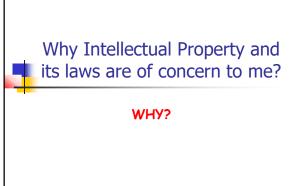




Who produces What? God: Raw material Human: Food (Agriculture) Manufactured Goods Services How & What we produce? Knowledge & Skills Tools & Material

IdeasCreationProperty



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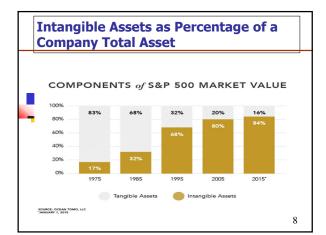


Intangible Assets as Percentage of a Company Total Asset

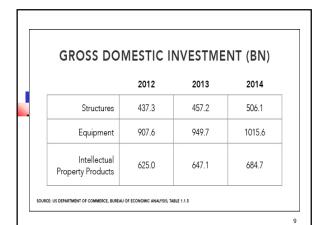
- Most recent report by Ocean Tomo (a capital advisory firm) revealed that:
 - The average intangible asset value of S&P 500 companies **Property** is 84%.
 - In 1975, that number was **17%**

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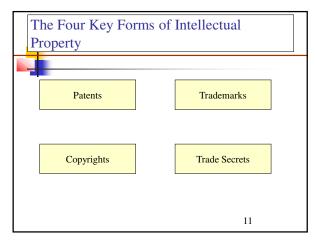


Intangible Asset: Intellectual Properties

An intangible asset is an asset that is not physical in nature. Corporate intellectual property, including items such as patents, trademarks, copyrights and business methodologies, are intangible assets, as are goodwill and brand recognition.

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Patents



A patent is a grant from the state government conferring the rights to exclude others from making, selling, or using your unique invention for the term of the patent. (see the next slide for a full explanation)

Increasing Interest in Patents

There is increasing interest in patents.

Since Patent #1 was granted in 1790, the U.S. Patent & Trademark Office has granted over six million patents.

The patent office is strained. It now takes an average of 32.2 months from the date of first filing to receive a U.S. patent.

In the PRC, the State Intellectual Property Office has received 6.285 million patent applications and has granted 3.442 million patents as of June 2010.

Proper Understanding for What a Patent Means

A patent does not give its owner the right to make, use or sell his unique invention: rather, the right granted is only to exclude others from doing so.

As a result, if an inventor obtains a patent for a new kind of computer chip, and the chip would infringe partly or wholly on a prior patent(s) owned by Intel, the inventor has no right to make, use, or sell the chip.

To do so, the inventor would need to obtain permission from Intel. Intel may refuse permission, or ask that a licensing fee to be paid for the rights to infringe on its patent. The patent provides Intel the right to ask the court to:

- force infringer(s) to pay a reasonable ${\bf royalty}$ and/or
- issue an injunction to prevent future infringement.

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Rationale: Why Negative Protection



While this system may seem odd, it is really the only way the system could work. Many inventions are improvements on existing inventions, and the system allows the improvements to be (patented) and sold, but only with the permission of the original inventors, who usually benefit by obtaining licensing income in exchange for their consent.

One should also note that many patents, though issued by the patent office after due diligence check, may be found invalid during the litigation process.

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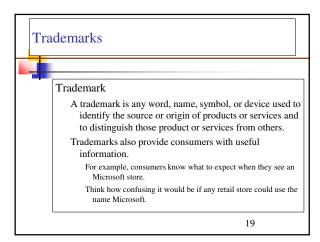
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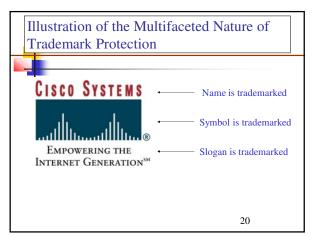
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	Types of Patents in PRC							
	Туре	Type of Invention Covered	Duration					
	Utility	New or useful process, machine, manufacturer, or composition of material or any new and useful improvement thereof.	20 years from the date of the original application.					
	Design	Invention of new, original, and ornamental design for manufactured products.	14 years from the date of the original application.					
	Plant	Any new varieties of plants that can be reproduced asexually.	20 years from the date of the original application.					
16								

Business Method Patents (Special Utility Patent) Business Method Patent A business method patent is a patent that protects an invention that is or facilitates a method of doing business. The most notable business method patents that have been awarded: Amazon.com's one click ordering system. Priceline.com's "name-your-price" business model. Netflix's method for allowing customers to set up a rental list of movies to be mailed to them.

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Patent Infringement Takes place when one party engages in the unauthorized use of another party's patent. The tough part (particularly from a small entrepreneurial firm's point of view) is that patent infringement cases are costly to litigate. A typical patent infringement case costs each side at least \$500,000 to litigate.



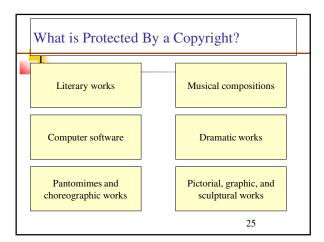


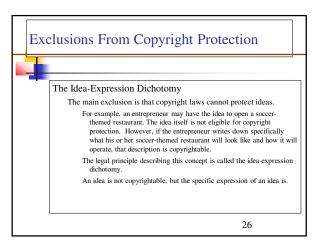
Types of Trademarks						
Туре	e	Types of Marks Covered	Duration			
Tradem	nark	Any word, name, symbol, or device used to identify and distinguish one company's goods from another. Examples: Dell, Nokia, Apple, Ford, Lenovo (聚盤), Master Kong (康柳 佛)	Renewable every 10 years, as long as the mark remains in use.			
Service n	nark	Similar to trademarks; are used to identify the services or intangible activities of a business, rather than a business's physical products. Examples: Amazon.com, Pizza Hut, eBay, HSBC,	Renewable every 10 years, as long as the mark remains in use.			
			21			

Type Types of Marks Covered Duration Trademarks or service markets used by the members of a cooperative, association, or other collective group. Examples: Rotary International,	very
Collective mark Trademarks or service markets used by the members of a cooperative, association, or other collective group. Frameles: Return International as the mark	very
Collective mark by the members of a cooperative, association, or other collective group. Examples: Return International as the mark	very
International Franchise Association remains in us	k
Certification mark Marks, words, names, symbols, or devices used by a person other than the owner to certify a particular quality about a good or service. Examples: Florida Oranges, ISO 9000, Underwriters Laboratories	ong k

	Exclusions From Trademark Protection					
	Item	Example				
	Immoral or scandalous matter	Profane words				
	Deceptive matter	Labeling oranges "Fresh Florida Oranges" that aren't grown in Florida				
	Descriptive marks	Phrases like "golf ball" and "fried chicken" are descriptive and can't be trademarked				
	Surnames	Common surnames like "Andersen" or "Smith" can't be trademarked				
		23				

Copyrights A copyright is a form of intellectual property protection that grants to the owner of a work of authorship the legal right to determine how the work is used and to obtain the economic benefits from the work. A work does not have to have artistic merit to be eligible for copyright protection. As a result, things such as operating manuals and sales brochures are eligible for copyright protection.





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Copyright Infringement Copyright Infringement Copyright infringement occurs when one work derives from another or is an exact copy or shows substantial similarity to the original work. To prove infringement, a copyright owner is required to show that the alleged infringer had prior access to the copyrighted work and that the work is substantially similar to the owner's. 27

Copyright Infringement

2 of 2



- The illegal downloading of music is an example of copyright infringement.
- Copyright infringement costs the owners of copyrighted material as estimated \$20 billion per year in the U.S. alone.

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Trade Secrets



Trade Secrets

A trade secret is any formula, pattern, physical device, idea, process, or other information that provides the owner of the information with a competitive advantage in the marketplace.

Trade secrets include marketing plans, product formulas, financial forecasts, employee rosters, logs of sales calls, and similar types of proprietary information.

The Federal Economic Espionage Act, passed in 1996, criminalizes the theft of trade secrets.

Theft of trade secrets may also constitute a criminal offence under the Crime Law of the PRC (Article 219)

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What Qualifies For Trade Secret Protection?

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Trade Secret Protection

Not all information qualifies for trade secret protection

In general, information that is know to the public or that competitors can discover through legal means doesn't qualify for trade secret protection

Companies protect trade secrets through physical measures and written documents.

What Qualifies For Trade Secret Protection?

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The strongest case for trade secret protection is information that is characterized by the following

- Is not known outside the company.
- Is known only inside the company on a "need-to-know" basis.