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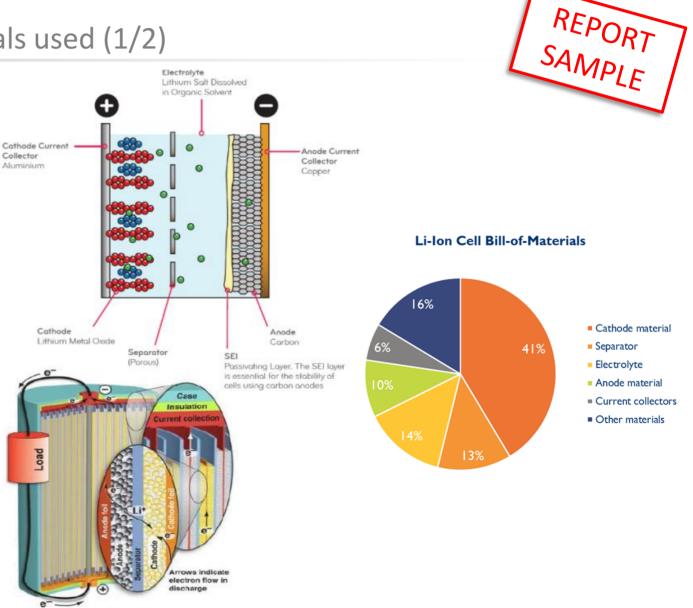
Ranking of patent assignees IP dynamics of patent assignees **IP** leadership Prior art strength index IP blocking potential Most cited patents Patents split by type of NMC materials Time evolution of types of materials Main patent assignees vs type of materials Market vs IP position of patent assignees

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INTRODUCTION TO LI-ION BATTERY Li-ion Battery Cell Components and Materials used (1/2)

- A "battery" is an electrochemical source of electricity, which stores energy in a chemically bound form until converting it directly into electric power
- Battery cells typically consist of a container, electrodes (anode, cathode), separator material, electrolyte, and conductive current collectors
 - The container is the metal can, plastic case, or foil pouch housing of the cell
 - The anode (negative electrode) is where the cell's oxidation reaction takes place, generating electrons to the external circuit
 - The cathode (positive electrode) is where the cell's reduction reaction takes place, consuming electrons from the external circuit
 - The separator is a physical barrier which electrically insulates the anode from the cathode. It prevents electrical internal short-circuits but allows anions and cations to freely pass through it.
 - The electrolyte is the medium providing the ionic conduction inside the battery
 - The conductive current collectors are typically the carrier metal substrates holding the anode/cathode active ingredients. In lithiumion batteries these are copper foil for the anode and aluminum foil for the cathode.
- Lithium-ion batteries include a variety of chemistries with different properties and performance characteristics



Cylindrical spirally wound Li-ion cell

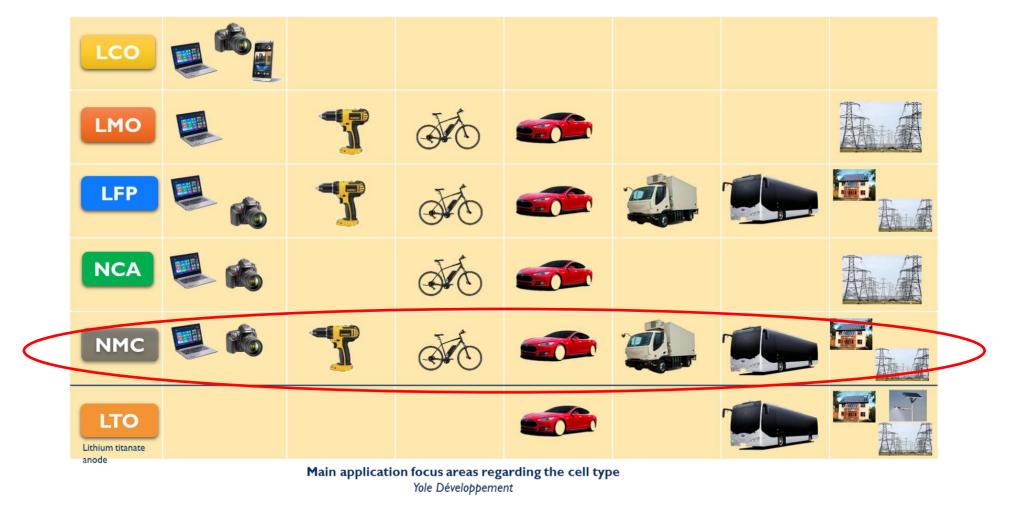
Source: Yole Développement, Beyond Li-ion battery (Report 2016)

INTRODUCTION TO LI-ION BATTERY

Li-ion Battery Type by Applications

REPORT SAMPLE

NMC materials can be used in a wide range of applications.



Source: Yole Développement, Status of Rechargeable Li-ion Battery Industry (Report 2017)

SCOPE AND OBJECTIVES OF THE REPORT Scope of the Report

- This report provides a detailed picture of the patent landscape for Lithium Nickel-Manganese-Cobalt Oxide (NMC) batteries.
- This report covers patents published worldwide up to March 2017.
- We have selected and analyzed more than **8,860 patents and patent applications** (3,335+ patent families) relevant to the scope of this report.

Included in the report

Not included in the report

- Patents related to Lithium batteries AND related to material manufacturing, electrode manufacturing or batteries comprising NMC as cathode material AND focused on NMC or referring to NMC among a list of materials in the claims (except Li-S and Li-Air batteries).
- Patents related to **NMC** materials refer to:

- Patents related to Lithium Nickel-Manganese-Cobalt Oxide (i.e. NMC, Li_wNi_xMn_yCo₂O₂) and modified NMC materials (i.e. Li_wNi_xMn_yCo₂O(_{2-a})-X_a, Li_wNi_xMn_yCo₂Me_aO₂)
- Patents claiming the use or manufacturing method of Li_wNi_xMn_yMe_zO₂ materials (Me can be one or several metals selected among Ni, Co, Mn ...)
- Patents claiming the use or manufacturing method of LiMeO₂ (Me can be one or several metals selected among Ni, Co, Mn ...) and describing the use or manufacturing method for NMC in the examples

- Patents related to other materials comprising Nickel-Manganese-Cobalt (e.g. Li_wNi_xMn_yCo_zMe_aO₄, Li_wNi_xMn_yCo_zMe_aPO₄, Li_wNi_xMn_yCo_zMe_aSO₄...)
- Patents which do not mention the use or the manufacturing method of NMC in the claims
- Patents related to NMC for other applications than Lithium Batteries
- Patents related to systems integrating a NMC battery
- Patents related to a method to control the charge rate of NMC battery.







OBJECTIVES OF THE PRESENT PATENT LANDSCAPE

- ✓ Understand the IP landscape of NMC Lithium-ion batteries.
- ✓ Identify the major IP players in NMC for Lithium-ion batteries and the relative strength of their patent portfolio related to precursor, material, electrode and battery manufacturing.
- ✓ Identify the newcomers in NMC Lithium-ion batteries (precursor, material, electrode, battery manufacturing).
- ✓ Identify the IP collaboration networks between key players.
- ✓ Identify the key NMC related patents related to precursor, material, electrode and battery manufacturing.
- ✓ Understand the IP trends related to NMC Lithium-ion batteries and future technological choices.
- \checkmark Identify and understand the main patent litigations.
- ✓ Compare the position of the companies both in the market and the IP landscape.

MAIN PATENT ASSIGNEES MENTIONED IN THIS REPORT



INDUSTRIALS

 3M, A123 Systems, AGC Seimi Chemical, Amogreentech, Amperex Technology, Asahi Glass, Automotive Energy Supply, Bak International, BASF, BMW, Boston Power, Brunp Recycling Technology, BYD, Chery Automobile, China FAW Automobile, Citic Dameng Holding, Daikin Industries, Denki Kogyo/Denka, Denso, Donguan Kaixin Battery Material, Du Pont De Nemours, Easpring Material Technology, Ecopro, Enerceramic, Envia, Fujifilm, General Motors, GS Yuasa, Hitachi Chemical, Hitachi Maxell, Hitachi Metals, Hitachi Vehicle Energy, Honda Motor, Huawei
 Technologies, Jinhe New Materials, Johnson Controls Technology, JX Nippon Mining Metals, Kokam, L&F, Leneng Battery, Leyden Energy, LG Chem, Li-Tec Battery, Medtronic, Mitsubishi Chemical, Mitsubishi Materials, Mitsui Mining & Smelting, Murata Manufacturing, Nano One Materials, Nec, Ningxia Orient Tantalum Industry, Nippon Chemical Industrial, Nippon Shokubai, Nissan Motor, Panasonic, Posco, PPG Industries, Renault, Reshine New Material, Robert Bosch, SAFT, Samsung
 Electronics, Samsung SDI, Sanyo Electric, Seeo, SEL, SK Innovation, Solvay, Sony, Sumitomo Chemical, Sumitomo Metal Mining, Tanaka Chemical, Techelios, Toda Kogyo, Toray Industries, Toshiba, Toyota Industries, Toyota Motor, Umicore, Wanxiang ...

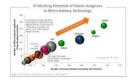
R&D LABORATORIES

CEA, Central South University, CNRS, Fujian Normal University, Harbin Institute of Technology, KETI, KERI, Osaka City University, RIST, UNIST, University of Chicago, University of Jiangnan, UT Battelle ...



RELATED REPORTS

You may also be interested in our previous reports:



Microbattery Patent Landscape (September 2016) (<u>link</u>)





You may also be interested in those market analysis reports of our partner Yole Développement:

• Status of Rechargeable Li-ion Battery Industry (July 2017) (link)

Invertor market evolution by power range - In USBI place down federally free of both federality range and both federality free set.







METHODOLOGY Patent Search, Patent Selection, Patent Analysis (1/2)

- The data were extracted from the FamPat worldwide database (Questel-ORBIT) which provides 90+ million patent documents no 95 offices.
- The search for patents was performed in **March 2017** hence patents published after this date will not be available in this report.
- The patents were grouped by **patent family**. A patent family is a set of patents filed in multiple countries to protect a single invention by a common inventor(s). A first application is made in one country the priority country and is then extended to other countries.
- The selection of the patents has been done both automatically and manually (all details in next slides).

More than 3,335 patent families related to NMC Lithium-ion batteries have been selected for the study

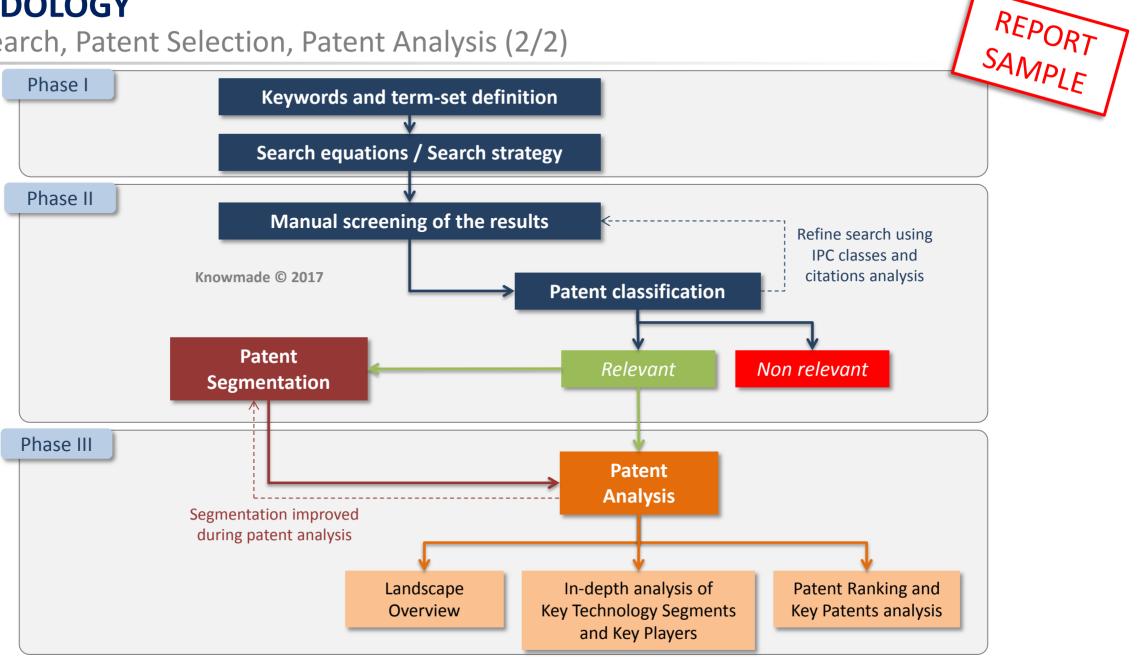
- The statistical analysis was performed with **Orbit IP Business Intelligence** web based patent analysis software from Questel.
- The patents were **manually categorized in technical segments** using keyword analysis of patent title, abstract and claims, in conjunction with expert review of the subject-matter of inventions (all details in next slides).
- For legal status of European (EP) and PCT (WO) patent applications, EPO Register Plus has been used. For legal status of US patents, USPTO PAIR has been used. For legal status of other patents, information have been gotten from their respective national registers.



ΚΕΡΌRΤ ςΔηλοιε

METHODOLOGY

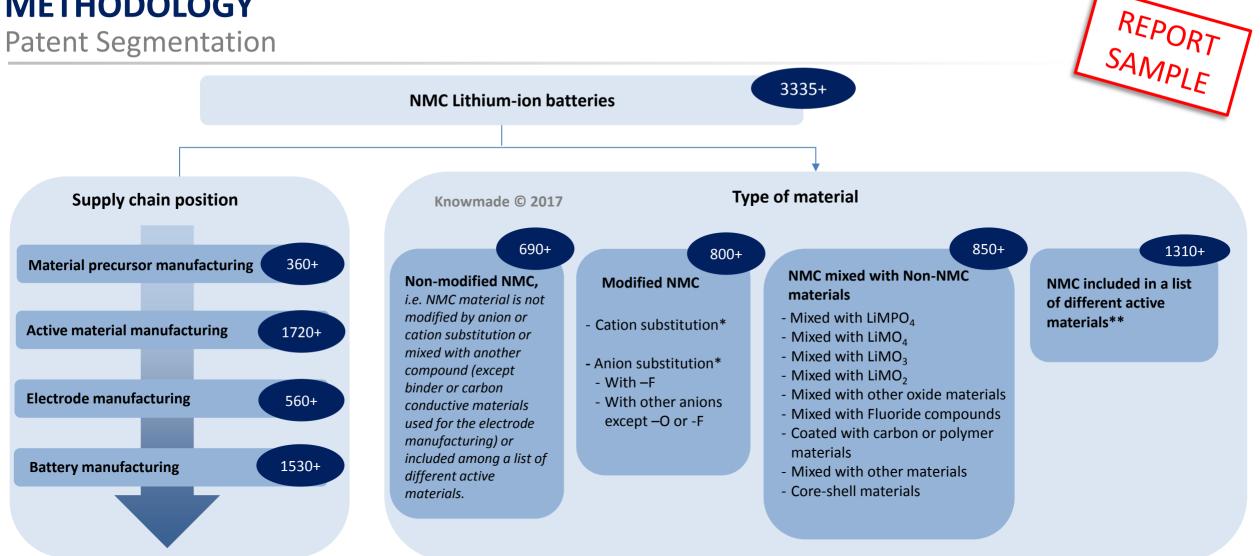
Patent Search, Patent Selection, Patent Analysis (2/2)





METHODOLOGY

Patent Segmentation



The numbers represent the number of patent families in the corresponding segment. A patent family can belong to several technical segments.

* "Substitution" shall be understand as partial replacement of the considered element, i.e. Co, Ni or Mn for cation substitution and O for anion substitution.

** By "NMC included in a list of different active materials", we intended patents not focused on NMC material but which claim for example : "cathode material which includes NMC, LiMPO₄, LiCoO₂, or LiMn₂O₄..." or LiMeO₂ or LiNiCoMeO₂

Time Evolution of Patent Publications



NMC Lithium-ion battery IP Dynamics

3.330+ patent families comprising 8.980+ patents published over the last past 20 years

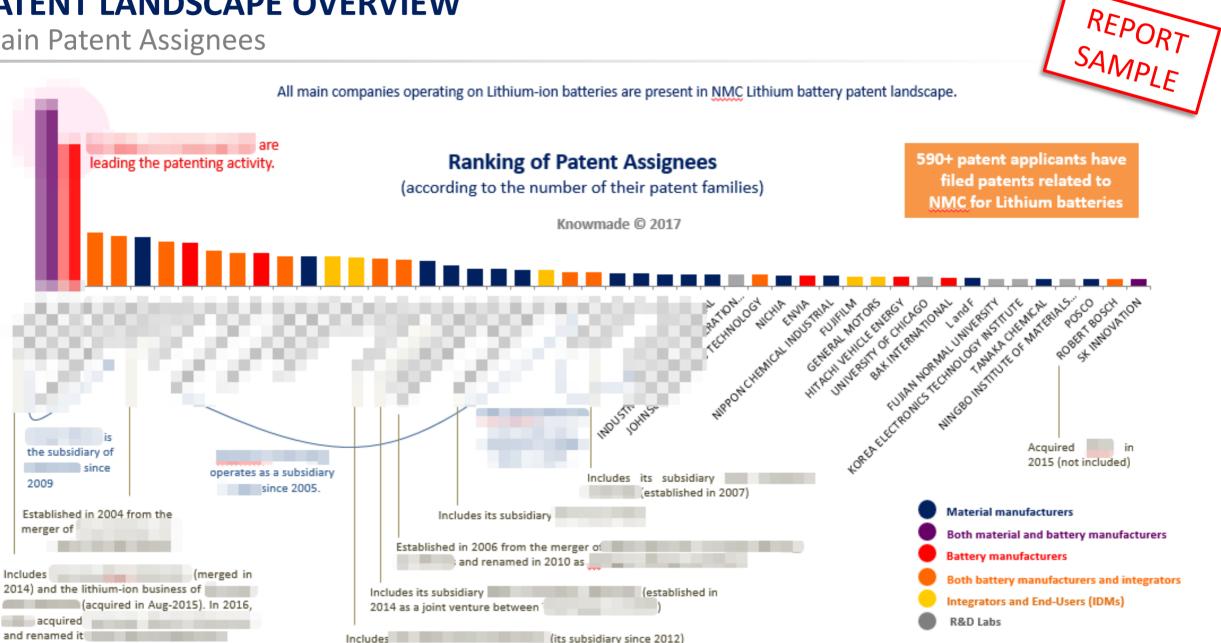
Increase of patent filings worldwide



NMC Lithium-ion Batteries – Patent Landscape Analysis | July 2017 | Ref. : KM17008 12 © 2017 All rights reserved | www.knowmade.com

PATENT LANDSCAPE OVERVIEW

Main Patent Assignees



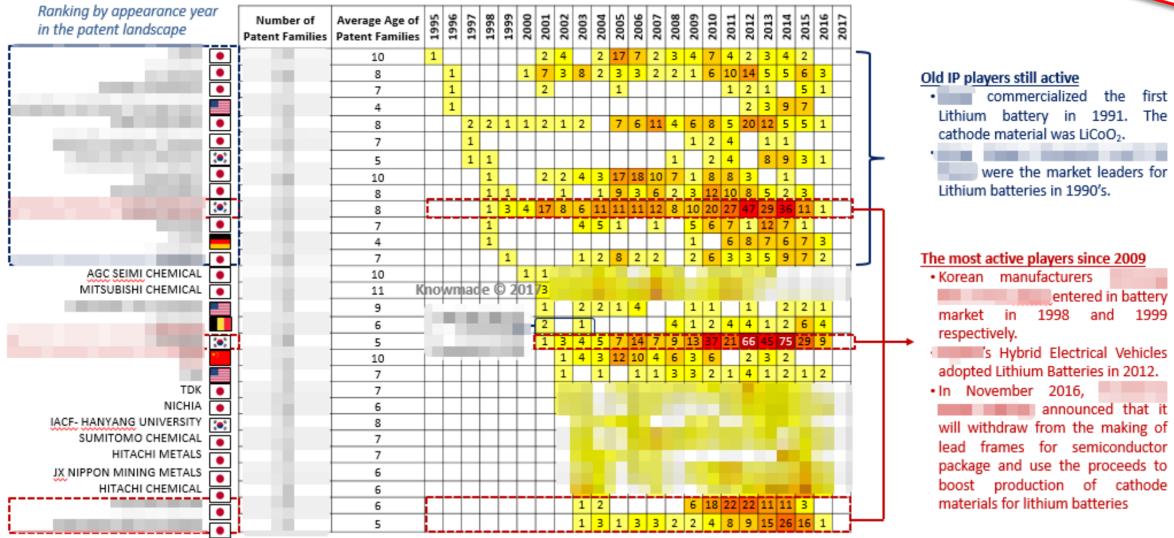
PATENT LANDSCAPE OVERVIEW Time Evolution of Main Patent Assignees (1/2)

For each year, the numbers represent the numbers of patent families.

<u>Note</u>: Due to the delay between the publications by patent offices, usua corresponding to the year 2015, 2016 a since most patents filed during these years

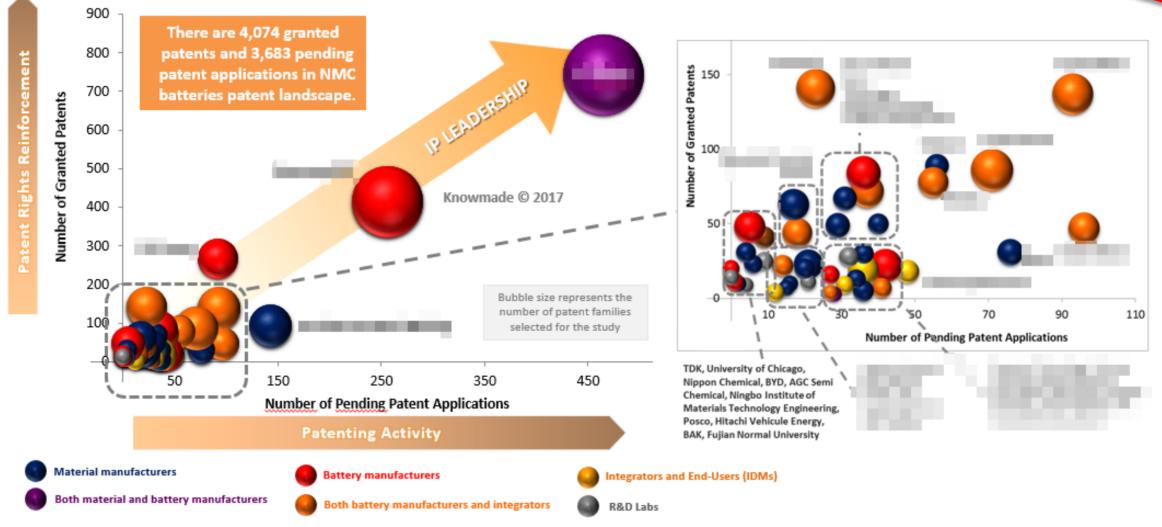


Earliest year of application for each patent family



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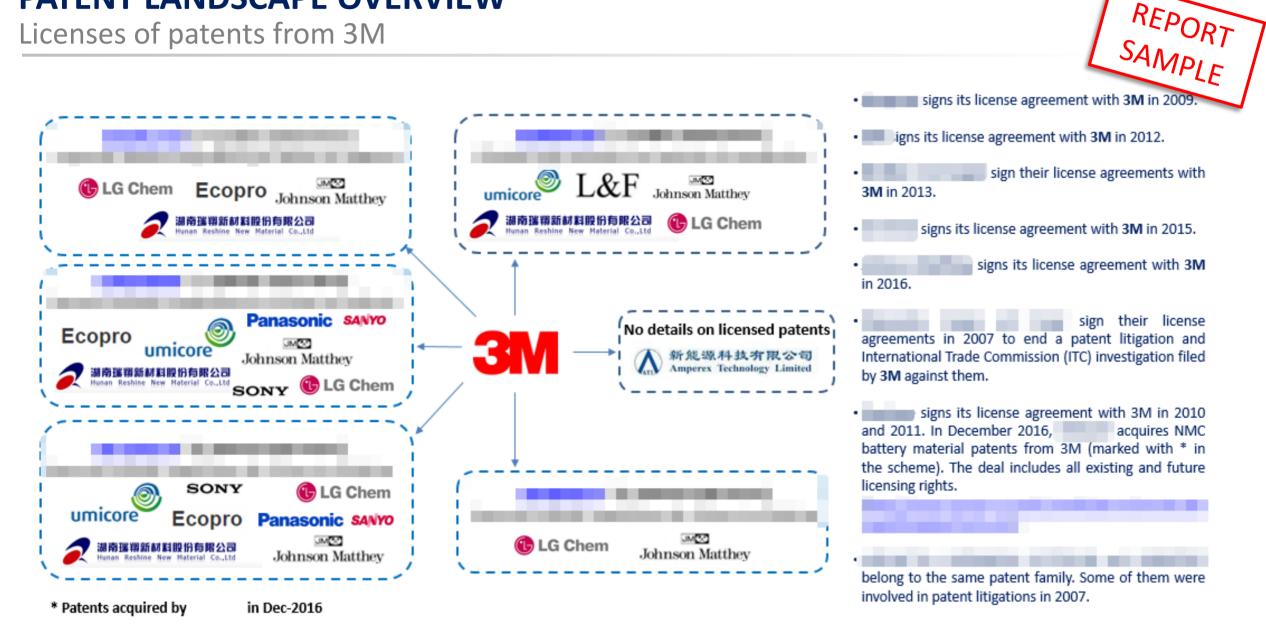
PATENT LANDSCAPE OVERVIEW IP Leadership of Main Patent Assignees (1/2)



REPORT SAMPLE

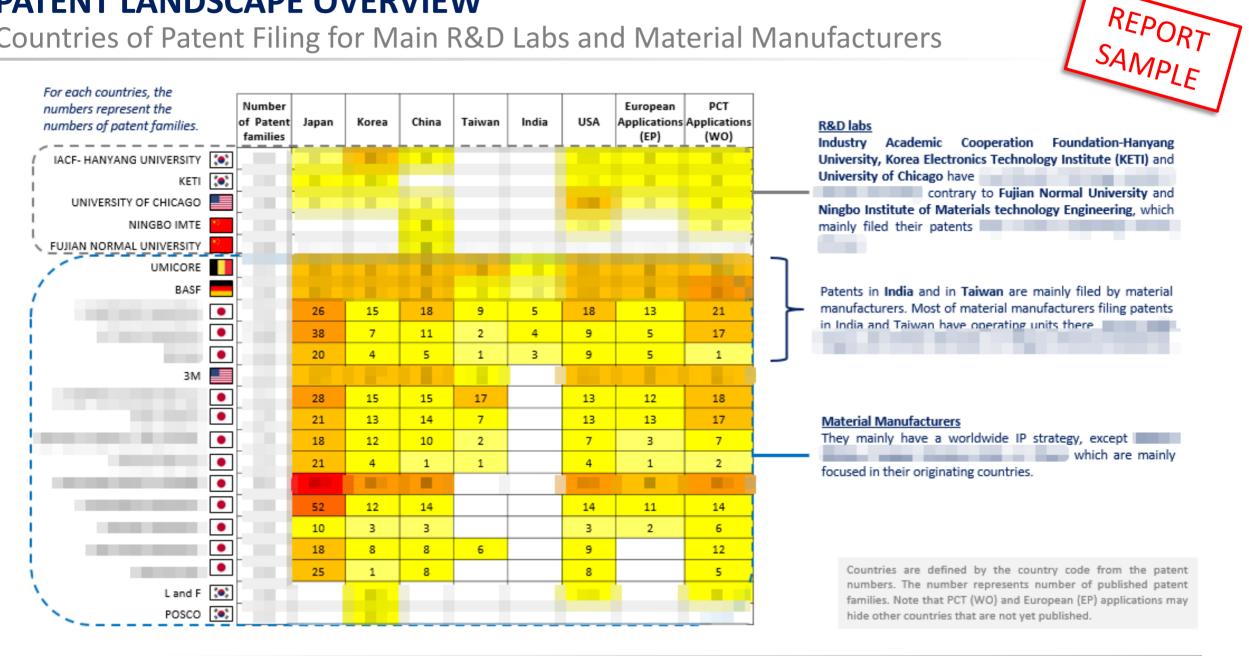
PATENT LANDSCAPE OVERVIEW

Licenses of patents from 3M



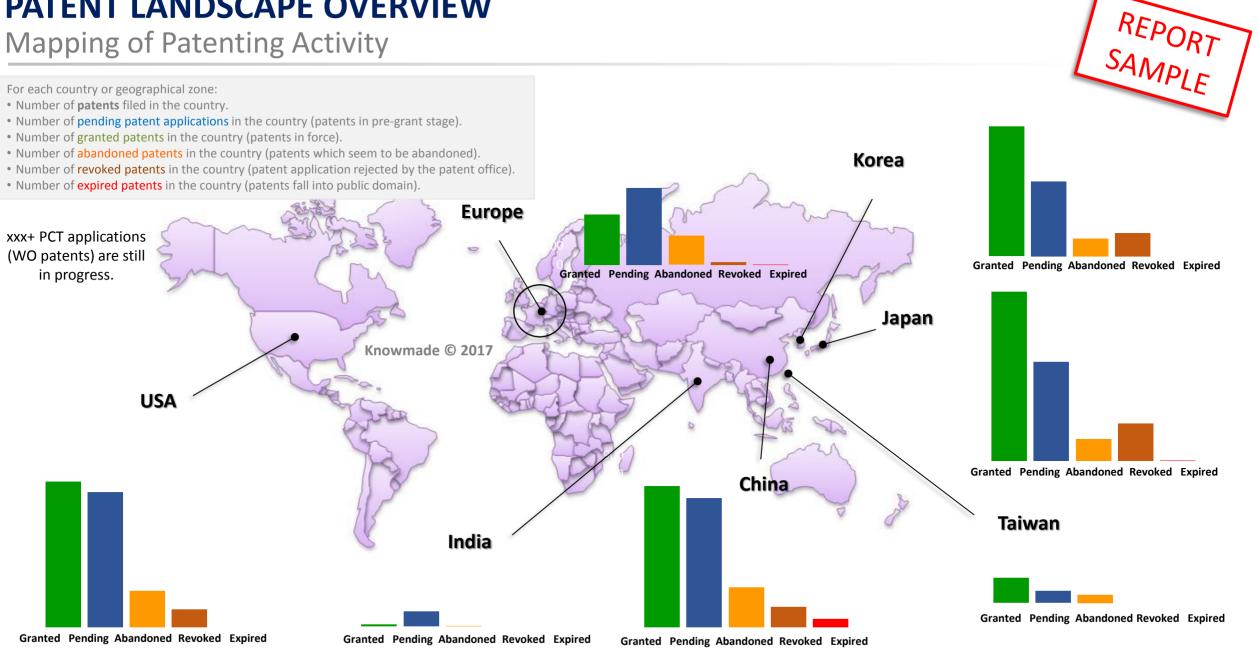
PATENT LANDSCAPE OVERVIEW

Countries of Patent Filing for Main R&D Labs and Material Manufacturers





PATENT LANDSCAPE OVERVIEW Mapping of Patenting Activity





PATENT LANDSCAPE OVERVIEW Mapping of Main Current Patent Holders



PATENT LANDSCAPE OVERVIEW Patenting Activity of Main Patent Assignees

	Number of		Numbe	r of pat	ent fam	ilies co	ntaining			Nu	umber o	of paten	t famili	es conta	ining		• Japanese ar
Patent Applicants	patent	gra	nted pat	ents in	the cor	respond	ling cou	ntry	pend	ling pat	ent app	lication	s in the	corresp	onding	country	manufacture
	families	USA	Europe	Japan	Korea	China	Taiwan	India	USA	Europe	Japan	Korea	China	Taiwan	India	PCT (WO)	worldwide.
		113	64	95	217	100	45	8	83		53	62	83	9	25	48	wondwide.
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		20	4	34	4	17			25		39	1	13	1		6	1
		21	2	61	22	26			25	7	25	7	13			5	number of
		10	4	48	12	12			23	1	42	16	25			20	patent appli
		36	1	42	22	31			13		19	1	2				1000
		16	12	51	3	20	2		14	2	19	15	10			3	applications i
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		8	5	18	3	8	3		8		6	10	7	2		1	applications,
		8	2	4	2	8	5		8		4	8	1	4		2	in this field.
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		6		11	1	8			2 14		5						• New IP play
		5	1			1			14				7			9	field have b
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		5	1	9	5	2			1			2		2			Europe,
		12	1	1	1	1			6								Korea,
The second		5			1	1				7			10			3	
					10				5			3				3	
					2	1			10		1	8	8				



Japanese and Korean material and be manufacturers hold most of granted patents worldwide.

have the highest number of granted patents and pending patent applications worldwide. Contrary to files numerous patent applications in India and Taiwan.

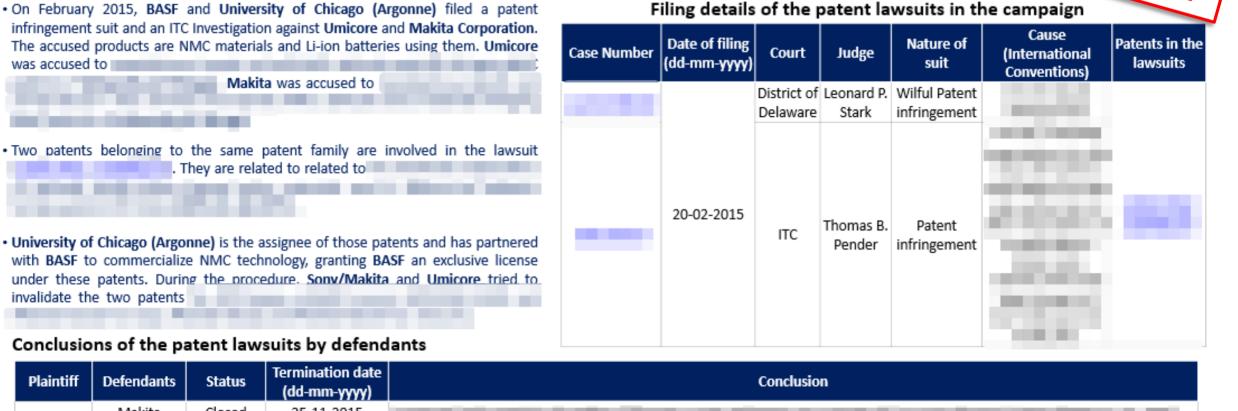
are the only European IP layers with a noticeable IP position. Both laye a worldwide IP strategy.

Chinese battery manufacturers mainly file patents in China. holds much more granted patents than pending patent applications, suggesting a decrease of its R&D activities related to NMC. holds numerous pending patent applications, suggesting recent developments in this field.

New IP players in NMC Lithium-ion Battery field have been identified among the main current patent applicants in *Europe*, in *USA*, *China* and *Korea*, in *India*, in *China*, in *China*, in *China*, ...).



US PATENT LITIGATIONS University of Chicago / BASF litigation campaign (1/5)



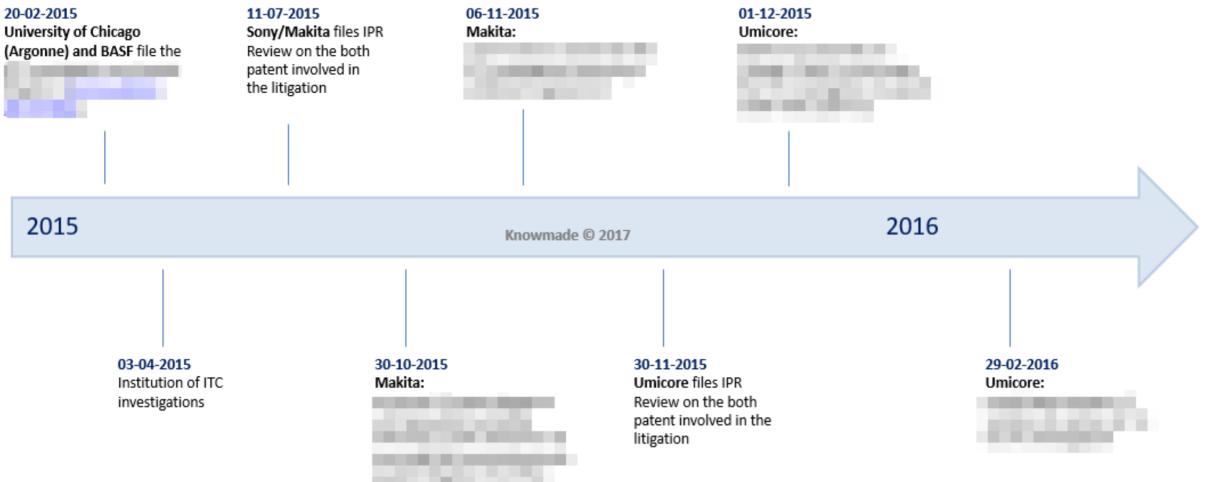
Plaintiff	Defendants	Status	(dd-mm-yyyy)	Conclusion
	Makita	Closed	25-11-2015	
University of Chicago (Argonne) BASF	Umicore	Closed	05-05-2017	

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, REPORT SAMPLE

US PATENT LITIGATIONS University of Chicago / BASF litigation campaign (3/5)

Chronology of main events during the patent lawsuits





REPORT | I SAMPLE



US PATENT LITIGATIONS University of Chicago / BASF litigation campaign (5/5)

Patents involved in the lawsuit and their legal status

Patent number	Application date (yyyy-mm-dd)		Expected expiration date* (yyyy-mm-dd)	Current Legal status
	2001-11-21	2004-01-20	2021-11-21	Granted
	2001-06-21	2004-01-13	2021-06-21	Granted

The two patents belong to the same patent family.

Title:

(C)KnowMade

Assignee: University of Chicago (Argonne)

Technology description

electrode for a n a general formu ions having an a here M' is one o one ion being M I the ratio of Li to
synthesizing a li ed above, in whic 35 atmospheres a
a negative electr sitive electrode l M'O3 as describe ty of cells as desc

Geographic coverage and legal status of patents in the patent family



The date below the patent number corresponds the patent application date.

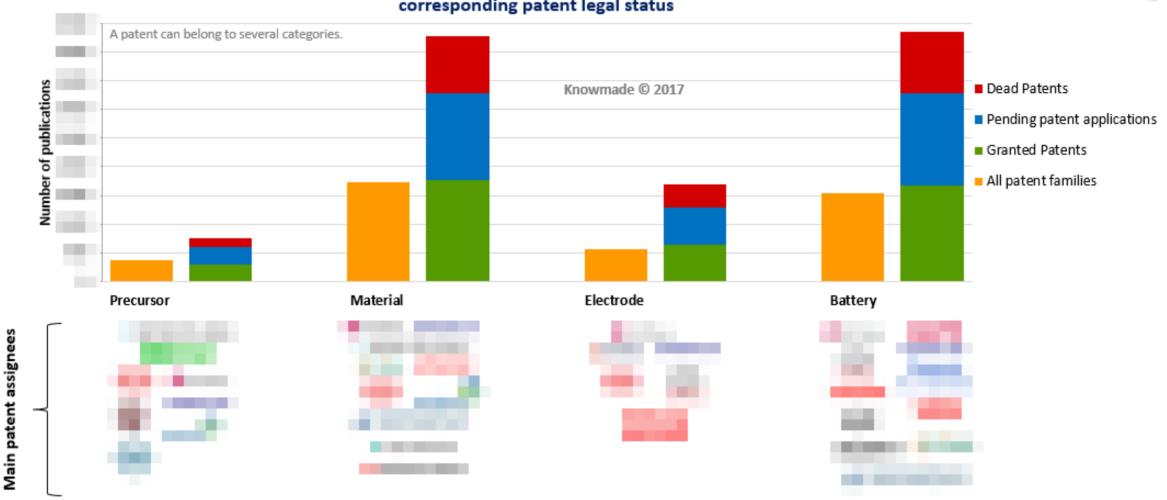
Patent legal status



23

SUPPLY CHAIN POSITION - OVERVIEW

Patents Split by Supply Chain Segments and their Legal Status



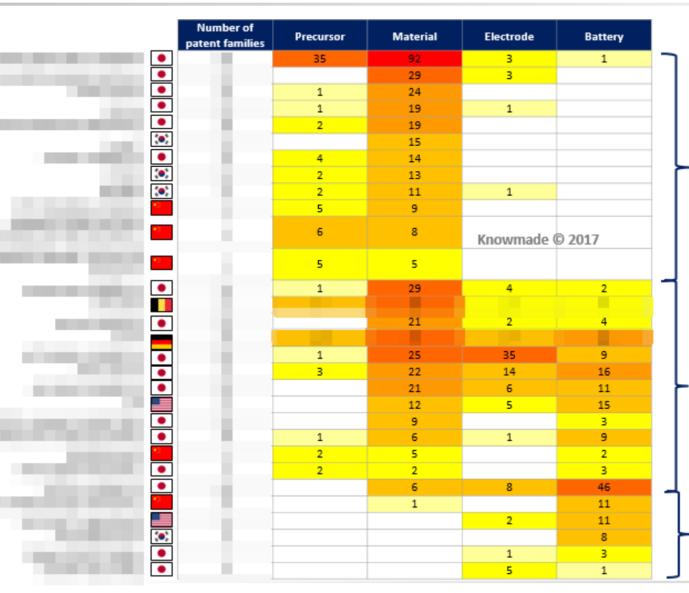
Number of patent publications for each segments and corresponding patent legal status



REPORT I SAMPLE

SUPPLY CHAIN POSITION - OVERVIEW

Main Material Manufacturers vs Supply Chain



REPORT SAMPLE

<u>Note</u>: The numbers represent the number of patent families A patent can belong to several categories.

Material manufacturers with only few patents related to NMC electrode manufacturing and NMC use in battery Patents mainly claim NMC material manufacturing methods.

Material manufacturers with patents related to NMC electrode and batteries using NMC electrode

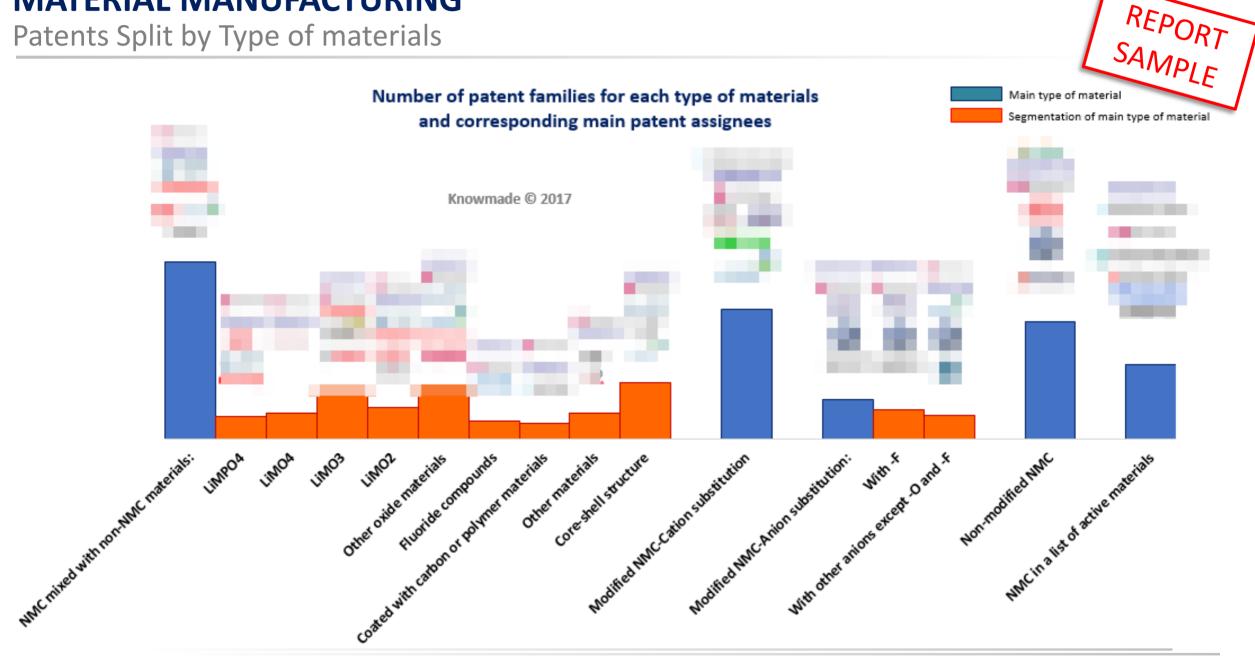
Electrode and battery manufacturing methods or compositions can be claimed in the same patent than material manufacturing methods.

Material manufacturers without patents related to NMC Material or Precursor Manufacturing

Some patents claim the manufacturing of another battery component materials (electrolyte, negative electrode, separator, binder ...) and its use in a battery comprising NMC as positive electrode material.

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MATERIAL MANUFACTURING Patents Split by Type of materials





MATERIAL MANUFACTURING

Main Material Manufacturers vs Type of Materials

Number	NON-	NMC in a		NMC MO	DIFIED BY							NMC MIX	ED			
of patent families	MODIFIED NMC		substitution	Anion 1 substitution	Anion substitution with F	Other anion substitution	with Non- NMC materials	with LiMPO4	with LiMO4	with LiMO3		with other oxide materials	with Fluoride compounds	coated with carbon or polymer	with other materials	Core-sh structu
•				_									_			
•	7	25	54	1		1	10			3		3		5		2
	7	16	5				3					2			1	
	7	16	5	1	1		3				1	2			1	
	i i				-											
•	9	8	5	_			4		1			1			2	
•	7	1	12	1		1	5	1		1	2	1	1			4
•	4		15	3	3		5			1		2	2		3	
•	4	5	7		Knowmad	e © 2017	8			3	3	3	1		1	6
•	1	5	14	10	10		1				1					
	1	2	11				7		1	2	1				3	1
•	7	1	7	3	2	1	6	1			2	2			2	1
:	-	5	1	1		1	10				2	4	3		6	8
	8	2	4				1				1					
	1	2	5	3	3	3	5			1	1	1				3

BASF mainly files patents on

Sumitomo Metal Mining mainly files patents

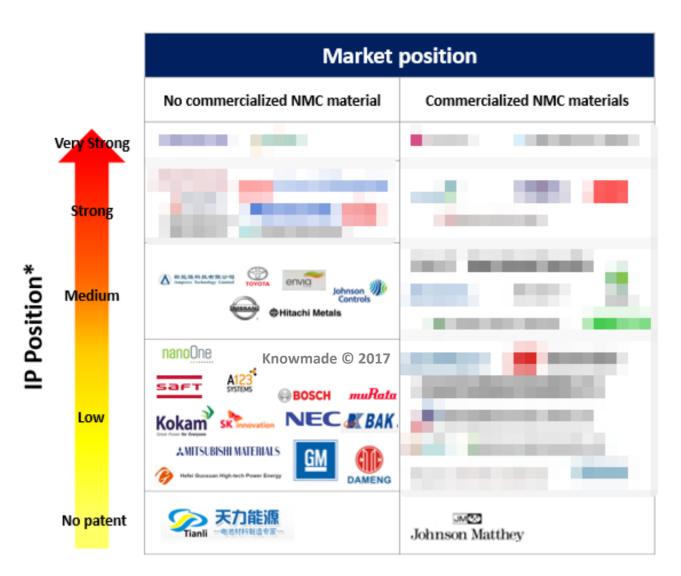
JX Nippon Mining and Metals, Sumitomo Chemical and Mitsubishi Chemical mainly file patents on



REPORT SAMPLE

* IP position of each companies has been leadership, Prior Art Strength Index and their patent portfolio in each supply chain





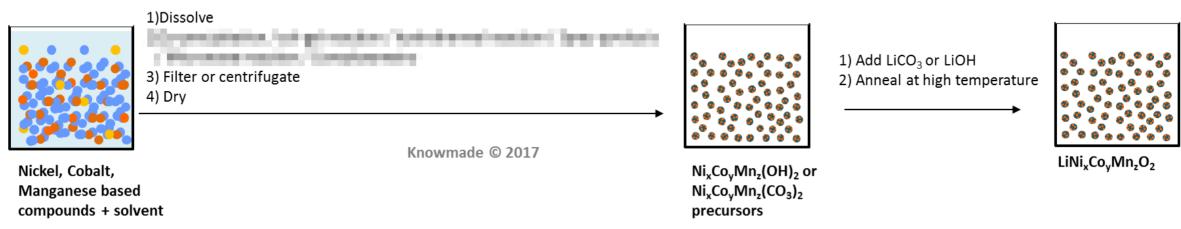
- Patents on NMC material manufacturing are filed by battery and material manufacturers. Battery manufacturers doesn't commercialize material but often have an R&D department dedicated to battery material manufacturing and evaluation.
- Chinese material manufacturers have a seems to be the only Chinese material manufacturer to have a license on NMC material manufacturing (from **3M**'s NMC patent portfolio).

hold license agreements on NMC patents of **University of Chicago**. **University of Chicago** has a strong IP position in NMC material manufacturing patent landscape. reaches a stronger IP position thanks to these license agreements.

- Material manufacturers mainly commercialize non-modified NMC, except who also commercialize core-shell and gradient NMC, who also commercialize double-phase NMC materials (xLiMO₂.(1-x)Li₂M'O₃).
- commercializes NMC materials developed at University of Chicago.

MATERIAL MANUFACTURING Overview of main synthesis methods of NMC

General synthesis methods



NMC modifications

- NMC cation substitution is done during the first or the second reaction step. A salt of the substitution cation is added to the reaction mixture or NMC precursor.
- NMC anion substitution is mainly done during the second reaction step. A salt of the substitution anion is added to NMC precursor at the same time that the Lithium salt.
- Core-shell materials are mainly obtained by synthesizing first the core material and then coating or synthesizing the shell materials over the core material.



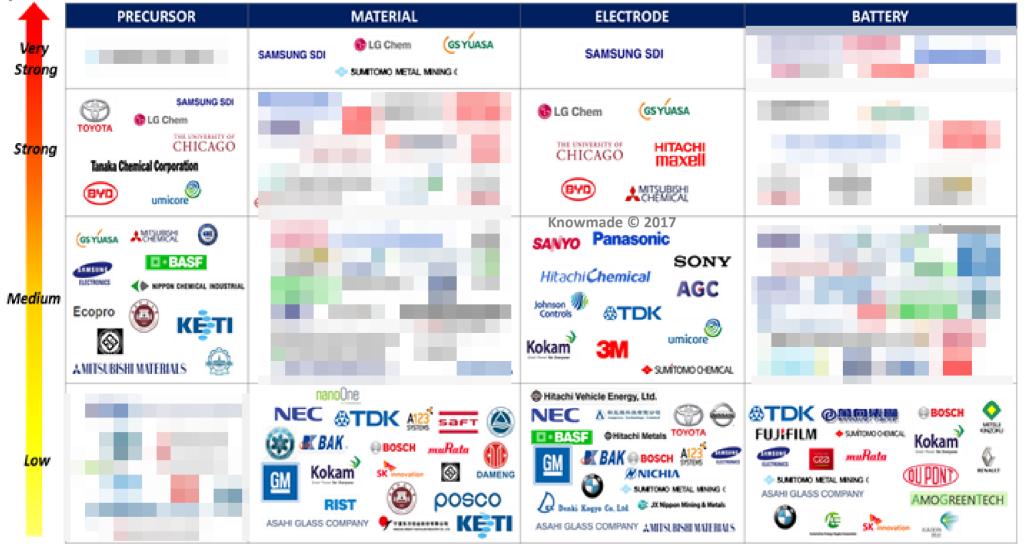


SUPPLY CHAIN POSITION - OVERVIEW

IP position of key patent assignees in the supply chain

* IP position of each companies has been evaluated from the IP leadership, Prior Art Strength Index and IP Blocking Potential of their patent portfolio in each supply chain segments.

IP position





Excel Database

with all patents analyzed in the report with technology segmentation





This database allows multi-criteria searches and includes patent publication number, hyperlinks to the original documents, priority date, title, abstract, patent assignees, technological segments and legal status for each member of the patent family.

NMC Lithium Battery: Patent Landscape Analysis 2017

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											Production Chain Position										Type of materials						
^r a nily Nun ber (FanPat Database)	Pa Nu	ntion ie ma-	Original Document (PDF)	Ар	cation ate y-mm- d)	Earliest Priority Date of the Patent Family	Expiration Date (9999 mm-dd)	Action Taken	Current Legal Status	Current Patent Assignee(s		Abstract	Clains	Precursor Manufacturing	Material Manufacturing	Electrode Manufacturing	Battery using NMC	Only Non- modified NMC	NMC included in a list of different active materials	Modified NMC	Modified NMC- Cation substituti on	NMC- Asios	NMC- Asios		NMC mixed with Non- NMC materials	NMC mixed with LiMPO 4	NMC mized
622018	<u>US2</u>	2-23	Open	US15/	-11-03	5-30	-11-26	LEGAL	PENDING		Paritive	Provided are a	claimedir:		×					x	×						
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575850	<u>W02</u>	3-09	Onen	WOFR	-08-24	9-02	03-02	LEGAL	PENDING		Method	The invention	Proceeded				x		×								
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563723	KB2	3-07	Onen	KR20	-08-25	\$-25	08-25	LEGAL	PENDING		Compar	Boing	stratiform		×										×		
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563588	<u>W02</u>	3-09	Onen	WOUS	-09-02	3-01	03-01	LEGAL	PENDING		Dry	Adry	Whatir			×			x								
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553259	JP2(2-23		JP201	-08-21	>-21	08-21	LEGAL	PENDING		Lithium	PROBLEMTO	paritivo				x		×								
550307	EB30	2-24	Osen	FR165	-01-27	1-27	01-27	LEGAL	PENDING	100	ELECTR	The invention	uith lithium				x		x		I/ in			2017			
544425	<u>US2</u>	3-02	Onen	US14/	-08-24	3-24	08-24	LEGAL	PENDING		Rechard	Aprocess for	1.Aprocess				x		x		KN	owma	de © :	2017			
544425	<u>W02</u>	3-02		WOUS	-06-22	>-24	02-24	LEGAL	PENDING				1.Aprocerr				x		x								
509804	CNIC	2-22	Onen	CN20	-11-07	-07	-11-07	LEGAL	PENDING		Nickel-	The prezent	cabalt		x			×									
505398	CNIC	2-22	Qeen	CN20	-11-04	-04	-11-04	LEGAL	PENDING		Silicon	The prezent	valtago				x		x								
501916	CNIC	2-22	Open	CN20	-09-07	3-07	09-07	LEGAL	PENDING		H Mothed	The prezent	storage				x		x								
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469657	JP2C	2-16	Onen	JP201	-08-10	≥-10	08-10	LEGAL	PENDING		Nonaqu	PROBLEMTO	system				x			x	x						
469595	JP20	2-16	Open	JP201	-08-06	3-06	08-06	LEGAL	PENDING		Product	PROBLEMTO	chemical				x			x	x						
505398	CNIC	2-22	<u>Osen</u>	CN20	-11-04	-04	-11-04	LEGAL	PENDING		Silicon	The prezent	valtago				x		x								
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469670	<u>W02</u>	2-16	Open	WOJP	-06-27	}-12	02-12	LEGAL	PENDING					r			x		x								
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469595	JP20	2-16	Open	JP201	-08-06	8-06	08-06	LEGAL	PENDING	TOYOTA MOTOR	Product	PROBLEMTO	chamical														



ORDER FORM

NMC Lithium-ion batteries: Patent Landscape Analysis (July 2017)

Ref.: KM17008

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	Paypal	
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VAT ID Number for EU members:		
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KnowMade

Terms and Conditions of Sales

DEEINITIONS

"Accentance": Action by which the Buver accepts the terms and conditions of sale in their entirety. It is produce sufficient evidence of such defects. done by signing the purchase order which mentions "I hereby accept Knowmade's Terms and Conditions of 2.6 No return of Products shall be accepted without prior information to the Seller, even in case of delayed Sale"

"Buver": Any business user (i.e. any person acting in the course of its business activities, for its business under article 2.5 shall remain at the Buver's risk needs) entering into the following general conditions to the exclusion of consumers acting in their personal intoracte

"Contracting Parties" or "Parties": The Seller on the one hand and the Buyer on the other hand

natents. trademarks. registered models. designs. copyrights, inventions, commercial secrets and know-how, time to time. The effective price is deemed to be the one applicable at the time of the order. technical information. company or trading names and any other intellectual property rights or similar in any 3.2 Payments due by the Buyer shall be sent by cheque payable to Knowmade, PayPal or by electronic nart of the world. notwithstanding the fact that they have been registered or not and including any pending transfer to the following account: registration of one of the above mentioned rights.

"License": For the reports and databases, 2 different licenses are proposed. The buyer has to choose one BIC or SWIFT code: CCREERPPACE license:

1. One user license: a single individual at the company can use the report.

2. Multi user license: the report can be used by unlimited users within the company. Subsidiaries are not case, the need of down payments will be mentioned on the order. included

"Products": Reports are established in PowerPoint and delivered on a PDE format and the database may include Excel files.

"Seller": Based in Sophia Antipolis (France headquarters). Knowmade is a technology intelligence company specialized in the research and analysis of scientific and technical information. We provide patent are delivered only after reception of the payment. landscapes and scientific state of the art with high added value to businesses and research laboratories. Our 3.4 in the event of termination of the contract, or of misconduct, during the contract, the Seller will have intelligence digests play a key role to define your innovation and development strategy.

1. SCOPE

1.1 The Contracting Parties undertake to observe the following general conditions when agreed by the 4.1 The Buver or any other individual or legal person acting on its behalf, being a business user buying the consequences in their entirety. BUVER and the Seller ANY ADDITIONAL DIFFERENT OR CONFLICTING TERMS AND CONDITIONS IN ANY BF WHOLLY INAPPLICABLE TO ANY SALE MADE HEREUNDER AND SHALL NOT BE BINDING IN ANY WAY ON acts it deduces thereof. THE SELLER

1.2 This agreement becomes valid and enforceable between the Contracting Parties after clear and non- arising from a material breach of this agreement equivocal consent by any duly authorized person representing the Buyer. For these purposes, the Buyer 4.3 In no event shall the Seller be liable for: Knowmade's Terms and Conditions of Sale". This results in acceptance by the Buyer.

1.3 Orders are deemed to be accepted only upon written acceptance and confirmation by the Seller, within 17 days] from the date of order, to be sent either by email or to the Buyer's address. In the absence of any on the website, or in the Products: 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 progress

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

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.

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 first down payment to the exclusion of any further damages.

sent in writing to the Seller within 8 days of receipt of the Products. For this purpose, the Buyer agrees to saleability and fitness for a particular purpose, with respect to the Products. Although the Seller shall take

delivery. Any Product returned to the Seller without providing prior information to the Seller as required guarantee that any Product will be free from infection

3. PRICE, INVOICING AND PAYMENT

"Intellectual Property Rights" ("IPR") means any rights held by the Seller in its Products, including any annual subscriptions. They are expressed to be inclusive of all taxes. The prices may be reevaluated from

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3.3 Payment is due by the Buyer to the Seller within 30 days from invoice date, except in the case of a narticular written agreement. If the Buyer fails to nay 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...)

the right to invoice at the stage in progress, and to take legal action for damages

4. LIABILITIES

Products for its business activities, shall be solely responsible for choosing the Products and for the use and

4.2 The Seller shall only be liable for (i) direct and (ii) foreseeable pecuniary loss, caused by the Products or

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 may be borne by the Seller, following this decision.

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.

the liability of the Seller, provided that the Seller ensures the substituted Product is similar to the Product Buyer. initially ordered

The Seller shall by no means be responsible for any delay in respect of article 2.2 above, and including in 4.6 In the case where. after inspection, it is acknowledged that the Products contain defects, the Seller by the other Party. cases where a new event or access to new contradictory information would require for the analyst extra undertakes to replace the defective products as far as the supplies allow and without indemnities or The Seller may, from time to time, update these Terms and Conditions and the Buyer, is deemed to have compensation of any kind for labor costs, delays, loss caused or any other reason. The replacement is accepted the latest version of these terms and conditions, provided they have been communicated to him guaranteed for a maximum of two months starting from the delivery date. Any replacement is excluded for in due time. any event as set out in article 5 below.

2.4 The mailing is operated through electronic means either by email via the sales department. If the 4.7 The deadlines that the Seller is asked to state for the mailing of the Products are given for information 9. GOVERNING LAW AND JURISDICTION Product's electronic delivery format is defective, the Seller undertakes to replace it at no charge to the only and are not guaranteed. If such deadlines are not met, it shall not lead to any damages or cancellation 9.1 Any dispute arising out or linked to these Terms and Conditions or to any contract (orders) entered into of the orders, except for non-acceptable delays exceeding [4] months from the stated deadline, without in application of these Terms and Conditions shall be settled by the French Commercial Courts of Grasse, information from the Seller. In such case only, the Buyer shall be entitled to ask for a reimbursement of its which shall have exclusive jurisdiction upon such issues.

Products and their conformity to the order. Any claim for apparent defects or for non-conformity shall be 4.8 The Seller does not make any warranties, express or implied, including, without limitation, those of and Conditions.

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

5 FORCE MAIFURE

The Seller shall not be liable for any delay in performance directly or indirectly caused by or resulting from 3.1 Prices are given in the orders corresponding to each Product sold on a unit basis or corresponding to 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

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 convright law and conventions

6.2 The Buyer agreed not to disclose, copy, reproduce, redistribute, resell or publish the Product, or any To ensure the payments the Seller reserves the right to request down payments from the Buyer. In this 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

6.4 The Buyer shall define within its company point of contact for the needs of the contract. This person will OTHER DOCUMENTS ISSUED BY THE BUYER AT ANY TIME ARE HEREBY OBJECTED TO BY THE SELLER, SHALL interpretations he makes of the documents it purchases, of the results he obtains, and of the advice and 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 accepts these conditions of sales when signing the purchase order which mentions "I hereby accept a) damages of any kind, including without limitation, incidental or consequential damages (including, but 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

7.2 In the event of breach by one Party under these conditions or the order, the non-breaching Party may b) any claim attributable to errors, omissions or other inaccuracies in the Product or interpretations 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

4.5 All the Products that the Seller sells may, upon prior notice to the Buyer from time to time be modified. All the provisions of these Terms and Conditions are for the benefit of the Seller itself, but also for its use its best endeavours to inform the Buyer of an indicative release date and the evolution of the work in by or substituted with similar Products meeting the needs of the Buyer. This modification shall not lead to licensors, employees and agents. Each of them is entitled to assert and enforce those provisions against the

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

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







www.knowmade.com contact@knowmade.fr KnowMade S.A.R.L., 2405 route des Dolines, CS 10065, 06902 Sophia Antipolis, France

WHAT WE DO

(C)KnowMade

KNOWMADF OFFFRS YOU THE CAPABILITY TO

- **Understand** your competitive environment
- Follow technology trends
- Find out opportunities and threats
- Strategize your IP and R&D
- Monetize your technologies and know-how
- **Defend** your business

KNOWMADE OPERATES IN THE FOLLOWING SECTORS

Microelectronics | Compound Semiconductors | Power Electronics | RF & Microwave Devices | LED/OLED | Imaging & Display | MEMS Sensors & Actuators | Photonics | Battery | Manufacturing & Advanced Packaging | Micro & Nanotechnology | Biotechnology | Cellular & Molecular Biology | Microbiology | Dermatology | Pharmacology | Oncology | Immunology | Medical Devices & Medical Imaging | Agri-Food & environment





Make strategic decisions Sustain competitive advantages Speed R&D and enhance innovation process Align R&D and IP with key business objectives Strengthen IP portfolio and acquire technologies Anticipate risks and defend core businesses Explore new opportunities and monetize IP

INTELLIGENCE CYCLE

Tracking key technologies and competitors' R&D activities in order to anticipate changes, early detect business opportunities, mitigate risks, and make strategic decisions





KnowMade

CLIENT BENEFITS

your competitive environment from technology and patent perspective

- Identify risks & opportunities
- Understand technology & market from a patent perspective
- Discover new markets & technology direction
- Understand the competitive landscape
- Know where your competition is headed
- Identify your current and future competitors
- Understand your competitors' strategic direction and future product offerings
- Determine your competitors' strengths and weaknesses
- Identify strategic partnerships
- Identify untapped areas and opportunities to direct R&D and patenting activity

Strategize

- Speed your R&D and enhance your innovation process
- Sustain competitive advantages
- Protect your core technologies from competitors
- Anticipate the risks
- Assess your IP portfolio and competitive positions
- Realize the full value of your IP portfolio
- Explore new opportunities
- Strengthen your IP position
- Align your R&D and IP portfolio with key business objectives
- Leverage your IP portfolio to make strategic business decisions
- Identify new revenue opportunities
- Mitigate litigation risks

Build

an effective R&D and IP portfolio

- Strengthen your IP portfolio
- Acquire technologies and know-how
- Optimize your patent prosecution budget
- Improve your patent application process

Defend *your business*

- Protect key markets and products by leveraging your IP to address competitive threats
- Defend your position in licensing negotiations or patent litigation

Monetize

- Turn your IP portfolio into valuable asset
- Assert your patent rights
- Develop successful patent sales or licensing program
- Improve your position in licensing negotiations or patent litigation

OUR GLOBAL ACTIVITY

- With an established base of more than 100 customers worldwide, Knowmade benefits from a global perspective of innovative technologies.
- Headquartered in Sophia Antipolis, France, our services are offered worldwide with the support of distributors.







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Market, technology and strategy consulting Yole Développement is a strategy consulting and market research company. The company provides marketing, technology and strategy analysis, with a strong focus on emerging applications using silicon and/or micro manufacturing. www.yole.fr | www.i-micronews.com

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Knowmade team of experts work all year long to collect patent and scientific information, identify and analyze the trends, the challenges, the emerging technologies, the competitive environments, and turn it into results to give you a complete picture of your industry landscape.

Each year, **Knowmade** publishes a comprehensive **collection of reports** in various technology fields. These **fact-based analyses** can provide you with the reliable information you need to advance your **business** and your **competitive position**.

TYPE OF REPORT	CONTENT												
	Competitive IP landscape	IP trends	Key patents	Key IP players	IP strategy	IP collaboration network	Licensing agreements	Patent legal status	Patent Litigation	Patent database	Risk assessment	Market trends	Reverse engineering
Patent Landscape Analysis		V		Ø	V	V			I	V		V	
Patent-to-Product Mapping				V	V	I							
Patent Infringement Risk Analysis					I	I	V	I	V	V	I		V
Patent Portfolio Analysis					V	I	V		I	V			
Patent Watch (monthly updated)				V									



COMPOUND SEMICONDUCTORS

- GaN Substrate Patent Landscape 2017*
- Patent Trolls in the Semiconductor Market Litigation Risk and Potential Targets 2017
- GaN Technology Top-100 IP Profiles 2016
- GaN Devices for Power Electronics Patent Landscape 2015
- GaN-on-Silicon Substrate Patent Landscape 2014
- GaN Substrate Patent Landscape 2014
- FD-SOI Patent Landscape 2014

POWER ELECTRONICS

GaN Devices for Power Electronics – Patent Landscape 2015

RF DEVICES & TECHNOLOGIES

• RF Acoustic Wave Filters (SAW, BAW, FBAR/SMR) – Patent Landscape 2017*

LED

- Phosphors and QDs for LED Applications Patent Landscape 2015
- Nanowire LED Patent Landscape 2014

IMAGING

- Uncooled Infrared Imaging Patent Landscape 2017*
 Consumer Physics SCiO Molecular Sensor Patent-to-Product Mapping 2017
- Biomedical Photoacoustic Imaging Patent Landscape 2015
- Honeywell Microbolometer Patent Portfolio Analysis 2015
- Capsule Endoscopy Patent Landscape 2014

MEMORY

- 3D Monolithic Memory Patent Landscape 2017*
- Patent Trolls in the Semiconductor Market Litigation Risk and Potential Targets 2017
- ReRAM and Memristor Technologies Patent Landscape 2015
- Emerging Non-Volatile Memories (eNVM) Patent Landscape 2014

BATTERY AND ENERGY MANAGEMENT

- NMC Lithium-ion Batteries Patent Landscape 2017
- Microbattery Patent Landscape 2016

MEMS SENSORS & ACTUATORS

- RF Acoustic Wave Filters (SAW, BAW, FBAR/SMR) Patent Landscape 2017*
- Uncooled Infrared Imaging Patent Landscape 2017*
- Pumps for Microfluidics Patent Landscape 2017
- Knowles MEMS Microphones in Apple iPhone 7 Plus Patent-to-Product Mapping 2017
- Microfluidic Technologies for Diagnostic Applications Patent Landscape 2017
- Consumer Physics SCiO Molecular Sensor Patent-to-Product Mapping 2017
- Miniaturized Gas Sensors Patent Landscape 2016
- Microbattery Patent Landscape 2016
- MFMS Microphone Patent Infringement Risk Analysis 2015
- Capacitive Fingerprint Sensors Patent Landscape 2015
- Honeywell Microbolometer Patent Portfolio Analysis 2015
- 9-Axis MEMS IMU Patent Infringement Risk Analysis 2014
- Emerging MEMS Patent Landscape 2014

ADVANCED PACKAGING

- Hybrid Bonding for 3D Stack Patent Landscape 2017*
- 3D Monolithic Memory Patent Landscape 2017*
- Fan-Out Wafer Level Packaging Patent Landscape 2016
- TSV Stacked Memory Patent Landscape 2016

MEDTECH

- Pumps for Microfluidics Patent Landscape 2017
- Microfluidic Technologies for Diagnostic Applications Patent Landscape 2017
- 3D Cell Culture Technologies Patent Landscape 2016
- Miniaturized Gas Sensors Patent Landscape 2016
- Non-Invasive Glucose Monitoring Patent Landscape 2015
- Biomedical Photoacoustic Imaging Patent Landscape 2015
- Capsule Endoscopy Patent Landscape 2014

* Comina soon

Complete list of reports on www.knowmade.com



CUSTOM STUDY & CONSULTING

Tailor-made analysis to meet your needs and budgetary constraints

Prior art search

Evaluate the patentability of your invention in the course of a patent filing.

Invalidate competitor's patents in the course of patent litigation or in anticipation of one. Make third-party observations concerning the patentability of competitor's inventions.

Patent landscape analysis

Understand the competitive environment and the technology trends from a patent perspective. Identify key players, their IP strategy and their key patents.

Know IP collaborations, licensing agreements and litigation history.

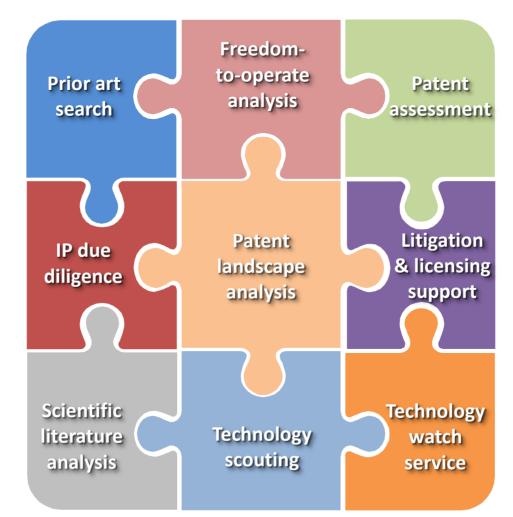
Freedom-to-operate analysis

Assess the risks to infringe third-party patents. Ensure that your products/processes can be safely manufactured, sold and used in specific countries without infringing patents held by others.

Litigation and licensing support

Evidence of infringement/non-infringement for offensive/defensive support.

Defend your position in licensing negotiation or patent litigation.



Patent assessment

Identify most valuable patents prior to patent acquisition/sales, licensing agreement, capital fundraising process, M&A or IP due diligence. Estimate the financial value of your patent portfolio.

IP due diligence

Assess the patent portfolio of a company and reveal the SWOT matrix prior to patent acquisition/sale, licensing agreement or M&A.

Scientific literature analysis

Pinpoint key research findings and new emerging research fields, key laboratories and scientific experts, industrial/academic research collaborations, and identify prospective R&D partners.

Technology scouting

Identify, qualify and get access to external innovation.

Technology watch service

Follow technology trends, keep a watch on your competitors and identify new entrants, anticipate the changes, early detect business opportunities and mitigate the risks.



CUSTOM STUDY & CONSULTING

Tailor-made analysis to meet your needs and budgetary constraints

	CUSTOM STUDY									
YOUR NEED	Prior art search	Patent landscape analysis	Freedom-to- operate analysis	Patent-to- product mapping	Litigation & Licensing support	Patent assessment	IP due diligence	Scientific literature analysis	Technology scouting	Technology watch service
Understand the competitive landscape		Ø	I				V			
Know the key players and their key patents		V	V				V	V		
Follow the technology trends and identify emerging technologies		I						 Image: A set of the set of the		
Track competitors, their IP activity, strategy and future intents		Ø								Ø
Know your competitors' strengths and weaknesses		I	V							
Early detect business opportunities		Ø								
Evaluate the patentability of your inventions	V									
Invalidate competitors' patents										
Prevent registration of critical patents from competitors					V					
Identify patents used in products				 Image: A start of the start of	V	I	V			
Make evidence of patent infringement			V	I	V					
Evaluate the risks to infringe someone else's patents			V	I	V					
Mitigate the risks of patent litigation			V		Ø					
Defend your position in licensing negotiation or patent litigation	~		V	Ø	Ø					
Reduce the risks in M&A			V				V			
Evaluate your real patent protection							V			
Benchmark patent portfolios		I					V			
Identify the most valuable patents and estimate their financial value				Ø						
Monetize your patents and identify potential licensees/buyers				V	V	V				
Acquire technologies or identify potential licensors		V			V	V		V	V	
Speed your R&D and enhance your innovation process		V						V	V	V
Decrease R&D and IP costs	V	_	V		V	I			V	
Identify free technologies which can be used safely		V	V						V	
Identify key research laboratories and potential R&D partners		V						V	V	



TRAINING & WORKSHOP

Benefit from face-to-face meeting with our experts

Training

Knowmade provides guidance to companies and research laboratories seeking to gain an understanding of the issues linked with competitive intelligence, set up an internal intelligence process or improve their existing processes.

- ✓ Patent information for R&D, strategy and marketing
- ✓ Patent Intelligence: Tapping the economic potential of patent information
- ✓ Technology Intelligence and Innovation
- ✓ Setting up a strategic intelligence unit
- ✓ Intelligence process optimization

Workshop

Objective

One day face-to-face presentation of our data and analysis with Q&A session on specific questions of your choice (direct interaction with our experts at your site)

- > Have the ability to ask questions or for specific analysis before the workshop
- Access to Knowmade ongoing analyses
- Direct contact with Knowmade analysts
- Open Q&A session with the key persons of your company

Content

- ✓ Presentation of updated Knowmade analyses
- ✓ Presentation of the analysis done for your company
- ✓ Executive synthesis
- ✓ Q&A session and open discussion





KnowMade



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> www.knowmade.com contact@knowmade.fr

