



IP VALUATION COURSE – NOV 2022

Introduction

Once again, together with the Moolman Institute, LES SA presented the hands-on 3-day IP Valuation course in November 2022. Delegates were introduced to the various IP valuation methodologies, how to conduct IP valuations and the impact that tax, commercial, regulatory and other considerations may have on the value of IP through case studies and group exercises.

The course was attended by delegates from technology start-ups, university technology transfer offices, industry and law firms.

Feedback on IP Valuation

All delegates had to complete Financial Modelling 101 as requirement to entry of the course. They all did and good feedback was received. Delegates were thus able to easily work on the exercises having the FinMod background.

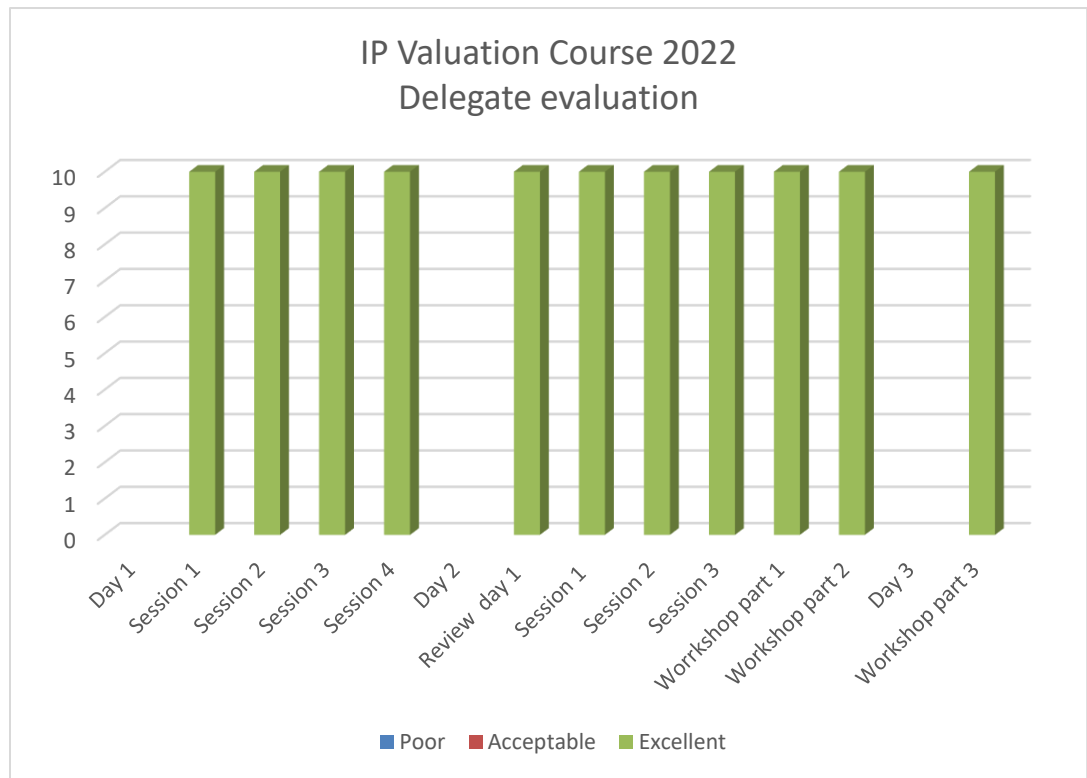
Attendance

The Course was attended by 10 delegates comprising an experienced IP professionals group that participated actively.

Trainers

Alan Lewis, Theo Doubell, Sean Moolman, Madelein Kleyn

Delegate feedback



What our delegates had to say

All candidates completed the pre-required Fin Mod 101 course and 6 delegates rated the module. Average overall rating was 4.7 out of 5 (with 1 = poor & 5 = excellent).

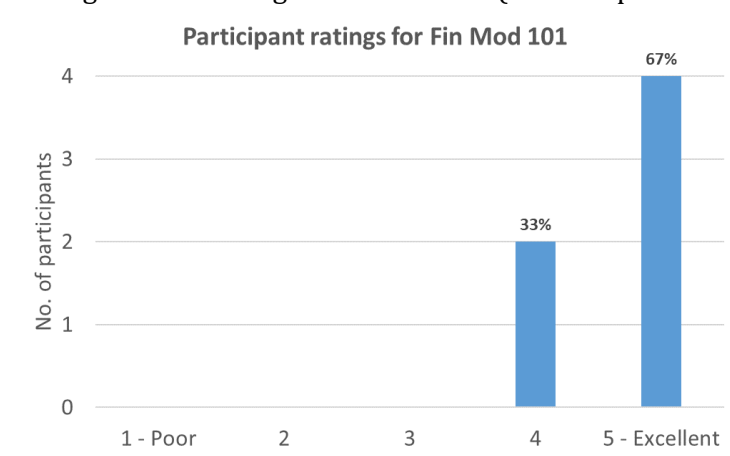




Figure 1 In training with delegates

Comments

The course was well presented by experts that are well prepared and knowledgeable
Content is good, practical course and useful for direct application in my environment.

It was a challenging course.

Enjoyed the venue!

Good mix on theory and practice

Would you recommend this course?

Delegates all agreed that everybody would recommend the course!

Delegates indicates an interest in other training requirements

- Commercialization strategies
- Deal structuring
- Valuation specifically for tech transfer people
- Valuation 201 and any other ? orientated courses
- Exchange control approval for transfer IP

Networking

We also had some fun, enjoying local cuisine in the small little village.



Figure 2 One of our delegates Luche Joubert with the village chefs.



Figure 3 Patrice Nkhono, Mbendera & Nkhono Associates



Figure 4 Thabang Qumza from University of Pretoria anchored his IP Valuation knowledge.

Thank you to the delegates and Facilitators for yet another successful conference!

**Dr MM Kleyn
Director
LES SA**