im deutschen Designrecht—aktuelle Entwicklungen" (The repair clause in the community design law and in the German design law—recent developments).

Future Events: The Autumn Conference is scheduled for 29 November 2019 will take place in Nuremberg. Look for more information on content and location in the next issue of *LES Global News*.

Further, we are organizing our well-established module seminars on a regular basis during two-year terms. These seminars (Modules I to VII) will deal with several licensing topics. The seminars in 2019 are as follows: Module VI on 14 June 2019 and Module VII on 22 November 2019. For further information concerning the module seminars please visit the LES Germany website www.les-germany.org. ■



Dr. Stephanie Pautke

LES Turkey

FRIDAY IP TALKS Brings Members Together

By Murat Idal

The flagship of LES Turkey's event "IP CAMP" has added a new series of events named FRIDAY IP TALKS.

This is a great experience-sharing platform that brings together LES Turkey members, candidates and industrial property rights-technology transfer professionals around different industries.

It was established to spread the exchange of experience and to create new ideas/collaborations between our members and industrial property rights-technology transfer professionals. The first event of FRIDAY IP TALKS was held in April with International Woman Day celebrations.

For the celebration of World IP Day, LES Turkey has co-organized events in different cities of Turkey. (Istanbul, Kayseri & Kocaeli). In Istanbul, Mr. Murat Idal and Mr. Mustafa Cakir were speakers covering Tech-Transfer in universities. Their seminar was organized by Marmara University and LES Turkey.

Mrs. Hande Hancar and Mr. Omer Hiziroglu were panelists in IPR and Tech Transfer seminar organized by GUN IP.

In Kayseri, Mr. Ersin Dereligil and Mr. Murat Idal were panelists in a seminar named "The Past, Today and the Future of IPR." Mr. Murat Idal was also the lecturer in a seminar organized by the Association of Automotive Parts & Components Manufacturers, in Kocaeli. ■



Seminar in Kocaeli with panelists Hande Hancar and Omer Hiziroglu.



Seminar in Istanbul with speakers Murat Idal and Mustafa Cakir.



Seminar in Kayseri with panelists Ersin Dereligil and Murat Idal.

les Nouvelles

JOURNAL OF THE LICENSING EXECUTIVES SOCIETY INTERNATIONAL



Advancing the Business of Intellectual Property Globally



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June 2019

LES South Africa

2019 Recap Of Recent Courses, Programs And Events

One Day Licensing Introductory Course Offered

On 19 March LES South Africa offered a one-day Introduction to Licensing Course. It was held at the Pretoria offices of Adams & Adams, a prominent IP law firm in South Africa.

The course was attended by 26 people from a varied background. It ranged from candidate attorneys, university tech transfer offices and private companies offering innovation services.

The feedback received was very positive and it is evident this course fills an important role in the basic training of licensing. A big thank you goes to the speakers: Clive Erasmus, Danie Dohmen, Allen Lewis and Kevin Dam who gave up their valuable time to offer this course on behalf of LES South Africa.

Further courses are planned during the year. ■



Afternoon Copyright Talk On 4 April 2019

In March 2019, South African Copyright Amendment Bill (CAB) and the Performers Protection Amendment Bill (PPAB) were adopted by a majority in the National Council of Provinces.



Stephen Hollis (top) and delegates attending the talk (bottom).

Stephen Hollis in an engaging afternoon talk discussed the likely impact of the CAB and the PPAB on South African creative industries. He raised some questions on the processes followed by South African government in developing the fundamentally flawed Bills and the relentless drive to enact the Bills prior to the general elections, despite clear warnings from industry, legal, and the like that the Bills require a lot more work and industry consultation before it could be workable.

Government claims that the Bills were developed to improve the plight of vulnerable creative communities. It is the opinion of Hollis that the Bills largely favour the ‘users’ of copyright protected materials. Especially true of the digital, user upload platforms that commercialize copyright protected works, but generally do not invest in the local markets to create and incentivise the creation of new, original content.

The Bills were driven through Parliament like a runaway train, without DTI conducting meaningful economic impact assessment studies. Also completely ignoring repeated warnings from the affected industries that large-scale damage would be done to our creative sectors, resulting from significant disinvestment into these sectors if the Bills are enacted, as presently worded. ■

LES South Africa, continued on Page 17

Launch of YMC (Young Members Congress) Mentoring Program

On 12 April 2019, LES SA launched its very own YMC Mentoring Program at an event entitled “War Stories: Tales of Licensing Adventures.” At the event, a prestigious panel of experienced licensing professionals shared licensing advice and some of their more exciting experiences with younger licensing enthusiasts.

The panel included two patent attorneys, Theo Doubell and Dina Biagio; trademark and copyright attorney, Hugh Melamdowitz and chemical engineer, Paul Male. The moderator was Dr. Madelein Kleyn and the panel session was followed by a networking session.

In line with LES Mentoring Program of LESI, the LES SA YMC Mentoring Program aims to provide professional mentoring by senior members of LES SA to enrolled young members. The program aims to bring value to LES SA by increasing interest in LES SA among younger licensing practitioners, to grow the membership among young members, and to promote increased participation in LES SA activities. The program will pair mentors with mentees and will hopefully foster collegial relationships and growth opportunities for younger licensing professionals.

A call for eligible mentors and mentees to participate in the LES SA YMC Mentoring Program is now open and program details are available on our website. The YMC Committee members are Ms. Chyreene Truluck and Ms. Robynne Zevenster.

We look forward to growing participation in our local community and in the broader LESI community through this initiative! ■



World IP Day Celebration On 26 April 2019 In Cape Town



Top left photo: Mansoor Parker, Madelein Kleyn and Brian Steinhobel.
 Top right photos: Frank Pretorius, Brain Steinhobel, Thandi Maretlane, Nompumelelo Ndindwa.
 Bottom left photos: Charmaine Mvemve, Tshepi Khahlu.
 Bottom right photo: Olaf Kleyn, Gys Visser, Wasui Afolabi.

World IP Day was celebrated in Cape Town with a touch of elegance. Mansoor Parker, Executive Partner of the law firm ENSAfrica shared his wisdom on the impact of tax on sports licensing.

Licensees who use marks, logos or image rights may obtain the right of such use from the licensors in a few different ways. The legal classification of these rights, the nature of the transaction granting the licensee the use of these rights and the geographical location where these rights are used by the licensee determines the tax treatment thereof. Licensees may incur withholding tax obligations and tax filing and reporting obligations. It is important that licensees develop a viable legal and tax compliance strategy in order to avoid non-compliance with South Africa’s tax laws or to avoid their structures being challenged by the South African Revenue Service.

The keynote speaker of the evening was Brian Steinhobel from Steinhobel Design (Pty) Ltd. The prestigious ART Steinhobel brand, is a global industrial design and product development company, servicing corporate and individual clients across diverse industries, including electronics, packaging, mining and sports equipment, locally and in Asia, Europe and Americas.

Steinhobel has a proven ability to transform the core performance of products in the marketplace. His projects range from refining and refreshing existing products to the design of entirely new products, where he becomes a central part of the conversation of an innovative idea into an effective product. His presentation was mesmerizing. ■



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les Nouvelles

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A guideline for authors can be found on our Web site at the following address: www.lesi.org/lesnouvelles/advertise.asp#submission

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For more information on LESI Meetings, go to www.lesi.org

2019

June 18

LES Britain & Ireland Annual Conference 2019
London, England

June 27-28

LESI & EPO “Succeeding at Technology Commercialization & Negotiation”
Basel, Switzerland

July 12

5th Pan-American LES Young Members Event
Montreal, Canada

September 10-13

LES Pan-European Conference LES Young Members Event
London, England

September 26

LES France Round Table Event: Trade Secrets
Paris, France

October 20–23

LES 2019 Annual Meeting
Marriott Desert Ridge Resort & Spa
Phoenix, AZ U.S.A.

November 29

LES Germany 2019 Fall Conference & Young Members Workshop
Nuremberg, Germany

2020

May 17-19

LES International Annual Conference
Berlin, Germany

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Connecting and Inspiring the Intellectual Capital Community

OCT. 20–23 | Phoenix, AZ

JW Marriott Phoenix Desert Ridge Resort & Spa | #LESAM2019 | lesmeetings.org/am19

KEYNOTE SPEAKERS



Vinton G. Cerf



Makan Delrahim



Shaloo Garg

The business of licensing is changing. Join your IP peers and mentors at the premier Intellectual Capital event of the year to gain the knowledge and connections guaranteed to keep you on the pathway to success.

LES strives to provide members with the most relevant, cutting-edge information in the IP field. Sessions include:

- **Ivory Towers and Non-Profits**
Pertinent portfolio and licensing issues around universities and non-profits
- **Let Me Count the Ways**
Pertinent portfolio and licensing issues around universities and non-profits
- **Long Arm of the Law**
A low down on legal issues for the licensing professional
- **A Deeper Dive – Advanced Topics in High Tech and Life Sciences**
Sector-specific panels and workshops on advanced issues for the moderately-experienced to advanced IP/licensing professional

The LES Annual Meeting is the perfect opportunity to:

- Join a community of 500+ decision-makers and thought-leaders
- Grow your client list by expanding your knowledge base
- Stay abreast of the hottest issues in IP (Blockchain, anyone?)
- Grow your connections, hone your skills and knowledge, and advance your career

This top-notch program will be held at the luxurious JW Marriott Phoenix Desert Ridge Resort and Spa, a premier resort featuring five relaxing pools, the Wildfire Golf Club with its Palmer Signature Course and Faldo Championship Course, kid-friendly attractions and much more.



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