



# LESI 2024 Madrid

INTERNATIONAL ANNUAL CONFERENCE

**28-30 APRIL**

HOSTED BY    
LES SPAIN-PORTUGAL

*2024 LESI International Management & Delegates Meeting (IMDM)*  
*April 28, 2024 | Madrid, Spain*

# WHAT'S HAPPENING IN CHILE?



IMDM

## HIGHLIGHTS

- “Chilecon Valley”. Chile, the most entrepreneurial country in LATAM. (e.g. Start-up Chile, VC industry)
- Consolidation of Technology Transfer Offices and Tech Hubs (several waves since 2005, RedGT)
- Tax incentives regulation (since 2008)
- Ministry of Science, Technology, Knowledge & Innovation (2018)
- Regulatory initiative on Technology Transfer (2024)



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# WHAT'S HAPPENING IN CHILE?

## CHALLENGES

- Low investment in R&D: .36% of GDP
- Low private investment: 35%
- Low diversification in products/exports : Mining



HOW CAN LES-Chile  
CONTRIBUTE TO OVERCOME  
THESE CHALLENGES?

Licensing Executives Society Chile

## OPPORTUNITY: LES IS IN THIS CONVERSATION

- Emphasis in innovation linkages
- Diversified network
- Most of the expert are from the industry side

GII 2023 rank

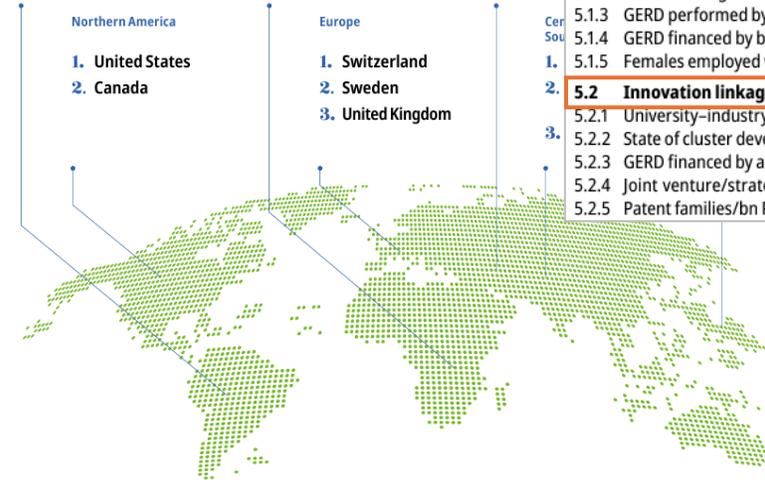
**52**

## Chile

Output rank	Input rank	Income	Region	Population (mn)	GDP, PPP\$ (bn)	GDP per capita, PPP\$
56	48	High	LCN	19.6	575.5	28,888

### Top three innovation economies by region

Region	1.	2.	3.
Latin America and the Caribbean	1. Brazil ↑	2. Chile ↓	3. Mexico
Sub-Saharan Africa*	1. South Africa	2. Botswana	3. Senegal ☆
Northern Africa and Western Asia	1. Israel	2. United Arab Emirates	3. Türkiye
Northern America	1. United States	2. Canada	
Europe	1. Switzerland	2. Sweden	3. United Kingdom



	Score/Value	Rank
<b>Business sophistication</b>	<b>29.8</b>	<b>55</b>
<b>5.1 Knowledge workers</b>	<b>33.2</b>	<b>64</b>
5.1.1 Knowledge-intensive employment, %	31.9	48
5.1.2 Firms offering formal training, %	n/a	n/a
5.1.3 GERD performed by business, % GDP	0.1	61
5.1.4 GERD financed by business, %	34.7	55
5.1.5 Females employed w/advanced degrees, %	12.4	61
<b>5.2 Innovation linkages</b>	<b>17.5</b>	<b>88</b>
5.2.1 University-industry R&D collaboration <sup>1</sup>	35.7	83
5.2.2 State of cluster development <sup>1</sup>	37.8	80
5.2.3 GERD financed by abroad, % GDP	0.0	78
5.2.4 Joint venture/strategic alliance deals/bn PPP\$ GDP	0.0	53
5.2.5 Patent families/bn PPP\$ GDP	0.2	43

# WHAT'S HAPPENING IN CHILE?



IMDM

## Board of Directors (Renewed each 2 years)

- President: Jorge Fuentes-Antilao
- Past President: Andrea Lobos
- Secretary: Pablo Acevedo
- Treasurer: Javiera Badilla
- Board Member: Christian Schmitz
- Board Member: Fernando García
- Board Member: Felipe Burgos



Licensing Executives Society Chile

	Total Number
Lawyers or patent agents in --	
private practice:	6
law/patent firm:	14
production or sales company (goods and materials):	1
IP consulting or transaction entity (NOT production/sales):	0
Non-lawyers/non-patent/trademark agents in --	
law/patent firm:	1
production or sales company (goods and materials):	2
IP consulting or transaction entity (NOT production/sales):	6
Other members (please define): Universities	7
Female Members:	13
<b>TOTAL</b>	<b>37</b>

## Professional Committees

- Young Members
- Women and Gender
- Editorial
- Strategic Planning
- Legislation



## Destacada Participación

en la Semana Internacional de la Transferencia y la Innovación, SITI 2023

Outstanding participation in the international technology transfer and innovation week, SITI 2023

### ORGANIZAMOS / WE ORGANIZED

- **Cóctel de cierre del AUTM Leadership Summit**  
Closing reception of the AUTM Leadership Summit
- **Panel de Discusión en el XXII Encuentro de RedGT**  
Discussion Panel in the XII RedGT Meeting



Agradecemos a Hubtec, AUTM, RedGT, nuestros auspiciadores y socios por permitirnos acompañarles.

We thank Hubtec, AUTM, RedGT, our sponsors and LES Chile members for allowing us to join.

Si quieres ser parte / join us  
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Síguenos en / follow us  
 **LES CHILE**

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# HIGH GROWTH RATE, HOWEVER...

SOCIETY	REGION	DECEMBER 2023	GROWTH
CHILE	LATAM	<del>31</del> 37	<del>63%</del> 68%
ISRAEL	EUROPE	371	Nearly double!
AUSTRIA	EUROPE	94	21%
SPAIN & PORTUGAL	EUROPE	125	5%
ITALY	EUROPE	494	3%
SCANDINAVIA	EUROPE	301	4%
CHINESE TAIPEI	ASIA	73	40%
THAILAND	ASIA	20	33%
MALAYSIA	ASIA	31	29%
CHINA & HONG KONG	ASIA	166	15%
INDIA	ASIA	71	15%
KOREA	ASIA	52	2%

... we still need to show the actual value of being part of the LES Community

- Connecting members to LES Community
- Connecting members to LES' experts
- Highlighting courses, webinars and educational tools
- Organizing networking activities:
  - Roundtable LESI 2024 with LES LATAM
  - LES Chile Annual Meeting
  - Declaration of interest to develop a LESI event
- Showing certifications and standards to our local community



**LES**