PROGRAM
Sunday, 14 November 2021

18h30 - 20h00  Pre-registration

Monday, 15 November 2021 – Day 1

08h00  Registration and welcome coffee

09h00  Welcome and introduction
        Chaired by Bruno Vandermeulen, Independent IP Lawyer and Director of Impact Licensing Initiative v.z.w., Brussels (B)

09h10  Introduction of participants

09h30  Intellectual property overview: obtaining protection and scope of protection
        Wouter Pors, Bird & Bird, The Hague (NL)

10h15  Due diligence: preparing to enter into a licence agreement
        Frank Landolt, Aquilexis, Ghent (B)

11h00  Coffee/tea break

11h30  Valuation of intellectual property
        Dirk Groenewegen, Cells4Therapy BV, Bilthoven (NL)

12h15  The impact of EU competition law on intellectual property licenses
        Patricia Cappuyns, Fox IP Law in Zottegem (B)

13h00  Lunch

14h00  Negotiation case study – part I

This module has been created to provide practical insights into negotiating a license agreement. It comprises an in depth workshop during which delegates will have the opportunity to experience and resolve a realistic IP situation. Delegates will be split into groups to facilitate interaction as actors of the negotiation. The session will be moderated by experienced IP professionals.

15h30  Coffee/tea break

16h00  Negotiation case study – part II

18h00  Evaluation day 1

19h00  Networking drinks

19h30  Dinner
Tuesday, 16 November 2021 – Day 2

**9h00 – 16h00 License Drafting Workshop**

This module has been created for a more detailed basic insight into the construction of a license agreement. It comprises an in depth workshop exploring the anatomy of a license agreement, section by section, and providing practical advice on how to draft a successful agreement. Delegates will be split into two groups to facilitate interaction.

Each group will be coached by experienced transactional lawyers, namely Pieter Wyckmans and Olivier van Obberghen (Quinz) and Achim Krebs (HGF) and Jurriaan Janssen (Norton Rose Fullbright).

09h00 Intro
   General Presentation

11h00 Coffee/tea break

11h15 Discussion term sheets
   Case summary discussions (premises / background / positions) as an intro for the drafting exercise

12h45 Lunch

13h45 Drafting exercise:
   license grant (5p Licensor – 5p Licensee) and royalty clause (5p Licensor – 5p Licensee)

16h00 Summary day 2

16h30 Networking drinks and end of course

Wednesday, 17 November 2021 – Add-on on “Complex Clauses in IP Licensing”

On Wednesday 17 November 2021 participants are invited to join an add-on Topic Meeting on Complex Clauses in IP Licensing, which will welcome course participants, LES members and non-members.

All participants of the course will receive the detailed program and are welcome to attend at a fee of € 120. You can register for this meeting at the attached registration form of the course or later via the online topic day registration form.
**DETAILS**

**DATES**
- Preregistration: Sunday 14 November 2021
- Course: Monday 15 and Tuesday 16 November 2021
- Add-on Topic Meeting: Wednesday 17 November 2021

**VENUE**
The venue for the course will be NH Brussels EU Berlaymont
Boulevard Charlemagne - Karel de Grotelaan, 11-19, 1000 Brussel Belgium
A map with more details can be found at Hotel NH Brussels EU Berlaymont (nh-hotels.nl)

**Rooms**
Participants can book a room in this hotel. Upon registration they will receive a link to the NH Event Tool, so they can arrange their own overnight stay.

**Parking**
The hotel has underneath a private parking, but spaces cannot be pre-reserved.

**FEE**
The fee includes the course documentation, coffee and tea during the breaks, two lunches, a dinner on Monday and networking drinks on Tuesday
- LES members: € 640
- Young LES Members: € 600 (40 years of age or below)
- Non-members: € 690

Registration including payment before 10 September 2021 gives a discount of € 50,00. Registration and payments should be received before 1 November 2021 to guarantee your participation. You will receive a confirmation with an invoice by e-mail upon your registration.

If you attend the add-on Topic Meeting the fee will be € 120,00 for participants of the course and LES members and € 180,00 for non-members.

Please note that for non-members from one of the Benelux countries the fee also includes a reduction on membership fee of LES for the year 2022 of € 50,00.

**REGISTRATION**
Please register at the Licensing Course webpage.

**CANCELLATION**
LES Benelux must be informed of any cancellation in writing by an e-mail to secretariat@les-benelux.org. For cancellations received before 18 October 2021, the registration fee, minus € 50,00 administrative costs, will be reimbursed. Cancellations received on or after 18 October 2021 will be fully charged. In case of ‘no-show’ also one night will be charged in case a hotel reservation in the participant’s name has been made.

**PARTICIPANTS**
The event will be limited to 30 participants; early registration is recommended.

**CORONA VIRUS (COVID-19)**
During the event all prevention rules as set out by the government will be in charge. If the event has to be cancelled due to a new outbreak of Covid-19, the full amount will be refunded. For the event the amount of participants is limited to 30 (thirty).
EDUCATIONAL POINTS
After the course those participants, who attended the whole course and signed the attendance lists, will receive a certificate to prove their participation. For participants interested in Professional Development Hours LES Benelux is granting 12 educational hours.

PARTICIPANTS
Please note that this topic meeting is open for LES members and non-members worldwide. However, from participants it is expected that they have at least an academic background (law, financial or technical).

PROGRAM AND PRESENTATIONS
The speakers at this course will be kindly requested to make their presentations available for publication. All participants will receive instructions by e-mail how to access these presentations.

ABOUT LES BENELUX and LESI
LES Benelux is one of the thirty-three national and regional societies of the Licensing Executives Society. LES Benelux was formed in 1975 and has about 350 members. It is the society for professionals and business people interested in licensing, the transfer of technology, and the commercialisation of intellectual property rights. Members include managing directors, company executives, small business entrepreneurs, university licensors, campus company managers, inventors, venture capitalists, scientists, engineers, lawyers, patent and trademark agents, licensing consultants, marketing executives, academics and representatives from public bodies. For more information: www.les-benelux.org and www.lesi.org.

MEMBERSHIP
For information on membership of LES Benelux please send an email to the LES Benelux secretariat.

SPEAKERS
Patricia Cappuyns has 20 years of experience in IP litigation and advisory work. She has argued many IP cases before the Belgian and European courts and has represented clients in several investigations by the European Commissions at the interface of patent and competition law. Throughout the years, Patricia has been active in a wide range of technologies, including life science, construction, the chemical industry, telecommunications and mechanical engineering. Patricia is a regular author of legal articles and is a sought-after speaker on IP-related topics. After teaching Patent Law for seven years at the University of Liège, Patricia is now teaching the Intellectual Property Law course at the Brussels School of Governance. She is also a regular lecturer at the Brussels School of Competition. Patricia holds a Bachelor’s and Master’s Degree in Law from the University of Leuven (magna cum laude, cum laude), a Diploma in Legal Studies from King’s College London (with distinction) and an LL.M. from New York University. She is a member of the Bar of Oudenaarde (Belgium) and a member of the New York Bar. Patricia is a native speaker of Dutch and English, and is fluent in French.

Dirk Groenewegen holds a master’s degree in chemical engineering and a PhD in microbiology. After an international career as senior R&D-manager in pharmaceutical and chemical multinationals Dirk became a license mediation and new-business consultant, now with 20+ years’ experience. Dirk is an active participant in many international networks, like the Licensing International Society, and various organizations involved in Cell & Gene Therapy, Regenerative Medicine, Immunology & Oncology. In 2007 Dirk founded the Netherlands based clinical stage cell therapy company Glycostem Therapeutics, which he served as CEO until 2014 and until 2018 as board director. Since then, Dirk is Managing Director of Cells4Therapy BV and involved in various biotech investment activities, like EIT Health Investment Network, EIT Health Venture Centre of Excellence, the German Governmental Start-up Agency EXIST FT, the EU EIC SME-Accelerator Network and the Amsterdam based Start-up Mentor Network O3NL.
Jurriaan Jansen is an Of Counsel at Norton Rose Fulbright based in Amsterdam. He is a member of their European Data Privacy Group and global sourcing and technology group. He focuses on information technology, intellectual property, and data protection. He advises clients on contentious and non-contentious matters with a focus on strategic copyright advice, IT contracts (including outsourcing, SaaS, and licensing), IP licensing, and data protection. He translates commercial arrangements into contractual language and is able to assess the impact of complex requirements and circumstances on what needs to be done from an operational and legal perspective. He also advises domestic and international clients on the various data protection aspects, including those relating to internal and regulatory investigations. Jurriaan is a member of the Dutch Association for Copyright (Vereniging voor Auteursrecht) and regularly teaches and lectures on licensing and data protection. Jurriaan is secretary of LES Benelux.

Achim Krebs is a partner at HGF, one of Europe’s leading IP advisers, and based at, and in charge of, the firm’s office at The Hague, Netherlands. Achim has accumulated a vast experience in private practice and industry, in the creation and management of cost-effective and tax optimized IP portfolios to suit various business strategies, negotiation licenses as well as in contentious matters such as oppositions, appeals and in supporting litigation. Achim presently serves as the President of the LES Benelux, and is a qualified Dutch, Belgian and European patent attorney, registered European Trademark and Design Attorney, and holds a master degree and doctorate in Chemistry from the University of Heidelberg.

Frank Landolt is Chief Counsel, Intellectual Property and Legal at Confo Therapeutics, a privately held biopharmaceutical start-up based in Ghent, Belgium specializing in GPCR-targeted therapeutics. After studying chemistry and law at the University of Leiden in the Netherlands, Frank worked for almost ten years on pharmaceutical and biotechnological patents and licensing in private practice in the Netherlands, where his clients included major pharmaceutical companies as well as some of the top biotech firms and research institutions in the Netherlands. Prior to joining Confo in 2018, Frank worked for fifteen years in Ablynx N.V. (now a wholly owned Sanofi company), where he was a member of the management team and headed an integrated IP and legal group of four lawyers and five patent professionals. At Ablynx, Frank was involved in negotiating Ablynx’s strategic partnerships and licensing deals with AbbVie, Boehringer-Ingelheim, MSD, Merck-Serono, Novartis, Novo Nordisk, Sanofi and Wyeth. From 2000 to 2004, Frank was director of IP and legal counsel at Devgen N.V. (now part of Syngenta), another Ghent-based biotechnology company, where he was involved in negotiating Devgen’s strategic collaborations with Sumitomo, Monsanto and DuPont Pioneer. Frank is a Dutch and European patent attorney, and also holds a degree in business law from the University of Antwerp. He is a member of the Dutch association of patent attorneys (where he is a tutor for the professional qualification course), EPI and LES Benelux (where he is involved in the LES Licensing Course). He is a regular speaker on a range of topics relating to IP and licensing in the (bio)pharmaceutical sector. Frank was named as one of Managing IP’s ‘Corporate IP stars’ for four years in a row (2015-2018).

Wouter Pors is head of the IP group of Bird & Bird in The Hague. Before studying law, he studied architecture and building construction for several years. After having done research at the Tilburg University Law Faculty from 1986 until 1989, he was admitted to the bar in 1989, specializing in IP. His main focus is on patent litigation, which allows for a blend of legal and technological innovations. He handles a wide range of patent disputes, varying from mechanical issues through software and business method patents to biotech disputes. Wouter has represented major electronics, biotech and pharmaceutical companies in international patent litigation. In addition, Wouter is also involved in quite a lot of trade mark and copyright litigation. He is also a Dutch Supreme Court litigator and has handled cases before Benelux Court of Justice.

Bruno Vandermeulen is an international IP litigation and transactional specialist with 30 years of varied experience in major law firms. His main areas of practice are in cross border IP disputes in the Life Sciences, Chemical and Electronics sector where he acquired unique experience. Bruno graduated from the Catholic University of Louvain in 1988 and holds a Master of Laws degree (LL.M) from the University of Georgia. Bruno has experience in all types of intellectual property litigation and has obtained various published case law decisions in patents, trademarks, design right and copyright. Bruno has negotiated and litigated numerous international technology transfer agreements, and coaches young professionals in how to be successful in the world of technology transfer and IP protection.
Bruno is past President of LES Benelux and past counsel to the Board of the LESI. He is also a member of the Belgian AIPPI. Bruno is a third party decider with the Brussels enterprise court and acts also as mediator and arbitrator in IP disputes. Bruno is also a member of the editorial board with the Belgian legal journal ‘Intellectuele rechten/Droits Intellectuels’ (IRDI).

Olivier Van Obberghen is a member of the Brussels Bar and co-founder of the boutique law firm QUINZ. He is an R&D, commercial transactions and M&A lawyer with a focus on the Life Sciences and Innovative Technologies sectors. He also advises companies active in the consumer goods and media industries. Olivier has always been triggered by the challenge of assisting highly regulated industry sectors (that heavily rely on IP) and has consistently applied his expertise to these markets. Since 2009, he mainly serves the Life Sciences and Innovative Technology sectors (multinationals, SMEs, start-ups), where he continues to strengthen his expertise in the regulatory and IP challenges of these complex but fascinating sectors. Olivier started his career at Cleary Gottlieb Steen and Hamilton and subsequently founded his own private practice, focusing on M&A. Olivier also worked in-house for the legal departments of UCB and Unilever. He lectures at seminars and conferences, and tutored at the Catholic University of Leuven (KU Leuven) for many years on Dispute Resolution.

Pieter Wyckmans is a member of the Brussels Bar and co-founder of the boutique law firm QUINZ. He provides expert advice to companies and organizations active in the (bio-) pharmaceutical, biotech and smart devices sectors. Pieter Wyckmans advises multinationals, SMEs, spin-offs and start-ups in (strategic) transactions, intellectual property matters and regulatory affairs. Pieter combines years of experience as an M&A and commercial transactions lawyer, with years of experience as in-house counsel of multinationals, particularly in the Life Sciences industry. As in-house counsel, Pieter grew accustomed to the (bio)pharmaceutical and biotech sector and conscious of the scientific, economic and regulatory challenges the industry faces. This understanding, combined with his hands-on approach and pragmatism, is strongly appreciated by his clients. His Life Sciences expertise was highlighted in the most recent edition of the Legal 500. Pieter regularly lectures at seminars and conferences. He started his career at the corporate M&A department of Linklaters and Loyens&Loeff. He later joined the legal department of BASF and GDF Suez as senior counsel and offered his services as an independent legal consultant to UCB.