

## GaN Devices for Power Electronics Patent Investigation



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## A New Type of Report Providing a Clear Link Between IP Situation and Market Evolutions

A Patent Investigation allows understanding the technology & market from a patent perspective.

- More than describing the status of the IP situation, a **Patent Investigation** provides a missing link between **patented technological solutions** and **market**, **technological** and **business trends**.
- In-depth **technological analysis of patents** leads to understanding of **strategic decisions and positioning of key players** within the value chain.
- By combining their technical knowledge, business understanding and patent search, <u>Yole Développement</u> and <u>Knowmade</u> are able to provide unique analysis and added value in this report.



SAMPLE REPORT

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Power components

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For each key player:

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## **SCOPE OF THE REPORT**

- SAMPLE REPORT • This report provides a detailed picture of the patent landscape for **Power Electronics based on** materials. All patents related to GaN for power applications were considered: substrates, epi-ware semiconductor devices, transistors, diodes, discrete components, power module, packaging, circuits and systems.
- This report covers **patents published worldwide** up to **April 2015**. We have selected and analyzed more than 4,900 patents split in more than 1,960 patent families relevant to the scope of this report.
- The patents have been manually categorized by
  - Technological segment: substrates & epi-wafers, semiconductor devices, discrete components, power modules, packaging, circuits and power systems.
  - Substrate for GaN: bulk, SiC, Si, Sapphire.
  - Technical challenges: E-mode, cascode, E/D-mode monolithic, vertical devices, current collapse, dynamic Ron, gate charge, breakdown voltage, stray inductance, thermal issues, chip-scale package.
- Market data from Yole Développement are also provided to add some context regarding business trends and metrics.
- This report provides a clear link between the IP situation and the market evolutions.
- Note that essential patent data on GaN-on-Silicon technology have been analyzed last year in our report "GaNon-Silicon Substrate Patent Investigation" published in April 2014 (more details).



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## **METHODOLOGY** (1/2)

- SAMPLE REPORT The data were extracted from the FamPat worldwide database (Questel-ORBIT) which provides 80+ million documents from 95 offices.
- The patents search was performed in **April 2015**, hence patents published after this date will not be available in this report.
- The patent selection was done manually.

Number of selected patents for the Power GaN Patent Investigation:

1,962 patent families comprising 4,900+ patents

- The statistical analysis was performed with Orbit IP Business Intelligence web based patent analysis software from Questel.
- The patents were **manually categorized** using keyword analysis of patent title, abstract and claims, in conjunction with expert review of the subject-matter of inventions.
- A patent family is a set of patents filed in multiple countries to protect a single invention by a common inventor(s). organized according to FamPat's family rules (variation of EPO strict The patents were family http://www.epo.org/searching/essentials/patent-families/definitions.html): A Patent Family comprises patents linked by exactly same priority numbers (EPO strict family), plus comparison of priority and application numbers, specific rules by country and information gathered from other sources (national files, legal status ...).



## **METHODOLOGY** (2/2)



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## **PATENT SEGMENTATION** (1/3)

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SAMPLE REPORT The 1,962 patents were manually categorized using keyword analysis of patent title, abstract and conjunction with expert review of the object of inventions.

In this report we use the following patent segmentation:





**Thermal Issues** 

## **INTRODUCTION**



### **GaN Devices in Power Application**





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### **IP OVERVIEW Time Evolution of Patent Publications**



A patent document is a patent filed in one country (1st application or extensions).

Note that the patent search was done in March 2015, thus the data corresponding to the year 2015 are not complete.

transistor products

Studies into the suitability of the GaN material for power applications began in 2006, and coincide with the first wave of patent filings. The number of patent publications has sharply increased since 2010 with the commercialization of first Power GaN devices. Currently, the second peak of patent filings combined to the increase of granted patents is a positive indication that GaN Power market is ramping up. So far, there are only a few players selling Power GaN products (Infineon/IR, EPC, GaN Systems and Transphorm) and the GaN device market is still small, estimated at \$10M in 2015. But the ramp-up will be quite impressive starting in 2016. The market will multiply by 30 from now and reach more than \$300M in 2020 (Yole Développement, GaN and SiC for power electronics applications, Jul 2015).



### **IP OVERVIEW Power GaN Patent Assignees**

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Other industrial patent assignees: Alpha & Omega Semiconductor, Toyoda Gosei, Delta Electronics, Japan Radio, NEC, Yaskawa, MicroGaN, RF Micro Devices (RFMD merged with Triquint = Qorvo), ABB Research Center, Delta Optoelectronics, Denso, Intersil, National Semiconductor, NGK Insulators, Northrop Grumman Systems, Schneider Electric, Soitec, Sumitomo Electric Device Innovations (SEDI), Dowa Electronics Materials, Eudyna Devices, Panasonic Electric Works, Schneider Toshiba Inverter, ST Microelectronics, Widebandgap, GaN Systems, Genesic Semiconductor, Hitachi Metals, Kansai Research Institute (KRI), Bosch, Siemens, Suzhou Jiexinwei Semi Tech, Triquint, Astriphey Applications, Azzurro Semiconductors (now ALLOS), Covalent Materials, Dynax Semiconductor, Emerson Network Power Energy, General Motors, IBM, Jiangsu Nenghua Microelectronic Technology Development, LG Innotek, Mersen, Philips, PowDec, Richtek Technology, Rockwell, Vishay Semiconductor, Daimler, Emcore, Enkris Semiconductor, Adeka, Nippon Avionics, Thales, Arkansas Power Elec. Int. (APEI), Enphase Energy, General Motors, Kyocera, Lockheed Martin Corp., Nippon Steel & Sumitomo Metal ...

Other non-protfit organizations: University Tohoku, CEA, CNRS, US Navy, ETRI, Massachusetts Institute Of Technology (MIT), AIST, Fudan University, ITRI, Kyungpook National University, Nanjing University Of Aeronautics & Astronautics (Nuaa), National Chiao Tung University, Suzhou Inst. of Nano Tech. & Nano Bionics, Univ. of California, Agency for Sci. Tech. & Res. (ASTAR), California Inst. of Tech. (CalTech), Hong Kong Univ. of Sci. & Tech., Insti. of Semiconductors (Chinese Aca. Of Sci.), Inst. of Microelectronics (Chinese Aca. Of Sci.), CNES, Central Research Institute of Electric Power Industry (CRIEPI), Nagoya University ...



## **IP OVERVIEW IP Collaboration Network**

- Number in black on each link between patent assignees is the number of co-assigned patent families in the data set of the study.
- Number up right to each bubble is the number of patent families for this applicant in the data set of the study. Bubble size is proportional to the number of patent families selected for the study.





### **IP OVERVIEW** Power GaN Patent Assignees

SAMPLE REPORT • Mitsubishi Electric, a top Si power player already involved in SiC devices, is the top patent assignee in quantitative point of more than 200 patent families related to the Power GaN domain, especially focused on . Mitsubishi Electric has shown an interest in Power GaN technology quite recently, since 2010, with a strong increase of its patenting activity in this domain these last years. The company co-assigned several patents with **backets** is the several patents with **backets** is the several patents with **backets** is the several patent of the several **Electric (TMER)**, a joint venture between Techibe and Mitsabiehi Electric.

• International Rectifier (IR), with 120+ patents families related to Power GaN, leads the time-to commercialization race of GaN Power devices. In 2009 the company launched its GaNpowIR<sup>™</sup> GaN-based power device platform after five years of R&D on GaN-on-silicon epitaxial technology. In 2010 IR claimed the first commercial GaN-based integrated power stage devices (iP2010 and iP2011 family of devices). IR was acquired by Infineon in August 2014 (read more). assignment of patients should be revealed in the next months.

• Infineon, as the market leader for power semiconductors, has pursued a partnership approach to accelerate their GaN development: e.g. intense collaboration with the Fraunhofer society, and involvement in two major German programs related to GaN technology—NeuLand (2010-2013) and HiPoSwitch (2011-2014). More than 60 patent families related to Power GaN have been selected for this study. Infineon acquired International rectifier in Aug. 2014 with a focus on their GaN-on-Silicon technology and intellectual property (read more). This acquisition is an important step for Infineon combined company gains proton scape in Power Gali patent portfolio with 190+ combined patent families selected for this study. International Rectifier developed developed enhancement made HEMTs technology, M's graduat partialio is complementary to infineent) with 300 V products Evolution. **Infineon** recently announced a partnership with Panasonic for a jointly development of GaN devices based on Panasonic's normally-off GaN-on-Silicon transistor structure integrated into Infineon's SMD packages. In this context Panasonic has previded inference with a large of the parallel of the second of the parallel of the pa which started in 2004, infineen's first products will be discrete Galicywitches in SMD packages targeting high power SMPS in the PTC and main DC/DC stage.



### **IP OVERVIEW** Power GaN Patent Assignees

SAMPLE REPORT • Panasonic developed its normally-off GaN power technology (original N-off gate injection transistor GIT). In 2009, it demonst first monolithic integration of a six-HEMT inverter circuit. Panasonic Electric Works merged with Panasonic in Jan 2012. For this study have selected 1984 partont handles related to Power Cold Panasonic, Panasonic P Management, Panasonic Dectric workel, Panasonic expension associates the expansion of GaN power devices by hormony their MoFF GaN transistor out of these GaN power technology to Infineton.

• Transphorm is a new GaN pure-player entrant. More than 70 patent families related to Power GaN were selected for this study. The company introduced the 600V GaN-on-SiC products (EZ-GaN<sup>™</sup> platform) in 2011, and the 600V GaN-on-Si Diode & HEMT in 2013. Transphorm obtained in 2013 a non-exclusive worldwide patent license agreement to Cree (GaN HEMT & Schottky diode), and in 2014 an exclusive worldwide license to Furukawa Electric's extensive GaN power device portfolio, which includes about 🚚 US issued patents and JIII Japanese issued patents. Transphorm also has certain rights to sublicense these patents (read more). not yet appear in patent databases. The co-assigned patent families could be revealed in the next month Fundamental language and the supervision model is an end of the second and obtained a mercental state of the content of Furukawa Electric has had research on Power GaN since the 1990s, but the company hasn't been able yet to commercialize the technology on its own. Converting orphaned IP to revenue by patent licensing isn't an easy road, but Furukawa Electric found a strategic partner that is wellpositioned and well-funded to bring its technology to market.

Transphorm, Fujitsu and Fujitsu Semiconductor announced in 2013 that they have reached an agreement whereby Fujitsu Semiconductor and Transphorm will integrate their gallium-nitride (GaN) power devices for power supplies businesses (read more). The three companies have also agreed that both Fujitsu and Fujitsu Semiconductor will take a minority equity position in Transphorm. Transphorm acquires Fujitsu's GaN Power Conversion business, and the two companies announced the formation of a new company: Transphorm-Japan, a wholly-owned subsidiary of Transphorm (read more). The present report includes In present landles in the the factor and to an additional according to the second second second second second second second second second apparticle. In 2023 Transpheres accesses to high scale foundry manufacturing through its relationship with Pajitau.

**Transphorm** began a partnership with **the second second** in 2014 to co-develop and co-market GaN-based products and power system solutions. Let's note the absence of CPI Semiconductor in the present potent landscape, as no Power dath potents have been identified.



## **IP OVERVIEW**

### Power GaN Patent Assignee – Origin of GaN Involvement



• Infineon acquired International Rectifier (Aug. 2014).

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- Panasonic licenses their N-off GaN transistor out to Infineon in 2015.
- Transphorm obtained in 2013 a non-exclusive worldwide patent license agreement to Cree (GaN HEMT & Schottky diode). In 2014 it obtained exclusive licensing rights to Furukawa Electric's GaN patent portfolio
- Fujitsu Semiconductor and Transphorm collaborate (business integration of their GaN power device solutions in Nov 2013. Start of mass production of Transphorm's GaN power devices in Jan 2015).
- NXP and Freescale merged in March 2015.
- Velox Semiconductor acquired by Power Integrations in 2010.

## **IP OVERVIEW Time Evolution of Patent Publications**



Note: The data corresponding to the year 2015 may not be complete since the patent search was done early March 2015

Note:

✤Infineon acquired IR in 2014. Licensing agreements Infineon/Panasonic, Transphorm/Furukawa Collaborations Transphorm/Fujitsu Silicon Valley Bank co-assignee of Avogy's patents



• The first wave of patent publications between 2005 and 2009 is mainly due to papanese-companies Panasanic, Rohm, Rundeawa, Sumitome, Toshiba, Toyota-

• Mitsubishi and Fujitsu have shown an interest in Power GaN technology since 2010 with a significant increase of their patenting activity in this domain.

• The patents published in the second period (2010-2014) mainly originate from Infinegry (SE) and Samping (SE).



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\* IR's GaN devices are only for specific clients

## **IP OVERVIEW** Mapping of Patenting Activity

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### **IP OVERVIEW** Time Evolution of Granted Patents by Country



Notes: The patent search was done in March 2015, thus the data corresponding to the year 2015 are not complete.

Expected

SAMPLE REPORT

## **IP OVERVIEW** Market Domination Results From Previous IP Lead Period

### A lead period in patenting activity and patent grants heralds a future market domination.

The market domination of USA until 2013 is consistent with its lead in terms of granted patents from 2005 to 2010.

Japan, witness of an increase of its enforceable patents since 2010, is ramping up and enlarges its market share.



#### **Power GaN Granted Patent Dynamics** 4,900+ patent documents Including 1,700+ granted patents USA **Power GaN IP Country Dynamics** 4,900+ patent documents USA American peak belonging to 1,960+ patent families Number of Patent Applications **\*** IP arms race for American and Japanese markets (market maturity) Increase of patent publications worldwide: 100 · Extension of priority patents in USA, China and Europe. Newcomers Mitsubishi & Fujitsu (Japan). Take-off of European players (Infineon). China China 1.00 Europe Korea Japanese wave Europe Take-off of American and 04 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 Japanese priority patents Korea ÷ 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015

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### To this date, no litigation cases related to Power GaN domain have been filed\*. But this could change.

In a patent infringement action, the **potential sales volume plays a major role** for assessing the damage award.

So far, the **GaN device market is still at its early stage** (\$10M in 2015 according to Yole Développement). There are only **a few players selling power GaN devices**. As the GaN needs to compete with the incumbent silicon technology, the priority of GaN players is to educate the end users to adopt GaN devices. **GaN players are in a cooperative mode to promote the GaN technology all together.** 

The GaN power industry is **consolidating** in preparation for significant growth, and recent movements show that the GaN industry is taking shape as mergers, acquisitions and license agreements are settled. In this context, the **IP just begins to be used as leverage** by companies to negotiate licensing and supply agreements (Infineon/Panasonic, Transphorm/Furukawa).

Power GaN domain emerged in terms of patents less than 20 years ago and the number of granted patents was increasing greatly only these last 5 years. According to our analysis, **the Power GaN IP is mature enough**. As the market ramps up (93% 2016-2020 CAGR according to Yole Développement) and more players enter into the market, there will be competition between different players in the future. When **GaN players go into a competitive mode**, a strict enforcement of critical patents by major Power **GaN players may lead to first patent litigations in the coming years**.

\*IR sued EPC in 2009 for theft of trade secrets. Two companies reached settlement in 2013. The settlement will result in the payment of royalties to IR on the sale of GaN on Si based power devices from 2015-2023, subject to an offset in certain cases. The IR/EPC sue is not linked directly to IP infringement. The settlement between IR and EPC in 2013 is also a way for two companies to put the dispute behind them and continue their journey in GaN business.

### **TECHNOLOGY SEGMENTATION** Patent Family Split by Technology Segment



### **1960+ patent families on GaN power electronics**

A patent family is a set of patents filed in multiple countries by a common inventor(s) to protect a single invention.





## **TECHNOLOGY SEGMENTATION**

Time Evolution of Patent Publications Split by Technology Segmen



corresponding to the year 2015 are not complete.

- Patenting activity on GaN Power Semiconductor Devices (transistor & diodes at semiconductor level) took-off in 2004-2005. The main pioneer patent applicants of the 2004-2010 period are Today, "Semicon Device" patents account for 60% Power GaN patents.
- The number of patent applications related to GaN Power Components (discrete, module & package) and Circuits & Systems increased in a second time over the 2010-2015 period while the first Power GaN devices were commercialized. "Power Components" patents were mainly filed by while "Circuits & Systems" patents were mainly filed by
- Patents claiming GaN substrates and GaN templates especially developed for power applications appeared in mid-2000s, and a steady increase of patent publications was observed over the 2010-2015 period. Main patent applicants are epi-makers both with merchant business ) and no merchant business (



## **TECHNOLOGY SEGMENTATION**

### Main Patent Assignees by Technology Segment





### **TECHNOLOGY SEGMENTATION** Matrix Key IP Players / Technology Segments

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<b>ECHNOLOGY</b> Atrix Key IP Pla	CHNOLOGY SEGMENTATION atrix Key IP Players / Technology Segments									
	Number of		TECHNOLOG		SUBSTRATE FOR GAN					
Patent Assignees	Patent Families	Wafer	Semiconductor Device	Component	Circuit & System	GaN-on-SiC	GaN-on-Si	GaN-on- Sapphire	GaN Bulk	
Alpha & Omega Semiconductor	9	0	8	1	0	1	0	3	1	
Antiper	33	0	28	2	3	0	0	0	20	
100	20	2	15	1	0	14	2	3	1	
fficient Power Conversion (EPC)	1.4		8	1	1		3		0	
sin hid bornion ductor	13	0	12	0	0	2	3	0	1	
# Ersteit	34	3	43	7	3	15	13	2	2	
40x	- 14	9	70	6	15	6	10	6	2	
a deservable to be	1.14	8	96	6	5	4	20	11	0	
A Suppose	+	0	3	2	0	0	1	0	0	
d and the	11	0	13	7	10	8	3	2	6	
An other states and st	- 18	0	35	22	7	6	11	1	1	
in along factors (A)	1.10	7	68	37	21	20	43	19	4	
Associate		0	6	1	0	0	0	0	0	
Anadophilipetric	101	0	18	65	126	10	6	1	5	
11 <sup>2</sup>	12	0	4	5	0	1	2	1	0	
tensors in PPMA Busic, Postal	101	4	56	9	68	12	14	12	5	
ower Integrations	30	1	20	1.	1		8	1 E		
annua.	20	0	15	3	0	4	4	1	1	
	- 43	3	33	11	0	5	5	8	5	
enourgillectric + 5898003	24	1	48	3	3	12	15	9	2	
and the ball of	11	0	19	5	7	1	3	1	1	
terror terror terror terror		2	15	0	0	0	0	2	0	
100	- 14	5	41	12	6	3	8	2	0	
private (31)	- 14	5	75	10	11	9	5	1	24	
and a second sec	- 44	0	64	12	10	5	14	1	2	
Spinst Alike Like	34	2	24	9	4	1	1	1	1	
ransphorm	11		10.	11	33	1 B				
etter brinktensky last	10	0	8	1	1	0	2	3	0	
e ikase	8	0	0	7	1	0	0	0	0	



## **TECHNICAL CHALLENGES** Patent Family Split by Technology Challenges

### **1960+ patent families on GaN power electronics**

A patent family is a set of patents filed in multiple countries by a common inventor(s) to protect a single invention. Note that a patent family can be found in several categories



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SAMPLE REPORT

### **TECHNICAL CHALLENGES**

### GaN Power Transistor - Patent Differentiation of Key IP Players





### **TECHNICAL CHALLENGES** Matrix Key IP Players / Technology Challenges

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nowmade © 2015		DEVICE OPERATING							ING					
Patent Assignees	# Patent Families	Diode	Tran	CAVET	<b>E-mode</b> (N-off)	Casco	E/D-mode Monolithic	Breakdown Voltage	Current Collapse	Dynamic R-on	Gate Charge (Miller effect)	Low Stray Inductance	Thermal Management	Chip-Scale Pacakge (CSP)
the design of the second second	9	6	4	0	2	1	0	0	0	0	0	0	0	0
	33	15	22	23	1	0	0	1	0	0	1	0	2	0
	20	8	16	2	1	1	0	2	0	0	1	0	0	0
icient Power Conversion (EPC)					-						- 6.1	_		
d W. C. Statistics of the Area								2	0	0	2	0	0	0
Che Ma								31	4	0	0	0	0	0
								14	4	0	0	1	0	0
A. A. Martin			- 10					50	15	0	0	0	3	1
Contractory (Contractory (Contr								0	0	0	0	0	1	3
	1.0							9	0	0	0	0	4	0
								6	0	0	1	0	8	1
and a state of the second s	1.00					1000	-	15	0	1	8	4	15	7
and all a second s								0	0	0	0	0	0	0
a dealer Dealers	1.00							21	0	0	1	0	16	0
								0	0	0	0	0	0	0
ALC: NOT THE OWNER WATER OF THE OWNER	1.00	37	54	3	22	0	0				1.1	3	1	0
at hereitette		12	20	2	2	4	2					0	4	0
	1.00	1	18	3	5	1	0					l o	0	0
	10	6	21	2	2	0	0					0	3	0
programming the second second	1.14	19	29	3	9	5	2					0	0	1
Aurillation	1.1	6	15	0	7	0	1					l o	1	0
a love policity	1.0	3	13	9	3	0	0					0	0	0
	1.0	16	44	1	3	11	0		- N			3	0	0
NAME OF TAXABLE PARTY.	100	39	33	25	4	1	0					0	2	0
1.1.	1.0	38	43	0	9	10	0					1	0	0
And the second second	1.0	2	12	6	7	0	ő			1.1	1.0	i ô	7	0 0
nsphorm				Ŭ	,	Ŭ	Ŭ					Ŭ		Ŭ
		7	Δ	0	0	1	0	3	0	0	0	0	2	0
		, ,	1	0	0	0	0		0	0	0		2	0



### **SEMICONDUCTOR DEVICES** Time Evolution of Main Patent Assignees

Dates are defined from the earliest publication date for each patent family. Bubble size represents the number of published patent families. The data corresponding to the year 2015 may not be complete since the patent search was done early March 2015

### Note:

Infineon acquired IR in 2014.
 Licensing agreements
 Infineon/Panasonic (2015),
 Transphorm/Furukawa (2014),
 Transphorm/Cree (2013)
 Collaborations
 Transphorm/Fujitsu (2013)
 Silicon Valley Bank
 co-assignee of Avogy's patents



1st publication year

Furukawa, the top patent assignee in terms of patent filings on GaN power semiconductor devices, has continuously filed patents on this field since the International Rectifier (acquired by Infineon

in 2014), **Panasonic**, **Sumitomo** electric and **Toshiba** have shown a steady IP interest in the GaN power semiconductor devices since **Fujitsu**, originally a Si Power players also involved in III-V & Compounds, is appeared lately in **Transphorm** and **Avogy**, as new GaN pure-player entrants, started their patenting activity in significant patent publications the last couple of years.

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## SEMICONDUCTOR DEVICES

### **Degree of Specialization**



### **Degree of specialization**

The degree of specialization of a company represents the percentage of patents filed in a specific field over the whole patent portfolio of the company. It is an indicator of the patenting activity on a specific field.

Big companies such as Furukawa, Panasonic, Infineon, Fujitsu, Mitsubishi ... cover a wide range of technologies with their patent portfolios, thus they have a very low specialization degree in GaN power semiconductor devices. International Rectifier (IR) and Power Integrations (POWI), originally Si Power pure players, show specialization degree. GaN Systems, and stand out with a very high specialization degree, their patent portfolios are mainly dedicated to GaN power semiconductor devices. POWI and Infineon gained IP focused on GaN power semiconductor devices thanks to



## SEMICONDUCTOR DEVICES Mapping of Main Current Patent Holders



### **SEMICONDUCTOR DEVICES** Power GaN IP Players

importantificator for important in Paper Gold density.

- 3220+ patents split in 1220+ patents families.
- •1540+ pending patents split in 770+ patent families, and 1210+ granted patents split in 640+ patent families.
- Few academics are active on GaN power semiconductor devices,
- International Rectifier (IR) has currently the most important with granted patents from patent families. It is the main current IP holder in granted patents) and (8 granted patents), and it has a strong IP position in Japan as well. Infineon/IR are leading the patenting activity in Europe where together they have pending patents. Infineon shows a significant interest for with 22 pending patents.
- Fujitsu owns currently granted patents on GaN power semiconductor devices, mainly in Korea and Math, and it has a strong IP position in **Fujitsu** has strongly increased its patenting activity on GaN semiconductor devices as revealed by the number of pending patents the company has in the different offices, making Fujitsu the main patent applicant in the domain across the world with **Fujitsu** in GaN power semiconductor devices, and it should become **Fujitsu** in all those countries in the near future.
- Transphorm has currently a granted patent portfolio ( ) focused on with a significant presence in and . With 140+ patents currently in the pipeline, Transphorm is currently the patent applicant. It is strengthening its IP position in Japan , China (31),
- Furukawa holds santed patents on GaN power semiconductor devices and is currently the main patent owners in Japan.
- Power Integrations holds enforceable patents on GaN power semiconductor devices ( ), mainly in USA, but with a significant presence in the second s
- •Asian companies have a strong IP position in USA (**Constant of the second seco**

• **Semiconductor**, **LG**) have increased their patenting activity and are currently the main patent applicants on Korean territory.



SAMPLE REPORT

## SEMICONDUCTOR DEVICES

### **IP Collaboration Network**

- Number in black on each link between patent assignees is the number of coassigned patent families in the data set of the study. The minimum link size is 3 co-assigned patent families.
- Number up right to each bubble is the number of patent families for this applicant in the data set of the study. Bubble size is proportional to the number of patent families selected for the study.





### **SEMICONDUCTOR DEVICES** Summary of Main Assignees' Patent Portfolio

Patent Assignees	No. of patent families*	Oldest priority year of the	No. of patent families filed /	No. of alive patents (granted or	Average size of patent families (No. of alive	Average age of patent families	No. of patent families containing	No. of patent families containing	No. of <u>dead</u> patent	No co co	o. of conta pa rresp	pate ainin tent pond	ent fa Ig gra s in t ling o	amil ante the cour	ies d ntry	con th	No. tain e co	of pa ing p rres	aten bend pond	it ling   ding	oate coui	ntry
		patent portfolio	<b>year</b> (average)	pending)	family)	(Year)	<u>granted</u> patents	pending patents	tamilies	US	EP	JP	KR	CN	тw	US	EP	JP	KR	CN	тw	PCT (WC
danijest	96	1998	6.0	130	1.4	7	61	30	19													
algered to all the second s	75	2002	6.3	187	2.5	6	38	43	10	12		10	1.	÷.								
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		1000					1.1	1 M 1		47	8	27	8	7	8	31	30	16				17
		1000	100							26		23	1			15	1	26	2	16		1
Isphorm		2007	1.0	100	-401			1.1		12			12									
		2000	3.5	95	1.9	7	31	20	6	28		21		3		4	1	8		3		15
		2003	3.9	75	1997	1	100		5	10		12				11	5	16		8		9
		2006	5.1	60	100				8													
		2004	3.5	117			1.0		0									10				
		2006	4.1	42					5													
Const Territor des Cen-		2010	7.0	33					9			1										
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: highest value in column : lowest value in column

\* A patent family is a set of patents filed in multiple countries by a common inventor(s) to protect a single invention.



### **SEMICONDUCTOR DEVICES** Leadership of Patent Assignees



Notes: Infineon acquired IR in 2014 ; Licensing agreements Infineon/Panasonic (2015), Transphorm/Furukawa (2014), Transphorm/Cree (2013) ; Collaborations Transphorm/Fujitsu (2013) ; POWI acquired Velox in 2010.

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• International Rectifier (acquired ) in 2014) has patents on devices. It is enforceable p and it still activity (100-

 New challengers are becoming major forces in the IP landscape, expanding their patent portfolio with many new patent applications

second states a participation in the second

- Sumitomo Electric, mainly focused on vertical devices, has a noticeable patenting activity associated with already granted patents giving it a sizeable IP significance in GaN power semiconductor devices.
- Panasonic, Furukawa and have a lesser current patenting activity but they are IP arena with a signific patents on GaN devices.



### **SEMICONDUCTOR DEVICES** Strength Index of Patent Portfolios



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### International Rectifier and Furukawa and the second se and the second second second second ter fan de state de hold several "seminal" patents with a significant blocking potential for Power GaN IP players. The patents of receive 3 times more citations than the average of key IP players of this report. e respectively in terms of portfolio in terms of their portfolio strength index. Their patents get almost 4 times more citations than the average of key IP players of this report. Note that the patents from receive 5 times more citations. These citations come mainly from Transphorm, Alpha & Omega, International Rectifier and Panasonic. Sumitomo Electric and Fujitsu have a and thus show their large size of patent portfolio. Sum on vertical devices, while Fujitsu star power semiconductor devices quite r later than Furukawa. In practice, only IR, Transphorm, EPC and GaN Systems have products on the market. IP strength index of the GaN market is still at its end of the . as most of companies ir

them just be

SAMPLE REPOR-

### Portfolio Strength Index

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## SEMICONDUCTOR DEVICES

### **IP Blocking Potential of Main Patent Assignees**



SAMPLE REPORT

The more the number of forward citations from different patent applicants is high, the more the capacity to hamper the other firms' attempts to patent a related invention is important. Note, however, that the identification of a "blocking patent" requires an in-depth specific analysis of each patent documents.

- International Rectifier (acquired by Infineon in 2014)
  - IP blocking potential. Their patents on GaN power semiconductor devices received
- all your dates from a transition when it there is all should be
- Toshiba and Panasonic show
   The second seco
- Fujitsu have blocking potential bases of a second second



### **SEMICONDUCTOR DEVICES** Potential Future Plaintiffs

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• Samsung Elec	Contraction of the second
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be expected ir	Testing ( )

### **SEMICONDUCTOR DEVICES Granted Patents Near Expiration**

SEMICONDUCTOR DEVICES Granted Patents Near Expiration			SAMPLE
Title	Publication Number ( <u>Link</u> to patent)	Current Patent Assignee(s)	Experience Expiration Date *
Compound semiconductor element resistible to high voltage.	Augusta	Series al Briefs	2016-10-17
Controllable semiconductor structure for use instead of JFET, MESFET.	TRACK AND	- Barrier	2016-10-29
Investigation and and a second statements in a second se	same 111	Cree from 2009 (former applicant: Daimler)	2017-09-17
ben in second and an address of the difference in the second s	Name and Party of the	Daimler	2017-06-03
National International Control of	USURUS	Sony	2017-12-03
	VALUE AND A	Banque National de Paris from 1999 (former applicant: International Rectifier)	2018-01-14
	CHEDRER STREET	Daimler Cree from 2009 (former applicant: Daimler) Daimler	2018-05-22
Insulated gate type bipolar transistor and the production method	ALC: NO.	for Average from the	2018-06-10
Field-controlled high-power semiconductor devices	CONTRACTOR OF CO	Report Technic conversity	2018-06-10
High breakdown voltage resurf HFET	VIEND	Children and Child	2018-08-12

\* Expected Expiration Date is dependent on the accuracy and timeliness of the information provided by the patent offices. This indicator may change at any time without notice based on new information received from the patent offices. No decision should be made based solely on this indicators.







FOCUS ON KEY POWER GAN PLAYERS Geographical Distribution of Granted Patents and Pending Patent

Patent Assignee	Patent	Alive	Granted		Number cor	of grant respond	ed pater ling cour	nts in th ntry	e	Pending	N	umber of	pendin corresp	g patent onding o	applica country	cations in the ry	he
	Families	Patents	Patents	USA	Europe	Japan	Korea	China	Taiwan	Patents	USA	Europe	Japan	Korea	China	Taiwan	PCT (WO)
10	10	75	19	9	0	4	0	4	2	10.				18			
lighter (	10	100	110	10	1					254	51	10	67	1	68	43	14
inf later	1	10	3							17	2	2	2	2	1	1	4
nine -	11	-	56	$\mathcal{M}^{(1)}$	11	12	11	10	1.	141	35	51	2	1	46	0	6
the set of the last	1.00	-	234	1.0	111	-		10		177	68	61	27	0	0	1	20
a second a second	100	-	159		-10		10		1	315	39	51	72	7	56	1	71
is such	1.1	242	103	50	0	42	0	11	0	100			-				
And the second se	100	195	83	35	6	16	4	12	7	110	120	${\mathcal M}_{i}$		1			
Congluent.	100	311	97	62	1	2	16	6	10	111	-84	11			${}^{\rm M}$		14

: highest value in column

### FOCUS ON KEY PLAYERS Patent Portfolio Quantity/Quality Score\*



We use Knowmade's proprietary KQ2\* framework to identify strength of patent portfolio in Power GaN domain. Figures above depict the competitive positioning of key Power GaN players, in segments "Semiconductor Devices" and "Components". The patent assignees are compared on the basis of Quantity Score and Quality Score. We use our proprietary algorithm based on bibliographical information of patents\* to calculate and rank the patent portfolios.

- The green region comprises of the assignees with the best patent portfolios, which are exemplary in terms of quantity and quality of patents. is the only assignee lying in the green domain. Power GaN.
- are the only assignees lying in the orange region for *Semiconductor Devices* and *Components* category respectively. Their patent portfolio lacks on quality because of perfolia de la desta de la companya de la companya
- Most of the key Power GaN players form a cluster in the red region with patent portfolio lacking on both patent quantity and quality. Their patent portfolios may rise in future after successful prosecution of their pending patents and/or more citations added.

\*See evaluation metrics for portfolio KQ2 score in Annex at the end of the report.



# TENTATIVE ESTIMATION OF MARKET SHARE OF GaN DEVICE MAK SAMPLE



Tentative estimation of Maket Share of GaN Device makers in 2014

©2015 | www.yole.fr | GaN and SiC for power electronics applications

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- IR/Infineon supplies to get its check only. International method for the best patent portfolic in Power Soll, and the IR/Infineon combined company has the strongest IP arms to heat the proving of GaN power marine.
- Transphorm is the next important P challenger in the Power for and ahead of other in the Power for and GaN Systems.
   partnerships
   partne
- EPC has a strong factor of the relation of the strong factor of the strong factor of the strong factor of 600V devices
- Panasonic has proposed they don't don



## FINANCIAL INVESTMENT TO PURE GAN PLAYERS

SAMPLE REPORT In 2015, around \$100M in investments have been made in different GaN startups, as indicated in the following financing will enable these companies to ramp up in production and expand their sales and marketing activities for their to growth.

Yole Développement considers that these investments reflect the confidence in the GaN device market and investors' willingness to provide funds to accelerate production capabilities.

It is noteworthy to point out that **Transphorm** has received more than \$220M in 9 rounds. This impressive investment may be largely related to its strong IP portfolio.

Company name	Investment	Date	Venture funds	Total investment	IP Situation
GaN Systems	\$20M	May 2015	Ipro Inplice Menagement HDCCopiler Recognition of the second second December 2019 (Network Casho) Recond second second second Recond second second second Recond second second second second Recond second second second second second second Recond second second second second se	Series C, Series A & B: Undiscolased amount	(II) patient of the Associal feedball, including baseful Associal feedball, including baseful Association, and the Association of the Associati
Exagan	\$6.3 M (€5.7M)	June 2015	Televeneni beronneni 1940: Eleveneni (rom) Aliber in regioni orecitorenti 1940: Eleveniorente (1941) Eleve	First round	Recongramment and the set of a Department of the set of
Transphorm	\$70M	June 2015	tarih pitetinarian fia bit. Paka legirinaria. Beter tetes tarbatitetyes	Total investment \$221.2M in 9 rounds	The band singulation if challenges with a drawp if had gardenes if him drag controls. Sits present optimal many discriting entrols. Sits present optimal many discriting in 1992. Encodermonia discriting in 1992. Encodermonia gradient discriting in 1992. Encodermonia gradient discriting in 1992.



### **INTERNATIONAL RECTIFIER (IR) / INFINEON** IR acquired by Infineon in 2014

SAMPLE REPORT 50 Number of published patent families **IR & Infineon Power GaN IP Dynamics** 45 400 40 350 35 30 250 25 18 18 Number of published 17 17 20 IR Patents 13 13 150 15 12 11 Infineon Patents 100 10 6 5 111 0 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 Earliest publication year of each patent family Note: Patent search was done in March 2015, thus the data corresponding to the year 2015 are not complete. IQR **IQR** GaNpowerIR<sup>™</sup> Gen 2.1 • First patent applications : GaNpowerIR™ First Cascode 100V GaN product Oldest priority year: in mass production. Gen 1.1 Patent average age: 6 years. IQR • IP collaboration: IP collaboration with \_\_\_\_\_ on patents related to First GaN power device Patent rights of (backside via for GaN iP2010 family devices) acquired from \_\_\_\_\_ in 2010. • Main patent assignees cited by IR's patents: Panasonic, Toshiba, Cree. NeuLand project Infineon • Main patent assignees citing IR's patents: Infineon, Fujitsu, Panasonic. (2010 - 2013)**HiPoSwitch project** infineon (2011 - 2015)• IP collaboration: Acquisition of IR in 2014. Note that this acquisition does not yet appear in

- patent databases. The re-assignment of patents should be reveal in the next months.
- Main patent assignees cited by Infineon's patents: International Rectifier, Toshiba, Cree.
- Main patent assignees citing Infineon's patents: Toshiba, National Semiconductor.

I 🖓 R

Infineon

KnowMade Veloppement

### **INTERNATIONAL RECTIFIER (IR) / INFINEON** IR acquired by Infineon in 2014



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## **INTERNATIONAL RECTIFIER (IR) / INFINEON**

**Most Recent Patents** 

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### Integrated half-bridge circuit with low side and high side composite switches

US9041067 (2014). Counterparts filed in Europe and Japan.

There are disclosed herein various implementations of an integrated half-bridge circuit with low side and high side composite switches. In one exemplary implementation, such an integrated half-bridge circuit includes a III-N body including first and second III-N field-effect transistors (FETs) monolithically integrated with and situated over a first group IV FET. The integrated half-bridge circuit also includes a second group IV FET stacked over the III-N body. The first group IV FET (340a, 340b) is cascoded with the first III-N FET (330a, 330b) to provide one of the low side (320b) and the high side (320a) composite switches, and the second group IV FET (340a, 340b) is cascoded with the second III-N FET (330a, 330b) to provide the other of the low side (320b) and the high side (320a) composite switches. The first and second III-N FETs are normally ON FETs, and the low side composite switch and the high side composite switch are normally OFF switches.



## **INTERNATIONAL RECTIFIER (IR) / INFINEON**

### **Most Recent Patents**

KnowMade Veloppement



Counterparts filed in Germany and China.

Various embodiments provide a power transistor arrangement. The power transistor arrangement may include a carrier; a first power transistor having a control electrode and a first power electrode and a second power electrode; and a second power transistor having a control electrode and a first power electrode and a second power electrode. The first power transistor and the second power transistor may be arranged next to each other on the carrier such that the control electrode of the first power transistor and the control electrode of the second power transistor are facing the carrier.







### **TRANSPHORM / TRANSPHORM JAPAN Noteworthy News**

- June 2015, Transphorm raised \$70M, leading to \$221.2M in total (read more).
- tran SAMPLE REPORT • Mar 2015, Transphorm announces industry's first 600V GaN transistor in a TO-247 package (read more).
- Mar 2015, Transphorm and ON Semiconductor announced the start of production of co-branded GaN power devices (read more).
- Feb 2015, Transphorm's key partner Yaskawa Electric launches the mass production of 4.5 kW residential PV inverters with GaN power module, based on Transphorm's EZ-GaN<sup>™</sup> platform (read more).
- Jan 2015, Transphorm and Fujitsu Semiconductor announce the start of mass production of Transphorm's GaN power devices (read more).
- Sept 2014, ON Semiconductor and Transphorm partner to deliver GaN-based power system solutions with industry leading energy efficiency (read more).
- Aug 2014, Transphorm partners with Tata Power Solar on India's most-efficient PV inverter. Under the partnership, Transphorm will supply GaN transistors, while Tata Power Solar will locally manufacture and market the GaN-powered solar inverters. The first PV Inverter product is scheduled to be released in early 2015 (read more).
- May 2014, Transphorm obtains exclusive licensing rights to Furukawa Electric's GaN patent portfolio (read more).
- Dec 2013, Transphorm acquires Fujitsu's GaN Power Conversion business, and the two companies announced the formation of a new company: Transphorm-Japan, a wholly-owned subsidiary of Transphorm (read more).
- Nov 2013 Transphorm and Fujitsu to Integrate GaN Power Device Businesses (read more).
- Nov 2013, Transphorm's 600V GaN Power Conversion Adopted by Delta Electronics (read more).
- Aug 2013, Cree announced that it signed a non-exclusive worldwide patent license agreement with Transphorm that provides access to Cree's extensive family of patents related to GaN HEMT and GaN Schottky diode devices for use in the field of power conversion devices (read more).
- Mar 2013, Transphorm scales up to 200 mm wafers with AIX G5+ GaN-on-Si system from AIXTRON (read more).
- Feb 2013, Transphorm teams with Yaskawa to implement its new 600V GaN half-bridge module a in 4.5kW PV power conditioner (read more).
- Feb 2013, Transphorm enables the world's first GaN-based high power converter (read more).



## **TRANSPHORM / TRANSPHORM JAPAN**

### **Key Patents**





### GAN SYSTEMS Key Patents

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### High density gallium nitride devices using island topology

<u>US8791508 (</u>2011). Counterpart filed in Canada, China, Europe, Japan and Korea. Patent granted in Canada since Nov. 2013 and in USA since Jul. 2014.

A Gallium Nitride (GaN) series of devices—transistors and diodes are disclosed—that have greatly superior current handling ability per unit area than previously described GaN devices. The improvement is due to improved layout topology. The devices also include a simpler and superior flip chip connection scheme and a means to reduce the thermal resistance. A simplified fabrication process is disclosed and the layout scheme which uses island electrodes rather than finger electrodes is shown to increase the active area density by two to five times that of conventional interdigitated structures. Ultra low on resistance transistors and very low loss diodes can be built using the island topology. Specifically, the present disclosure provides a means to enhance cost/effective performance of all lateral GaN structures.







### **ORDER FORM**

GaN Devices for Power Electronics: Patent Investigation (September 2015)

SHIP TO	PAYMENT METHODS								
Name (Mr/Ms/Dr/Pr):	Order online: <u>Click here</u>								
	Check								
Job Title:	To pay your invoice using a check, please mail your check to t	he following address:							
	KnowMade S.A.R.L.								
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	For French customer, add 20% for VAT.								
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	*One user license means only one person at the companycan use the								
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## **Terms and Conditions of Sales**

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"Intellectual Property Rights" ("IPR") means any rights held by the Seller in its Products, including any patents, trademarks, registered models, designs, copyrights, inventions, commercial secrets and knowhow, technical information, company or trading names and any other intellectual property rights or similar in any part of the world, notwithstanding the fact that they have been registered or not and including any pending registration of one of the above mentioned rights.

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1.3 Orders are deemed to be accepted only upon written acceptance and confirmation by the Seller, within [7 days] from the date of order, to be sent either by email or to the Buyer's address. In the absence of any confirmation in writing, orders shall be deemed to have been accepted.

### 2. Mailing of the Products

2.1 Products are sent by email to the Buyer:

- within [1] month from the order for Products already released; or

- within a reasonable time for Products ordered prior to their effective release. In this case, the Seller shall use its best endeavours to inform the Buyer of an indicative release date and the evolution of the work in progress.

2.2 Some weeks prior to the release date the Seller can propose a pre-release discount to the Buyer.

The Seller shall by no means be responsible for any delay in respect of article 2.2 above, and including in cases where a new event or access to new contradictory information would require for the analyst extra time to compute or compare the data in order to enable the Seller to deliver a high quality Products.

2.3 The mailing of the Product will occur only upon payment by the Buyer, in accordance with the conditions contained in article 3.

2.4 The mailing is operated through electronic means either by email via the sales department. If the Product's electronic delivery format is defective, the Seller undertakes to replace it at no charge to the Buyer provided that it is informed of the defective formatting within 90 days from the date of the original download or receipt of the Product.

2.5 The person receiving the Products on behalf of the Buyer shall immediately verify the quality of the Products and their conformity to the order. Any claim for apparent defects or for non-conformity shall be sent in writing to the Seller within 8 days of receipt of the Products. For this purpose, the Buyer agrees to produce sufficient evidence of such defects.

2.6 No return of Products shall be accepted without prior information to the Seller, even in case of delayed delivery. Any Product returned to the Seller without providing prior information to the Seller as required under article 2.5 shall remain at the Buyer's risk.





## **Terms and Conditions of Sales**

#### 3. Price, invoicing and payment

3.1 Prices are given in the orders corresponding to each Product sold on a unit basis or corresponding to annual subscriptions. They are expressed to be inclusive of all taxes. The prices may be reevaluated from time to time. The effective price is deemed to be the one applicable at the time of the order.

3.2 Payments due by the Buyer shall be sent by cheque payable to Knowmade, PayPal or by electronic transfer to the following account:

Banque populaire St Laurent du Var CAP 3000 - Quartier du lac- 06700 St Laurent du Var

BIC or SWIFT code: CCBPFRPPNCE

IBAN: : FR76 1560 7000 6360 6214 5695 126

To ensure the payments, the Seller reserves the right to request down payments from the Buyer. In this case, the need of down payments will be mentioned on the order.

3.3 Payment is due by the Buyer to the Seller within 30 days from invoice date, except in the case of a particular written agreement. If the Buyer fails to pay within this time and fails to contact the Seller, the latter shall be entitled to invoice interest in arrears based on the annual rate Refi of the «BCE» + 7 points, in accordance with article L. 441-6 of the French Commercial Code. Our publications (report, database, tool...) are delivered only after reception of the payment.

3.4 In the event of termination of the contract, or of misconduct, during the contract, the Seller will have the right to invoice at the stage in progress, and to take legal action for damages.

#### 4. Liabilities

4.1 The Buyer or any other individual or legal person acting on its behalf, being a business user buying the Products for its business activities, shall be solely responsible for choosing the Products and for the use and interpretations he makes of the documents it purchases, of the results he obtains, and of the advice and acts it deduces thereof.

4.2 The Seller shall only be liable for (i) direct and (ii) foreseeable pecuniary loss, caused by the Products or arising from a material breach of this agreement

4.3 In no event shall the Seller be liable for:

a) damages of any kind, including without limitation, incidental or consequential damages (including, but not limited to, damages for loss of profits, business interruption and loss of programs or information) arising out of the use of or inability to use the Seller's website or the Products, or any information provided on the website, or in the Products;

b) any claim attributable to errors, omissions or other inaccuracies in the Product or interpretations thereof.

4.4 All the information contained in the Products has been obtained from sources believed to be reliable. The Seller does not warrant the accuracy, completeness adequacy or reliability of such information, which cannot be guaranteed to be free from errors.

4.5 All the Products that the Seller sells may, upon prior notice to the Buyer from time to time be modified by or substituted with similar Products meeting the needs of the Buyer. This modification shall not lead to the liability of the Seller, provided that the Seller ensures the substituted Product is similar to the Product initially ordered.

4.6 In the case where, after inspection, it is acknowledged that the Products contain defects, the Seller undertakes to replace the defective products as far as the supplies allow and without indemnities or compensation of any kind for labor costs, delays, loss caused or any other reason. The replacement is guaranteed for a maximum of two months starting from the delivery date. Any replacement is excluded for any event as set out in article 5 below.

4.7 The deadlines that the Seller is asked to state for the mailing of the Products are given for information only and are not guaranteed. If such deadlines are not met, it shall not lead to any damages or cancellation of the orders, except for non-acceptable delays exceeding [4] months from the stated deadline, without information from the Seller. In such case only, the Buyer shall be entitled to ask for a reimbursement of its first down payment to the exclusion of any further damages.

4.8 The Seller does not make any warranties, express or implied, including, without limitation, those of saleability and fitness for a particular purpose, with respect to the Products. Although the Seller shall take reasonable steps to screen Products for infection of viruses, worms, Trojan horses or other codes containing contaminating or destructive properties before making the Products available, the Seller cannot guarantee that any Product will be free from infection.

### 5. Force majeure

The Seller shall not be liable for any delay in performance directly or indirectly caused by or resulting from acts of nature, fire, flood, accident, riot, war, government intervention, embargoes, strikes, labor difficulties, equipment failure, late deliveries by suppliers or other difficulties which are beyond the control, and not the fault of the Seller.





## **Terms and Conditions of Sales**

### 6. Protection of the Seller's IPR

6.1 All the IPR attached to the Products are and remain the property of the Seller and are protected under French and international copyright law and conventions.

6.2 The Buyer agreed not to disclose, copy, reproduce, redistribute, resell or publish the Product, or any part of it to any other party other than employees of its company. The Buyer shall have the right to use the Products solely for its own internal information purposes. In particular, the Buyer shall therefore not use the Product for purposes such as:

- Information storage and retrieval systems;
- Recordings and re-transmittals over any network (including any local area network);
- use in any timesharing, service bureau, bulletin board or similar arrangement or public display;
- Posting any Product to any other online service (including bulletin boards or the Internet);
- Licensing, leasing, selling, offering for sale or assigning the Product.

6.3 The Buyer shall be solely responsible towards the Seller of all infringements of this obligation, whether this infringement comes from its employees or any person to whom the Buyer has sent the Products and shall personally take care of any related proceedings, and the Buyer shall bear related financial consequences in their entirety.

6.4 The Buyer shall define within its company point of contact for the needs of the contract. This person will be the recipient of each new report in PDF format. This person shall also be responsible for respect of the copyrights and will guaranty that the Products are not disseminated out of the company.

### 7. Termination

7.1 If the Buyer cancels the order in whole or in part or postpones the date of mailing, the Buyer shall indemnify the Seller for the entire costs that have been incurred as at the date of notification by the Buyer of such delay or cancellation. This may also apply for any other direct or indirect consequential loss that may be borne by the Seller, following this decision.

7.2 In the event of breach by one Party under these conditions or the order, the non-breaching Party may send a notification to the other by recorded delivery letter upon which, after a period of thirty (30) days without solving the problem, the non-breaching Party shall be entitled to terminate all the pending orders, without being liable for any compensation.

### 8. Miscellaneous

All the provisions of these Terms and Conditions are for the benefit of the Seller itself, but also for its licensors, employees and agents. Each of them is entitled to assert and enforce those provisions against the Buyer.

Any notices under these Terms and Conditions shall be given in writing. They shall be effective upon receipt by the other Party.

The Seller may, from time to time, update these Terms and Conditions and the Buyer, is deemed to have accepted the latest version of these terms and conditions, provided they have been communicated to him in due time.

### 9. Governing law and jurisdiction

9.1 Any dispute arising out or linked to these Terms and Conditions or to any contract (orders) entered into in application of these Terms and Conditions shall be settled by the French Commercial Courts of Grasse, which shall have exclusive jurisdiction upon such issues.

9.2 French law shall govern the relation between the Buyer and the Seller, in accordance with these Terms and Conditions.

