



LES Benelux Licensing Course 23 and 24 November 2026 (NL)

PROGRAM

Monday, 23 November 2026 – Day 1

08h00 Registration and welcome coffee

09h00 Welcome

The Monday morning session, with several introductory plenary presentations, will be hosted and chaired by **Kathleen De Belder**, IMEC vzw and past-president of LES Benelux

09h10 Introduction of participants

09h30 *Intellectual property overview: obtaining protection and scope of protection*
Wouter Pors, Windt Le Grand Leeuwenburgh, Rotterdam (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*
Bram Nijhof, Taylor Wessing, Amsterdam (NL)

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*

17h45 Closing remarks and benefits of membership,
Carmen Correa Martin, Erasmus MC and president of LES Benelux

18h30 Networking drinks

19h15 Dinner



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Tuesday, 24 November 2026 – 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: **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
16h30	Closure Day 2
	Networking drinks and end of course

Wednesday, 25 November 2026 – Add-on on “Complex Clauses in IP Licensing”

On **Wednesday 25 November 2026** participants are invited to join an add-on Topic Meeting on complex clauses in IP Licensing, which will welcome both course participants, LES members and non-members.

More information on the program of this day will be available closer to date.

If you would like to attend this extra day you can indicate this at your registration form or you can register later.



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DETAILS

DATES

- Course: **Monday 23 and Tuesday 24 November 2026**
- Add-on Topic Meeting: **Wednesday 25 November 2026**

REGISTRATION

Please register via the registration form at [LES Benelux Licensing Course](#)

VENUE

The Course will be held at the [Rotterdam Marriott Hotel](#), Weena 686, 3012 CN in Rotterdam. Marriott's thoughtfully designed rooms embody timeless hospitality, seamlessly blending comfort and luxury. The hotel is located in the heart of the city, at a 2-minute walk from Rotterdam Central Station. Amsterdam Airport Schiphol can be reached with the high-speed train in 45 minutes. Rotterdam-The Hague Airport is a 15 minute drive from the hotel and can be reached by metro. The metro and tram stop right outside the hotel. The Marriott is surrounded by bars, restaurants, theatres, and shopping areas.

Hotel rooms

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

PARTICIPANT FEES

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 € 800
- Young LES Members € 750 (*40 years of age or below*)
- Non-members € 990
- If a member introduces his or her colleague (a non-member) a discount applies of € 50,00

Registration including payment before 1 September 2026 gives a discount of € 50,00. Registration and payments should be received before 1 November 2026 to guarantee your participation. You will receive a confirmation by e-mail upon your registration.

If you attend the add-on Topic Meeting the fee will be € 205 for participants of the course and LES members. The fee is € 255,00 for non-members.



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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 2026, the registration fee, minus € 50,00 administrative costs, will be reimbursed. Cancellations received on or after 1 October 2026 and no-shows will be fully charged.

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

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 an academic background (law, financial or technical). The event will be limited to 40 participants, so early registration is recommended.

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: <https://les-benelux.org/> and <https://lesi.org/>

MEMBERSHIP

If you are not a member yet and you are interested to join, you will find information and an application form at the [LES Benelux website](#). If you have any further questions, please send an e-mail to the [LES Benelux secretariat](#).



LES Benelux Licensing Course 23 and 24 November 2026 (NL)

SPEAKERS

Kathleen De Belder is a past LES Benelux president (during the years 2022-2023) and has been a member for more than 10 years. She holds a PhD degree in Engineering Sciences. She started her career in IP as a patent officer at imec. This included both the practical handling of new ideas and filing thereof, as well as setting up an IP protection strategy in line with the R&D strategy. Since 2011, she is working in the IP Business and Intelligence team of imec. She is mainly responsible for advising in IPR-related aspects in business concepts and contracts, working closely with the colleagues from the sales team, legal department, and technical units. She is heading the team responsible for the application related business lines such as health and, industry and consumer. She has followed several courses in European patent law, technology licensing and Ceipi's IP Business Administration.

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 Benelux and a member of the Dutch Association for Copyright (*Vereniging voor Auteursrecht*) and regularly teaches and lectures on licensing and data protection.

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 is a board member 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), where he was involved in negotiating Devgen's strategic collaborations with Sumitomo,



LES Benelux Licensing Course 23 and 24 November 2026 (NL)

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.

Bram Nijhof heads the Competition, EU and Trade team of Taylor Wessing in the Netherlands and is a member of our European competition law team that operates at the Brussels office. Bram is known for getting to the heart of matters quickly, he advises and litigates on all aspects of competition law, public procurement and state aid. He is also one of few Dutch experts on the competition law components of standard essential patents and FRAND.

Wouter Pors has been a lawyer since 1989 and specialises in intellectual property, with a strong focus on patent law. His technical background - he studied engineering at TU Eindhoven for several years before studying law at Tilburg University - makes him ideally suited to complex patent cases in sectors such as electronics, telecoms, pharmaceuticals and biotechnology. After gaining experience at two leading Dutch firms and an international firm, Wouter joined Windt Le Grand Leeuwenburgh as a partner in May 2025. He has broad international litigation experience and knows better than anyone how important a strategically aligned approach is within different legal systems.

Wouter is active in various international organisations and chairs AIPPI's Standing Committee on Client Attorney Privilege. He was closely involved in the creation of the Unified Patent Court and the EU Trade Secrets Protection Directive. He also lectures at the Politecnico di Milano for the European Patent Litigation Certificate and regularly speaks at (international) conferences.

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

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.