



Creating an Environment for Modern IP: The Role of the IP Office

MyIPO Experience in IP Financing, IP
Valuation & IPR Marketplace
Initiatives

Intellectual Property Corporation of Malaysia

- Known also as MyIPO



- Statutory body under the Ministry of Domestic Trade and Consumer Affairs since March 3, 2003
- Main function is to establish a strong and effective administration of Intellectual Property Legislation in Malaysia

Governing bodies of Intellectual Property in Malaysia

Intellectual Property Corporation of Malaysia (MyIPO)

- Patent Registration - Patents Act 1983
- Trade Marks Registration - Trade Marks Act 2019
- Industrial Design Registration - Industrial Design Act 1996
- Geographical Indication Registration - Geographical Indication Act 2000
- Copyright Act 1987
- Layout Design and Integrated Circuit Act 2000



Department of Agriculture, Ministry of Agriculture & Agro-Based Industry

- Protection of New Plant Varieties Act 2004



Enforcement Division, Ministry of Domestic Trade and Consumer Affairs

- Enforcement of Trade Marks & Copyrights items



WE HEAR THE ISSUES – ON BOTH SIDES

SME

- Limited tangible asset for collateral
- Unable to expand and scale up
- Limited funding / financing available
- More intangible assets not recognised by FI
- X qualify for debt financing

Financial Institutions

- Understanding of IP as an asset class is low
- Putting a value to IP rights
- Qualified Valuers to conduct valuation
- Credible valuations
- Legal structure for IP as collateral
- NPL and distress asset – platform for disposal of IP right
- There is not a need to venture into IP financing

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GOVT'S INITIATIVE - IP FINANCING, VALUATION & MARKETPLACE IN 2013-2015

**Enabling SMEs to use their IP as
a source in getting financing**

IP Valuation
& Financing



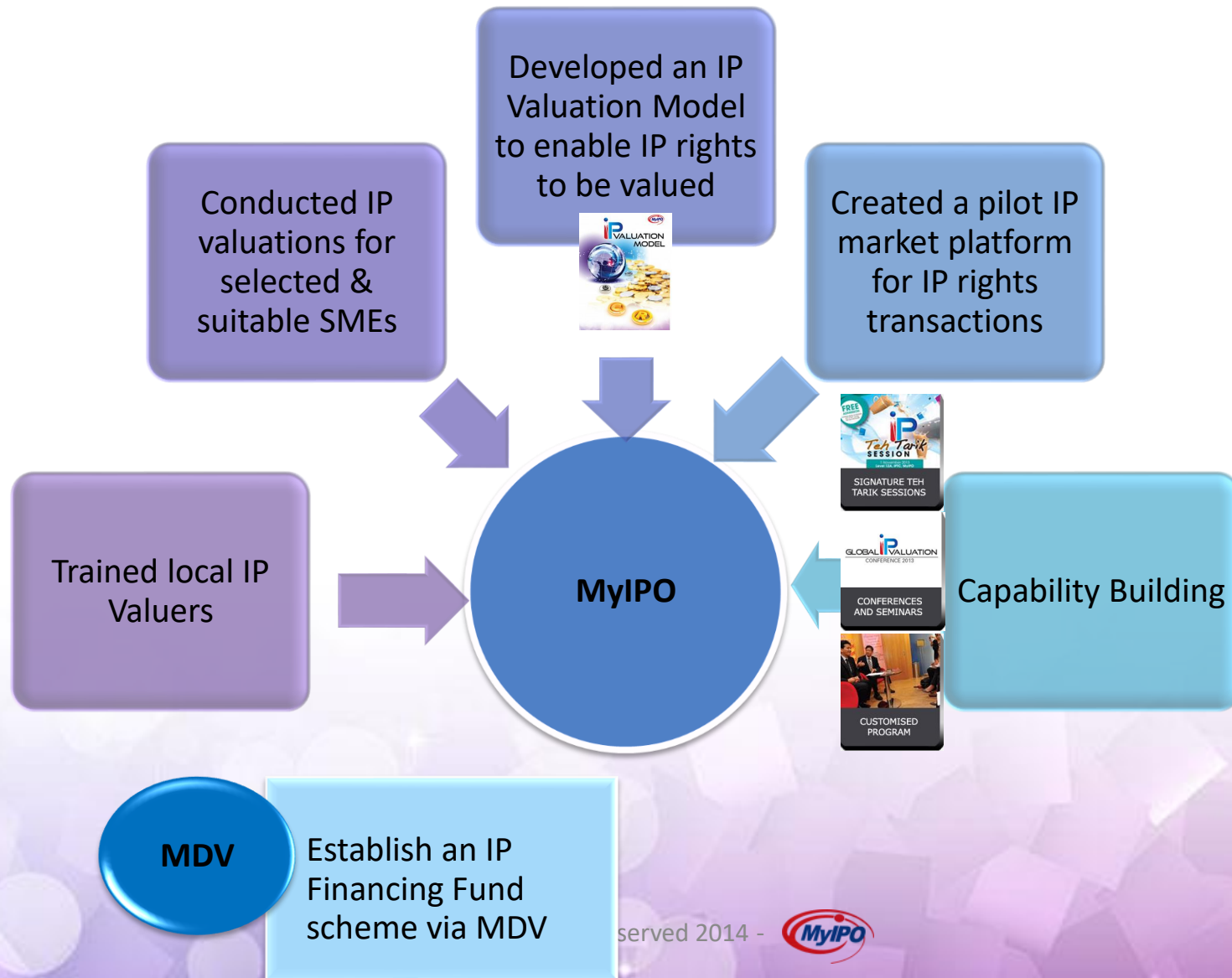
*Reinforces each aspect
resulting in a
functioning
IP ecosystem*

IP Rights
Marketplace

**Building a platform to improve
access to IP trading, IP
divestment & disposal**

2013-2015 INITIATIVE – OUR ACHIEVEMENTS

Enabling SMEs to use their IP as a source in getting financing



TRAINING OF LOCAL IP VALUERS

An IP Valuation Training Module was developed by MyIPO and launched on 7th March 2013. The availability of local IP valuers will make IP valuation more accessible and affordable especially for SMEs.

- Comprehensive curriculum
- Must pass final examination
- Hands on valuation experience

IP Valuer
Training Module



- 2 batches of training
- A total of 53 candidates
- 23 passed the examination

Certified IP
Valuers
(beginner)



- Training for current local IP valuers
- Enhance competency and skills
- Develop practical valuation experience

Enhancement
Training

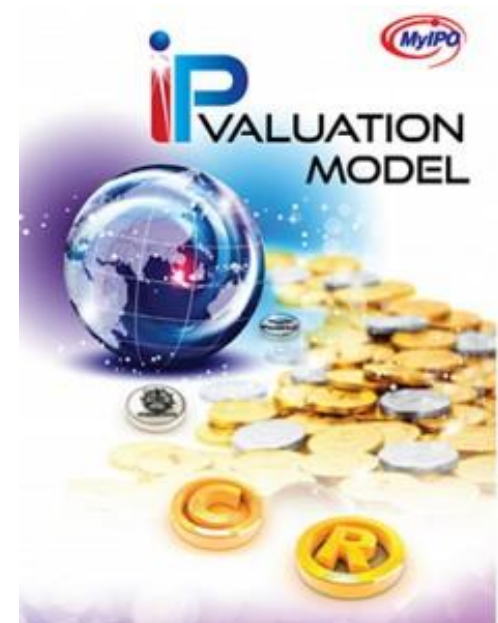


INTELLECTUAL PROPERTY VALUATION MODEL (IPVM)

- Launched in 2013 during the inaugural Global Intellectual Property Valuation Conference (GIPVC) in Kuala Lumpur.
- “Malaysian” in nature
- Suitable for lenders & financiers
- Support the acceptance of IP rights as part of financing

Salient Features of the IPVM

- 3 key considerations:
 - sufficiently accurate for collateral purposes
 - easily implementable by lenders
 - cost-effective in relation to the loan amount



Outcome

- More than 20 valuations on SME IP rights
- Conducted by foreign IP valuers for financing purposes
- Used as hands-on training for local IP valuers
- Based on the IP Valuation Model
- Conduct discussions and competency building with financial sectors on the IP valuation report and IPVM

PILOT IP MARKETPLACE PORTAL LAUNCHED END JUNE 2014

A platform to connect IP owners to businesses and Investors, expand market access to global IP marketplaces

Search Here..

Type	IP Title	Owner/Assignee	Listing Date	For Sale/Licence	Licensing Terms	Selling Price
Patent	VERTICAL AXIS VARIABLE GEOMETRY WIND ENERGY COLLECTION SYSTEM	MICHAEL AARON AND LEONG JIN HOONG	24 - July - 2014	Sale or Licence	Negotiable royalty rate	
Industrial Design	SATAY PACKAGING	Universiti Putra Malaysia	26 - June - 2014	License only		
Industrial Design	MOTORCYCLIST SAFETY COMPARTMENT	Universiti Putra Malaysia	26 - June - 2014	License only		
Industrial Design	HYDROPONIC RACK	Universiti Putra Malaysia	26 - June - 2014	License only		
Industrial Design	"PINDANG" EGGS BOILER	Universiti Putra Malaysia	26 - June - 2014	License only		
Industrial Design	MULTI FUNCTION KITCHEN STOOL	Universiti Putra Malaysia	26 - June - 2014	License only		
Patent	A Method for Producing Skin Regenerating Template	SIRIM Bhd, UNIVERSITI SAINS MALAYSIA, MALAYSIAN NUCLEAR AGENCY & MOSTI	26 - June - 2014	Sale or Licence		
Patent	Seaweed Cultivating System	SIRIM Berhad & Jabatan Perikanan Malaysia	26 - June - 2014	Sale or Licence		
Patent	A Method for Producing Non-Asbestos Brake Friction Materials	SIRIM Berhad and MOSTI	26 - June - 2014	Sale or Licence		
Patent	A System for Harvesting Seaweed	SIRIM Berhad	26 - June - 2014	License only		
Patent	A SYSTEM FOR	Universiti Teknologi	26 -	Sale or		

CAPACITY & CAPABILITY DEVELOPMENT

Critical to the success of a vibrant IP ecosystem are the participation and involvement of relevant stakeholders and the industry.

Organised and initiated various programmes, awareness sessions, dialogues, seminars and conferences to engage various relevant stakeholders as well as to improve and develop capabilities in the areas of IP valuation, IP financing and IP commercialisation and monetisation.



IP FINANCING SCHEME (IPFS) BY MALAYSIA DEBT VENTURES (MDV) (2013 – 2016)

- The RM200 mil fund was launched in Dec 2013
- Leverages on Malaysia Debt Ventures Berhad (MDV)
- Financing of up to RM10 million or 80% of valued IP, whichever is lower
- 5 years financing tenure (inclusive of a grace period of up to 12 months)
- Annual interest rebate of 2% p.a.
- 50% guarantee, with discounted guarantee fee of 0.5% per annum
- Applicable for all MDV financing products
- Basic Requirements:
 - Registered & Valued IP
 - Meets MDV's product criteria



SOURCES CITED

- Samirah Muzaffar (2014) *Building a Sustainable IP Financing Ecosystem*, IP Financing Conference 23 September 2014
- Malaysia Debt Ventures (MDV) IP Financing Scheme Brochure (2014)



Thank you