



LES Benelux Licensing Course 2024

18 and 19 November 2024

Rotterdam (NL)

PROGRAM

Monday, 18 November 2024 – Day 1

08h00 Registration and welcome coffee

09h00 Welcome and introduction

09h10 Introduction of participants

In de morning introductory plenary presentations will be given. The sessions as mentioned below might be updated before this years course, but the concept of doing a negotiation and drafting exercise will remain.

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, Taylor Wessing, Brussels (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.

15h45 Coffee/tea break

16h00 *Negotiation case study – part II*

17h30 Closure Day 1

18h30 Networking drinks

19h15 Dinner



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Tuesday, 19 November 2024 – Day 2

9h00 – 16h30 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 and royalty clause

16h00 Closure Day 2

16h30 Networking drinks and end of course

Wednesday, 20 November 2024 – Add-on on “Complex Clauses in IP Licensing”

On **Wednesday 20 November 2024** 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.

More information on the program of this edition will be available later.

All participants are welcome to attend at a fee of € 180. If you would like to attend this extra day you can indicate this upon your registration for the course or you can register later.



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DETAILS

DATES

- Course: Monday 18 and Tuesday 19 November 2024
- Add-on Topic Meeting: Wednesday 20 November 2024

VENUE

The Course will be held at the [Hilton Rotterdam](#), Weena 10, 3012 CM in Rotterdam.

The Hilton is located in Rotterdam's vibrant city center, half a kilometer from Central Station, linking you to Amsterdam Airport Schiphol. It is on the corner of the city's two main streets, Coolingsel and Weena, surrounded by bars, restaurants, theaters, and shopping.

Hotel rooms

Participants can book a room at the Hilton Rotterdam. Upon registration they will receive a link to a dedicated Hilton reservation page, so they can arrange their own overnight stay.

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 € 700
- Young LES Members € 650 (*40 years of age or below*)
- Non-members € 850
- If a member introduces his or her colleague (a non-member) a discount applies of € 50,00

Please note that for non-members from one of the Benelux countries the fee also includes a free membership for the year 2025. If you want to become a member you are requested to fill in the membership application form at the [LES Benelux website](#)

Registration including payment before 1 September 2024 gives a discount of € 50,00. Registration and payments should be received before 1 November 2024 to guarantee your participation. You will receive a confirmation and invoice by e-mail upon your registration.

If you attend the add-on **Topic Meeting** the fee will be **€ 150,00 for participants of the course** and LES members. The fee is € 225,00 for non-members/non-participants.

REGISTRATION

Please register via the attached registration form or online 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 1 October 2024, the registration fee, minus € 50,00 administrative costs, will be reimbursed. Cancellations received on or after 1 October 2024 will be fully charged.

PARTICIPANTS

The event will be limited to 48 participants; early registration is recommended.

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 which equals 12 educational points.

12 HOURS
CONTINUING
PROFESSIONAL
DEVELOPMENT



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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 330 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](mailto:secretariat@les-benelux.org).

SPEAKERS

Patricia Cappuyns is a partner in the Intellectual Property practice group of Taylor Wessing in Brussels. She specialises in patent litigation, mostly in the life sciences sector and in FRAND cases.

Patricia has more than 20 years of experience in intellectual property law, mainly in the field of patent litigation and advisory work. She has argued many cases before the Belgian courts, some before the European courts, and has represented clients in several FRAND and other abuse of dominance investigations by the European Commission at the interface of IP and competition law. Patricia has been active in a wide range of sectors, including pharma, biotech, technology, construction, the chemical industry, telecommunications and mechanical engineering. For 7 years, she taught Patent Law as an Associate Professor at the University of Liège in their LL.M. program in IP and Competition Law, and she is currently teaching the Intellectual Property Law course at the Brussels School of Governance.

Dirk Groenewegen holds a masters' degree in chemical engineering and a PhD in microbiology. After an international career as senior 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, the European Institute for Innovation and Technology, the European Innovation Council and various organizations involved in Cell & Gene Therapy and Oncology. In 2007 Dirk founded Glycostem Therapeutics, where he served as CEO and Board Director until 2018. Since then Dirk is active with his new company Cells4Therapy across Europe as Venture Builder and Investor in assisting startups and scale ups in Cell & Gene Therapy and Vaccines to get their business cases market proof.

Jurriaan Jansen Jurriaan works for Norton Rose Fulbright and heads their Dutch IP/IT practise.

He advises clients on privacy and data protection, cybersecurity and breach response. Jurriaan works closely with the firm's international cyber team to provide a comprehensive crisis response service to mitigate the effects of cyber events. He also advises clients on contentious and non-contentious IP matters with a focus on strategic copyright advice, IT contracts (including outsourcing, SaaS, and licensing), IP licensing. Jurriaan 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.

Jurriaan is a board member of LES (*Licensing Executives Society*) and a member of the Dutch Association for Copyright (*Vereniging voor Auteursrecht*) and regularly teaches and lectures on licensing and data protection.



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Achim Krebs joined HGF as a partner in 2015 to establish the firm's first "continental" office at The Hague, Netherlands, from a position in private practice. Achim has accumulated a vast experience in his previous occupations in private practice and industry, including a position as Patent Portfolio Manager at a multinational oil corporation; and has considerable experience in the creation and management of cost-effective and tax optimized IP portfolios to suit various business strategies, as well as in contentious matters such as oppositions and litigation. Achim presently co-chairs the Chemicals, Energy, Environmental and Materials Committee of the Licensing Executive Society International, and serves on the Board of LES Benelux. Achim is a qualified Dutch, Belgian and European patent attorney and a registered European Trademark and Design Attorney, and holds a master degree and doctorate in synthetic 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.

Olivier Van Obberghen is a member of the Brussels Bar and co-founder of the boutique law firm QUINZ. He serves clients active in the life sciences sector (including healthcare) as well as investors targeting the sector. Olivier practices as an all-round life sciences lawyer. He assists in strategic (licensing, M&A and financing) and operational (R&D, supply chain, distribution & logistics) transactions. He provides advice in all regulatory aspects concerning the sector and is an expert in compliance related matters (interactions with healthcare professionals and patients, promotion of drug products and medical devices, data privacy & security, anti-bribery & anti-corruption). Intellectual property, competition law and product liability are core underlying focus areas of his life sciences practice. Olivier also worked in-house for the legal departments of UCB and Unilever. Quinz' Life Sciences practice was commended in the most recent editions of Chambers & Partners and Legal 500

Lex van Wijk has a masters degree in chemistry. He has worked for Royal Dutch Shell, was Group Patent manager at Burmah Castrol, and was a member of the team at Siemens AG that coordinated and controlled the portfolio management activities of all the intellectual property units of Siemens. Subsequently, he has gained experience in private practice where his clients are mainly mid-sized and multinational companies. Lex has over 25 years of experience in representing clients before the EPO, and advising clients on all aspects of patent



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practice, including commercialisation. His areas of technical experience include oil conversion processes, catalysts, greases and lubricants, polymers, starch, food products, mining, foundry, non-woven products, solar cells and concrete products. Lex is an active member of the Licensing Executives Society (LES) and a former President and Board member of LES Benelux. He holds the European Patent Litigation Certificate, which allows him to represent clients before the Unified Patent Court and he is also on the list of mediators of the WIPO Arbitration and Mediation Centre.

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. Quinz' Life Sciences department is ranked in Tier 2 in the most recent editions of Chambers & Partners and Legal 500.

Claudia Zeri joined Coupry as a partner in 2021 and has built out the firm's patent litigation practice. Claudia has been involved in patent litigation intensively since the start of her career in law (2008) and has accumulated experience in all fields of patent litigation and in many different technical sectors. Her knowledge and experience extends from general patent litigation to the more specialized niches, such as FRAND litigation and pharma patent and SPC litigation (where she has worked both for generics and originators). Her extensive experience in patent litigation means that she has gathered a insight and intuition in case and party dynamics, which makes for both a well-prepared, all-round litigator and a solid advisor for license and settlement contracts from the viewpoint of preventing litigation or resolving an ongoing dispute. Claudia presently is a member of the Board of LES Benelux.