TRAINING SEMINAR
PHARMACEUTICALS AND INTELLECTUAL PROPERTY

12 – 14 March 2012
Pretoria, South Africa

SESSION 4
ACCESS TO MEDICINE:
COMMERCIALISATION, DISTRIBUTION, COMPETITION

Exploitation of pharmaceutical patents:
voluntary licences

by
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Exploitation of Pharmaceutical Licences: Voluntary Licences

- What is commercialisation?
- Choosing a business vehicle:
  - Sole proprietor
  - Company
  - Benefits of limited liability
Funding

- Initial capital
- Equity vs loan funding
- Securitisation

How to turn IP into a commercial venture?
- Licensing
  - Types of licences
  - Level of control
  - Formal requirements

- Franchising
  - Extension of licensing
  - Consumer Protection Act
- Disposal of IP

  - Joint ventures
  - Equity investment in special purpose vehicle
  - Right to buy back
Limitations

- Tax
  - CGT
  - Royalty withholding
  - Dividends tax
- Exchange control
- NIPMO
Questions