


Protecting and Monetising IP Assets

Managing Intangible Assets and Placing Ownership of IP to Increase Revenue

Hotel Avenida Palace
Barcelona, Spain

15th – 17th April 2013

 Interactive Pre-Conference
Workshops on 15th April 2013:

Morning Workshop
Boosting IP Generation and Discovery: Techniques to Improve Creativity and Invention Output in Large Organisations

Led By:

Frank M. Saviane
CEO

Fast Forward Advisors

Afternoon Workshop
IP Assets – a C Suite Level Review of How to Maximise the Strategic Value and Improve Financial Returns

Led By:

Stephen Robertson
Founder

Metis Partners Ltd

 Panel Discussions:

Strategic Challenges: Adapting to the Unitary Patent

Best Way of Monetising – Right Way and Time

Taking the Most Successful Approach Towards IP Portfolio Management

Attending This Premier **marcus evans** Conference Will Enable You to:

- **Boost** your revenue flows through applying best monetisation strategies
- **Increase** protection for your IP assets in Europe and emerging markets
- **Improve** IP portfolio valuation and mapping techniques to increase its management efficiency
- **Learn** about the latest developments in the Unitary Patent and the current European legislation
- **Embed** openness in innovation through asset licensing and monetisation
- **Align** IP creation with R&D strategies and business goals

Learn from Key Practical Case Studies:

- Ensuring best protection for IP from **Husqvarna AB**
- Optimising valuation techniques from **PSA Peugeot Citroën**
- Most profitable ways of trading intangibles from **Deutsche Telekom**
- Maximising effectiveness of open innovation collaborations from **Orange**
- Advanced strategies for patent portfolio management from **Nokia**

Workshop Sponsor:



Media Partners:



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Boost Revenue Streams by Implementing Best In-Class IP Management Strategies



In the Chair:

Luc Savage
Director, IP and Licensing
Orange

Expert Speaker Panel:

Mats Udén
Vice President, Global IP
Husqvarna AB

Frank Lehmann
Head of Systems
Development and Patents
Nestlé

Frederic Caillaud
Director of Licensing
and Business
Development Department
L'Oreal

Luc Savage
Director, IP and Licensing
Orange

Amelie de Marsily
Senior Legal Director
Cisco

Ilias Konteas
Senior Advisor, IP
Business Europe

Charles Timoney
Licensing and
Valorisation Manager
PSA Peugeot Citroën

Wulf Hoeflich
Chief IP Officer
EADS

Henrik Mathiassen
Head of Patent
Department
ZEALAND Pharma

Graham Cross
Director of Commercial
Alliances and Supplier
Innovation
Unilever

Thomas Quiehl
Head of Strategic IPR
Portfolio Management
and Incubation
Deutsche Telekom

Jukka Nihtilä
Head of Acquisitions and
Investments IPR
Nokia

Iben Haasum
Director, IPR and Licensing
Chr. Hansen

Stephane Hedarchet
Senior IP Counsel
GE Healthcare

Sibylle Berner-Gatz
Director of Innovation and
IP Management
Roche Diagnostics

John Schmitz
Senior Vice President
General Manager IP
and Licensing
NXP

Sanne Bang Olsen
Patent Group Director
**DuPont Nutrition
Biosciences**

Frank Bistervels
Senior Director, IP&S
Manager Lighting
Philips

Stephen Robertson
Founder
Metis Partners Ltd

Frank M. Saviane
CEO
Fast Forward Advisors

Interactive Pre-Conference Workshops

15th April 2013

MORNING WORKSHOP: BOOSTING IP GENERATION AND DISCOVERY: TECHNIQUES TO IMPROVE CREATIVITY AND INVENTION OUTPUT IN LARGE ORGANISATIONS

08:30 Registration and Coffee

09:00 Workshop Leaders Introduction and Opening Remarks

Led By:

Frank M. Saviane
CEO
Fast Forward Advisors

09:10 **Managing Unstructured Emotionally Based Invention and Creativity**

- Understanding the role and benefits of unstructured creativity and invention
- Mastering tools and process management to ensure emotionally based invention
- Reviewing case studies in different industries in order to identify best practices

10:30 Coffee and Networking Break

11:00 **Managing Structured Empirically Based Invention and Problem Solving**

- Introducing structured problem solving to boost innovation
- Mastering empirically based invention: tools and techniques to raise IP generation
- Understanding benefits through application case studies

12:30 Closing Remarks from the Workshop Leader and End of Workshop

12:45 Lunch

AFTERNOON WORKSHOP: IP ASSETS – A C SUITE LEVEL REVIEW OF HOW TO MAXIMISE THE STRATEGIC VALUE AND IMPROVE FINANCIAL RETURNS

14:00 Workshop Leaders Introduction and Opening Remarks

Led By:

Stephen Robertson
Founder
Metis Partners Ltd

14:10 **Simple Tools to Identify and Value the Crucial IP Assets Underpinning Competitive Advantage**

- Identification – getting the C Suite onto the same page identifying the key IP assets, including trade secrets and critical know-how
- Value creation – is that value recognised at C-Suite and business group level
- Risk management – are they well protected or at risk
- Monetisation – what's right for you?
- Presenting this to the C-Suite

15:30 Coffee and Networking Break

16:00 **Reviewing IP Asset Portfolios and Choosing the Most Efficient Valuation Approach**

- Defining different methods of IP valuation: Understanding strengths and weaknesses
- Matching IP strategy to the most efficient valuation approach: Can you see the return on investment
- Analysing the IP assets: Determining where the value lies within IP
- Visualising value: Determining potential revenues
- Presenting this to the C Suite

17:30 Closing Remarks from the Workshop Leader and End of Workshop

About the Workshop Leader:

Frank M. Saviane is CEO and Founder of Fast Forward Advisors, a consulting firm founded in 2011 based in Italy and Germany with European and Asian operations, focusing on helping technology and tech-enabled Startups, SMEs and Blue Chips in the areas of Strategy, Innovation, IP related topics and Emerging Market Entry Strategies. Frank also serves as a Vice Chair of Funding and Business Development at the European Alliance for Innovation. Prior to these positions, Frank was the VP of Financial Services at the Northern Italian incubator TIS innovation park. He began his career as a Visiting Researcher at Microsoft in USA and was an Analyst at Goldman Sachs in UK.

About the Workshop Sponsor:



Metis Partners was found by Stephen Robertson in 2003 to assist businesses with the maximisation of value from their IP assets.

Experienced IP strategist Stephen Robertson founded Metis Partners in 2003 to assist businesses with the maximisation of value from their IP assets.

Stephen has provided IP expertise to a range of enterprises including FTSE quoted companies, SMEs, global banks, insolvency practitioners and public sector organisations across Europe and the United States. His experience includes:

- Monetising IP assets and using them as leverage in business turnaround situations and as security for bank borrowings.
- Developing IP strategies to help clients to create competitive barriers to entry and to secure a return on investment on IP asset investments.
- Buying, selling and valuation of IP assets.
- IP commercialisation, including licensing and spin-outs.
- Due diligence support for banks/venture capitalists investing in IP-rich companies.
- IP infringement and invalidity strategies.

As founder of Metis Partners, he has been involved in securing over £10 million through the marketing and sale of IP assets on behalf of creditors from insolvency, including the significant IP sale of global online gaming firm Realtime Worlds in 2010.

Stephen has 20 years' experience in corporate finance and has worked in banking, business angel investment and the plc sectors. Prior to establishing Metis Partners, he spent four years in the London Stock Exchange plc as regional manager, Scotland. Stephen graduated from the University of Dundee with an LLB before qualifying as a chartered accountant. He is currently chairman of the Licensing Executives Society (LES) for Scotland and is a member of the LES Council for Britain and Ireland which is for professionals interested in the licensing of intellectual property and technology transfer.

Who Should Attend:

VPs, Heads, Directors, Managers, Advisors

- IP
- Patents
- IP Counsel
- Legal
- Legal Counsel
- General Counsel
- Innovation
- Open innovation
- Trademark
- Brand Protection
- Litigation
- Data information Security
- R&D
- Business Development

From: All Industries

16th April 2013

08:30 Registration and Coffee

09:00 Opening Address from the Chair

Luc Savage
Director, IP and Licensing
Orange

CROSS BORDER PROTECTION: TOWARDS A UNITARY SYSTEM

09:10 Opening Address

Unitary Patent: Current Standing

- Becoming official: Changes to EU patent system
- Defining the way the system is going to be implemented
- Exploring benefits and drawbacks of the unitary patent
- Yet to come: Understanding establishments of the Unified Patent Court

Illias Konteas
Senior Advisor, IP
Business Europe

PANEL DISCUSSION

09:45 **Strategic Challenges: Adapting to the Unitary Patent**

- Acquiring the patent: Choosing between national and unitary patents
- Enhancing international competitiveness
- Managing the risks while working with non-practicing entities

Panel Moderator:

Luc Savage
Director, IP and Licensing
Orange

Panellists:

Illias Konteas
Senior Advisor, IP
Business Europe

Frank Lehmann
Head of Systems Development and Patents
Nestlé

IDENTIFYING, VALUING AND MONETISING

10:05 **Case Study:****Patent Portfolio Value Extractions and Exploitation**

- Identifying patents in your portfolio which might provide a source of income
- Establishing the best use to make of such patents
- Identifying and contacting potential partners
- Defining the asking price

Charles Timoney
Licensing and Valorisation Manager
PSA Peugeot Citroën

10:40 Coffee and Networking Break

11:10 **Case Study:****IP and Open Innovation: Where the Future Success Lies**

- Maximising IP potential: Open innovation enabler
- Defining internal needs in order to establish the most profitable collaborations
- Protection comes first line: Balancing control and sharing while determining potential risks
- Examining most successful business approaches

Luc Savage
Director IP and Licensing
Orange

11:45 **Case Study:****Exploring Alternative Ways of Patent Monetisation: From Licensing to Incubating**

- Defining the space where patent fits best within your business
- Adapting portfolio to meet company's needs
- Understanding patent as future currency
- Preparing for the next step: Patent portfolio incubation

Thomas Quiehl
Head of Strategic IPR Portfolio
Management and Incubation
Deutsche Telekom

12:20 **Case Study:****Co-Creation and IP: Being the Partner of Choice**

- Commitment to being the Partner of Choice for co-creation and open innovation
- Partner to Win equals Partner of Choice?
- Mutual risks and rewards: Role of IP

Graham Cross
Director of Commercial Alliances and Supplier Innovation
Unilever

12:55 **Case Study****Monetisation in Emerging Markets**

- Defining the approach in emerging markets: Getting it right
- Optimising success: Adapting approaches towards monetisation
- Balancing selling and licensing to increase value

Frank Bistervels
Senior Director, IP&S Manager Lighting
Philips

13:30 Lunch

PANEL DISCUSSION

14:30 **Best Way of Monetising – Right Way and Time**

- Exploring different approaches towards IP monetisation
- Deciding on the most effective time for your business: Failures and rewards
- Cutting costs and minimising risks in a way that works best for your business

Panel Moderator:

Stephen Robertson
Founder
Metis Partners Ltd

Panellists:

Thomas Quiehl
Head of Strategic IPR Portfolio
Management and Incubation
Deutsche Telekom

Stephane Hedarchet
Senior IP Counsel
GE Healthcare

IMPROVING IP BY COLLABORATING WITH R&D

14:50 **Case Study:****Financing Research: Cost Effective Collaborations**

- Measuring IP efficiency to increase awareness of IP importance
- Identifying various collaboration methods
- Choosing cost effective collaboration to improve assets' potential

Stephane Hedarchet
Senior IP Counsel
GE Healthcare

15:25 **Case Study:****IP Quality Analysis and Visualisation: How to Dramatically Improve R&D Productivity**

- Calculating the quality: Developing criteria and selecting the right tools
- Improving standardisation in order to rank quality of IPs correctly
- Finding innovation that suits your business the best
- Establishing transparency by using distinctive methods

Frederic Caillaud
Director of Licensing and Business Development Department
L'Oreal

16:00 Coffee and Networking Break

16:30 **Case Study:****IP as a Driver of a Successful Business**

- Building a company with IP as primary asset
- Use of IP to attract business partners
- Streamlining interaction with R&D with speed as a main goal
- Optimisation of IP portfolio with future business

Henrik Mathiasen
Head of Patent Department
ZEALAND Pharma

17:05 **Case Study:****Technology Licensing to Enhance Corporate Research**

- Defining the business scope to ensure efficiency
- Clustering of technologies: Using it for the company's advantage
- Defining the right commercial model: How to get it right
- Marketing: Key to success
- Understanding kick-back effects for your own R&D

Wulf Hoeflich
Chief IP Officer
EADS

17:40 **Case Study:****Ownership of the Intangible Assets: How to Get it Right**

- Establishing collaboration: Signing the right agreement
- Avoiding trap: Confidentiality is the key
- Agreeing on re-transferring rights to minimise risks
- Understanding differences in requirements for various assets

Frank Lehmann
Head of Systems Development & Patents
Nestlé

18:15 Chairperson's Closing Remarks and End of Day One

08:30 Registration and Coffee
09:00 Opening Address from the Chair

Luc Savage
Director, IP and Licensing
Orange

PROTECTING IP: OVERCOMING RISKS AND ENSURING ENFORCEMENT

09:10 **Opening Address:**
Enforcing your Patent and Reducing Litigation Costs

- Developing the right strategy: Understanding different litigation options
- Assessing the international scene and choosing the court
- Negotiating efficiently and settling for the right agreement
- Understanding implications of Unified Patent Court and choosing the best litigation strategy

Mats Udén
Vice President, Global IP
Husqvarna AB

09:45 **Case Study:**
"The New Reality" of Patent Enforcement: Effectively Adapting new Initiatives

- Protecting your IP rights: Collaboration is key
- Defining IP profitability by finding most efficient ways to visualise it
- Exploring innovative approaches to improve IP protection

Sanne Bang Olsen
Patent Group Director
DuPont Nutrition Biosciences

10:20 Coffee and Networking Break

10:50 **Case Study:**
Practical Understanding of Standard Setting and Related Legal Issues

- Achieving success in technology licensing: Standard is the key
- Managing tension between standard and patents: FRAND licensing and its limitations
- Optimising standardisation process by overcoming current challenges

Amelie de Marsily
Senior Legal Director
Cisco

EFFECTIVE PORTFOLIO ORGANISATION

11:25 **Case Study:**
Building, Maintaining and Leveraging a Patent Portfolio in a Global Technology Intensive Business

- Building your portfolio: Focus on best and most promising research and product development
- Maintain your portfolio: Identify and understand you most valuable patents
- Leverage your portfolio through multiple means

Jukka Nihtilä
Head of Acquisitions and Investments IPR
Nokia

12:00 **Case Study:**
Coherent Company Strategy: Working with R&D

- Aligning IP business goals with R&D strategies: Encouraging inventions that reflect the business needs
- Driving R&D: Promoting good quality innovation
- Increasing efficiency and balancing costs

Sibylle Berner-Gatz
Director of Innovation and IP Management
Roche Diagnostics

12:35 Lunch

PANEL DISCUSSION

14:00 **Taking the Most Successful Approach Towards IP Portfolio Management**

- Defining the costs required for maintenance of the patent
- Incorporating IP portfolio within the overall business strategy
- Prioritising the right patent: Successfully defining the quality of IP
- Ensuring largest revenues from IP: Reflection of market needs

Panel Moderator:

Luc Savage
Director, IP and Licensing
Orange

Panellists:

John Schmitz
Senior Vice President, General Manager IP and Licensing
NXP

Mats Udén
Vice President, Global IP
Husqvarna AB

Iben Haasum
Director, IPR and Licensing
Chr. Hansen

MANAGING IP TO SUPPORT YOUR BUSINESS STRATEGY

14:35 **Case Study:**
Synchronising your Patent Portfolio With Your Current and Future Business

- Dealing with patent portfolio in rapidly changing business environment
- Matching patent portfolio to current business domains
- Aligning the patent portfolio to your corporate strategy
- Collaborating with R&D and adapting to business strategy: Benefits from the technology competence framework

John Schmitz
Senior Vice President, General Manager IP and Licensing
NXP

15:10 Coffee and Networking Break

15:40 **Case Study:**
Intellectual Property as a Tool to Increase the Growth of the Business

- Providing better access to your company's portfolios: Benefits and drawbacks
- Maintaining competitiveness: The best approach towards IP strategy
- Utilising the assets: Opting for most beneficial collaborations

Iben Haasum
Director, IPR and Licensing
Chr. Hansen

16:15 Chairperson's Closing Remarks and End of Day Two

Speaker Profiles

Frederic Caillaud

Frédéric Caillaud joined L'Oréal in 1994 as Director of the Licensing and Business Development Department in charge of negotiating alliances, licensing and business development opportunities. Prior to joining L'Oréal, he spent seven years working as Licensing and Business Development Director for Fournier Pharma following 4 years as Director of a genetic engineering Dpt for Rhône-Poulenc Pharma. Frédéric Caillaud is a medical doctor and received a Ph. D. in Genetic engineering from the Pasteur Institute of Paris. He is a postgraduate in Strategic Management from HEC School of Management and is one of the first certified licensing professional (CLP). He is regularly giving lectures and courses (more than one hundred) related to licensing matters, patent monetization, patent analytics and rating systems in Europe, USA and Japan. He has created a Licensing course dedicated to Licensing Executives 5 years ago which is a great success. Past President of LES France but still member of the Board, he has been a member of the CSPI (IP high council reporting to the French Ministry of Industry) and has managed its Monetization committee. He advised the CERTT European committee in charge of building-up a framework to qualify Tech Transfer Officers. Past Governor of the Board of CLP Inc (US company in charge of defining certification standards for Tech transfer professionals), he is participating to the EUKTS EU project whose aim is to create a certification for knowledge transfer professionals in Europe. He is an advisor to several entities with respect to Patent monetization and patent rating. He has created an international Club whose aim is the evaluation of the new tools that are emerging in order to better analyze, map and rate patents.

Luc Savage

Luc Savage is Intellectual Property and Licensing VP for Orange Group and has been working in the telecommunication industry for twenty years, including long stays in USA, Singapore, and Middle East. Before joining the France Telecom R&D Division in October 2008 as International Orange Lab director, he was large corporate accounts sales director for Orange Business Services in Paris region. He built his experience regarding innovation for telecommunication services as Chief Strategy Officer in Jordan Telecom, a subsidiary of France Telecom Group and as product marketing leader for Value Added Services in Atos Origin Group hosting Division. He also experienced co-innovation process as corporate sales account manager both in Alcatel organization and Orange Business Services organization. He holds a Master Degree in telecommunications from the University of Paris Dauphine.

Jukka Nihtilä

Dr. Jukka Nihtilä is the Head of IP Business Development at Nokia, responsible for patent acquisitions, divestitures and external IP related investments. He received his degrees of Master of Science (Eng.), Licentiate of Technology and Doctor of Technology at the Helsinki University of Technology (HUT), all in Industrial Management. Prior to joining Nokia, Jukka worked for Accenture, CERAM, France and CERN, Switzerland in several international research projects dealing with innovation management and product development. His 15 year experience at Nokia covers strategic use of IPR, patent portfolio management, corporate venturing as well as new business development in the mobile industry.

Amelie de Marsily

A Senior Director of Legal at Cisco System, a worldwide leader in networking products, services and solutions for the Internet. She currently leads and manages a team of 25 lawyers and contract negotiators who look after all legal issues that arise from the sale of Cisco's products, services and solutions in Europe, Middle East, Africa and Russia. She sits on the EMEAR Leadership Board and various other company boards around Europe. Previous to that role, to which she was appointed in July 2011, she was responsible for European Markets. She has been with Cisco 12 years. Amélie is a French avocat (1995) and before joining Cisco worked at Clifford Chance in Paris and Madrid, where she is now based. She is involved in Cisco's inclusion and diversity efforts, and led for a couple of years, at European level, Cisco's women's network, Connected Women.

Charles Timoney

Charles Timoney joined the Industrial Property department of PSA Peugeot Citroën in 2001 and is now in charge of Licensing and Valorisation. He is charged with gaining maximum value from PSA Peugeot Citroën's substantial patent portfolio – PSA Peugeot Citroën filed more French patents than any other company in 2012.

Charles has a degree in Mechanical Engineering and has qualified as a French Patent Attorney as well as being a Chartered Patent Attorney and European Patent Attorney. Before joining PSA Peugeot Citroën, Charles spent twelve years in the patent Department of Elf near Paris and previously worked in private practice and industry in the UK.

Henrik Mathiassen

Extensive experience in managing IP within biotech and pharma industry. Has successfully coordinated litigation in national IP disputes and been involved in several European oppositions and appeals. Managed several broad patent portfolios and ensured issue of key claims to protect potential and marketed lead candidates. Managed life-cycle IP for a key product and ensured extended IP protection on major markets. His specialties include filing and prosecution of sequence related IP, in particular generic protein and peptide patent applications. High level experience in search and evaluation of sequence related information. Extensive experience in analysis of status and validity of pending claims used for patentability and freedom to operate assessments.

Frank Lehmann

Frank Lehmann is the Head of Systems Development & Patents. His responsibilities include the Group patent strategy, the in-licensing of technologies and the development of food and beverage systems. Prior to join Nestlé in 2003, Frank has worked as a strategy manager consultant. He holds a PhD in Physics from ETH Zurich.

Sanne Bang Olsen

Sanne Bang Olsen is Patent Group Director for DuPont Nutrition Biosciences and has been working with Intellectual Property since 1996. Before joining DuPont in October 2010 she spent 7 years as Intellectual Property Director / Senior Patent Manager for Coloplast A/S in the medical device industry and 3 years as Patent Manager in the pharmaceutical industry. She started out building her IP knowledge in private practice and in 2002 she became a European Patent Attorney. The past 7 years she has been a member of the examination committee for the European Qualifying Examination. She holds a Master Degree in chemical engineering from the Technical University of Denmark.

Stéphane Hedarchet

Stéphane has diverse corporate and law firm experiences in the IP area. He joins GE Healthcare from Alcatel Lucent where he was Senior IP Counsel. Prior to this, he worked for Thomson (now Technicolor) as an IP Counsel. Before these corporate experiences, he also worked in two private practices (Beyer & Jochem, Frankfurt, Germany, and De Boisse & Colas, Paris, France). Stéphane's past and current assignments essentially include: IP Counseling, negotiations for IP Agreements & Patent Licensing, M&As, Divestitures, Joint ventures, team management. He is used to working across a variety of sectors in the different fields of industry, including consumer products, IT technology and now Medical Systems. Stéphane is a member of Board of Directors of the French federation of corporate IP professionals (ASPI), the Licensing Executive Society, and other institutions working with intellectual property (AFEP, EIRMA). Stéphane has an Electronical Engineering degree delivered in 1995 by the Institut Supérieur d'Electronique de Paris. He is also graduated from the Centre for International Studies of Intellectual Property (CEIPI), holds a Licence in Law, and is a French Patent Attorney admitted before the INPI and a European Patent Attorney before the EPO.

Iben Haasum

Iben Haasum holds the corporate responsibility of all IP matters within the Chr. Hansen A/S Group. Iben has been responsible for creating awareness, and securing a strong anchoring of IPR within the entire organisation. Iben has also been responsible for building a strategic portfolio supporting existing and/or future growth targets and thereby increased value of the entire IP portfolio. Iben has a technical background within the area of Biotechnology and holds a Ph.D. from the Technical University of Denmark. After several years of research Iben moved to practice IP in a Danish based consultant firm where she advised clients on all matters of IPR.

Mats Udén

Mats Udén is the Vice President Global Intellectual Property of Husqvarna AB (publ). Mats is responsible for the Group's IP strategy, portfolio development and management, licensing as well as enforcement of rights and IP litigation. Prior to joining Husqvarna in 2006 Mats has worked as an IP consultant in private practice. He has also worked in the Boards of Appeal and the Opposition Division at the OHIM in Alicante, Spain. Mats holds a LLM from Lund University, Sweden.

Frank Bistervels

Frank is Senior Director of Licensing at Philips Intellectual Property & Standards (IP&S), with over 25 years experience in working within high tech environments. Frank is responsible for managing Philips Lighting's IP licensing activities including the company's LED Luminaires and Retrofit Bulbs Licensing Program which provides access to the most comprehensive portfolio of basic LED control and system-level technologies available. Frank joined Philips' Intellectual Property & Standards department in 2004 where he was responsible for managing licensing activities within Philips' Technology department. Frank has been with Philips for over fifteen years, having first joined the company as Business and General Manager for the Business Unit High Tech Plastics (HTP). In this role, Frank was involved in the development of high precision plastic products for a range of sectors ranging from medicine to technology and the automotive industry. Prior to this, Frank spent the first 11 years of his career working in the field of Optical Media for Philips DuPont Optical (PDO) and Optical Disc Manufacturing Equipment (ODME). Frank has a university degree in Chemical Engineering, combined with Business Administration, and lives in the Netherlands.

Ilias Konteas

Ilias is in charge of intellectual property issues. Prior to joining BUSINESSEUROPE in September 2002, he worked at EURO CINEMA, the Association of European cinema and television producers following the work of the European Parliament on issues such as intellectual property, telecoms and institutional developments. He also gained experience at the European Parliament as a Robert Schuman scholar. Ilias Konteas has a legal background: After studying law in Greece, he received his masters on EU law from the European-Institute, at Saarbruecken in Germany in 1999. His mother tongue is Greek and he speaks fluently English, French and German.