

Together, we create new value  
from patents you had

Shanghai Silicon IP Exchange  
2020.3

# I. Background: Patent Market, WW

Source: \* RPX; Q3 2017 \*\* 2019/1/12

| Company                   | Stock code | Market Value : \$M | Revenue : \$M | Patents |
|---------------------------|------------|--------------------|---------------|---------|
| Network-1                 | NTIP       | 61                 | 51            | 30+     |
| InterDigital              | IDCC       | 2,384              | 712           | 40,000+ |
| Tessera                   |            | 1,305              | 291           | 9,000+  |
| Andrea                    | ANDR       | 4                  | 0             | 200+    |
| Rambus                    | RMBS       | 901                | 379           | 6,000+  |
| TiVo (Rovi)               | TIVO       | 1,358              | 820           | 12,000+ |
| ITUS                      |            | 44                 | 1             | 300+    |
| Quarterhill (Wi-LAN)      | QTRH.TO    | 160                | 73            | 15,000+ |
| Finjan                    | FNJN       | 76                 | 37            | 100+    |
| Pendrell                  | PCOA       | 16                 | 36            | 3,000+  |
| Acacia                    | ACTG       | 152                | 112           | 3,500+  |
| VirnetX                   | VHC        | 259                | 2             | 200+    |
| Marathon                  | MARA       | 10                 | 1             | 500+    |
| Patriot Scientific        | PTSC       | 2                  | 0             | 20+     |
| Document Security Systems | DSS        | 15                 | 19            | 261     |
| Crossroads                | CRSS       | 46                 | 0             | 241     |
| Parkervision              | PRKR       | 6                  | 4             | 649     |
| Spherix                   | SPEX       | 6                  | 1             | 619     |
| Inventergy                | INVT       | 2                  | 1             | 199     |
| 19 PAEs                   |            | 8,968**            | 2,540*        | 90K+*   |

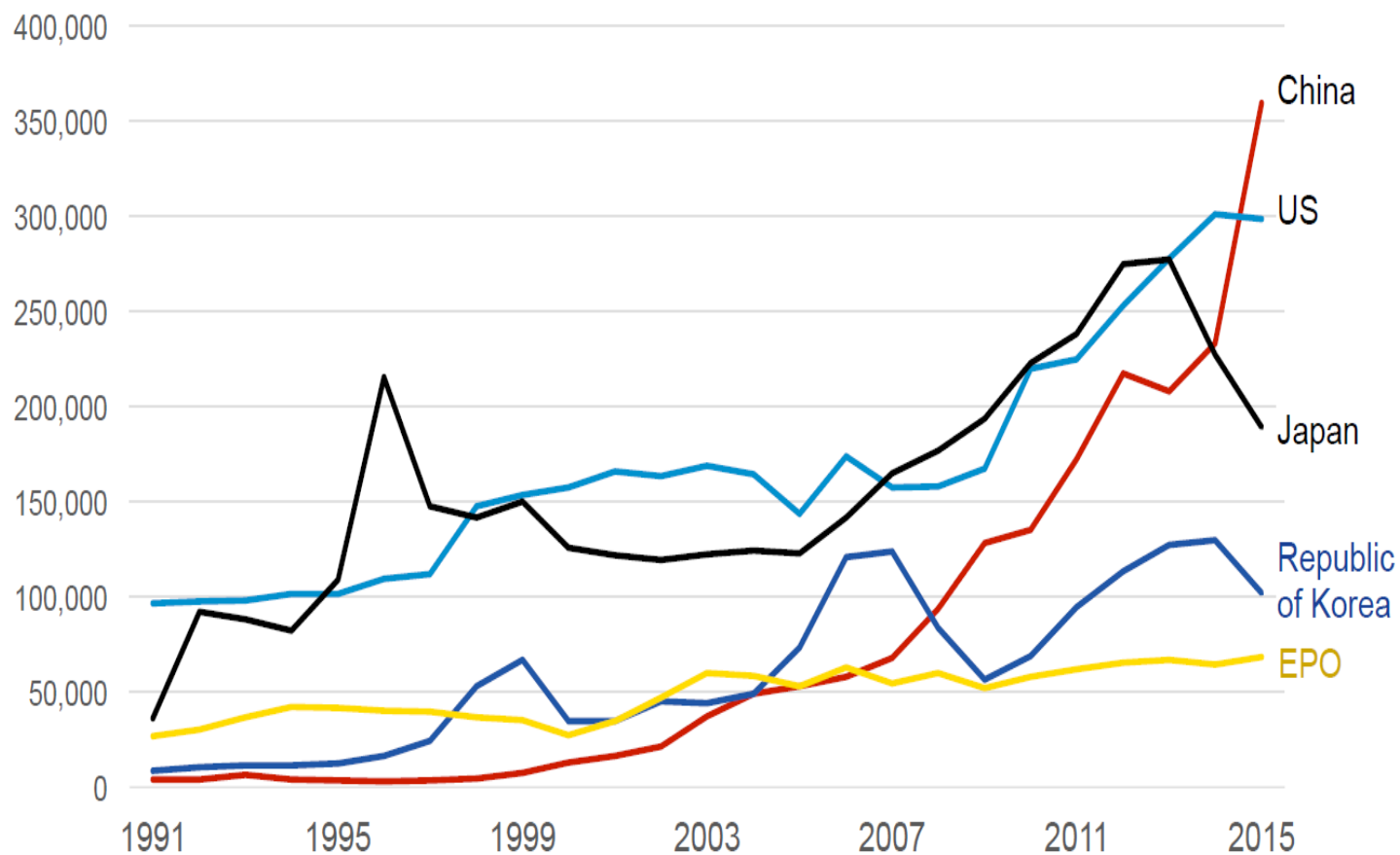
## Case study:

### Acacia Research Corp. (NASDAQ: ACTG)

- 1、 In the past 15 years, Acacia got license fee 1.5 B dollars though 1200 contracts.
- 2、 And half of license fee belongs to patent owner.

Source: [http://acaciaresearch.com/wp-content/uploads/2018/11/2018-11-09-ACTG\\_10Q\\_r106\\_FINAL.pdf](http://acaciaresearch.com/wp-content/uploads/2018/11/2018-11-09-ACTG_10Q_r106_FINAL.pdf)

## Patents Granted by Top Five Patent Offices as of 2015



# Background: Patent Market, China

- 中国部分企业已有相当专利意识，需要一个适合国情的商业模式。

## IP weapons are more and more be used in China

- APPLE vs Qualcomm
- Coolpad vs Xiaomi
- OV vs Smartsenstech
- Goodix vs Silead
- Huawei vs Samsung
- Mircon vs Jiahua/UMC

## IP purchasement is warm up for CN company

- OPPO/Dolby
- Xiaomi/Broadcom
- Smartsenstech/IBM
- Sanan/SHARP

## Specialized IP Courts accelete IP jugdement

- Beijing IP Court in 2016: 10,638 cases filed; 8,111 concluded
- Shanghai IP Court in 2016: 1877; 1877
- Guangzhou IP Court in 2016: 4949; 3393

# II. Business Model

*We create value for selected corporations through monetization of their IP assets by building on the licensing program that will be successful*

We are supportive of our strategic corporation partners and their overall mission



We partner with industry leaders in key tech areas with largely untapped high quality IP assets—we pick one in each technology vertical to lead the initial mission

The overall objective is to partner with 6 to 7 large corporations in different technology verticals and obtain at least one new portfolio from each corporation every year

The model also provides a continual source of new assets and supports continuing revenue growth opportunities

# LICENSING

- Search and Purchase valuable Chinese patent portfolio for licensing in China, i.e.
  - CN20081000XXXX, with load balance function among multi-cores of big and little ones
  - Its licensing targets will be suppliers of smart phones and smart TVs with multi-cores in China

Main Tech: Camera、Fingerprint、Multi-core、TSV、Security device/system、Distributed computation...

# CO-OPERATION 1

- Service Provider
  - Agent for licensing in China
  - Agent for patent/technology transfer
  - Claim Chart
  - Others: information of market or specific target



# CO-OPERATION 2

- Litigation
  - Free patent portfolio for litigation: revenue sharing only
  - Purchasing patents for litigation: down payment + revenue sharing
  - Specific target requested by original patent owner
  - No specific target required

# CO-OPERATION 3

- Financing
  - Project/Project Company
  - Financing for patent portfolio
  - Financing for litigation only

# OUR ADVANTAGES

## RELATION-SHIP

- With World Giant Patent Owners

## PARTNERS

- With Local Top Law Firms

## LICENSEES

- Knew well of Providers of Consumer Electronics and Smart Devices in China

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