

## **Committee on Development and Intellectual Property (CDIP)**

**Thirty-Sixth Session**  
**Geneva, May 4 to 8, 2026**

**PROJECT ON DEVELOPING IP VALUATION AND COMMERCIALIZATION  
MECHANISMS – PROJECT PROPOSAL SUBMITTED BY THE GROUP OF CENTRAL  
ASIAN, CAUCASUS AND EASTERN EUROPEAN COUNTRIES (CACEEC)**

*Prepared by the Secretariat*

1. By means of a communication dated March 18, 2026, the Delegation of the Russian Federation on behalf of the Group of Central Asian, Caucasus and Eastern European Countries (CACEEC), submitted a proposal for a pilot project on “Developing IP Valuation and Commercialization Mechanisms” for consideration at the thirty-sixth session of the Committee on Development and Intellectual Property (CDIP).

2. The Annex to this document contains the said proposal.

3. *The Committee is invited to  
consider the Annex hereto.*

[Annex follows]

## 1. Introduction of the Project

### 1.1 Project Title

Developing IP Valuation and Commercialization Mechanisms

### 1.2 Development Agenda Recommendations

*Recommendation 1:* WIPO technical assistance shall be, *inter alia*, development-oriented, demand-driven and transparent, taking into account the priorities and the special needs of developing countries, especially LDCs, as well as the different levels of development of Member States and activities should include time frames for completion. In this regard, design, delivery mechanisms and evaluation processes of technical assistance programs should be country specific.

*Recommendation 4:* Place particular emphasis on the needs of small and medium-sized enterprises (SMEs) and institutions dealing with scientific research and cultural industries and assist Member States, at their request, in setting-up appropriate national strategies in the field of intellectual property.

*Recommendation 10:* To assist Member States to develop and improve national intellectual property (IP) institutional capacity through further development of infrastructure and other facilities with a view to making national intellectual property institutions more efficient and promote fair balance between intellectual property protection and the public interest. This technical assistance should also be extended to sub-regional and regional organizations dealing with IP.

## 2. Description of the Project

### Background

In recent years, WIPO Member States have seen a steady increase in the creation of intellectual property (IP) assets. However, the effectiveness with which these assets are integrated into the economy remains limited.

One of the core reasons for this gap is the underdevelopment of mechanisms for IP valuation and the lack of financial instruments that enable IP rights to be leveraged in the real economy. In many countries, practices for valuing IP and using it as collateral for financing – including IP-backed loans – remain nascent. The banking sector, in particular, remains cautious about accepting IP as collateral, largely due to the absence of established mechanisms for managing defaulted IP assets.

At the same time, approaches to regulating IP valuation and commercialization vary significantly across WIPO Member States. The absence of a systematized analysis of legal frameworks, enforcement practices, and valuation methodologies constrains the development of effective and harmonized mechanisms for bringing IP to market.

The project aims at addressing the following challenges:

- Lack of Awareness.

Market participants – especially SMEs, universities, and research institutions – often lack knowledge of the actual value of their IP. This limits their ability to attract investment or negotiate favorable licensing terms.

- Lack of Infrastructure.

National IP Offices and financial institutions frequently lack the methodologies and competencies to assess IP as a viable asset, making IP-backed financing largely impossible and restricting the development of IP markets.

- Fragmentation.

There is no systematized information on how IP valuation is regulated across different countries, hindering the harmonization of approaches and cross-border transactions.

**The main stakeholders relevant to this project are:**

- IP Offices, Ministries of Economy and Education, financial regulators in the beneficiary countries;
- universities, research institutes, SMEs, startups, and other market participants using IP rights.

**Partners:**

- Banking sector, expert and professional communities in IP valuation, business incubators.

## 2.1 Project Concept

This project aims to conduct a comprehensive study of WIPO Member States' approaches to IP valuation and commercialization, identify best practices, and develop recommendations for their application in the countries of Central Asia, the Caucasus, and Eastern Europe.

The implementation of the project will promote the more effective use of IP as an economic asset, foster the development of conditions and infrastructure to support innovation and strengthen national IP systems, expand access to information on successful IP implementation practices, and enhance human resource capacity.

The project will include an analysis of existing global legal and institutional regulation, IP valuation methodologies, and practices for using financial instruments to commercialize IP, including IP-backed financing. The project will employ a combination of qualitative and quantitative research methods, including surveys, analysis of open-source data, and case studies of successful IP commercialization.

## 2.2 Project Objective, Outcome and Outputs

The overall **objective** of the project is to support the development of IP valuation and commercialization mechanisms in the beneficiary countries in order to enhance the effective integration of IP into economy and expand its use as an economic asset.

The project's intended **outcomes** are:

- (1) a deeper understanding among key stakeholders in beneficiary countries of existing approaches, mechanisms and practices for IP valuation and commercialization; and
- (2) an increased capacity of government authorities, national IP Offices and other stakeholders in beneficiary countries to utilize IP tools for enhancing the economic value of IP.

The project will deliver the following **outputs**:

- Output 1.** Analysis of best practices in WIPO Member States and the current state of IP valuation and commercialization in the beneficiary countries (including legal regulation, valuation methodologies, and financial instruments).
- Output 2.** Development of recommendations to improve IP valuation and commercialization mechanisms in the beneficiary countries.
- Output 3.** Facilitation of experience sharing and exchange of best practices.

### 2.3 Project Implementation Strategy

The project outcomes and outputs will be achieved through the following activities:

**Output 1.** Analysis of best practices in WIPO Member States and the current state of IP valuation and commercialization in the beneficiary countries (including legal regulation, valuation methodologies, and financial instruments).

**Activities:**

- (a) Develop and distribute a questionnaire to all WIPO Member States to identify successful practices and case studies in IP valuation and commercialization, including IP-backed financing.
- (b) Identify and engage key stakeholders in the beneficiary countries.
- (c) Appoint national-level project coordinators and establish project partnerships in the beneficiary countries.
- (d) Collect information on current practices in the beneficiary countries and identify legal, technical, and organizational barriers to IP utilization.
- (e) Prepare an analytical report including:
  - A review of best practices among WIPO Member States;
  - An assessment of the current state in the beneficiary countries;
  - Identification of gaps and opportunities for improving IP valuation and commercialization mechanisms.

**Output 2.** Development of recommendations to improve IP valuation and commercialization mechanisms in the beneficiary countries.

**Activities:**

- (a) Systematize identified IP valuation approaches and methodologies, and practices for leveraging financial instruments to commercialize IP.
- (b) Assess the feasibility of applying these approaches and practices considering the existing legal regulation and practical implementation in the beneficiary countries.
- (c) Develop practical recommendations and tools for IP valuation and commercialization, adapted for specific stakeholder groups.
- (d) Conduct targeted seminars and consultations with key stakeholders in hybrid format to discuss and refine the draft recommendations.

**Output 3.** Facilitation of experience sharing and exchange of best practices.

**Activities:**

- (a) Organize at least one national seminar in each beneficiary country to present the analysis results and recommendations and discuss pathways for implementation.
- (b) Organize at least two joint thematic meetings/webinars for all beneficiary countries to exchange experiences, discuss successful practices, and develop coordinated approaches.
- (c) Publish analytical reports, recommendations, and practical tools on the WIPO website to ensure broad access and further use.
- (d) Develop joint recommendations and proposals for the further advancement of IP commercialization mechanisms at both the national and regional levels.

**2.4 Project Indicators**

<u>Project objective:</u>	<u>Objective indicator:</u>
Support the development of IP valuation and commercialization mechanisms in the beneficiary countries in order to enhance the effective integration of IP into economy and expand its use as an economic asset.	- By the end of the project, at least 60% of the beneficiary countries confirmed the use of the recommendations or tools developed under the project in national practice (e.g., in proposals for improving legal regulation, pilot IP-backed financing programs, methodological guidance by IP offices, training programs, etc.).
<u>Project outcomes:</u>	<u>Outcome indicators:</u>
1. Deeper understanding among key stakeholders in beneficiary countries of existing approaches, mechanisms and practices for IP valuation and commercialization.	- By the end of the project, every participating country developed reports, based on interviews, surveys, and other methods of gathering preliminary data.  - At least 80% of seminar and webinar participants (from those surveyed) confirmed an improved understanding of IP valuation methods and commercialization practices.
2. Increased capacity of national IP offices and other stakeholders in beneficiary countries to utilize IP tools for enhancing the economic value of IP.	- At least 60% of stakeholders in the beneficiary countries confirmed the use of the recommendations developed under the project in their activities, or the establishment of corresponding legal and institutional frameworks (based on survey results or reports from national coordinators).

<u>Project outputs:</u>	<u>Objective indicator:</u>
<p>1. Analysis of best practices in WIPO Member States and the current state of IP valuation and commercialization in the beneficiary countries (including legal regulation, valuation methodologies, and financial instruments).</p>	<ul style="list-style-type: none"> <li>- An analytical report prepared, published on the WIPO website and presented at a session of the CDIP.</li> <li>- At least 80% of the stakeholders involved (based on survey results) confirmed the usefulness of the report for understanding opportunities and gaps in the field of IP valuation and commercialization.</li> </ul>
<p>2. Development of recommendations to improve IP valuation mechanisms and promote the use of IP in financial instruments, including IP-backed financing.</p>	<ul style="list-style-type: none"> <li>- Practical recommendations and a toolkit developed and published.</li> <li>- At least 60% of the stakeholders involved (based on survey results) use the developed recommendations in their activities.</li> </ul>
<p>3. Facilitation of experience sharing and exchange of best practices on IP valuation and commercialization.</p>	<ul style="list-style-type: none"> <li>- At least one national seminar held in each beneficiary country and two joint thematic meetings/webinars conducted for all beneficiary countries.</li> <li>- At least 75% of participants (based on survey responses) rated the events as relevant and indicated an improvement in practical knowledge and readiness to apply best practices.</li> </ul>

### 2.5 Sustainability Strategy

To ensure the sustainability of the project, particular attention will be given to the practical implementation of analytical materials, recommendations, and IP valuation tools, as well as to continued experience exchange. These outputs are expected to reinforce ongoing cooperation and knowledge transfer between government authorities, financial institutions, and expert organizations, thereby creating a foundation for continuous learning and the further adoption of best practices in IP valuation and commercialization.

To sustain momentum and expand knowledge, key stakeholders will be actively engaged through awareness-raising activities, including webinars, seminars, and publications aimed at a broad audience.

To ensure the long-term availability and use of the project results, all relevant materials developed within the project will be published on the WIPO website, ensuring they remain accessible and can be readily used by other interested stakeholders.

### 2.6 Selection Criteria for Pilot/Beneficiary Countries

The recommendations will be developed for application in the countries of Central Asia, the Caucasus, and Eastern Europe.

The selection of beneficiary countries will be based on the following criteria:

1. Demonstrated need and interest in strengthening legal regulation, institutional mechanisms, and practical approaches related to IP valuation and use of IP in the economy.
2. Willingness of relevant national authorities and other institutions to provide the information, data, and analytical materials necessary for conducting the research and preparing recommendations under the project.

### **2.7 Implementing Organizational Entity**

Regional and National Development Sector, IP and Innovation Ecosystems Sector

### **2.8 Links to other Organizational Entities**

Infrastructure and Platforms Sector, Brands and Designs Sector, Patents and Technology Sector, Copyright and Creative Industries Sector, Global Challenges and Partnerships Sector

### **2.9 Links to other DA Projects**

Project on Improvement of National, Sub Regional and Regional IP Institutional and User Capacity (DA\_10\_05)

Project on Creation of National Intellectual Property Strategies Outlook and Resource Hub at WIPO (DA\_5\_10\_01)

Project on IP and Innovation Collaboration as a Foundation for Technology Transfer and Bringing Research Output to Market (DA\_10\_23\_31\_36\_01)

Project on Empowering Small Businesses Through IP: Developing Strategies for Supporting Geographical Indications or Collective Marks in the Post-registration Period (DA\_1\_4\_10\_11\_01)

Project on Promoting the Use of Intellectual Property in Developing Countries in Creative Industries in the Digital Era (DA\_1\_4\_10\_12\_19\_24\_27\_01)

### **2.10 Contribution to Expected Results in WIPO's Program and Budget**

Link to Program and Budget 2026/27 Expected Results:

**2.2:** WIPO brings the international community together to proactively address emerging issues and policy challenges at the global level relating to IP, innovation and creativity.

**3.1:** Wider and more effective use of WIPO's global IP systems, services, knowledge and data.

**4.2:** Development of balanced and effective IP, innovation and creative ecosystems in Member States.

**4.3:** Increased IP knowledge and skills in all Member States.

**4.4:** More innovators, creators, SMEs, universities, research institutions and communities leverage IP successfully.

## 2.11 Risk and Mitigation

**Risk 1:** Differences in national legal systems and regulatory approaches to IP regulation.

**Mitigation 1:** A comparative analysis of national legislation and practical implementation will be conducted, and recommendations will be developed taking into account the specificities of the beneficiary countries.

**Risk 2:** Limited availability of information on IP valuation practices and its use in financial instruments.

**Mitigation 2:** Data collection and systematization will be carried out from open sources, and experts and practitioners will be involved in the project to provide up-to-date information and methodological materials.

**Risk 3:** Insufficient level of expertise among market participants in IP valuation and commercialization.

**Mitigation 3:** Trainings and webinars will be organized, and educational materials adapted to the participants' levels will be developed.

[End of Annex and of document]