

Patent Market Overview

LES 2018 IP Year in Review

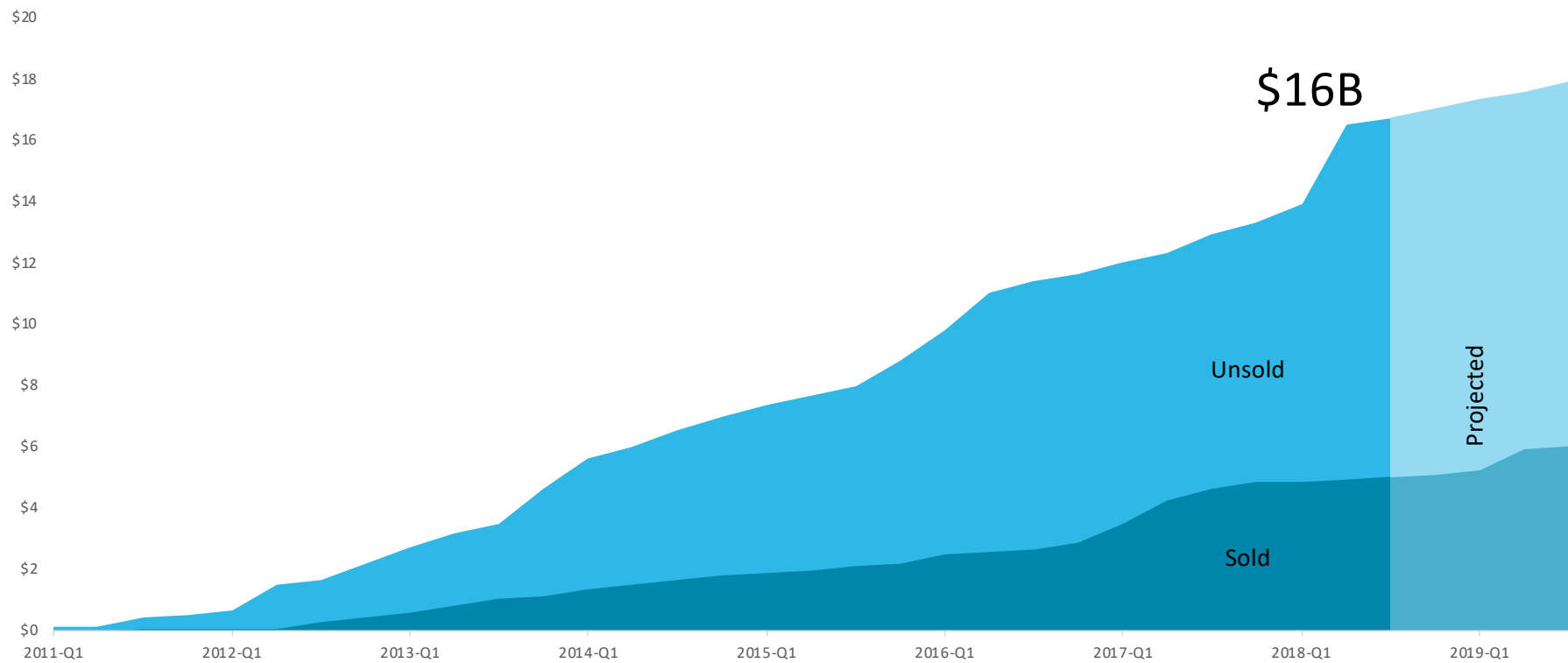
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December 12, 2018

RICHARDSON
OLIVER
INSIGHTS

How Much is on the Market?

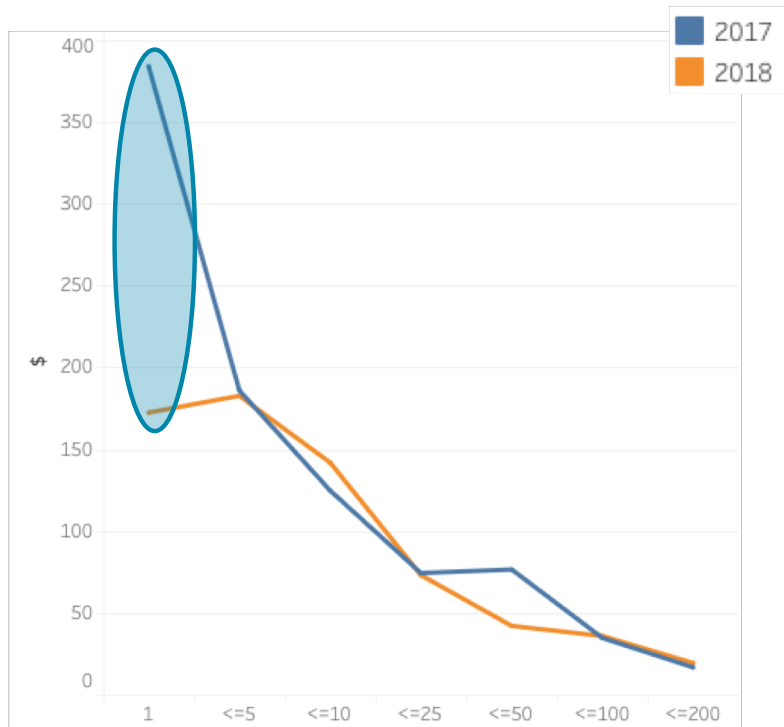
Sum of all asking prices



What's the Asking Price of a US Issued Patent?

\$176,000

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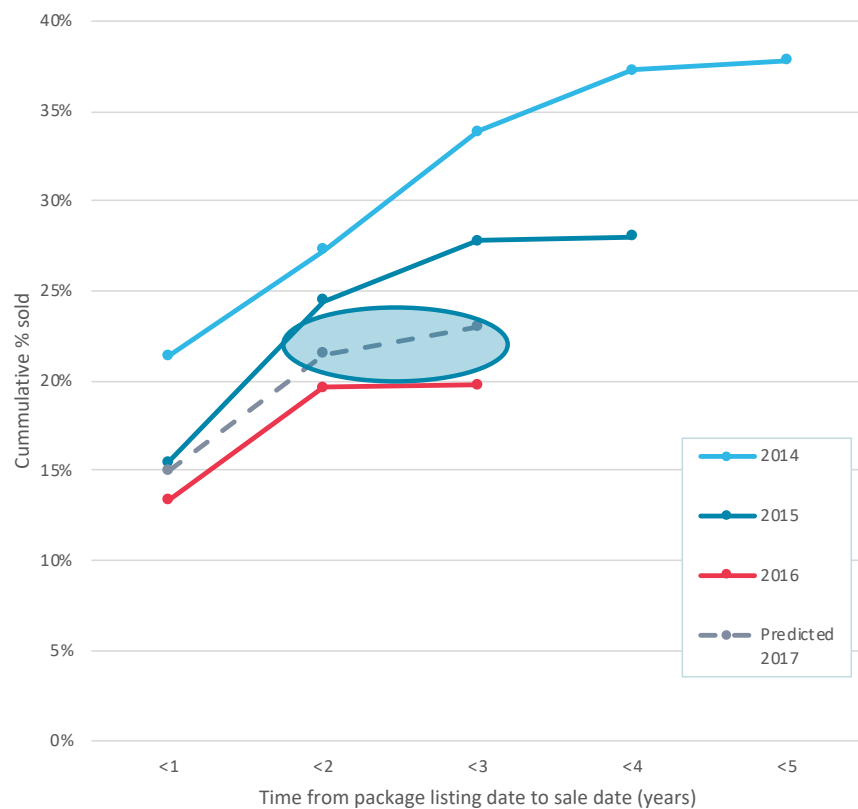


Asset prices dropped 30% drop

Almost all of the drop in single asset packages

Figure 8. Per asset price by package size

Old Deals Sell and Sale Rates are Heading Up

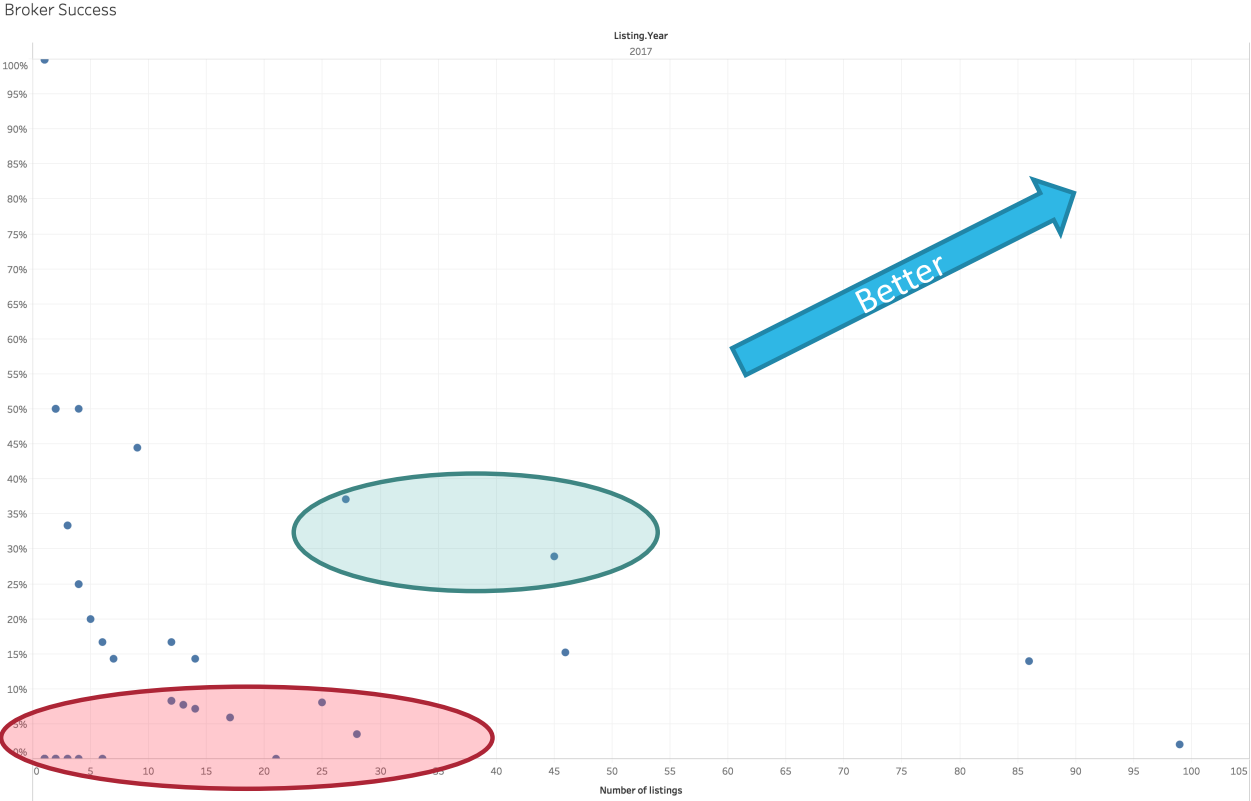


Sales rates for 2017 are ahead of 2016

Old deals from 2014 still selling

* Sales data lag the market by ~18 months

Some Brokers Do Better than Others



Sum of Number of Records vs. Sales Rate broken down by Listing Year. Details are shown for Broker.Full.Name. The view is filtered on Broker.Full.Name and Listing Year. The Broker.Full.Name filter excludes Null and For Sale By Owner. The Listing Year filter keeps 2017.

Litigation Rates Get Scary

Litigation rates for packages with patents far exceed what you would expect to find for patents

16.3% of sold packages!

I PR rates are relatively lower

Package Type	Litigations (2012-2018 market year packages)			Inter partes reviews (2014-2018 market year packages)		
	Before listing date	After listing date	Ever	Before listing date	After listing date	Ever
Sold packages	6.6%	16.3%	21.1%	0.8%	6.0%	6.8%
Unsold packages	3.9%	3.9%	7.0%	0.4%	1.0%	1.3%
All packages	4.6%	7.0%	10.4%	0.5%	2.2%	2.7%

Top Buyers and Sellers from 2018

Sellers
Aaron Emigh
Alcatel Lucent
Allied Security Trust (AST)
ATT
Bell & Howell, LLC
Clifford Sweatte
Concert Technology
Foxsemicon Integrated Technology, Inc.
Hewlett Packard Enterprise (HPE)
Hewlett Packard Inc (HP inc)
IBM
Intel Corporation
Intellectual Ventures
IP Cube Partners (ICP) Co., Ltd
KT Corporation
Mirai Ventures LLC
MITRE Corporation
Nokia Communications Company
Panasonic Corporation
Pendrell Technologies
Seiko Epson Corporation
Sony Corporation
Xerox

Buyers
Akoloutheo, Llc.
Allied Security Trust (AST)
Blackbird Tech Llc.
Brunoco, Inc.
Cria Inc.
Didi (Hk) Science and Technology Limited
Etsy Inc.
Fiver, Llc.
Fluence Automation Llc.
Google Inc.
Innobrilliance, Llc.
Insight Interfaces Llc.
Intellectual Ventures
Jlp United States Patent Solutions, Llc.
Knapp Investment Company
Nokia Communications Company
Open Invention Network, Llc.
Pathunt Ip Management Limited
Prosper Technology, Llc.
Provenance Asset Group
Red Dragon Innovations, Llc.
RPX Corporation
Samsung Electronics Co., Ltd.
Scenera Technologies, Llc.
Servicenow, Inc.
Spectrum Patents, Inc.
Uber Technologies, Inc.
Uniloc Luxembourg S.A.
Wi-Fi One, Llc.
WSOU Investments Llc.

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PATENT MARKET DATA
ACTIONABLE ANALYTICS