



Growth financing with IP

High-growth technology business forum

Thursday, June 11th, 2026



epo.org/en/learning/events/bs10-2026

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17.00-18.00 CET main event

18.00-19.00 CET optional meet-the-speakers session

17.00 Introduction

Thomas Bereuter

Innovation Networks Manager, European Patent Academy, European Patent Office (EPO)

Dana Colarulli

Executive Director, Licensing Executives Society International (LESI)

17:05 **Growth financing forum**

Live case study presenters:

Hermann Stockinger

CEO & Founder, Easelink GmbH, Austria

Menno Treffers

Chairman, Matrix Charging Interest Group, The Netherlands

Expert panel chair:

Willem Bulthuis *CEO Corporate Ventures Advisory, Germany*

European expert panel representative:

Anton Arts *Managing Partner, SET Ventures, The Netherlands*

North American expert panel representative:

John Carney

Managing Director, China IP Exchange, LLC, USA

Asia-Pacific expert panel representative:

Sung-wook Kim, *Partner Attorney, NAM & NAM, Seoul, Korea*

18.00 Meet the speakers (optional)

Case Study description

A strong IP portfolio plays a key role in fundraising but also offers a venture multiple business model option. One of such models is licensing the company's IP, ideally related to a (defacto or dejure) industry standard to assure wide adoption and solid licensing revenues. Such "standard licensing programs" have been successfully applied by large companies, such as Philips and Sony for CD and DVD formats and in the fields of Bluetooth and NFC.

This case study demonstrates that also ventures can play a key role in standard licensing programs. The company Easelink was founded in 2016 in Graz to develop the automatic conductive e-vehicle charging solution "Matrix Charging®". An extensive patent portfolio has been developed, and the solution has convinced multiple leading car OEMs. They are now jointly creating the technology as the future charging standard for electrical vehicles through the Matrix Charging Interest Group, involving companies like Audi and Nissan.

Both the Founder & CEO of Easelink and the Chairman of the Matrix Charging Interest Group will discuss the origins of the company, how the IP portfolio was developed and how the standardisation process works. The principles of "standard licensing programs" and the relevance for ventures will be discussed.

Links:

[Matrix Charging Interest Group – MCIG](#)

[Matrix Charging® - Automated Electric Vehicle Charging - Easelink](#)

[Treffers Alliance Management - Treffers Alliance Management](#)

Speakers

**Hermann Stockinger, CEO & Founder,
Easelink, Graz, Austria**



Short Biography

Hermann Stockinger is founder and CEO of Easelink, a European high-tech scale-up company developing the Matrix Charging® system - automated conductive charging for electric vehicles. As an engineer, he started at BMW electric vehicle R&D before founding Easelink in 2016. Hermann is inventor on many of Easelink's patents and shaped its IP strategy; the company has filed over 90 patents (45+ granted worldwide) and has freedom to operate. He leads standardisation and licensing efforts with major OEMs and tech companies to scale Matrix Charging® globally.

Menno Treffers
Treffers Alliance Management (TreffersAM)
Eindhoven, The Netherlands



Short Biography

Menno Treffers is founder of Treffers Alliance Management, advising late-stage startups on licence programs, governance and standardisation. He led negotiations founding the Wireless Power Consortium (managed 2008–2021), the Zhaga Consortium (2010–2014) and the Matrix Charging Interest Group (2025). At Koninklijke Philips he developed the VEEZA patent licence program for CD-R and contributed to standards including Super Audio CD and Blu ray. He holds a PhD in physics from Leiden University and specialises in IP driven standardisation and licensing strategies.

Thomas Bereuter
Innovation Networks Manager, European Patent Academy, EPO
Munich, Germany



Thomas Bereuter is a Certified Licensing Professional (CLP) with over 25 years of experience in the international commercialisation of early-stage technologies. He has founded and supported several high-tech start-ups and university spin-offs. Thomas was also one of the driving forces behind the wave of business incubation and technology transfer in Austria in the early 2000s.

Dana Colarulli
Executive Director, Licensing Executives Society International (LESI)
Washington, USA



Dana Colarulli is an attorney and senior government affairs professional with more than two decades of experience working on legal technology policy and intellectual property issues in and with the private sector, the executive branch of the U.S. government, and the U.S. Congress.

Willem Bulthuis – Expert panel chair
CEO, Corporate Ventures Advisory
Munich region, Germany



Willem was 30 years in key positions at global high-tech corporations like Philips, NXP Semiconductors and Giesecke & Devrient, in Europe and Silicon Valley. He now brings together ventures, investors and corporates to drive innovation with scalable impact, especially in sustainable energy, transport and construction sectors. Willem organises Venture Capital events and is co-founder and board member at numerous ventures. He developed Teamaturity, a state-of-the-art tool to assess the maturity of founder teams and co-leads the European Innovation Council D2XCEL program.

Anton Arts
Managing Partner, SET Ventures
Amsterdam, The Netherlands



Anton Arts is a Managing Partner at SET Ventures since 2018. Anton is familiar with all aspects of venture capital, with a track record that includes 20+ investments and exit transactions valued at over €1B. Previously, he was an independent advisor providing strategic advisory and corporate finance services to deeptech companies. Until 2010, Anton was a Partner at US firm New Venture Partners where he teamed up with the R&D organisations of major European technology companies to incubate and invest in spin-out transactions. Prior to that, Anton was a Partner at Gilde IT Fund, a pioneering venture capital fund based in the Netherlands that he joined in 1997. He started his career at Uniface, a successful Dutch software company acquired by Compuware in 1994. Anton holds a degree in Business Administration from Nyenrode University.

John Carney
Managing Director, China IP Exchange, LLC
Amsterdam, The Netherlands



John's career in the automotive business spans 40 years, with background in finance, sales, marketing, M&A and program management. He successfully completed four divestures as a deal director during Delphi Automotive's 2005-2009 restructuring effort. John joined the Delphi (now Aptiv) licensing activity in 2009, where he recently retired as the director of the worldwide licensing and IP monetization efforts. Since 2013, under John's direction, the Licensing and IP monetization team at Delphi/Aptiv has completed over 60 licensing and IP related sale transactions.

John holds a BA in Accounting and an MBA in Finance from Indiana University and passed Certified Licensing Professional exam in 2013. He served as Chair of the Automotive Industry Advisory Board for the Licensing Executive Society International, a professional group serving over 7000 members in 32 countries worldwide. John has participated in a variety of industry-based panels of technology convergence in the Automotive market.

Sung-wook Kim
Partner Attorney, NAM & NAM
Seoul, Korea



Sung-wook Kim is partner patent attorney at Nam & Nam, the IP law firm with the longest history in Korea. He has been in charge of technology commercialization projects for SMEs and research institutes. IAM Patent 1000 has selected him as one of the World's Leading Patent Professionals since 2019.