

How to get the best out of licensing
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12:15 – 13:00 **Registration**

13:00 - 13:30 **Introduction**

Why licensing? What are the benefits of licensing compared to other exploitation methods? What are potential downsides?

13:30 – 14:15 **Get started for a successful licensing deal**

In this session we will take a look at and discuss the steps to be taken before kicking-off the licensing negotiations:

- NDA
- Documentation of know-how/ registration of patents
- Material Transfer Agreement
- Term sheet, Lol, MoU
- IP Due Diligence

14:15 - 15:00 **Antitrust Considerations**

The drafting of license agreements requires an in-depth understanding of potential antitrust implications. We will therefore familiarize with the relevant antitrust regulations, in particular the group exemption regulation for technology transfer agreements. We will take a look at a number of example clauses and learn how to draft them in line with antitrust laws.

15:00 – 15.15 **Break**

15:15 – 16.00 **Key Terms in a License Agreement**

- Subject matter of license
- Scope of license (exclusivity/field of use restrictions)
- Defense of Licensed Rights
- Termination, Consequences of Termination
- Non-compete clauses
- Warranty, Liability and Indemnification
- Choice of Law, Jurisdiction, Arbitration

16:00 – 16:45 **Case Study**

16:45 - 17:00 **Wrap up & Take away messages**