



# **TABLE OF CONTENTS**



INTRODUCTION	6
Market trends	7
Scope of the report	9
Key features of the report	10
Related reports	12
Company profiles	13
METHODOLOGY	19
Teardown analysis and patent mapping	
Search equations	
Patent database and tools	
Terminology for patent analysis	
TEAR DOWN	<u>25</u>
PATENT LANDSCAPE OVERVIEW	34
STMicroelectronics IP portfolio	<u>35</u>
Time evolution of patent publications	
Patent distribution by legal status	38
<ul> <li>Mapping of granted patents and pending applications_</li> </ul>	39
Patent citations analysis	<u>40</u>
Philips IP portfolio	41
Time evolution of patent publications	43
<ul> <li>Patent distribution by legal status</li> </ul>	44

(NOWMADE PRESENTATION 1	108
CONCLOSION	10-
CONCLUSION	104
VCSEL for flood illuminator	99
VCSEL for proximity sensor	80
SPAD detector	69
Packaging	54
	<u>53</u>
<ul> <li>Mapping of granted patents and pending applications_</li> <li>Patent citations analysis</li></ul>	51 52
Patent distribution by legal status	
Time evolution of patent publications	
Lumentum IP portfolio	47
Patent citations analysis	46
<ul> <li>Mapping of granted patents and pending applications_</li> </ul>	45



# **SCOPE OF THE REPORT**



### INTRODUCTION

Scope of the Report

This report provides a patent-to-prod
STMicroelectronics for the iPhone X of App

The patent-to-product mapping stu is focused on following features

- ✓ SPAD design
- √ VCSEL design and manufacturing
- √ Packaging: Housing, Optical filters, SiP architecture, layers

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#### INTRODUCTION

Key Features of the Report

- Essential IP analysis of patents related sensors and components found in Apple iPhone X, including: :
  - STMicroelectronics Time of flight (ToF) sensors and SPAD detector
  - Lumentum VCSEL
  - Philips VCSEL
- IP overview of each assignee portfolio:
  - Time evolution of patent publication
  - Current legal status of patents
  - · Citation network and competitive
- Deep insight on technology data, incomponents including Philips and Lume

<u>Disclaimer</u>: This report does not provide any individual patent. Knowmade and System Plus The research, technical analysis and/or work co

KnowMade

#### INTRODUCTION

Why you should get the report

This report provides key information to understand the roles, dynamics and IP strategies of players involve in the manufacturing of Apple iPhone X proximity sensor and flood illuminator.

- To know the product key features covered by enforceable patents
- To know the most valued patents covering a market product
- To evaluate the risks to infringe someone else's key patents
- Identify free technologies which can be used safely
- Make evidence of patent infringement

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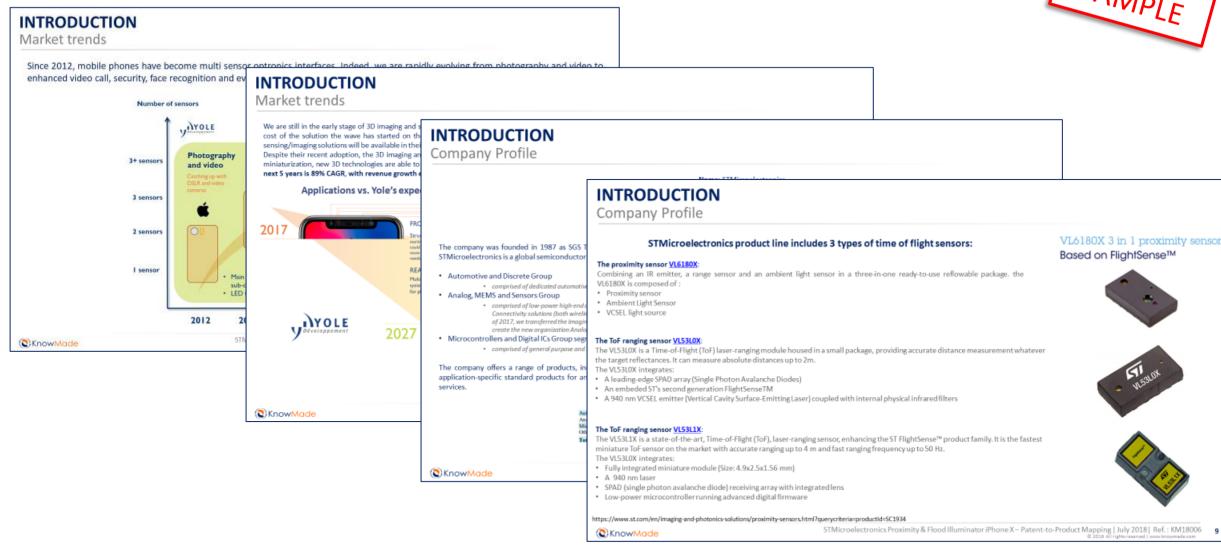
STMicroelectronics Proximity & Flood Illuminator iPhone X – Patent-to-Product Mapping | July 2018 | Ref.: KM18006



# UNDERSTANDING THE CONTEXT

# Market dynamic and players' profiles



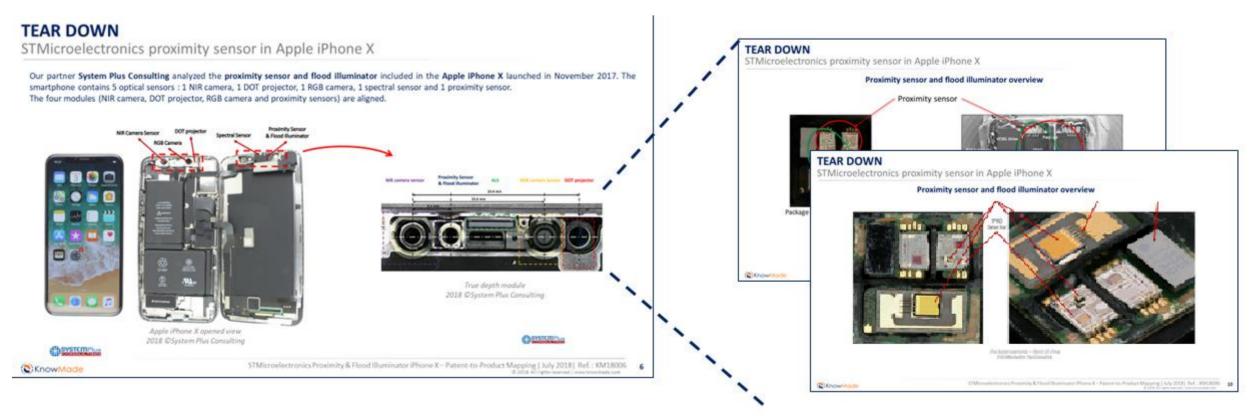




# **TEAR DOWN ANALYSIS**

What are the product main characteristics and key features?



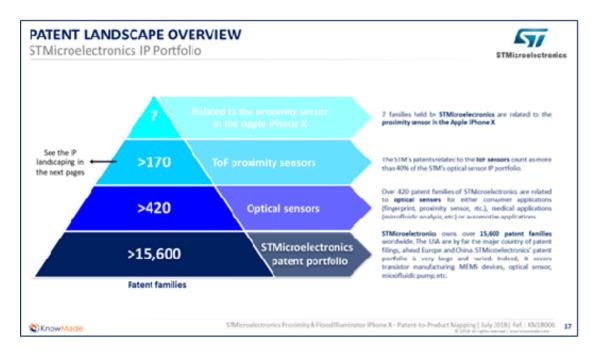




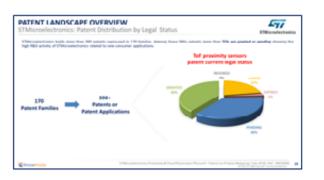
# IP PLAYERS PORTFOLIO ANALYSIS

# IP position, trends and dynamics of each player











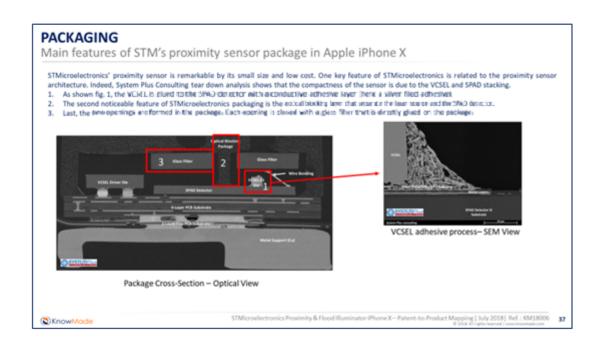


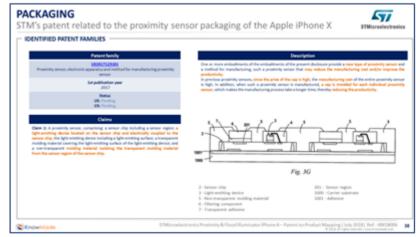


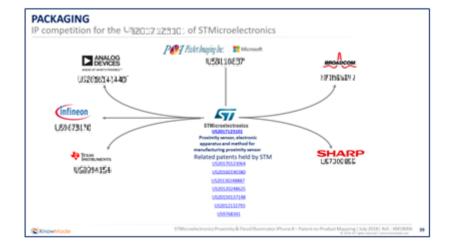
# **PATENT TO PRODUCT ANALYSIS**

Understanding the product features and characteristics asserted by patents











# **ORDER FORM**

# STMicroelectronics ToF Proximity Sensor & Flood Illuminator in the Apple iPhone X

Patent to product mapping – August 2018

Ref.:KM18006

SHIP TO	
Name (Mr/Ms/Dr/Pr):	
Job Title:	
Company:	
Address:	
City:	
State:	
Postcode/Zip:	
Country:	
VAT ID Number for EU members:	
Tel:	
Email:	
Date:	

#### **PAYMENT METHODS**

#### Check

To pay your invoice using a check, please mail your check to the following address:

KnowMade S.A.R.L.

2405 route des Dolines

06902 Valbonne Sophia Antipolis

FRANCE

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To pay your invoice using a bank money wire transfer please contact your bank to complete this process. Here is the information that you will need to submit the payment:

Payee: KnowMade S.A.R.L.

Bank: Banque Populaire Méditerranée, CAP 3000 Quartier du lac, 06700 St Laurent du Var, France

IBAN: FR76 1460 7003 6360 6214 5695 139

BIC/SWIFT: CCBPFRPPMAR

#### **Paypal**

In order to pay your invoice via PAYPAL, you must first register at www.paypal.com. Then you can send money to the KnowMade S.A.R.L. by entering our E-mail address contact@knowmade.fr as the recipient and entering the invoice amount.

#### **RETURN ORDER BY**

E-mail: contact@knowmade.fr

Mail: KnowMade S.A.R.L., 2405 route des Dolines, 06902 Valbonne Sophia Antipolis, FRANCE

PRODUCT ORDER
€6,490 – Corporate license
€5,990 – Single user license*
For price in dollars, please use the day's exchange rate. For French
customer, add 20% for VAT.
All reports are delivered electronically in pdf format at payment

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I hereby accept Knowmade's	Terms and	d Conditions of Sale
Signature:		

# Terms and Conditions of Sales

"Acceptance". Action by which the Buyer 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 containing contaminating or destructive properties before making the Products available, the Seller cannot

"Buver": Any business user (i.e. any person acting in the course of its business activities, for its 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

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

patents, 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 part 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: CCRPERPPMAR

- 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 PDF 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.

- 1.1 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. Buyer and the Seller ANY ADDITIONAL DIFFERENT OR CONFLICTING TERMS AND CONDITIONS IN ANY BE WHOLLY INAPPLICABLE TO ANY SALE MADE HEREUNDER AND SHALL NOT BE BINDING IN ANY WAY ON acts it deduces thereof
- 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
- 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 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 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 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 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. 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.

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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IBAN: FR76 1460 7003 6360 6214 5695 139

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...)

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 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

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) of such delay or cancellation. This may also apply for any other direct or indirect consequential loss that 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.

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

> 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.

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.

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 reasonable steps to screen Products for infection of viruses, worms. Trojan horses or other codes

#### 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 han 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 River 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

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" al 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

> 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

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

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,

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









## **KNOWMADE**

## Technology Intelligence and IP Strategy consulting company

Compound Semiconductors | Power & RF/microwave Electronics | LED/OLED Lighting & Display | Photonics | Memories | Solid-state Sensors, Actuators and Microsystems | Manufacturing & Advanced packaging | Batteries & Energy management | Biotechnology | Pharmaceuticals | Medical Devices | Medical Imaging | Agri-Food & Environment.

### **Executive team**



**Dr. Nicolas Baron**CEO and co-founder of Knowmade.

He manages the development and strategic orientation of the company and personally leads the Electronics & Telecom department. He holds a PhD in physics from the University of Nice Sophia-Antipolis, and a Master degree in Intellectual Property Strategies and Innovation from the European Institute for Enterprise and Intellectual Property (IEEPI Strasbourg), France.



**Dr. Brice Sagot**CTO and co-founder of Knowmade.

He manages the development of IP analysis tools and methodologies, and personally leads the Life Sciences & Healthcare department. He holds a PhD in molecular biology from the University of Nice Sophia-Antipolis, France.

### **Analyst team**

7 full time analysts with PhD degree and in-depth knowledge in Intellectual Property and Scientific Information.

# Founded in 2009 Headquartered in Sophia Antipolis FRANCE



JEI since 2013 (Innovative New Company)
CIR accreditation since 2012 (Research Tax Credit)

### **PARTNERS**



+ expert network (Industrial & Academics)



## WHAT WE DO

### From Patent to Business Intelligence

Turning patent data into business intelligence tools

Knowmade helps customers to understand the **competitive landscape**, follow the **technology trends**, and find out **opportunities** and **threats** in terms of **technology** and **patents**.

- > We interpret the **competitive landscape** and **technology developments** throughout **patents** and **scientific information**.
- > We offer our customers the capability to:
  - <u>Understand</u> the **competitive landscape**
  - Follow the technology trends
  - Identify patent/technology opportunities
  - Assess patent/technology risks
  - Strategize IP and R&D
  - Monetize technologies and know-how
  - Defend the business
- > We combine a strong technology expertise with an in-depth knowledge of patents.

Patents
Technologies
Prior art
Scientific findings
Opportunities
Partners
Competitors
Newcomers
M&A targets



Patent landscape analysis
Scientific review
IP portfolio assessment
Patent valuation
Freedom-to-operate analysis
Litigation & licensing support
Patents linked to products
Technology scouting
Technology trends
Competitive IP landscape
Market trends
Reverse engineering

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























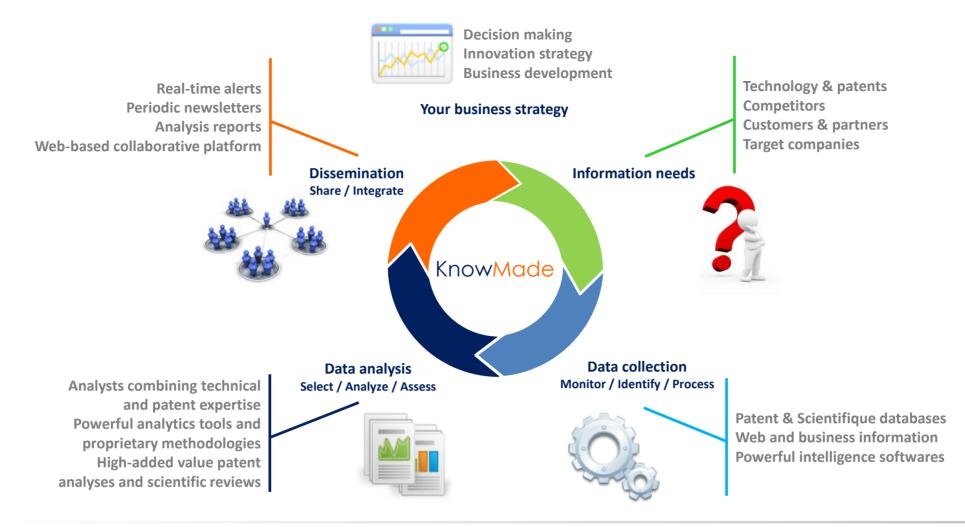


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# **INTELLIGENCE CYCLE**

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





# **CLIENT BENEFITS**

### **Understand**

# 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

### your R&D and IP portfolio

- 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

### your IP portfolio

- 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.





# **PARTNERS**



#### YOLE DEVELOPPEMENT

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.

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Manufacturing costs analysis - Teardown and reverse engineering

System Plus Consulting is specialized in technology and cost analysis of electronic components and systems. Cost models and technology expertise are combined to provide customers with an accurate and objective estimation of manufacturing costs and selling prices.

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