

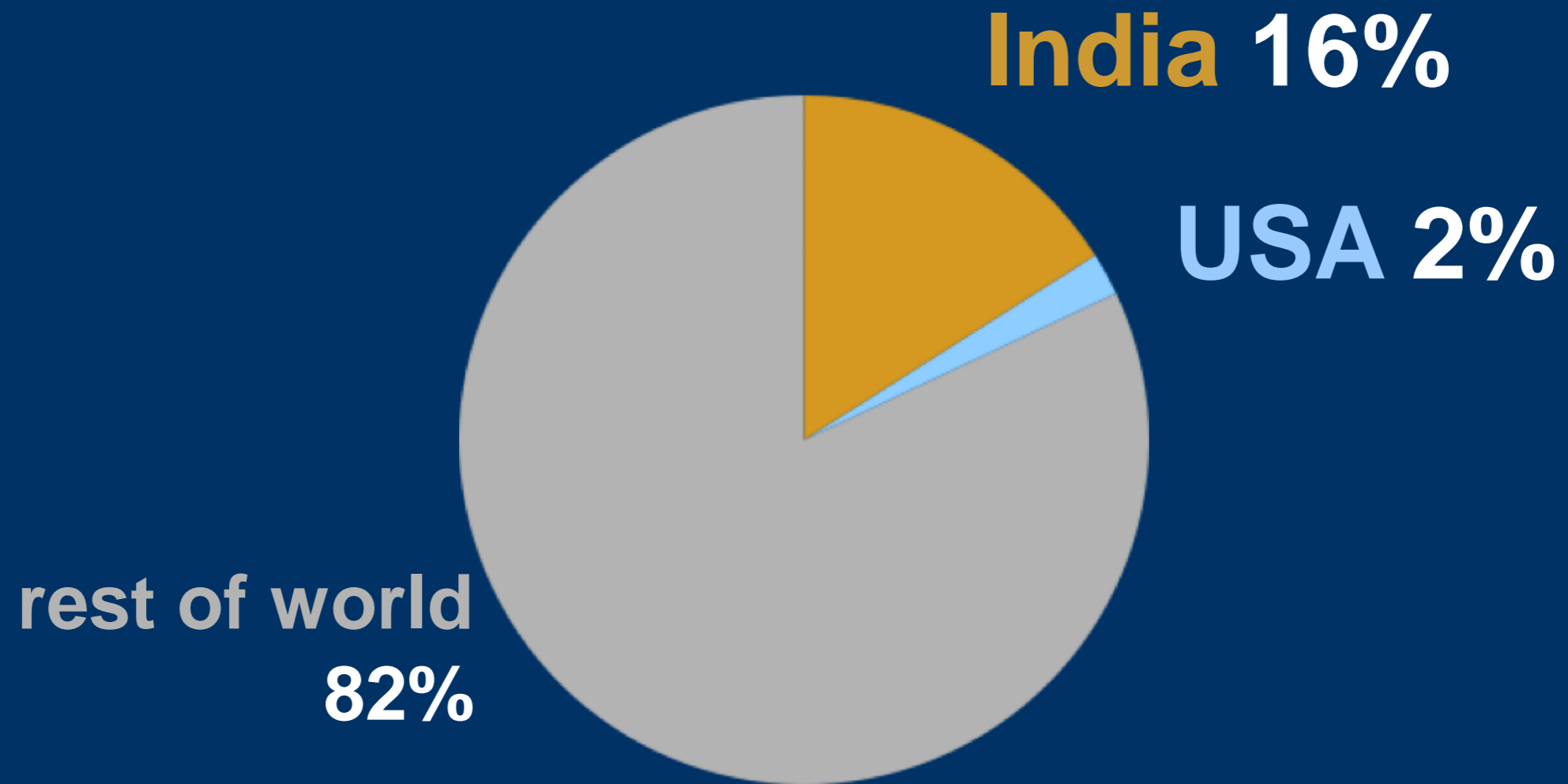
A close-up photograph of a person's hand, palm facing forward, with the index finger pointing upwards. A circular button with the word 'START' written on it is positioned on the tip of the index finger. The background is a blurred white surface.

START

**invented**

**in India**

# share of world GDP: 1840



“Our future progress and prosperity depend upon our ability to equal, if not surpass, other nations in the enlargement and advance of science, industry and commerce. **To invention we must turn** as one of the most powerful aids to the accomplishment of such a result.”

US President William McKinley  
Annual Address, 1899

# golden age of **invention**

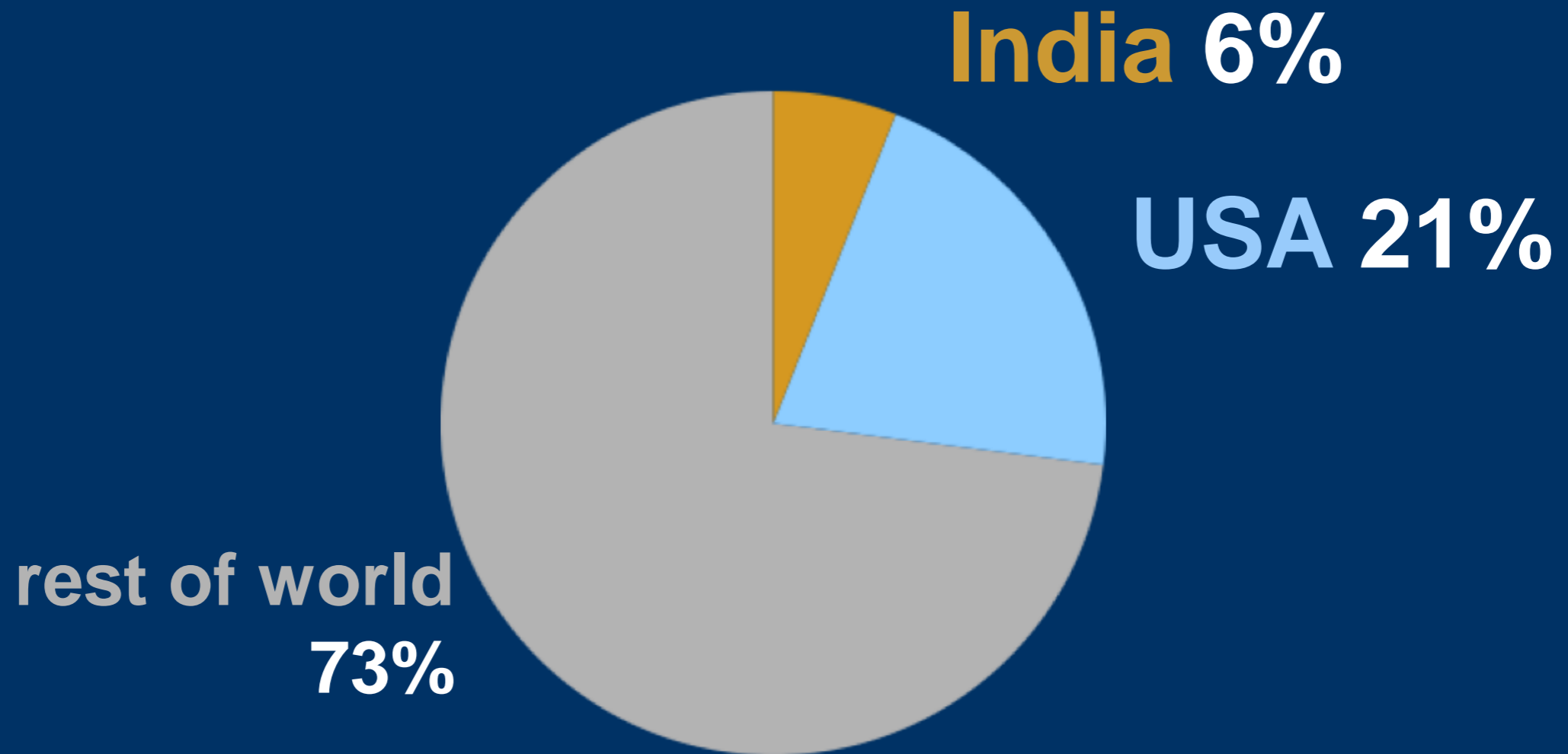
radio      telephone      vaccine  
movie  
**lightbulb**      laser      **automobile**  
surgery      **x-ray**      medical device  
airplane      television      computer  
**camera**      **games & toys**



**“...innovation  
will be the  
currency of  
the twenty-  
first century.”**

President Barack Obama  
– June 4, 2009,  
Speech at Cairo  
University, Cairo,  
Egypt.

# share of world GDP: **now**



a growth of **950%** in 150 years

# India suffers from a chronic **IP trade deficit**

**\$3.7 billion**

payment of royalties &  
license fees

less (-) **\$410 million**

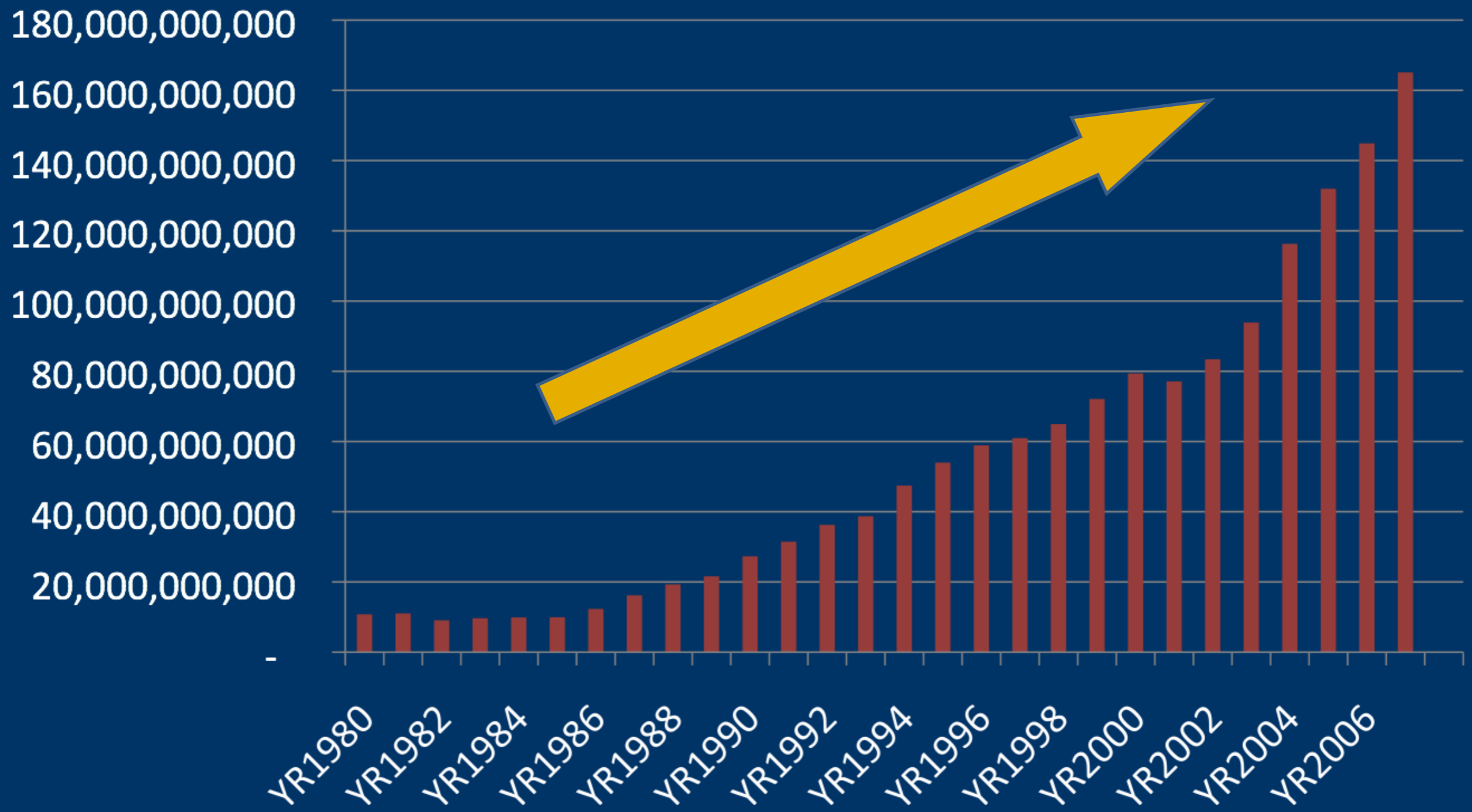
receipt of royalties &  
license fees

---

**\$3.3 billion deficit**

\* 1995 - 2005 data

# Global Royalty Receipts



Source: World Bank Indicators Database, International Monetary Fund, Balance of Payments Statistics Yearbook and data files.

Intellectual Ventures LLC  
July 2009

**Indian universities &  
research institutes share of  
global licensing revenue is  
only 0.0011%**

**universities & research institutes  
in India**

**\$1.5 million**

**global**

**\$130 billion**

\* 2005 data

# yet India has **World class** **thinkers & research**

15,000 science & engineering  
research papers

**2%** of world share

volume of published science  
& engineering articles

**ranked 15th** globally

17,000 US patent applications

**0.4%** of world share

\* 2005 data

# ... what **happened?**

	<b>India</b>	<b>USA</b>
<b>GDP</b>	\$3 trillion	\$14 trillion
<b>licensing revenue</b>	\$1.5 million	\$1.5 billion

if the market size is normalized to USA, India should have **\$321 million per year** in licensing revenue

**revenue gap of**  
**\$319.5 million per year**

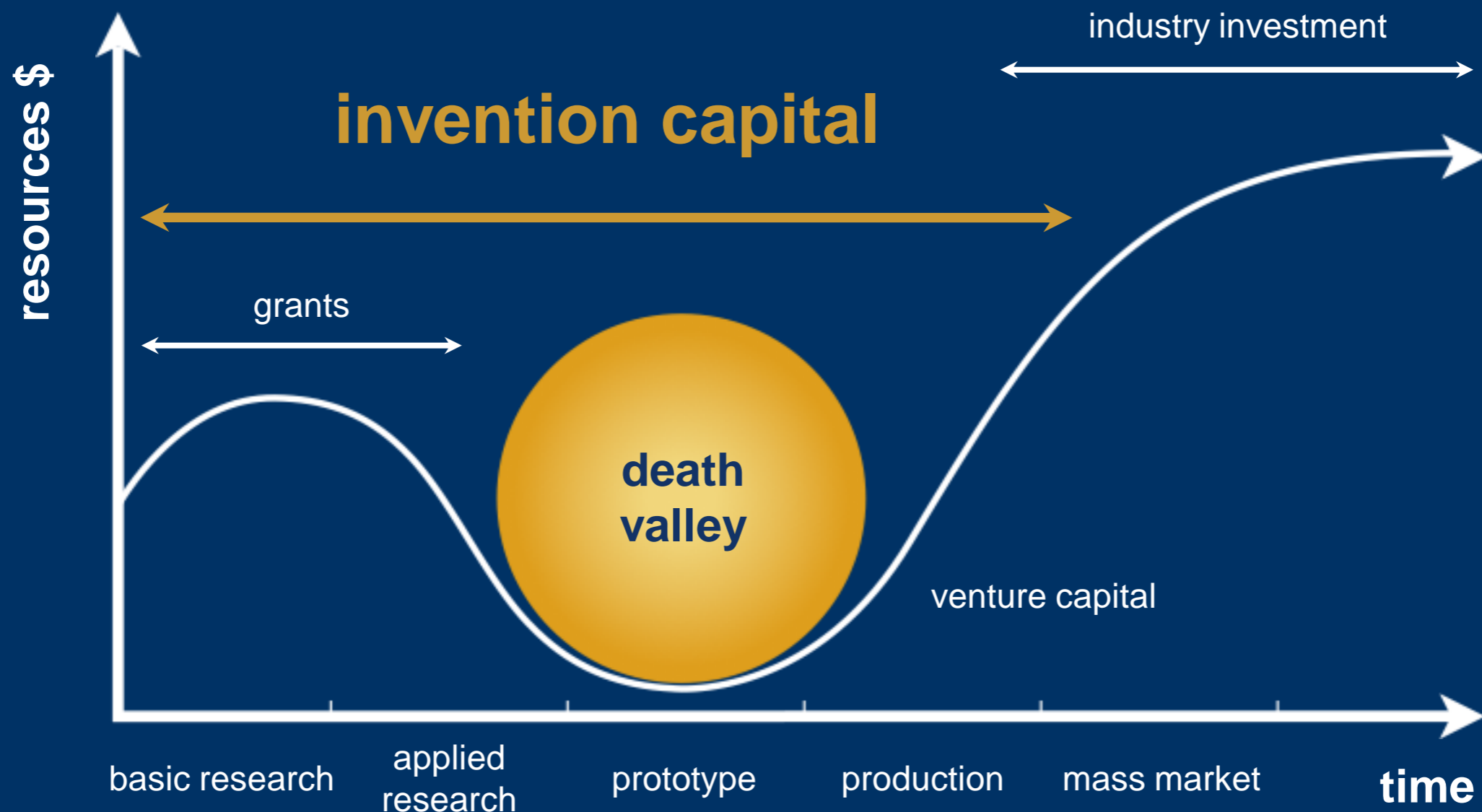
\* 2007 data, refers to university licensing revenue

What **innovation**

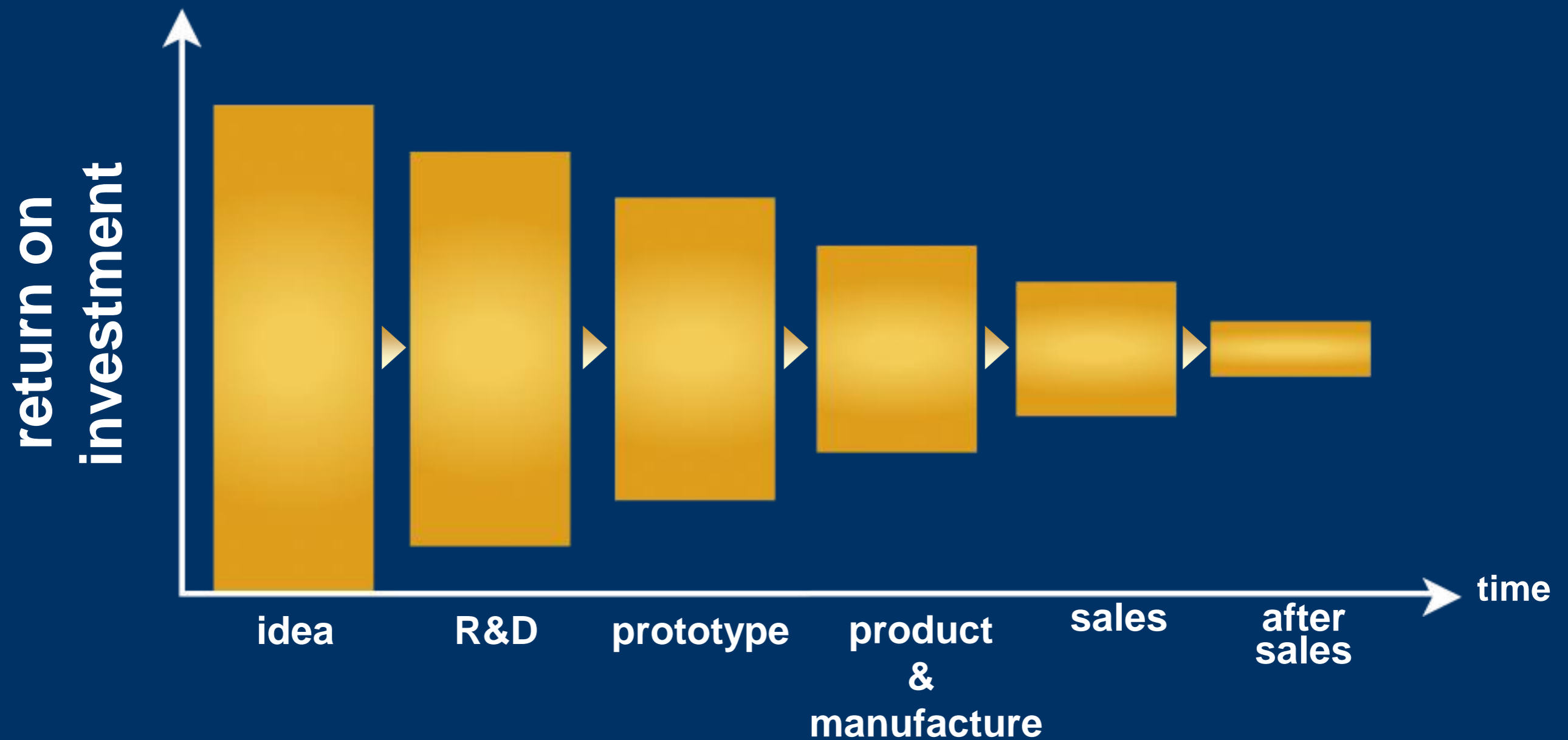
models would work best in  
**India?**

# India

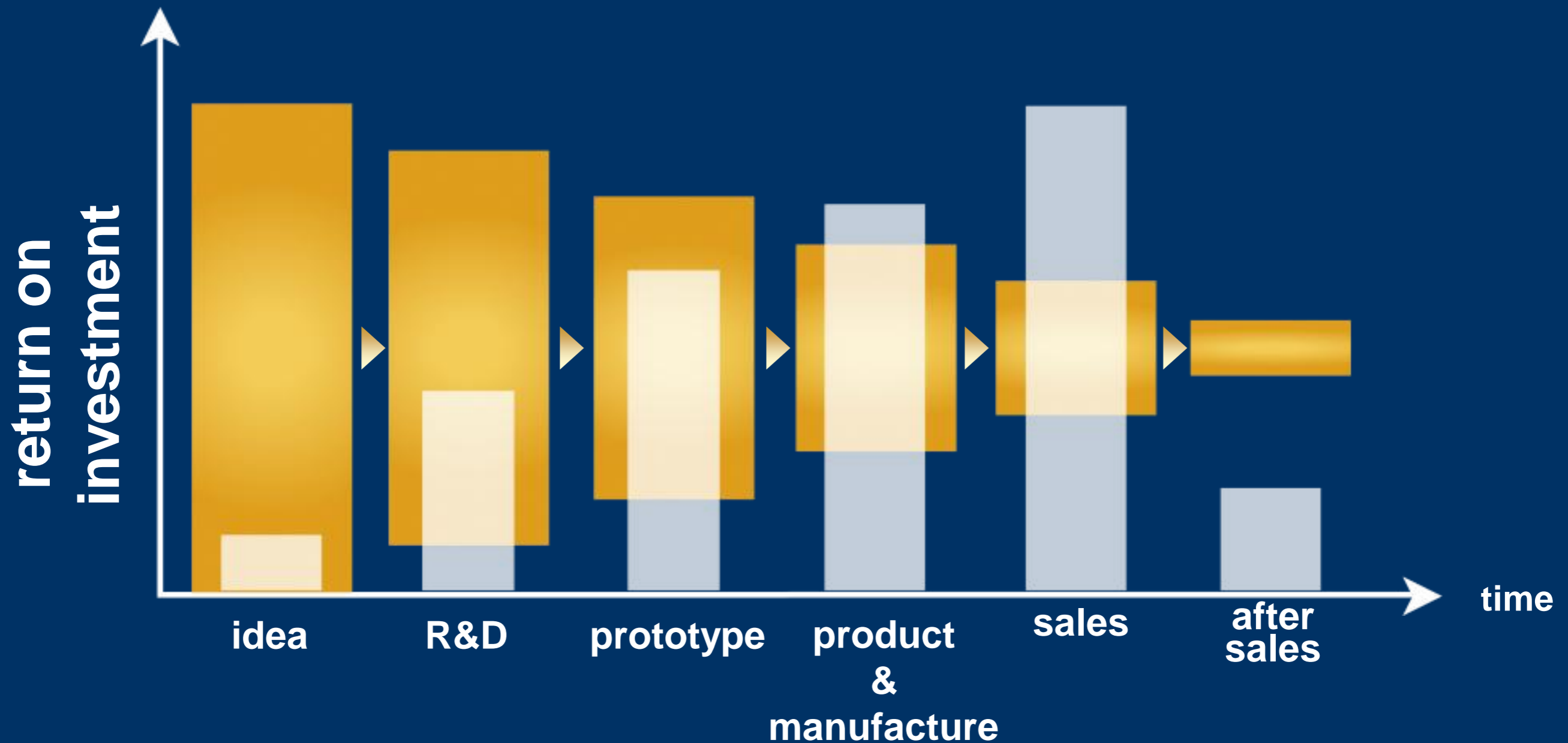
**lacks capital, expertise, network**



# **invention** is the highest margin activity



but receives the **smallest**  
amount of capital



The right model for India  
is to focus on **inventors**  
  
and generate  
**inventions**

# INTELLECTUAL VENTURES

## 3 funds: each are

# different



**IDF**

relationship based

131 staff

partners with inventors



solves problems to enable future growth



harvests ideas, refines inventions and makes patent portfolios



**ISF**

builds ideas

70 staff

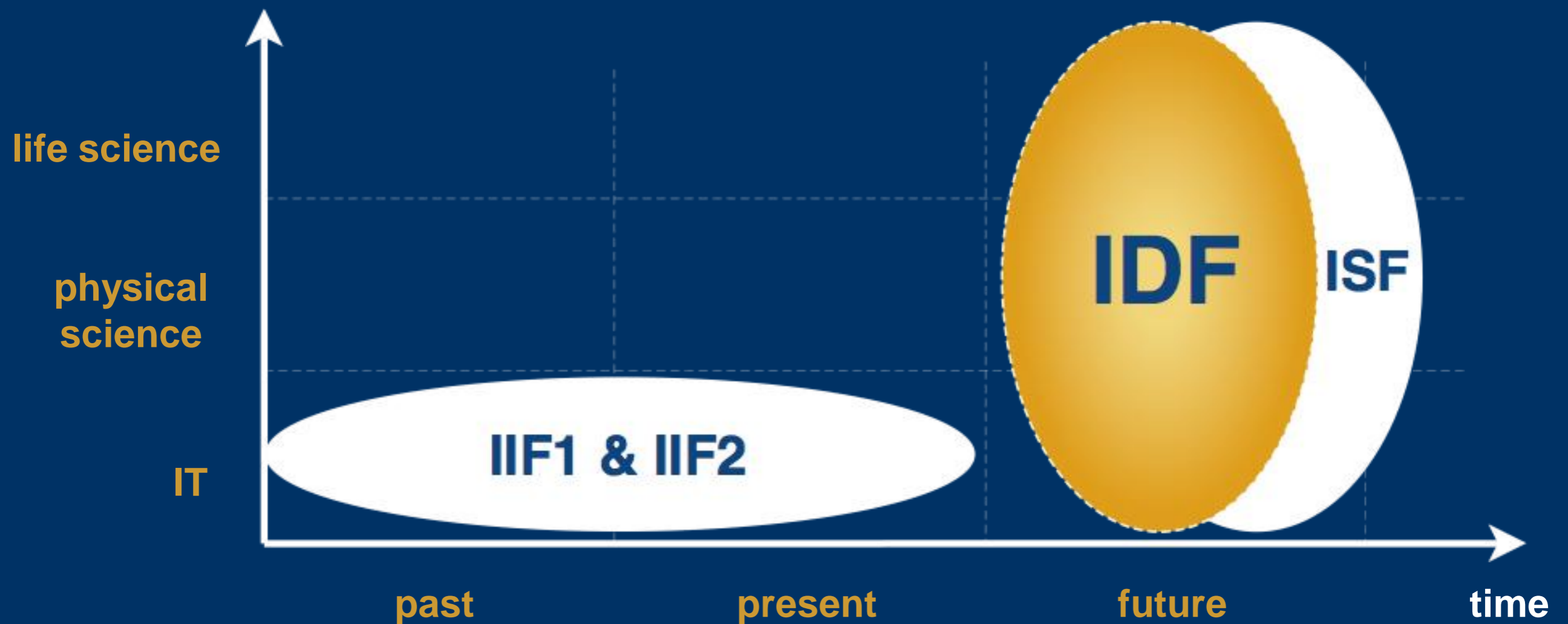


**IIF1 & IIF2**

transaction based

250 staff

# different sectors & time horizons



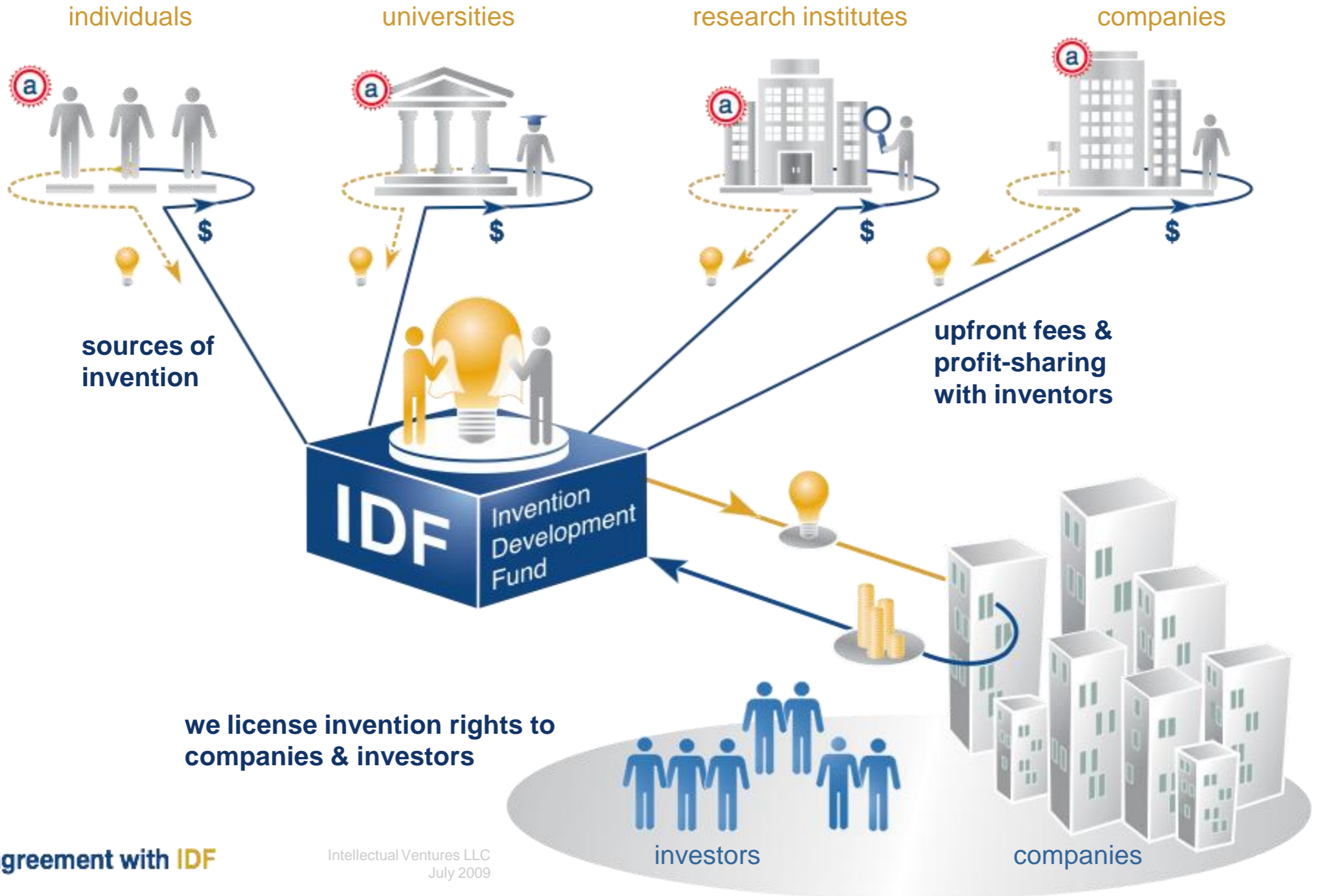
# core business model



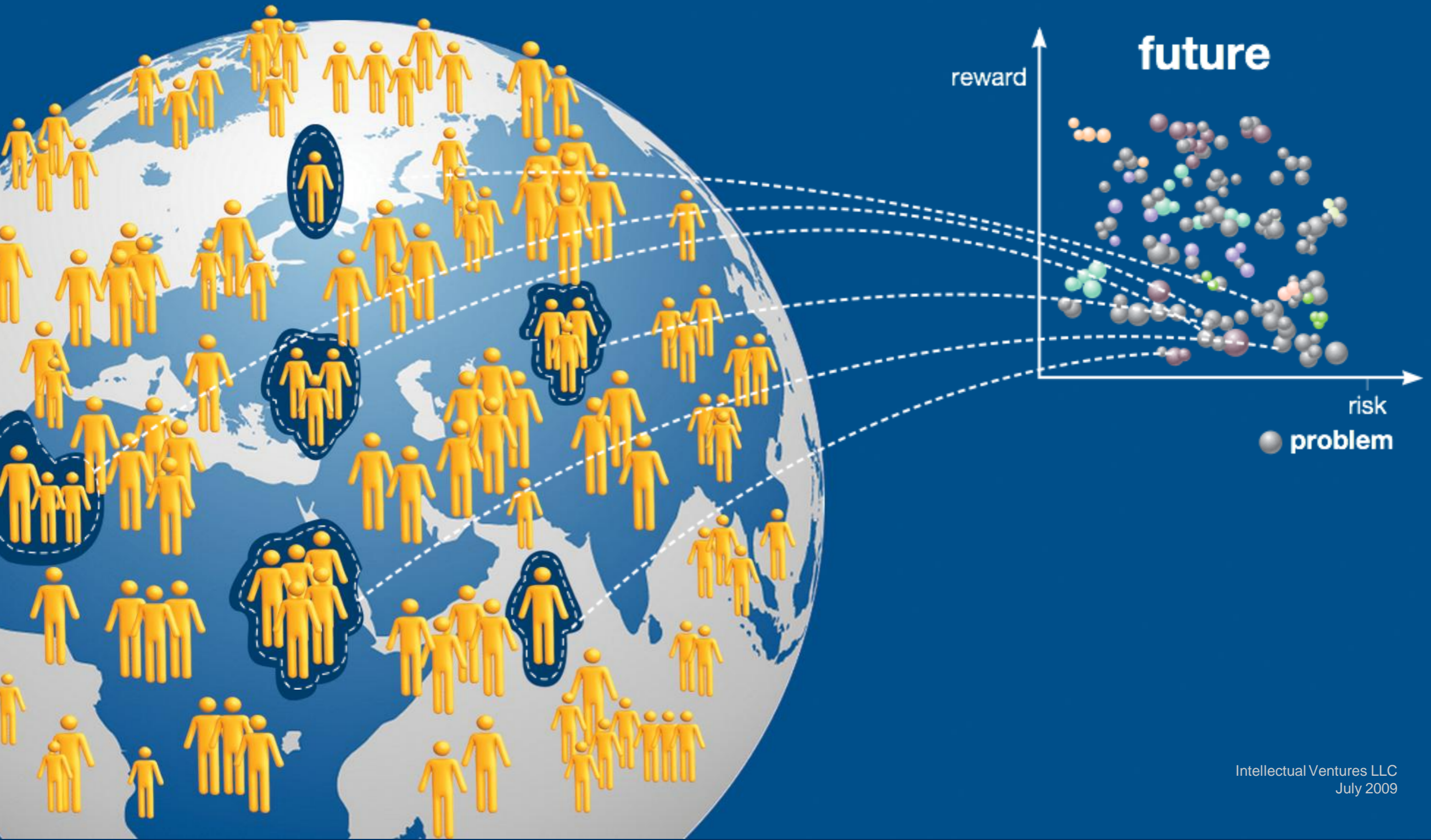
# like a manufacturer making products



# partnering with inventors



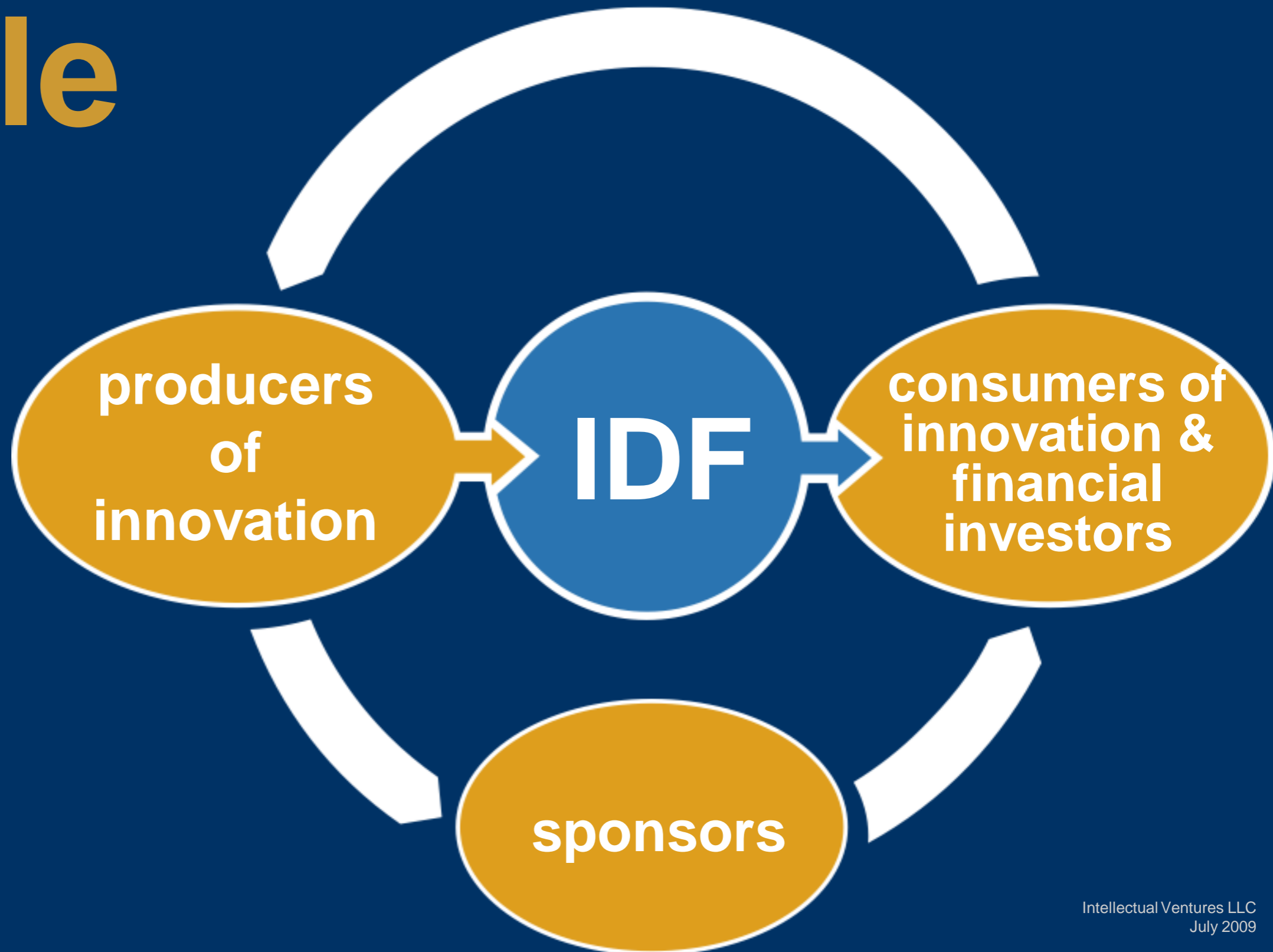
we **identify** problem areas & broadcast them to a **global inventor network**



**we are dedicated to**  
**inventors**

**and focused on**  
**inventions**

# Manage a **virtuous** **cycle**



**distribute ideas as broadly as possible ...**

**... to enable new companies & products**

our **goal**

bring more **revenue** to Indian  
inventors

and **reverse** the IP trade deficit

already making a

**positive impact**

in India

example

# payments to Indian universities & research institutes

since April 2008, IV India has paid out

**\$0.47 million**

**unrestricted funds**

→ ~ 30% of Indian university & research  
institute licensing revenue

# global footprint of IDF



A close-up photograph of a hand with the index finger pointing upwards. A semi-transparent power button icon is overlaid on the tip of the finger. The background is a blurred image of a person's face and shoulder.

**ignite**

**a thousand minds**

**MONISH SUVARNA**  
**President**  
**Intellectual Ventures India**  
**[Monishs@intven.com](mailto:Monishs@intven.com)**