



**LICENSING EXECUTIVES SOCIETY
INTERNATIONAL**

Advancing The Business of Intellectual Property Globally

Intellectual Asset Management, Strategies and Deal Structures

**Joint Event of
LES Austria - LES Czech Republic & Slovakia - LES Hungary**

**19 January 2018,
Vienna, Austria**

**Haus der Industrie (House of Industry),
Schwarzenbergplatz 4, 1031 Vienna
Room: Kleiner Festsaal, 1st floor
Room for Cocktail Reception: Foyer, 1st floor**

**Meet Licensing Professionals from different fields of industry as well as
from the university and legal sector and**

**listen to presentations from top specialists in licensing and
technology transfer,**

share thoughts and ideas,

use networking opportunities.

**R.s.v.p. until January 10th, 2018, at the following address:
adocker@schwarz-schoenherr.com**





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Conference Program:

09:30 – 10:00 **Registration, Welcome Coffee**

10:00 – 10:15 ***Introduction; LES - a good package of professional think tank and networking***

Peter Hess, President LES International

Alexander Cizek, President LES Austria

Vojtech Chloupek, President LES Czech Republic

Istvan Molnar, President LES Hungary

10:15 – 12:15 ***Skillful Drafting of Agreements***

Ningling Wang, Managing Partner Finnegan Shanghai, China
Technology Transfer with Companies in China

Sherry Rollo, Partner Hahn Loeser & Parks LLP, USA
A Fresh Look at License Agreements; How to Avoid the Pitfalls and Pratfalls of Boilerplate Language

Mattia dalla Costa, Attorney CBA Lex, Italy
The Know-How in License and in R&D Agreements, Definition and Practical Examples

Followed by a discussion panel

Moderator: Istvan Molnar, Partner Danubia, President LES Hungary

12:15 – 13:30 **Lunch break**



13:30 – 15:30

Filing and Licensing Strategies

Natalie Raffoul, Managing Partner Clancy + Brion Raffoul, Canada

Dos and Don'ts when Licensing IP in North America

Yorikatsu Hohokabe, Senior Adviser Oblon, Japan

Corporate Business Development and IP Management

Tilman Müller-Stoy, Partner Bardehle, Pagenberg, Germany

Some Thoughts on Licensing Strategies

Followed by a discussion panel

Moderator: Vojtech Chloupek, Partner Bird & Bird, President LES Czech Republic

15:30 – 16:00

Coffee break

16:00 – 18:00

Intellectual Asset Management

Hayley French, Commercial Director Apitope, UK

Managing innovation and building value in a biotechnology company

Gary Keller, CEO Xomix, USA

Commercialization: Building the Custom Fit for Success

Patricia Bunye, Head of Cruz Marcelo & Tenefrancia's practice group, Philippines

Investing in Ideas: How Innovation Management Accelerates Business Growth in Asia-Pacific.

Alessia del Bianco, IP Legal Advisor Sasol, South Africa

Rainbow v Madeira cake – A Sweet Look into IP Management

Followed by a discussion panel

Moderator: Thomas Bereuter, EPO

18:00 – 20:00

Cocktail Reception

Together with the participants of the LES International Winter Planning Meeting and Board members of LES International

All presentations and discussions will be held in English.



Venue

House of Industry Schwarzenbergplatz 4 1031 Vienna | Austria

Web: <http://www.iv-net.at>

Access:

Since the House of Industry does not provide its own parking space, we recommend access via public transport.

Car:

Attention: fee-based restricted parking zone!

Underground parking garage Schwarzenbergplatz
Schwarzenbergplatz 5, 1030 Vienna – Entrance
at Heumarkt 39

Opening hours: Mon-Sun 24 hrs/day
- women's parking spaces,
- disabled parking spaces

Parking charge

every hour € 3,40
maximum daily rate € 30,60
evening rate 6 p.m. to midnight € 6,00

Find further parking facilities here:

<https://www.iv.at/en/federation-austrian-industries/house-industry/directions-to-the-house-of-industry>

Public Transport:

Underground:

U1 | U2 | U4 > Stop Karlsplatz
U4 > Stop Stadtpark

Trams:

Line D > Stop Schwarzenbergplatz
Line 2 > Stop Schwarzenbergplatz
Line 71 > Stop Schwarzenbergplatz
Line 1 > Stop Kärntner Ring/Oper

Bus:

2A > Stop Schwarzenbergplatz
4A > Stop Schwarzenbergplatz



Legend:

P Parking
1,2,71,D tram stop
U1, U2, U4 underground stop
2A, 4A bus stop



Registration, Payment & Additional Information

Registration:

Until 10 January 2018 via Email to adocker@schwarz-schoenherr.com.

Please note that only receipt of payment until 12 January will constitute a valid registration for the conference.

Registration fees:

- for LES Members (any national group), university members and members of the Federation of Austrian Industries (Industriellenvereinigung): € 130

- for all other participants: € 230

(Membership Option: in case of joining LES Austria as a new member until January 19, 2018, the Annual Fee for 2018 will be seen as covered by the participation fee of € 230)

to be paid only via bank transfer until January 12, 2018, to the following account:

Account holder: LES Austria

IBAN: AT04 1200 0006 9722 2909

SWIFT (BIC): BKAUATWW, name of bank: UniCredit Bank Austria AG

Please make sure that all payments are „free of any charges for the payee“, i.e., all bank charges must be borne by the sender.

Please indicate your name and the date of the LES Event (19 January 2018) in the bank transfer details.

Hotel Information:

The following hotels can be recommended:

Hotel Intercontinental Wien <http://www.intercontinental.com/vienna>

Hotel Erzherzog Rainer <http://www.schick-hotels.com>

Hotel Motel One Wien Staatsoper <http://www.motel-one.com>

Hotel „Johann Strauß“ <http://www.hotel-johann-strauss.at/auswahl.html>

Additional Activities:

Those of you already arriving on Thursday do have the opportunity to visit a traditional Viennese ball on Thursday evening: the famous **Vienna Coffee House Owners' Ball (Kaffeesiederball)**. Tickets can be purchased via the website www.kaffeesiederball.at. Ticket prices are € 150/person. Please note the mandatory dress code for the event which is **long ball gowns** for the ladies and **tuxedos or tailcoats** for the gentlemen.

As the website of the ball is only in German, those of you requiring assistance may contact the secretary of LES Austria, Mr. Thomas Adocker, via his email address adocker@schwarz-schoenherr.com, who will provide further help.