

Build-to-Sell Forum

High-growth technology business forum

18. November 2021

Build-to-Sell Forum - November 2021

Overall series host (North America)



Dana R. Colarulli
Executive Director
Licensing Executives Society
International
Washington, USA

The “Build-to-sell” forum is specifically for business decision makers that either want to or are required by their investors to eventually sell their business.

We specifically focus on the intellectual assets technology, brand and operational excellence, since they are generally the key value drivers in such transactions.

Build-to-Sell Forum - November 2021

Expert panel chair



Juergen Graner
Founder and CEO of Globalator

*San Diego, USA
London, UK
Vienna, Austria*

Live case study speaker



Dr. Paul Atherton
Serial Technology Entrepreneur

UK

Expert panel representative Europe



Irene Fialka
CEO, INiTS
Managing Director, Health Hub Vienna

Vienna, Austria

Expert panel representative Asia



Ching-Cheng "James" Hou
Entrepreneur, IP Lawyer, Professor

*Taipei, Taiwan
Nanjing, China*

Expert panel representative Americas



Patrick Monroe
M&A Lawyer at Monroe Law

San Diego, USA

Dr. Paul Atherton – Serial technology entrepreneur



PhD in Physics



MBA



Fellow 2013



IOP Institute of Physics

Fellow 2016



Queensgate Instruments

exit 2000 @ \$200m+



Concept to Volume

exit 2009



Midaz

exit 2012



Naturalmotion

exit 2014 @ \$527m



Fellow 2017



Fellow 2018



Board Member



Board Member



Board Member



Founder & Director

Co-founder & Investing Chairman in 5 companies ... and counting

Dr. Paul Atherton Live Case Study



Queensgate Instruments

Fibre-optic devices for optical communications

Products sold for integration

Start: 1978
Exit: 2000 (\$200m+)

No patents

Paul as Co-founder



Nexeon

Lithium ion battery technology for higher capacity and longer life

Technology licensed for use

Start: 2006
Exit: Build-to-IPO

Large patent portfolio

Paul as Co-founder



Phasefocus

Virtual lens based on an algorithm for analysis devices

Analytical devices sold

Start: 2006 (2013)
Exit: Build-to-Sell

One core patent

Paul as Investing Chairman

The unsung heroes behind the HTB Forum



Thomas Bereuter
EPO, European Patent Academy
Innovation Support
Programme Area Manager



Audrey Yap
Managing Partner Yusarn Audrey
Immediate Past LESI President

Adéla Dvořáková – *LESI-EPO HTB task force*

Alejandra Lledó – *Current EPO Pan-European Seal Trainee*

Anna Malec – *Immediate Past EPO Pan-European Seal Trainee*

António Andrade Ferreira – *Immediate Past Pan-European Seal Trainee*

Cemresu Yucebalkan – *LESI-EPO HTB task force*

Endi Çuçi – *Current EPO Pan-European Seal Trainee*

Oscar Serran – *EURICE, European IP Helpdesk*

Yolanda Marín Ventura – *Current EPO Pan-European Seal Trainee*

András Szaip – *EPO, Examiner and Team Manager*

Cillian Ó Donnabháin – *EPO, Examiner and Team Manager*

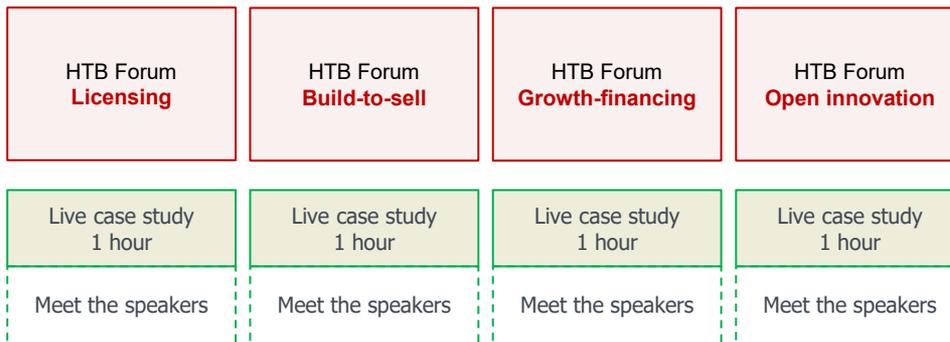
Hilma Reinhard – *EPO, Project co-Ordinator, Event Logistics*

Ilja Rudyk – *EPO, Senior Economist, Chief Economist Unit*

Philippe Lahorte – *EPO, Examiner and Team Manager*

Xavier Seuba – *EPO, Director, European Patent Academy*

HTB Forum 2022 continued and expanded



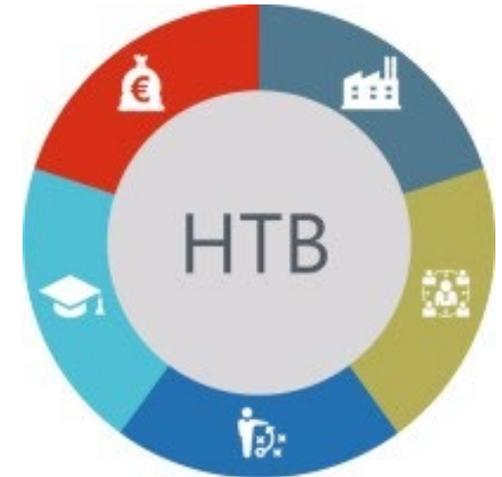
High-growth technology business community

Aim

- Provide IA & IP “know-how” relevant for business
- Expand community of business decision-makers
- Expand community of IP professionals

Join us to

- Stay updated on recent developments
- Get access to training materials
- Learn about our upcoming events



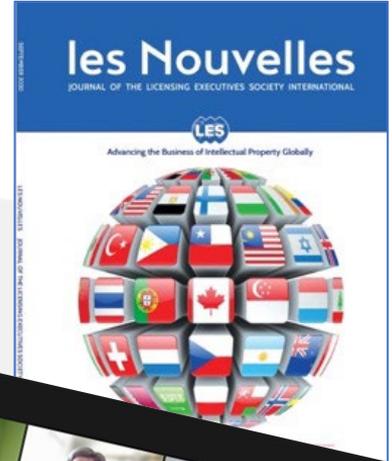
www.linkedin.com/company/htbcommunity
www.epo.org/sme



Who is LESI?

The Licensing Executives Society International (LESI) is an umbrella association of 33 national and regional Member Societies in more than 90 countries serving more than 6500 individuals.

- A global network of businesses and professionals for **50 years**
- Creating, protecting, and commercializing innovation, and managing and monetizing IP
- Business leaders, IP managers, licensing executives, financiers, licensing companies, brokers
- Experts in law, valuation, protection, transfer, and enforcement of IP
- Advancing the business of intellectual property



LESI: Advancing the Business of Intellectual Property Globally

Proud Partner with EPO

Updated MOU, November 2020



Work plan 2020-21 on Bilateral Co-operation between the Licensing Executives Society International, Inc. (LES) and the European Patent Office (EPO)

This annual work plan is drawn up under Art. 3 of the Memorandum of Understanding (MOU; EPO reference No. 2018/0454, signed on 26 January 2019 in Miami, Florida) between the Licensing Executives Society International, Inc. ("LES") and the European Patent Office ("EPO"), hereinafter referred to as "the Signatories".

The Signatories intend to contribute to Europe's innovation capacity and enhance the efficiency and quality of the global IP system, by improving the expertise and skills of a wider community of users of a global IP system, as well as to support innovation by promoting and participating in education and training projects in the areas of co-operation outlined below.

The High-growth technology business forum is one of many activities in collaboration between LESI and the EPO.

Each party will bear all related costs (with the exceptions indicated in the sections below) for the events for which it is indicated to have the lead; likewise, each party will keep all revenues arising from said events. Independently of who has the lead, each party will bear the direct and indirect costs for its own speakers, with whom it will when necessary contract directly.

Due to the nature of the organisation of LESI and its national chapters, the individual activities have dynamic budgets as the financial and in-kind contributions of the partners, sponsors, participants and volunteers are defined case by case. In general, volunteers are the backbone of the organisation and speakers, moderators, authors, reviewers, steering committee members etc. LESI and its national chapters, universities and partners at reduced rates as well as their venues provides access to publications like renowned

Signed in two original copies in English
For the European Patent Office

António Campinos

António Campinos
President of the European Patent Office

Date 16/11/2020

Place signature





POP-UP classes

2.

There is More to Trade Secrets than Signing NDAs

NOVEMBER 23 @ 8AM EST / 2PM CET

► lesi.org



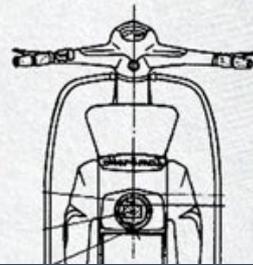
ORGANIZED BY LES ITALY 

VENICE

LES MAY 8-10 **2022**
ANNUAL CONFERENCE



▶ lesi2020.eu



Build-to-sell

Meet the speakers

High-growth technology business forum

18 November 2021