


Webinar and Ask the Expert series 2024:


Theme: IP financing


Key:


CEST: Central European Summer Time



CET: Central European Time

Webinar title, date, time and link	Expert name and title	Expert bio	Expert picture
<p>Title: What is IP-based financing and why is it so important? Date: 10/05/2024 Time: 14:00 CEST Link: https://wipo-int.zoom.us/j/67824738790?pwd=NTFFRStFNkN1VXVqbmlYOWJaNXg1QT09</p>	<p>Mr. Michael Kos, IP Finance and Valuation Specialist, WIPO</p>	<p>Mr. Kos is covering the initiatives and topics of IP Finance and Valuation at the World Intellectual Property Organization (WIPO). Prior to his current role, he worked for more than ten years in the financial sector. During this time, Mr. Kos has executed a number of cross-border mergers & acquisitions transactions and has gained valuation and transaction expertise in a range of industries incl. consumer goods, pharmaceuticals, med-tech and industrial technology. These situations often involved significant IP components.</p> <p>Mr. Kos has worked for different types of clients, such as family offices, entrepreneurs and venture capitalists, private equity investors as well as large corporates. His transaction experience includes buy- and sell-side advisory, mergers, financing and debt restructuring assignments, distressed situations, fairness opinions and valuation work as well as public transactions.</p> <p>Mr. Kos has Master's degrees in Finance and Strategy from the Vienna University of Economics and Business as well as in International Management from the Rotterdam</p>	

		School of Management. In addition, Mr. Kos is a Chartered Financial Analyst and a Fellow of the Association of Chartered and Certified Accountants.	
<p>Title: What attracts investors and financial institutions to invest in IP assets? Date: 14/06/2024 Time: 14:00 CEST Link: https://wipo-int.zoom.us/j/65752425091?pwd=VVdUMHphTkIxYmtUb3FJbVU5OFgxQT09</p>	<p>Prof. Andreas Zagos, Dipl.-Ing. for Patent Management Technical University of Cluj-Napoca Management Partner</p>	<p>Prof. Andreas Zagos studied chemical engineering at the University of Stuttgart and started his career at the Fraunhofer Group in Stuttgart at the innovation management & patent space at the year 1994. He was a founding member of the InTraCoM GmbH in year 2000 providing services and software for patent research- and analysis. In 2006, he was appointed as guest professor for patent management at the Technical University Cluj-Napoca in Romania. Andreas Zagos led several IP product development projects cofounded by the European Commission like IP4SME and CoraPatents. In year 2013, he became founder and board member of IP-Business Information B.V. in the Netherlands establishing Moodys as an exclusive vendor of the patent valuation data globally. Andreas is the trainer of the IP valuation team of Moodys with main focus in the countries: -USA; Canada; Europe; Singapore; Hong Kong; and Japan. He has built many IP finance community relations due to his international activities like RavenPack Symposium, Neudata New York, Hedgework 161, Battle of the Quants or AI, Machine Learning and Sentiment Analysis Applied to Finance. His substantial input led to the development of the indicator-based</p>	

		<p>patent valuation method, which uses AI/ML/NLP technologies.</p> <p>In 2015 he became a board member at IPR Strategies Ltd., Ireland, managing the issuing of the globally first investible patent value based index (Ticker: QQQS).</p> <p>Andreas is member of the Licensing executive society International [LESI], working in the IP valuation committee and member of the sustainable patent working group.</p> <p>He has over 28 years of experience in the patent space with a strong focus on valuation and is internationally recognized as a speaker in many conferences and round talks.</p>	
<p>Title: The importance of patent data for the investor Date: 12/07/2024 Time: 14:00 CEST Link: https://wipo-int.zoom.us/j/68293725795?pwd=cEoyL0ZhZExCbmpaRG5qeXdKeDVJdz09</p> <p>-----</p> <p>Title: How does IP-backed lending differ from traditional asset-backed lending? Date: 11/10/2024 Time: 14:00 CEST Link: https://wipo-int.zoom.us/j/64263532601?pwd=NXJibXVUUGMxNmtBY0VmWFlzajB3QT09</p>	<p>Dr. Andre Gorius, Independent Consultant - Former IP Valorization Director at Solvay; President of GOVALIA, CEO JMB SAS, Partner at WINNOTEK</p>	<p>André Gorius graduated from the Ecole Normale Supérieure (Paris, 1985), where he obtained the titles of « Docteur de Troisième Cycle » and « Professeur Agrégé » in Physics. In 1988, he obtained his PhD in Chemical Engineering.</p> <p>During his career in the Solvay Group spanning more than 30 years, he occupied the positions of R&D Director and Industrial Director in France, USA and Italy. Since 2006, he has been involved in the economic aspects of technology transfer, was Licensing Director, and created the position of Intellectual Assets Valorisation Director which he occupied until June 2019.</p> <p>He specializes in valuation of intangible and IP assets and start-ups, in the general frames of Technology Transfer, Mergers & Acquisitions, and Transfer Pricing, Litigation, etc., always leveraging his scientific and technology background to assess the underlying</p>	

		<p>technology strengths and weaknesses, and the way enterprises manage these assets.</p> <p>He also is involved in numerous valuations of companies. The spectrum of his activities ranges from start-ups in creation to SMEs and large multinational enterprises (>\$20 billion sales).</p> <p>Dr. Gorius teaches the general concepts of economy to engineers, teaches IP Valuation and created in 2021 the course “Valuation of Intangible Assets” in the EMLyon Business School in France. He tries to develop novel approaches of intangible assets valuation by analogy with the known theories of classical and quantum physics. Acting since July 2019 as a Consultant and CEO, he is member, among others, of the “Association d’Experts en Evaluation d’Entreprises” (Enterprise Valuation Experts) and chairs the IP Valuation Committee within the LESI (Licensing Executives Society International).</p>	
<p>Title: IP financing policies: What are they about? Date: 09/08/2024 Time: 14:00 CEST Link: https://wipo-int.zoom.us/j/65094440627?pwd=TxjibEhMRndZaXV4eU9CU09VRVgzdz09 ----- Title: A look at IP-based financing markets Date: 13/09/2024 Time: 14:00 CEST Link: https://wipo-int.zoom.us/j/65490358844?pwd=QTFcFViTTVuRS8xbmZRWFoyMDZ1QT09</p>	<p>Dr. Krissada Jutimongkonkul, PhD Technopreneurship and Innovation Management, CGMA (AICPA), ACMA (CIMA-UK), ASEAN CPA, CPA (Thailand)</p>	<p>Krissada Jutimongkonkul is an intellectual property valuation and financing expert with funding solutions for businesses. With extensive experience in finance and a deep understanding of intellectual property, Krissada specializes in helping unlock the value of their intangible assets to secure financing for growth, expansion, and strategic initiatives. Leveraging his expertise in IP valuation and financial structuring, he assists in navigating funding landscapes. Krissada's strategic guidance and tailored financial solutions have empowered</p>	

		organizations to capitalize on their intellectual property and fuel their success in today's dynamic business environment.	
<p>Title: Risks associated with IP financing: Can they be curbed? Date: 08/11/2024 Time: 14:00 CET Link: https://wipo-int.zoom.us/j/61809596840?pwd=ZU5NZ01ZVkZoUndlUVY2MEpxdUlkdz09</p>	Mr. Peter Kaldos, MSc Law and Economics,	<p>Peter Kaldos is an independent consultant and valuation practitioner with over 15 years of experience in valuing patent, trade secret, trademark and brand portfolios for companies, research institutes and public sector clients across a broad range of industries.</p> <p>He works with IP professionals, patent attorneys, law firms and consultants to provide IP and intangible asset valuations for a variety of purposes including: transactions (licensing, purchase/sale, joint ventures, acquisitions), strategic decision-making, financial reporting, compliance and bankruptcy.</p> <p>He regularly takes part in projects related to IP, valuation and innovation for the World Intellectual Property Organisation, European Patent Office and European Commission.</p> <p>Prior to his present role, Peter has worked in the areas of project management and IP professional services.</p>	
<p>Title: The future of IP financing for economic growth Date: 06/12/2024 Time: 14:00 CET Link: https://wipo-int.zoom.us/j/69278321736?pwd=OXg3Q3h4cnU2Q0ptQnhBcEY1U3ITQT09</p>	Mr. Omer Hiziroglu,	<p>Omer is a principal with Azur Strategy, an intellectual property and innovation management consultancy firm based in sunny southern France. He has twenty years of experience on technology-based transactions. His venture capital and corporate background provides him an over the board experience advising clients across the innovation value chain. His practice is primarily focused on working with technology intensive</p>	

		<p>SMEs, providing portfolio management, transactional and strategic services on an international level. He is a frequent speaker on international conferences, corporate trainings as well as mentor for structuring technology transfer policies for universities. He is actively involved with WIPO Green as part of its advisory board, demonstrating his dedication to addressing climate change challenges through diffusion of technologies.</p> <p>Previously, Omer was the managing partner of TLS.IP, a strategic IP firm. Before TLS.IP, he was a venture capitalist as a general partner with Diffusion Capital Partners, an early-stage technology venture capital firm. He is actively involved with LES International (“LESI”) and has served as its board member and vice-president. He and is still actively involved with LESI as the co-chair of Global Technology Impact Forum. He remains a proud member of LES France.</p> <p>Omer has been named among IAM World’s 300 Leading IP Strategists continuously since in 2015.</p> <p>He has a BA in Economics and International Relations from Tufts University – USA. An LL.M from University of Lausanne - Switzerland and a Juris Doctor (J.D.) degree from Suffolk University - USA. Omer is a Member of Istanbul, New York and Massachusetts bars and he holds Certified Licensing Professional (CLP) and EUKTS-Expert certifications.</p>	
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