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LICENSING EXECUTIVES SOCIETY
BENELUX

P R O G R A M M E

‘Bridging the Gap’

*An Interactive workshop
for Innovation Champions
from universities, investors,
technology experts,
companies, IP experts*

**Tuesday 23 September 2014
Leiden, The Netherlands**

Hampshire Hotel Fitland
Leiden

www.les-benelux.org

**Topic
Meeting**

'Bridging the Gap' An Interactive workshop for Innovation Champions from universities, investors, technology experts, companies, IP experts

The concept of this workshop is to share experiences, ideas and solutions for how to address the challenges of not only having early stage good commercial ideas picked up, but then ensuring that the journey is assisted at critical points along the way. We have identified potential bridges (or valleys of death) where licensing and IP are among the issues which relevant partners need to consider. We hope to share some of these ideas and welcome a lively debate among participants. There are many local, national and regional opportunities and stakeholders, so the Benelux session should be interesting for technology transfer officers from Universities, investors, IP experts, technology experts, companies.

09.00 – 09.30 h. Registration and coffee

09.30 – 09.40 h. **Welcome by the Chair and introduction of the topic**
Laura MacDonald, *Leiden University R&I Services (LURIS)*

09.40 – 10.30 h. **SESSION 1 – Setting the Scene**

1 Setting up new companies: the Leuven Ecosystem with real life examples

Michael De Blauwe, *Business Development Manager, KU Leuven Research & Development*

2 Attractiveness/Unattractiveness of venture capital in biotech

What are investors looking at when they take investments decisions in venture capital? Who are the competitors of venture capitalists? How can government contribute to the attractiveness of venture capital? How to create a win/win situation between start-ups and their venture capital investors.

Stéphane Verdood, *Vesalius Biocapital*

10.30 – 11.00 h. Coffee/tea break

Michael de Blauwe KU Leuven Research & Development (LRD) is the tech transfer office (TTO) of the HYPERLINK "<http://associatie.kuleuven.be/>" KU Leuven Association. Since 1972 a multidisciplinary team of experts guides researchers in their interaction with industry and society, and the valorisation of their research results. LRD is a separate entity within the university that aims to promote and support the transfer of knowledge and technology between the university on the one hand, and industry and society on the other hand. In order to do this, LRD offers professional legal, technical and business-related advice.

Stéphane Verdood has an MBA and a Master's degree in commercial engineering from the Catholic University of Leuven. Stéphane is a recognized venture capitalist. He started his career with Arthur Andersen as information technology auditor. After having led the mergers and acquisitions division of Arthur Andersen in Belgium from 1989 to 1995, he founded and led Arthur Andersen's business consulting division in Belgium and Luxembourg. He served on the European Board of Partners of Arthur Andersen. Since October 2000, before he created Vesalius Biocapital, Stéphane has been active as a venture coach for early-stage companies. He was a founder and managing partner at Value4Growth, a specialized Life Science consulting firm supporting start-up companies in all aspects of company formation, product strategy and fund raising. Stéphane is a founding

partner of Vesalius Biocapital. Since 2007 he has invested in more than 17 biotech companies. During his career he has worked in the US, Switzerland, France, the Netherlands, the UK and Portugal.

Laura MacDonald, Deputy Director Leiden TTO, Head of Licensing. Laura trained as a Scots lawyer, specializing in Intellectual Property and EU law (College of Europe Bruges). In 1992 she entered the world of university technology transfer and research alliances, developing strong expertise in setting up alliances between academia and industry across the research and commercialization spectrum, covering the breadth of life science, physical science, ICT, social sciences and humanities sectors. Having established the in-house legal function in Dundee University (1st in UK), she then joined Edinburgh University in 2001, acting initially as head of Licensing, then latterly as head of the business development team for College of Medicine and Vet Medicine. In 2006, she was invited to join the new tech transfer office being established in Leiden (for both Leiden University and Leiden University Medical Centre) where she is Head of Licensing, managing both the legal and business development teams until 2010, thereafter focusing on Business Development. For many years she has been directly involved with LES, LESI, AUTM, ASTP and other professional associations and has acted as Rapporteur for European Commission Expert Report.

Michel Morant is presently the Managing Director of the Knowledge Transfer Office of the University of Liege. He is also CEO of Gesval, which is the company of U Liège for technology transfer. Michel Morant was born in 1956 in Malmedy, and graduated in electromechanical and electrical engineering at University of Liege in 1979, then a MBA in 1982 and a PhD in 1984. During this period, he has been working at the ULg as a Research Engineer in the Electrical Engineering Department, in charge of Industrial contracting. In 1986, he joined the Power Transport and Distribution Division of the AEG Daimler-Benz group, became member of the board in 1990, and vice-president in charge of the technique and commercial departments in 1995. He was appointed in 1998 by the University to reorganise the technology transfer activities, patenting, licensing, and spin off activities. With about 50 staff members, more than 110 spin off companies created, 20 licences a year, the Liege office is one of the more active KTO of Belgium. Michel Morant is also member of ASTP, TII, AUTM, LIEU, the Belgian association of TTO's. He is also CEO of Spinventure, the seed capital fund of the University, and is member of the board of several start up companies. He is also currently Vice-president of ASTP-Proton, the merged paneuropean association of Tech transfer.

Paul Hedges, CEO, ANL BV: a Dutch start-up in advanced materials. As a serial entrepreneur, Paul has technical expertise in Propelling new technology companies taking the idea into

11.00 – 12.30 h. SESSION 2 – The Early Bridges to be crossed**– great idea but no cash or partners to take it forward commercially****1 Bridging the gap from Academia to business: how companies can help to bridge the gap?**

Technology outputs from academic research are often very early stage, therefore maturation of projects is one of the main task of TTOs. Funding the POC is a challenge, technically and financially. governments can help, but companies, especially large companies, can also help to get more mature projects, more investable projects. Some examples will be used showing the role of companies to help high tech SMEs to implement new technologies.

Michel Morant, *CEO Gesval, University of Liège, Belgium*

2 The entrepreneurs' view: two high tech start-ups share their experiences, bringing Dutch, UK and US experiences to the table

Paul Hedges and Steve Wood, *Co-Founder and Head of Research & Intellectual Property, trakkies International BV, The Netherlands*

12.30 – 14.00 h. Lunch**14.00 – 15.00 h. SESSION 3 – The Later Bridges****1 Pro's and Con's of early licensing of a product/project with underlying IP in order to bridge a funding gap**

Frank Bulens, *Capricorn Venture Partners, Belgium*

2 Planning for expansion or exit-what are the challenges?

Edward van Wezel, *BioGeneration Ventures, The Netherlands*

15.00 – 15.30h. Coffee/tea break**15.30 – 17.00 h. SESSION 4 – Chaired Panel Discussion**

Chair: Carine van den Brink, *Axon Lawyers, The Netherlands*

Discussion points from the sessions- what were/ are the typical problems encountered and how solved? Or not solved? How can the various stakeholders identify better ways to synergise the chances of success for the new innovations? Panellists include TTO directors, start-up companies and investors.

17.00 h. Networking cocktail

markets in : Low Power Wireless Design, MEMS, Nano technologies, Telecomms, IPTV & IP Network Optimisation.

Steve Wood, Engineer, US lawyer and co-founder of several start-ups on both sides of the Atlantic. Currently busy in The Netherlands with space related new technology company at ESTEC business park, Noordwijk. With a background covering geology, biology, physics, optics, and electromagnetics, makes him especially well suited to technology commercialization work in materials, electronics, radiation, nuclear technology, medical devices, biotech, and related fields. Steve worked at United States Patent and Trademark Office (USPTO) as a Patent Examiner in the multiplexing art unit. Having then become a patent attorney, he worked as Licensing Associate at Brookhaven National Laboratory (BNL) before embarking on a further career expansion by becoming involved in setting up several new start-up companies, the most recent of which is in The Netherlands.

Frank Bulens joined Capricorn Venture Partners in 2009 and is a member of its management committee and board of directors. Frank is actively involved with health technology companies in the broad sense ranging from diagnostics, therapeutics and medical devices for the Capricorn Health-tech Fund and the Quest for Growth Fund as well as digital health-tech for the Capricorn ICT Fund.

Previously, he was a member of the life science venture capital team at Gimv (Antwerp, Belgium) for a period of 11 years and most recently as an executive investment manager. Before joining Gimv he worked one year at the IWT, a research fund organization in Brussels, as a senior scientific advisor. Prior to IWT Frank worked 10 years at the Faculty of Medicine, University of Leuven as a PhD and postdoctoral researcher. Before that Frank worked two years in the food industry. Frank is trained as an industrial engineer in chemistry/biochemistry and obtained a Master Degree as well as a PhD in Medical Sciences at the University of Leuven, Belgium. Throughout his 15+ years of making active venture capital investments Frank collected a vast experience in building early stage tech companies towards a successful exit through a trade sale or an IPO. His past board memberships involved a number of companies such as Ablynx in Belgium, Arrow Therapeutics in the UK, Innate Pharma and Fovea Pharmaceuticals in France as well as Aclara Biosciences and X-Cepto in the US. Current board memberships include Sequana Medical (Switzerland), Trinean (Belgium), TROD Medical (Belgium) and Prosonix (UK, observer).

Edward van Wezel, Managing Partner, BioGeneration Ventures. Edward has extensive international expertise in small and large pharma and biotech companies. Edward currently serves on the the boards of NovioGendix, Progentix Orthobiology, Cristal Therapeutics, Acerta Pharma and

Synaffix. He served on the board of BioCeros that was sold in 2011. Edward started his industrial career as process engineer for Chiron Inc. and working for Johnson & Johnson as project manager. Since 2000 he gained experience in several small start-up and early stage companies in the Netherlands. He was director business development at Pepsican Systems and managing director of Macrozyme. Where Edward was responsible for the complete pre-clinical development of a new chemical entity that was successfully partnered with Genzyme Inc. in 2005. Edward holds a M.Sc in chemistry from the University of Utrecht and a M.Sc in biochemical engineering from the Delft University of Technology.

Carine van den Brink, Axon Lawyers, The Netherlands. Carine is a lawyer with a unique proposition. She combines 25 years of legal experience in life sciences with a medical background and in-depth knowledge of the biotech and technology markets. She specialises in intellectual property licensing, research and development driven contracts, pharmaceutical contracts and corporate law. She worked for the Dutch law firm Stibbe and at the same time, held the office of registrar of the Dutch Medical Practitioners Disciplinary Tribunal. After leaving Stibbe, she worked as corporate counsel for Pharming, the first biotechnology company in The Netherlands. Carine's clients include well-known European biotech companies, knowledge institutes, academic hospitals, and venture capitalists.

Facts and details

Location

The meeting will take place in the Hampshire Hotel Fitland, Bargelaan 180, 2333 CW Leiden, Nederland; e-mail hotelleiden@fitland.nl. Phone +31 71 870 0260. The hotel is easily accessible because of the perfect location next to Central Station. In the multifunctional building Level, which is known because of its special layered form of architecture. Those who want to make a hotel room reservation can find a form at www.les-benelux.org/level1/meetings.htm

Registration

The fee for this meeting will be € 120,00 for LES Members and € 180,00 for non-members and includes meeting materials such as programme and participants list, buffet lunch, coffee and tea in the break and drinks after the meeting. Payment can take place by credit card or cash at the meeting or by bank transfer. Bank details can be found at the registration form. LES Members 40 years of age or below receive a discount of € 20 when they state their year and date of birth at the registration form. Registration can take place by faxing the registration form (fax +31 343 594 566) or via the internet at www.les-benelux.org. Registrations should preferably be received as soon as possible. Participants will receive a confirmation upon registration. Cancellations must be received in writing (fax or e-mail) before Tuesday 16 September 2014 to avoid full charges.

Granting of study hours and educational points

For Dutch Lawyers the amount of study hours is six (6). Please contact the Registration Desk at the day of the meeting for the necessary lists to sign.

Membership

For information on membership of LES Benelux please e-mail to secretariat@les-benelux.org and an information package with an application form will arrive at your desk within a few days. Membership information will also be available at the day of the meeting.

Program and presentations

The program will be published at the web site of LES Benelux; www.les-benelux.org and will be updated regularly. Questions and remarks can also be sent by e-mail to secretariat@les-benelux.org. The speakers at this meeting will be kindly requested to make their presentations available for publication at level 2 (registration required) of the before mentioned web site. The presentations will be available approximately two weeks after the meeting.

Directions

A44 from The Hague:

If you are arriving from The Hague, take exit 8 towards Leiden. Turn right, you are now on the Plesmanlaan. After 1.4 km turn left to enter the Darwin road. Take the first roundabout straight and on the second roundabout take the 2nd exit. Turn right and take the first exit on the upcoming roundabout. At the traffic lights turn right. You are now driving on the Bargelaan, you can drive straight ahead and park your car, for a small amount, under the building.

A4/ A44 from Amsterdam:

Follow the traffic signs to A4/E19 The Hague, Schiphol Airport and Haarlem. After 18.2 km stay on the right lane of the highway and follow the directions to the A44 to Den Haag-Centrum/Leiden-West/Sassenheim. After 15.6 km take exit 7 – Oegstgeest and turn left at the traffic lights, entering the Rijzichtweg. Take the 2nd exit at the upcoming roundabout, you are now driving on the Geversstraat, which turns into Rijnsburgerweg after 500 m. At the traffic lights (after 1.1 km) turn right. You are now driving on the Bargelaan, you can drive straight ahead and park your car, for a small amount, under the building.

