

LES Benelux

Complex Licensing Challenges Workshop

9 November 2016 – Brussels

DETAILS

DATE

Wednesday 9 November 2016

VENUE

Thon Hotel EU

Rue de la Loi / Wetstraat 75
B-1040 Brussels

Located in the European Quarter of Brussels, Thon Hotel EU is your eco-friendly hotel in Brussels and is an ideal starting point for both business and leisure travellers. For directions see the [hotel website](#)

FEE

The fee for this meeting will be € 120,00 for LES Benelux members and for participants of the LES Licensing Course 2016 and € 180,00 for non-members. For LES members 40 years of age or below there is a discount of € 20,00 under the condition of completing your date of birth at the online registration form.

Payment can take place by bank transfer or by credit card. Your registration will be confirmed with an invoice for the registration fee.

The fee includes meeting materials, buffet lunch, coffee and tea in the break and drinks after the meeting.

REGISTRATION

Please register online via the [online registration form](#)

CANCELLATION

LES Benelux must be informed of any cancellation in writing (fax or e-mail). For cancellations received before 2 November 2016, the registration fee will be reimbursed. Cancellations received on or after 2 November 2016 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.

EDUCATIONAL POINTS

Please contact the Registration Desk at the day of the meeting for the necessary lists to sign. A certificate of attendance will be send by email after the meeting.

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).

MEMBERSHIP

For information on membership of LES Benelux please send an email mail to secretariat@les-benelux.org

PROGRAM AND PRESENTATIONS

The speakers at this meeting will be kindly requested to make their presentations available for publication at level 2 (registration required) of the [LES Benelux website](#). The presentations will be available approximately two weeks after the meeting. All participants will receive instructions by email how to access these presentations.



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AGENDA

Amongst our acknowledged speakers:

- Guillemette Vital-Durand, Nutricia Research BV, Utrecht (NL)
- Jan Corstens, Deloitte Contract Risk & Compliance, Brussels (B)
- Dean Gordon, Senior IP Counsel, ASML, Veldhoven (NL)

9.00 - 9.30 Registration and welcome coffee

Getting the deal

9.30 – 11.00 A session to deep dive on the competition law risks.

- unfair competition,
- FRAND,
- TTBER/ Block Exemption
- how to deal with improvement on technology in the license agreement

11.00 – 11.30 Coffee break

11.30 – 12.30 A session on :

- choice of law: roman vs common laws
- ADR
- how to deal with the applicable law of the contract vs the law attached to the intellectual property rights

12.30 -13.30 Lunch

Hindsight is a Wonderful Thing

13.30 – 15.00 A session on Financing

- Net sales definition / reality check
- Business case on royalties, splitting upfront payment and royalties
- Milestones
- Eu recent case law on decision not to pay royalties if the patent is revoked / in the absence of infringement

15.00 – 15.30 Coffe break

15.30 – 16.15 Session on

- Exclusivity
- Sublicensing
- Cross-licensing

16.15 – 17.15 Session on Term and Termination

- Perpetual / voidable
- Bankruptcy
- M&A
- Change of control

17.00 Closing remarks and networking drinks

