patsnap

WIPD 2021 - PatSnap

Global Technology & Innovation Intelligence Provider

Jeffrey Tiong, Founder & CEO

Global organization with Asian root – bridging east and west

- Set up in 2007 in Singapore, we now have presence in **China**, **Japan**, **UK**, **Canada**, **US** and **Singapore**
- Closed to **1,000** staff globally, with **40%** of the roles fill by technical staff
- Closed to 10,000 customers globally, e.g. Oxford Innovation Lab, NASA, Xiaomi, Dyson, etc
- No.1 in China, Top 2 in US, Europe

R&D is delivering declining returns..

By the end of 2018 **global R&D spending** reached an astonishing

$2.5 trillion

4% y-o-y

65% less ROI

Returns from R&D spending have declined 65% over the last 3 decades

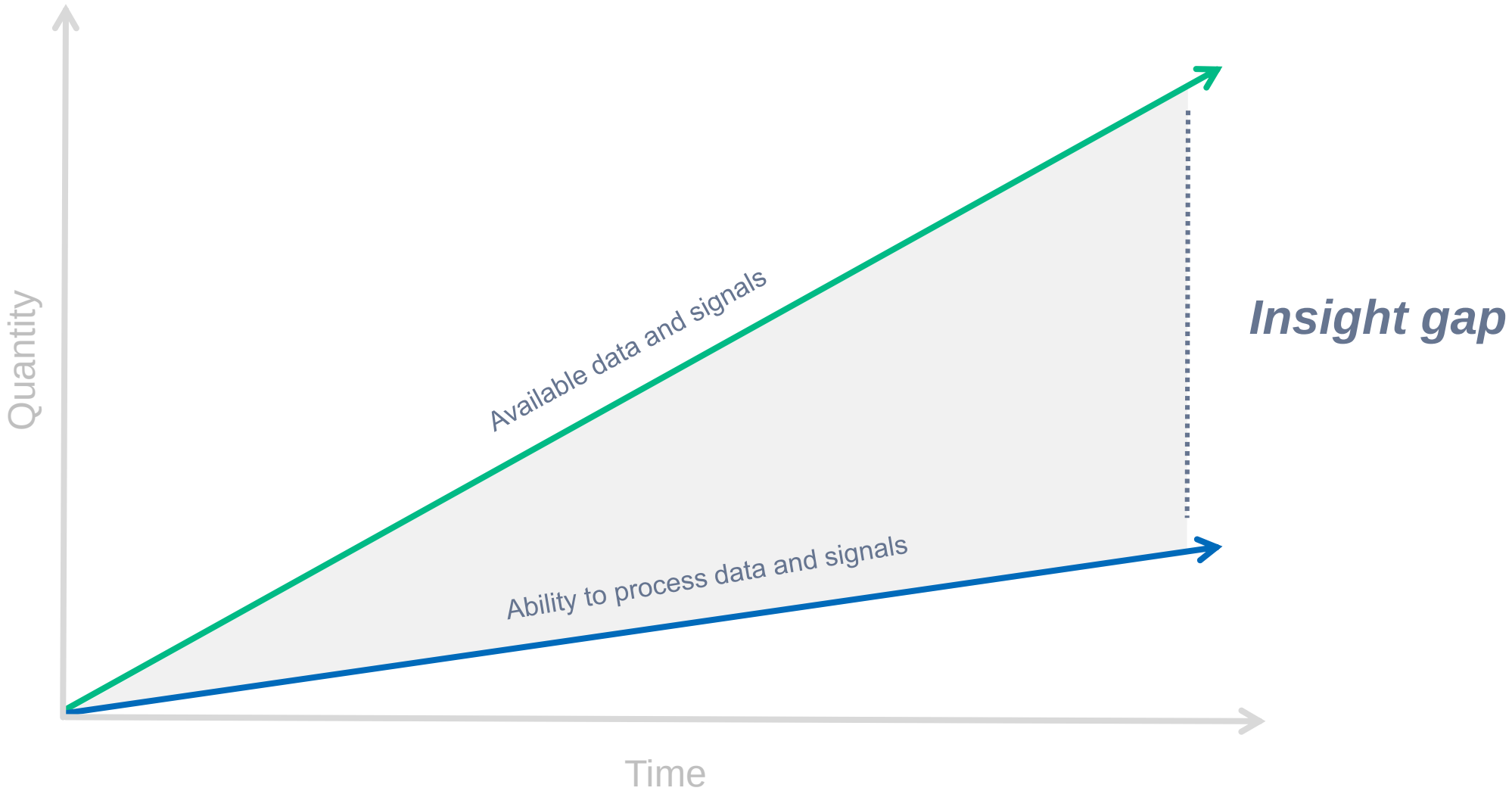
Source: 2018 Global R&D Funding Forecast, Harvard Business Review

...despite an abundance of data sources

discovery by patsnap

More data
≠
better insights

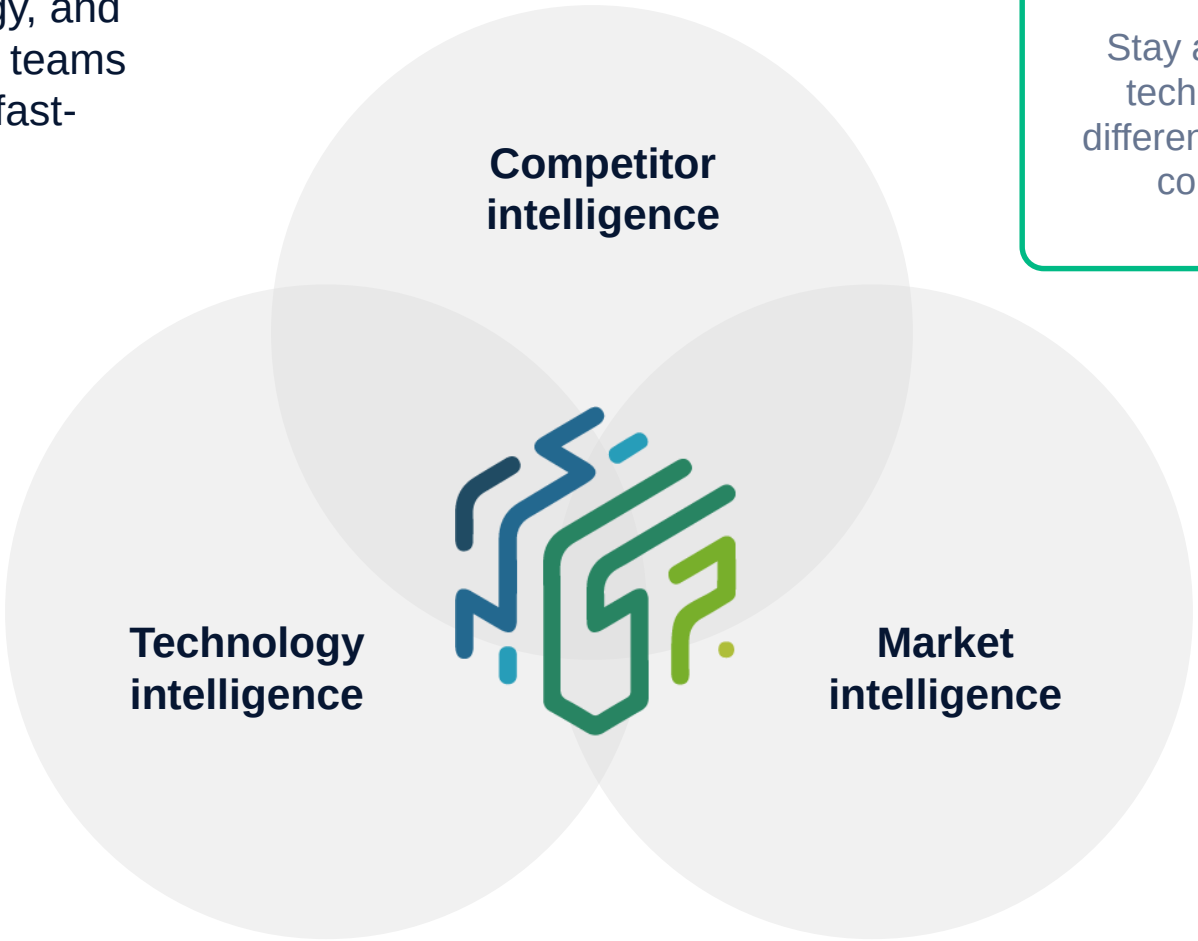
An ever-growing insights gap



Connected Innovation Intelligence

Connecting market, technology, and competitor data so innovation teams can make better decisions in fast-moving markets.

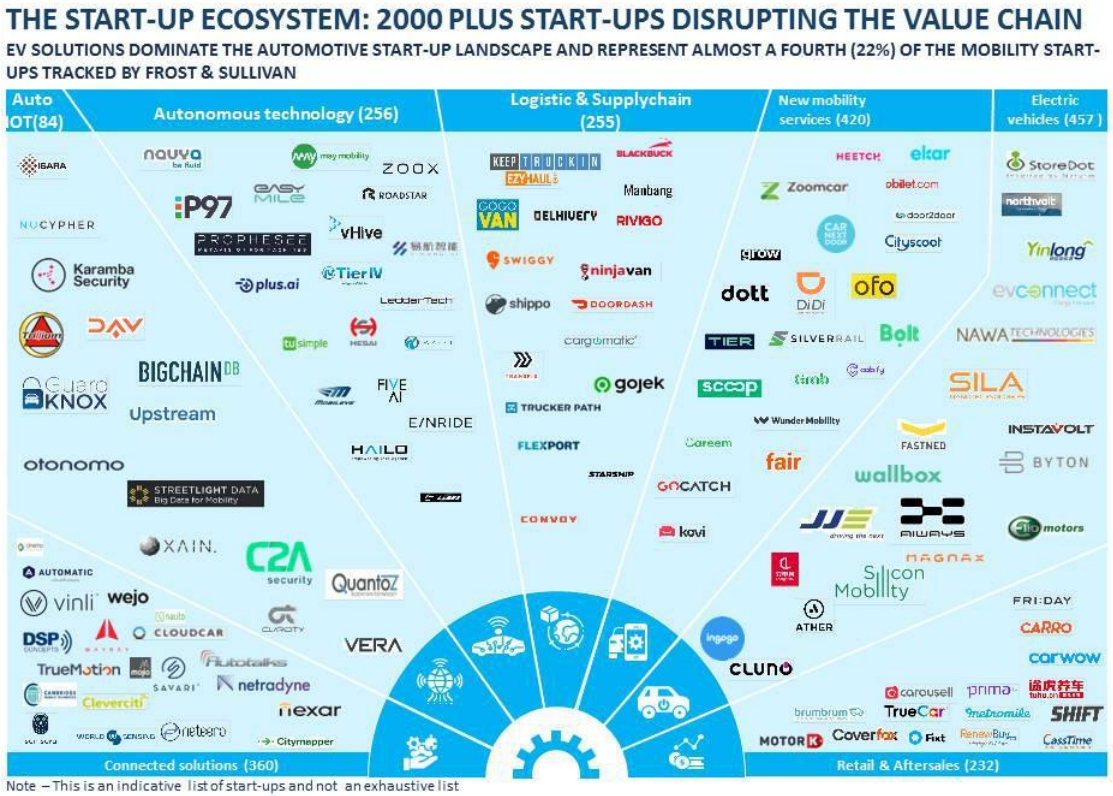
Stay ahead of the tech space and differentiate from the competition



Visibility of opportunities and threats in new and adjacent markets

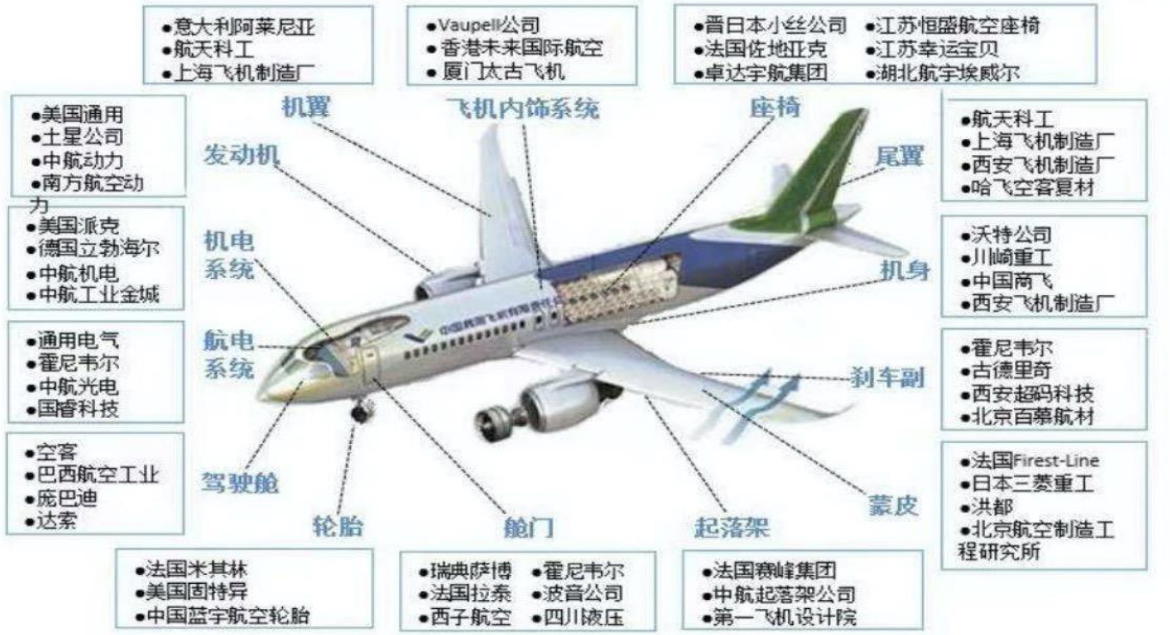
Identify and launch more commercially viable products through deep insights into the market

Connected Innovation Intelligence – Industry Intelligence



Note – This is an indicative list of start-ups and not an exhaustive list

图36：本土厂商逐步打破国外垄断



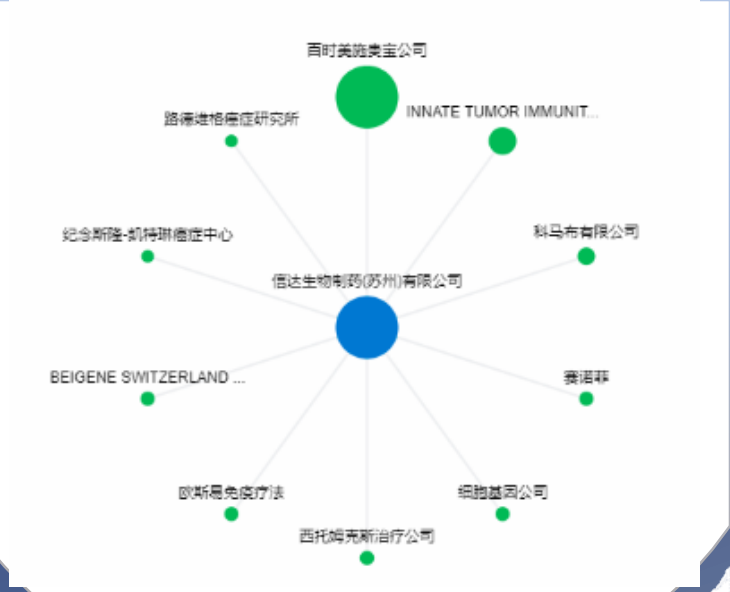
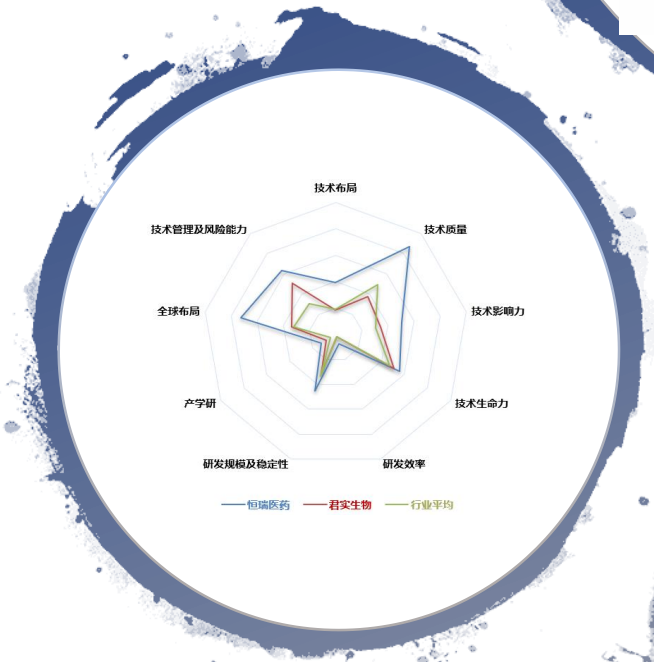
资料来源：前瞻产业研究院

IA/IP Indicator-led Financing

Example:

- Agricultural Bank of China (ABC) uses PatSnap-generated **ratings & scorings based on IA/IP indicators** of the enterprises to determine their loan quantum and eligibility

- Proactive sourcing of potential high tech customers by ABC through tech metrics (patent & non-patent)

To date:

- ABC has used PatSnap's algorithm to determine **eligibility of 274** companies and provide **¥1 billion+** total loan