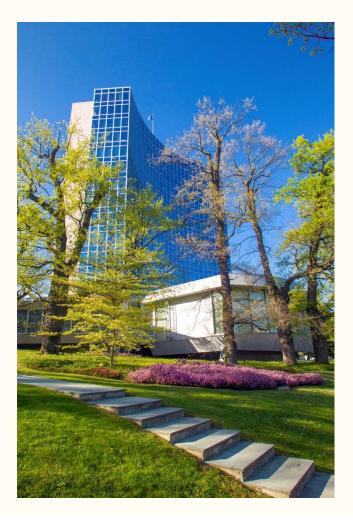
Briefing for Member States and Other Stakeholders

Francis Gurry Director General World Intellectual Property Organization (WIPO)

April 7, 2020



Agenda

- Results 2019
- Some Program Challenges and Highlights in 2020
- Crisis Management

Worldwide filings for IP rights reached record heights in 2018

Patents 3.3 million

Utility models 2.1 million

Trademarks* / 14.3 million

Industrial designs** 1.3 million

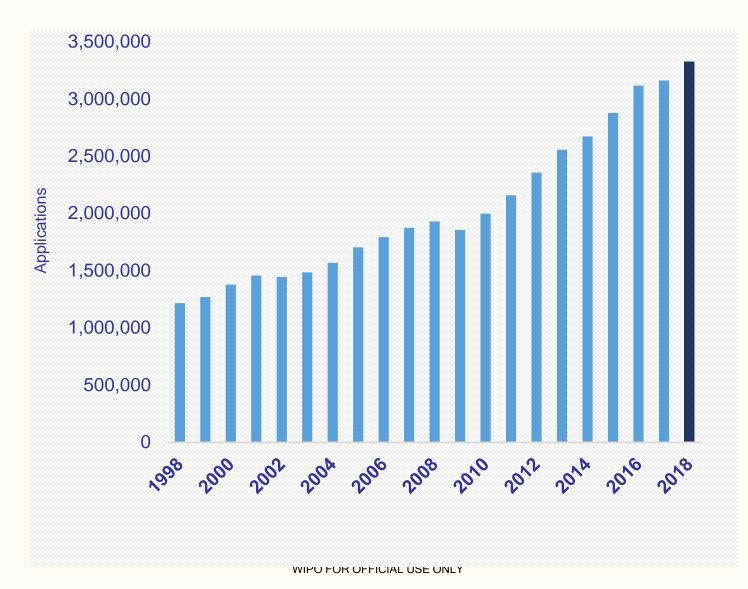
LEGEND

Notes:

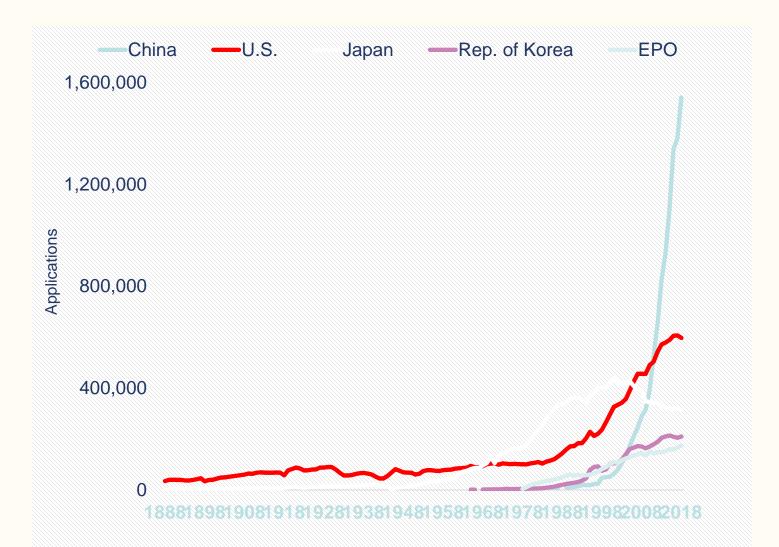
* Total number of classes specified in trademark applications.

** Total number of designs contained in industrial design applications.

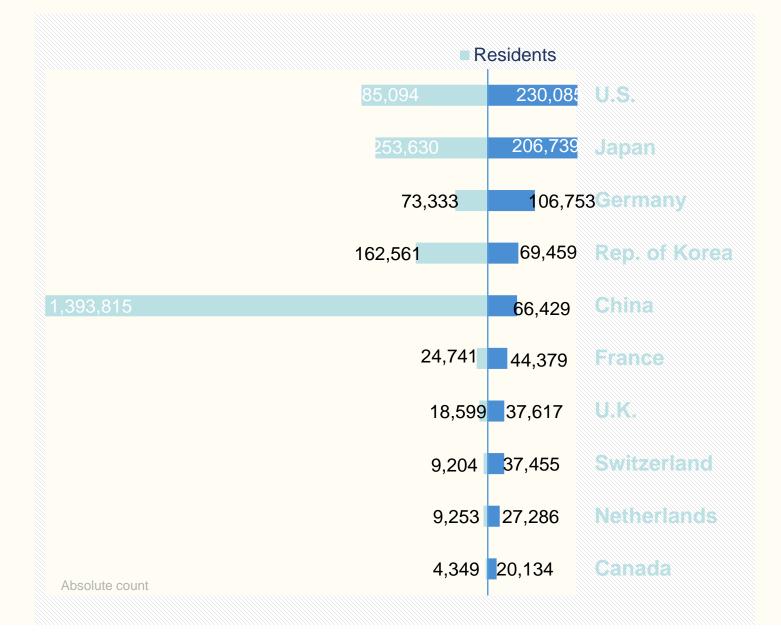
3.3 million patent applications were filed worldwide in 2018



The geography of global patenting has shifted in recent decades



The U.S. leads in filings abroad, 2018



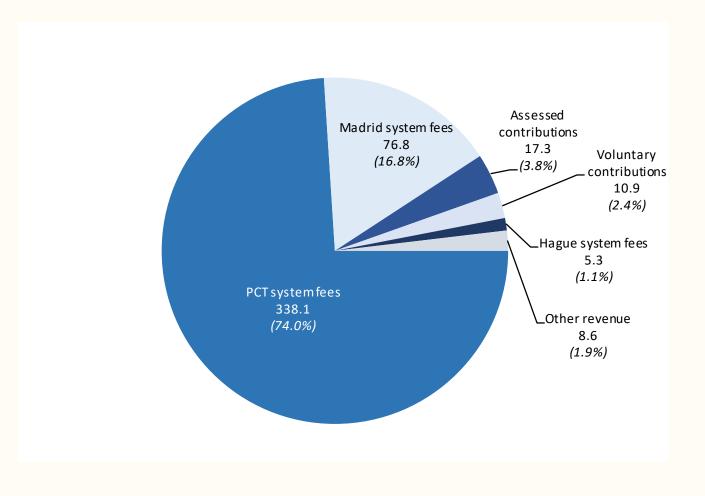
Financial Results 2019

- Overall surplus of CHF 97.7 million
- Revenue CHF 457 million
 - +CHF 23.4 million over 2018
- Expenditure CHF 401.4 million
 - +CHF 25.6 million over 2018
- Investment gains of CHF 42.1 million Swiss francs
 - Investment losses in 2018 amounted to CHF 15.3 million

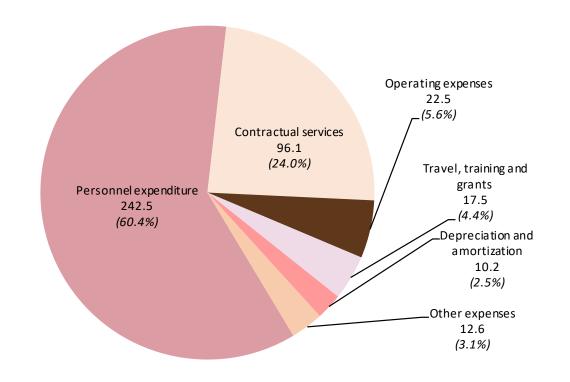
Statement of Financial Performance (in thousands of Swiss francs)

	2019	2018
REVENUE		
Assessed contributions	17,313	17,361
Voluntary contributions	10,863	11,605
Publications revenue	353	542
Fees		
PCT system	338,108	321,348
Madrid system	76,840	74,297
Hague system	5,288	4,919
Lisbon system	14	31
Sub-total fees	420,250	400,595
Arbitration and Mediation	1,963	1,810
Other/miscellaneous revenue	6,291	1,696
TOTAL REVENUE	457,033	433,609
EXPENSES		
Personnel expenditure	242,511	220,597
Internships and WIPO fellow ships	5,183	4,440
Travel, training and grants	17,509	16,764
Contractual services	96,123	93,838
Operating expenses	22,518	26,643
Equipment and supplies	6,392	2,045
Depreciation and amortization	10,205	11,302
Finance costs	1,020	209
TOTAL EXPENSES	401,461	375,838
Investment gains/(losses)	42,102	-15,285
SURPLUS/(DEFICIT) FOR THE PERIOD	97,674	42,486

Composition of 2019 Revenue on an IPSAS basis *(millions of Swiss francs)*



Composition of 2019 Expenditure on an IPSAS basis *(millions of Swiss francs)*



Evolution of Overall Result for Organization

120.0 97.7 100.0 80.0 (in millions of Swiss francs) 60.0 42 37.0 33.2 32.0 40.0 19.5 18.6 15.2 20.0 2011 2012 2010 2013 2014 2015 2016 2017 2018 2019 (20.0) (32.2) (13.5) (40.0) OVERALL RESULT

OVERALL RESULT

Net Assets

Reserves and Working Capital Funds (RWCF) (in millions of Swiss francs)

2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 Net Assets (Actuarial Gains/(Losses) excluded)* 194.6 174.2 193.7 208.8 245.8 279.1 322.7 341.4 383.8 482.8 RWCF Target (Regular Budget) 116.8 116.8 120.6 120.6 124.7 124.7 157.0 157.0 160.4 160.4 322.4 Difference 77.8 57.4 73.1 88.2 121.0 154.3 165.7 184.4 223.5 Actuarial Gains/(Losses) (173.3) (138.7) (122.4) (118.5) Total Net Assets** 149.4 202.7 261.4 364.2 Net Current Assets (Net Liquid Assets - non 75.9 47.2 81.4 76.8 68.1 88.4 136.1 104.2 178.6 292.4 current investments included) Note: Appropriations already approved, not yet 23.7 16.8 11.8 31.5 39.5 spent

> 600.0 500.0 (in millions of Swiss francs) 400.0 300.0 200.0 100.0 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 Net Assets (Actuarial Gains/(Losses) excluded)*

> > ----- Net Current Assets (Net Liquid Assets - non current investments included)

* Net Assets (Actuarial Gains/(Losses) excluded) were restated for 2011, 2012 and 2016.

** As per Financial Statements

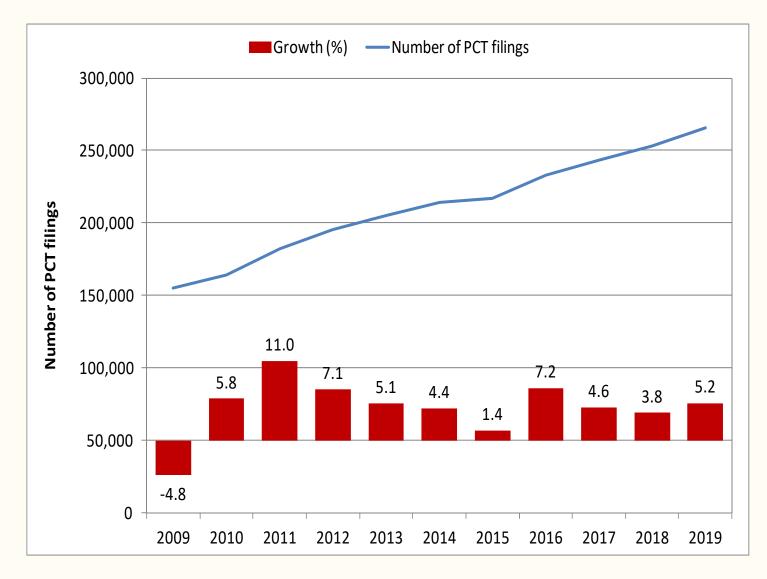
Global IP Systems - 2019

- Significant growth in the PCT and Madrid systems
- PCT
 - 265,800 international applications
 - +5.2% over 2018
- Madrid System
 - 64,400 applications
 - +5.7% over 2018
- Hague System
 - 21,807 designs
 - +10.4% over 2018
- Priorities
 - Extending geographical reach and participation
 - Quality, efficiency and cost-effectiveness of service
 - Comprehensive IT environments

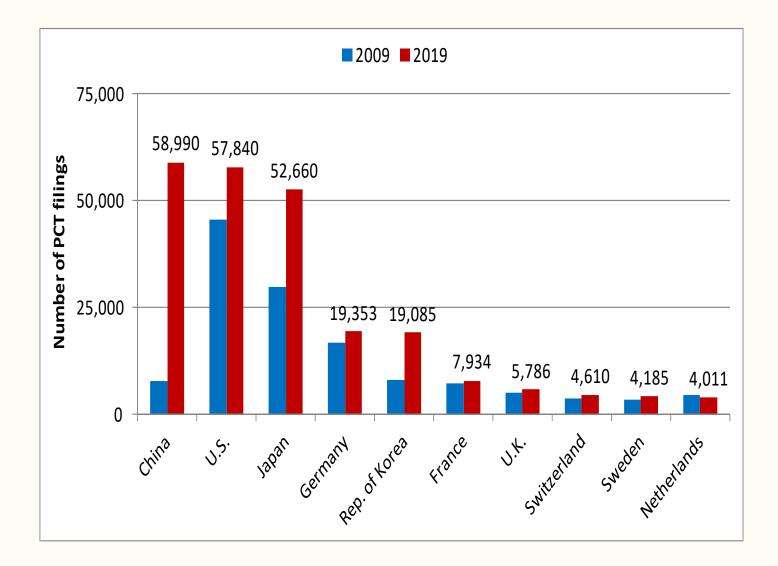
Expanding Use and Geography of Global IP Systems

System	2009	2019	10-Year Growth				
PCT							
Applications	155,408	265,0008	+71%				
No of Members	139	152	+9.3%				
Madrid							
Applications	36,094	64,400	+78.4%				
No of Members	84	103	+22.6%				
Hague							
Designs	8,166	21,807	+167%				
No of Members (Geneva Act)	32	60	+87.5%				

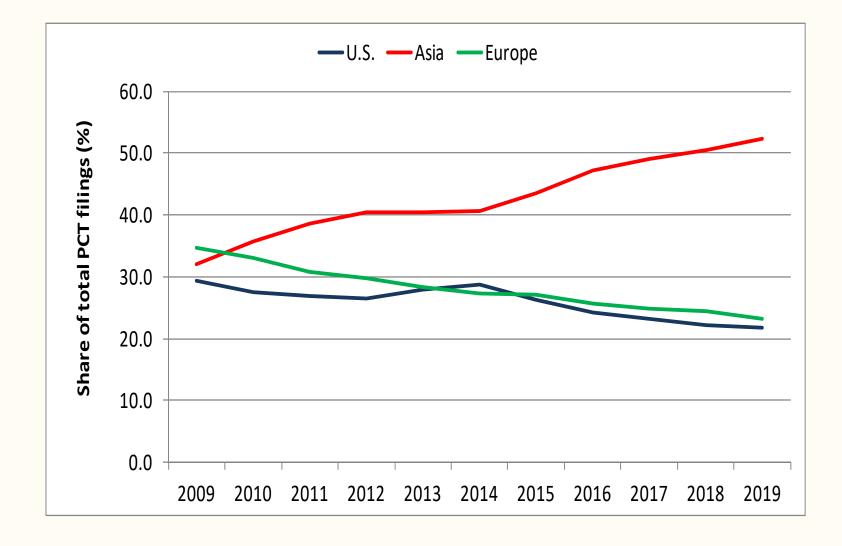
International patent applications filed via the PCT System grew by 5.2% in 2019



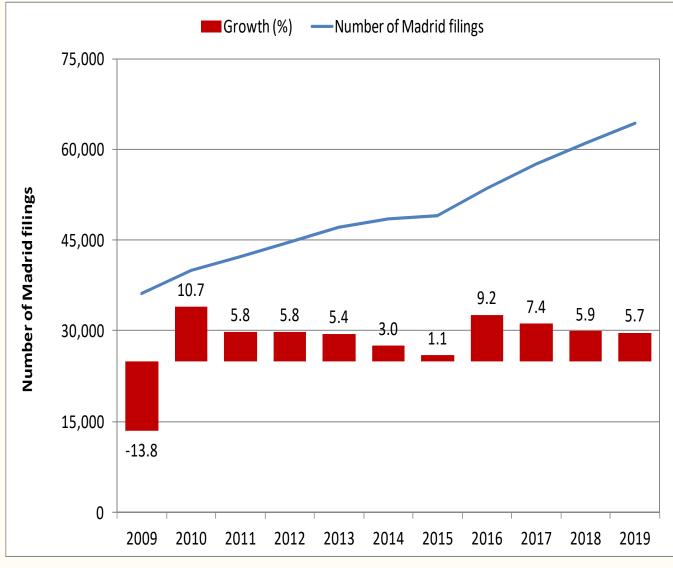
China surpassed the U.S. as the top source of international patent applications in 2019



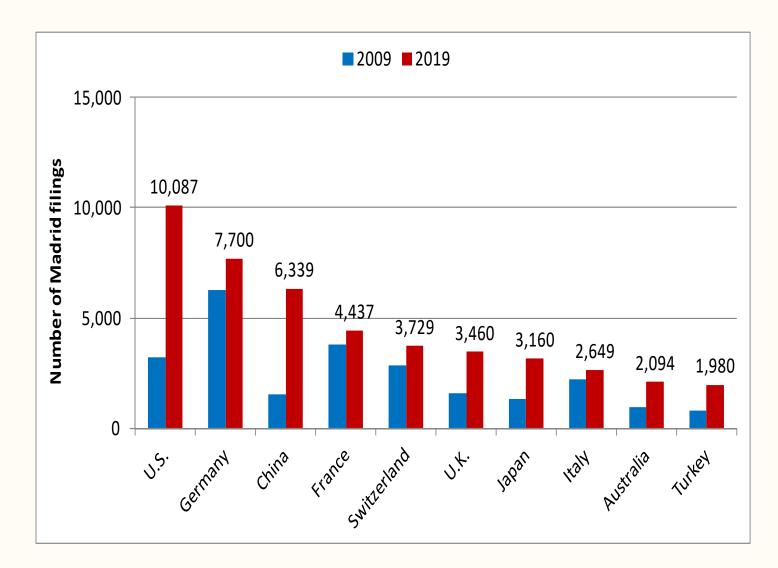
Applicants based in Asia accounted for 52.4% of all PCT applications filed in 2019



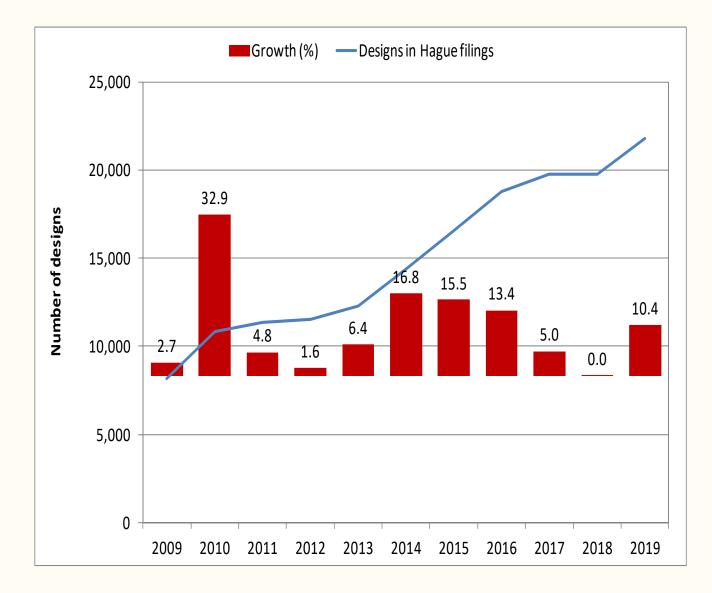
International trademark applications via the Madrid System increased by 5.7% in 2019



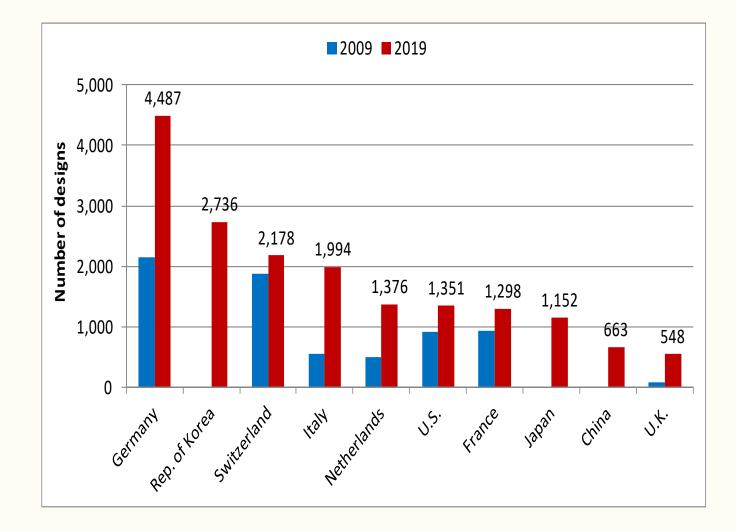
U.S.-based applicants filed the largest number of international trademark applications using the Madrid System in 2019



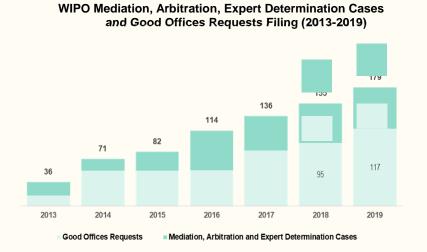
Designs contained in applications filed under the Hague System grew by 10.4% in 2019



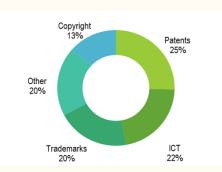
Germany continued to be the largest users of the Hague System



WIPO Arbitration, Mediation and Expert Determination

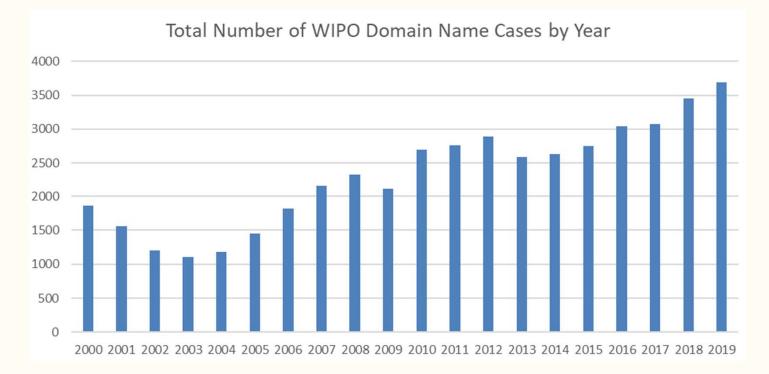


Subject Matter WIPO Center ADR Disputes (cumulative through 2019)



- 2019 results
 - 62 arbitration, mediation and expert determination cases (+16%)
 - Parties from 23 countries
 - Additional 117 requests for WIPO 'Good Offices' for existing disputes (+23%)
- <u>Cumulative all-years total</u> arbitration, mediation and expert determination case filing: 674
- Example <u>areas of WIPO disputes</u>: patent licenses, R&D agreements, trademark co-existence agreements, distribution agreements, software agreements, film co-production agreements, consortium agreements, and digital copyright and content non-contractual disputes
- Update of WIPO ADR Rules (effective January 1, 2020) to accommodate provisions of 2019 Singapore Convention on Mediation
- Launch of Survey on Use of ADR Mechanisms for B2B Digital Copyright- and Content-related Disputes

WIPO Domain Name Dispute Resolution

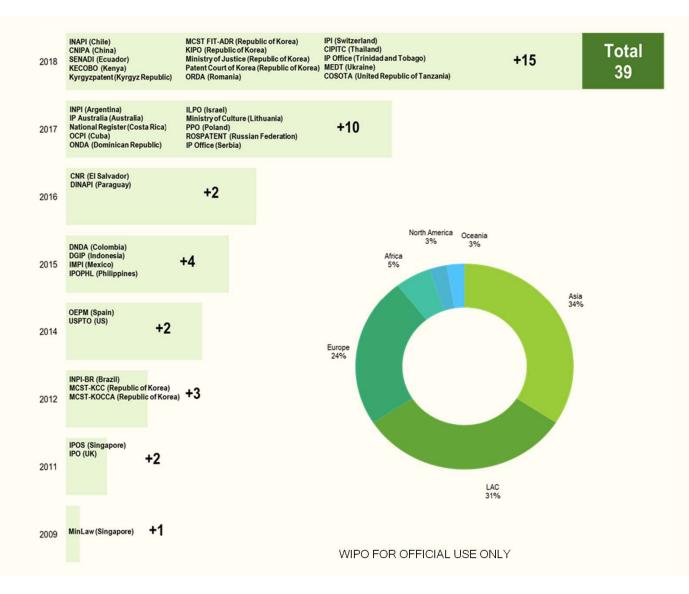


- 2019 results
 - Record 3,693 WIPO UDRP-based cases (+7%), 6,298 domain names
 - Parties from 122 countries, 282 panelists appointed from 47 countries, 16 languages of proceedings
 - Many cases including allegations of counterfeit sales, fraud and phishing
- <u>Cumulative total</u> since 1999: 47,000+ WIPO UDRP-based cases for 86,000+ domain names
- <u>78 ccTLDs</u> (country code Top-Level Domains) designating WIPO dispute resolution
 - 13% of WIPO 2019 caseload
 - 2019 additions: .CN and .中国 (China), and .UA and .COM.UA (Ukraine)

WIPO Conference for the 20th anniversary of the UDRP (October 21, 2019)

WIPO Center Collaborations with IP and Copyright Offices

- Increasing collaboration with Member States' intellectual property authorities for promotion and/or integration of alternative dispute resolution options
- New edition of WIPO Guide on ADR Options for IPOs and Courts



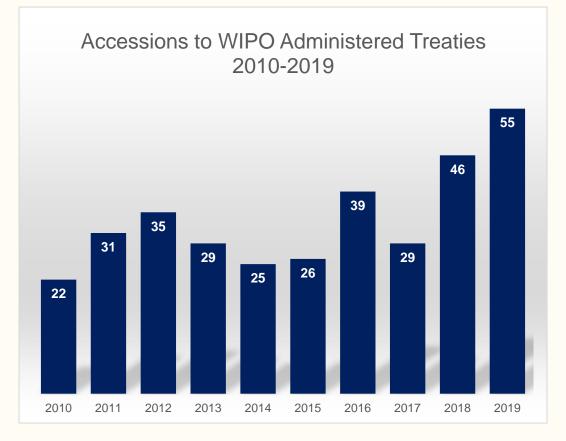
WIPO Center Collaborations with IP and Copyright Offices

• Increasing collaboration with Member States' intellectual property authorities for promotion and/or integration of alternative dispute resolution options

New Collaborations in 2019		Collaborations Established 2009-2018					
 NCIP (Belarus) EAPO (EAPO Member States) HIPO (Hungary) Ministry of Justice (Kazakhstan) INDAUTOR (Mexico) OMPIC (Morocco) 	 INPI (Argentina) IP Australia INPI (Brazil) DNDA (Colombia) INAPI (Chile) CNIPA (China) National Register of Costa Rica OCPI (Cuba) ONDA (Dominican Republic) SENADI (Ecuador) CNR (EI Salvador) DGIP (Indonesia) Israel Patent Office KECOBO (Kenya) KYRGYZPATENT (Kyrgyzstan) Ministry of Culture of the Republic of Lithuania IMPI (Mexico) DINAPI (Paraguay) IPOPHL (Philippines) PPO (Poland) 	 KCC (Republic of Korea) KIPO (Republic of Korea) KOCCA (Republic of Korea) MCST (Republic of Korea) Ministry of Justice (Republic of Korea) Patent Court of Korea (Republic of Korea) ORDA (Romania) ROSPATENT (Russian Federation) Intellectual Property Office of the Republic of Serbia IPOS (Singapore) OEPM (Spain) IPI (Switzerland) CIPITC (Thailand) Trinidad and Tobago Intellectual Property Office MEDT (Ukraine) UK IPO (United Kingdom) USPTO (United States) COSOTA (Tanzania) 					

Treaty Accessions

- 2019 was a record year for accessions to WIPO administered treaties – reaching the highest rate of accessions in ten years
- The majority of accessions were to copyright treaties

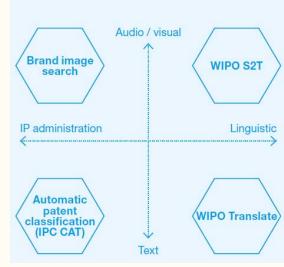


Digital and IP Data Resources

- WIPO IP Portal
 - A single sign-on portal launched in 2019 to consolidate more than 40 WIPO applications and digital services for one-stop shopping with easy access and greater user-friendliness
- Expansion of Global IP Databases
 - PATENTSCOPE
 - About 80 million documents (PCT and 62 national/regional patent collections; 20% increase from 2018)
 - multilingual search in 14 languages with AI-assisted WIPO TRANSLATE for full text search
 - 2.7 million PCT patent family data added in 2019
 - the most visited WIPO web site with an average of 40,000 visits/day (30% increase from 2018)
 - Global Brands Database
 - About 40 million records (Madrid, Lisbon, emblems, 58 national/regional trademark collections; 40% increase from 2018) with an AI-assisted image-search tool (further refined in 2019)
 - Global Designs Database
 - About 11 million records (Hague, 25 national/regional designs collections; 50% increase from 2018)
 - WIPO Lex
 - Over 40,000 electronic texts of national IP laws and regulations from 199 countries and 800 IPrelated treaties, including 5,700 new entries made in 2019

WIPO AI Tools and Digital Services

- Advanced Technologies Applications Center (ATAC) set up in 2018 at WIPO to lead R&D of AI applications for IPO Administration
- WIPO AI tools and Digital Services internally developed:
 - WIPO Translate for 10 languages (about 2.5 million words translated per day, just in PATENTSCOPE and licensed externally to 12 different organizations)
 - WIPO Trademark image search (about 6,000 unique searches per month, as-at November 2019)
 - WIPO Speech2Text for meetings (successfully tested at two WIPO main meetings and licensed externally to 5 different organizations)
 - IPC CAT (automatic categorization of technologies according to International Patent Classification)
- New Digital Services being launched (WIPO PROOF)



WIPO AI tools

ICT in Support of Development

- Industrial Property Administration System (IPAS)
 - WIPO free of charge software enabling online service delivery for IP Offices, supplemented by services and advice on digitization, quality improvement, and workflow optimization
 - In use in 87 IP Offices in all regions (most of them are developing countries/LDCs)
- Centralized Access to Search and Examination (WIPO CASE)
 - WIPO online platform enabling IP Offices to search and access patent search/examination reports of other IP Offices for enhanced international cooperation
 - Expansion in all regions since its creation in 2011, and now with 33 participating IP Offices (a steady increase from 21 in 2016)
 - 20 participating IP Offices are from developing countries/LDCs
- Technology and Innovation Support Centers (TISCs)
 - Nearly 900 TISCs in 80 national networks in developing and least-developed countries
- Public-Private Partnerships on Access to Information and Knowledge
 - ARDI free/affordable access to subscription-based scientific and technical literature
 - part of UN partnership "Research4Life" with free/affordable access to 42,000 science and technology books/journals
 - 2,312 institutions actively using ARDI
 - ASPI free/affordable access to nine commercial patent databases, used by 140 registered institutions

WIPO CONNECT

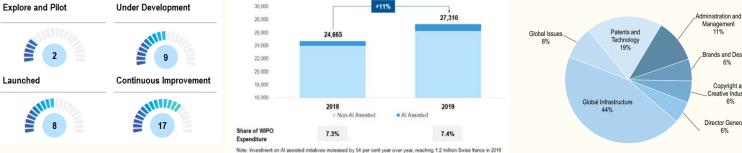
WIPO Connect is an IT solution, developed and offered by WIPO to Collective Management Organizations (CMOs) in developing countries, aimed at facilitating the collective management of copyright and related rights. WIPO Connect succeeds and replaces WIPOCOS.

	Web application used for day to day operations Management of documentation: right holders, works, performances, and sound recordings Management of licensing agreements with users Calculation of royalties to be distributed to right holders based on usage						
Solution	Common services to share and disseminate data Data exchange between CMOs facilitating the dissemination of local repertoires to foreign CMO Connection with industry databases						
	Business and technical support services						
	Training, maintenance and support Software setup according to local legal and licensing frameworks rules						
	Software developed, connection with industry data sources in progress Languages available : English, French, Portuguese, others on demand						
Status	 Multi-lingual deployment team (English, French, Portuguese) Remote support during crisis, finalization onsite once travel bans lifted 						
	 Deployments prioritized in 5 countries, 7 others planned before end of the year All WIPOCOS users to be migrated to WIPO Connect and waiting list (additional 27 CMOs) 						

Innovation at WIPO

- Organizational maturity accelerated in 2018/19 with the establishment of ATAC
- 36 initiatives demonstrating innovation @ WIPO tracked across the Organization delivering mainly Service innovations
- Investment amounted to 52 million Swiss francs in 2018/19, representing a 7.4 per cent share of total WIPO Expenditure
- Impact indicators under refinement, efficiencies to be reported from 2020





Management

11%

Brands and Designs

6%

Copyright and

creative Industries

6%

Director General

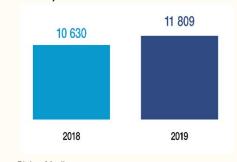
6%

Innovation at WIPO

🙊 WIPO award winner				Benefits for WIPO	WIPO award winner		Benefits for WPO			
Service Innovations		Customer(s)	Efficienc	y Other Benefit (Primary)	Service Innovations	c	customer(s)	Efficiency		Benefit mary)
Explore and Pilot					Continuous Improve	ment				
WIPO Automated IP Classifi (AIPC)	ication	IP Offices, R&D Institutions incl. Universities, Private Sector	, e	↑ Competitive Edge	\$		Visually Impaired Persons, Libraries, Autho	nized		↑ Global
Under Development					Reference (Global book service)	Entities	lizeu		Reputation
WIPO Proof		Inventors, Creators, Start-Ups, Applicants		↑ Diversification	Representation Assistance Prog	ram (IAP)	Under-resourced Inventors			↑ Global Reputation
WIPO Sequence (formerly S implementation tool)	ST.26	IP Offices, BioScience Research Community, Applicants		↑ Competitive Edge	WIPO Green		R&D Institutions incl. Universities, Intergov. Private Sector, Inventors, Entrepreneurs, P			↑ Global Reputation
Global Database New Searc	:h	Scientific / R&D Institutions incl. Universities, Private Sector, Inventors, General Public		↑ Competitive Edge	WIPO Re:Search		Scientific / R&D Institutions incl. Universities Pharmaceutical companies, Researchers	\$,		↑ Global Reputation
Development and Extensior Lex	ns of WIPO	Public Administration, Legal Community, Genera Public	al	↑ WIPO Reach	WIPO AMC IT developmen	nts	Private Sector, General Public		B	↑ Diversification
Resilient and Secure Platfor	rm (PCT)	IP Offices, International Search Authorities, Receiving Offices, Applicants		↑ Future-Proofing	WIPO Connect		Collective Management Organizations			↑ WIPO Reach
Management Systems for In Classifications & Standards	3	IP Offices		↑ Future-Proofing	RATENTSCOPE Database		Scientific / R&D Institutions incl. Universities Private Sector. Inventors. General Public	3,		↑ WIPO Reach
Integrated Conference Serv Platform	ices	WIPO Delegates & Meeting Participants, Genera Public	al 🦉	↑ Future-Proofing	👰 Global Brand and Design	Databases	R&D Institutions incl. Universities, Private S Designers, Advertising Agencies, General F			↑ WIPO Reach
Launched					PCT IT developments		IP Offices, International Search Authorities, Receiving Offices, Private Sector, Applicant		B	↑ Future-Proofing
WIPO IP Portal		WIPO IP Service Customers		↑ Customer Satisfaction	ePCT		IP Offices, International Search Authorities, Receiving Offices, Applicants		ğ	↑ Future-Proofing
WIPO Speech to Text (S2T)		IP Offices, Int'l Org., Research Community, Private Sector, WIPO Meeting Participants	ě	↑ Global Reputation	🙊 Madrid IT developments		IP Offices, Private Sector, Applicants		12	↑ Future-Proofing
🙊 WIPO Translate		IP Offices, Int'l Org., Research Community, Private Sector, WIPO Meeting Participants	ě	↑ Global Reputation	The Hague IT developmen	nts	IP Offices, Private Sector, Applicants		12 C	↑ Future-Proofing
WIPO Alert (BRIP database))	Advertisers, Advertising Agencies & Intermediaries, Public Authorities, Creators		↑ Global Reputation	🙊 WIPO Pearl		IP Offices, Applicants, General Public		, e	† Comprehensive Ecosystem
WIPO Image Similarity Sean	ch (ISS)	IP Offices, Private Sector, Applicants		↑ Competitive Edge	WIPO Digital Access Serv and WIPO Case	0 0	IP Offices, Applicants			↑ Comprehensive Ecosystem
Ratinfor Med database		Scientific / R&D Institutions incl. Universities, Procurement (e.g. Aid Agencies)		↑ WIPO Reach	Reprint WIPO IPAS suite of applic	ations	IP Offices, Applicants			† Comprehensive Ecosystem
TISC services support tools platforms	s, portals &	Inventors in Developing Countries, R&D Institutions incl. Universities		↑ WIPO Reach	B	01.1				01
WIPO Fee Transfer Service Netting)	(formerly	IP Offices, International Search Authorities, Receiving Offices, Applicants (indirect)	ě	↓ FX Exposure	Process Innovations	Status	Customer(s)	Em	iciency	Other Benefit
					Automated screening of CVs	Explore and Pilot	HRMD, Recruitment Boards		,e	↑ Transparency
Communication Innovations	Status	Customer(s)	Efficiency	Other Benefit	CAT Tools	Continuous Improvemen	WIPO Translation Divisions		e	↑ Future-Proofing
Focal Point Network for	Continuous	WIPO Corpor opportunity applicants		↑ WIPO Reach	Enterprise Content Management	Under Developmen	t WIPO Staff		ġ	↑ Future-Proofing
under-represented Countries	Improvement	WIPO Career opportunity applicants		Wir'O Reach	Migration of Applications & Email to the Cloud	Under Developmen	WIPO Staff		ě	↑ Future-Proofing

Global Innovation Index 2019 Worldwide Media Pickup

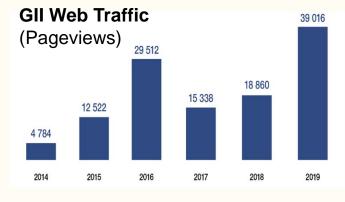
Gll 2019: 11,809 articles (11% increase)



Source: Cision Media Monitoring

China: 36% (4108 articles) / United States: 11% (1229 articles) / India: 7% (794 articles)





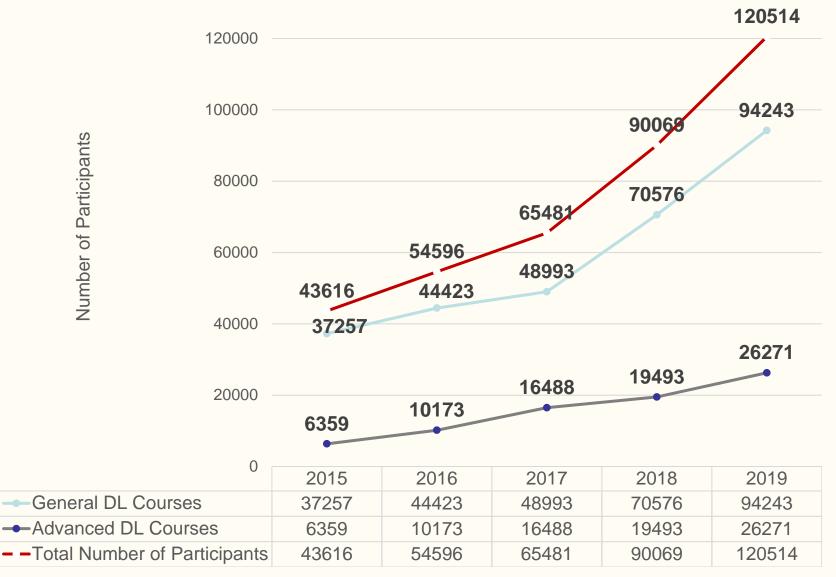
Source: Google Analytics

Social Media Activity

320,000+ impressions of GII tweets



WIPO Academy's distance learning courses, 2015-2019

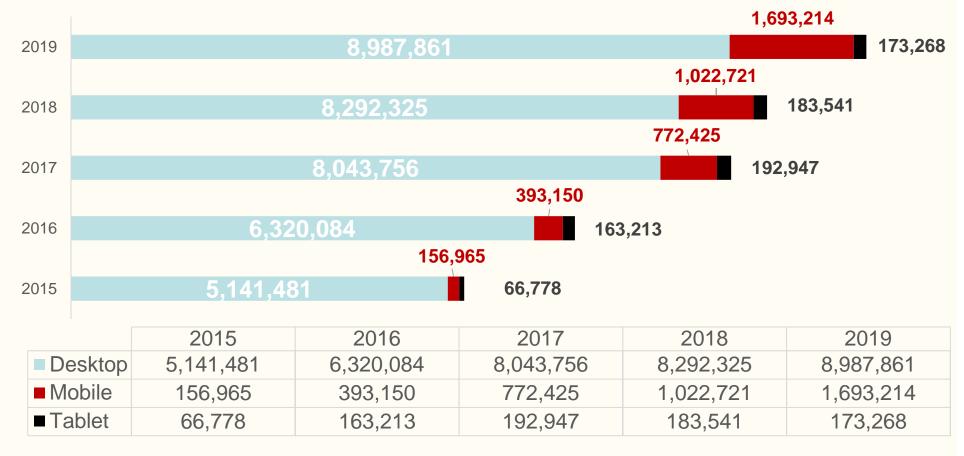


WIPO FOR OFFICIAL USE ONLY

Increase in Participation in WIPO Academy's Distance Learning Courses, 2010-2019

Percentage Increase	In 5 Years	In 10 Years
	4500/	070/
General DL Courses	153%	87%
Advanced DL Courses	2120/	7450/
Advanced DL Courses	313%	745%
	4700/	4050/
Total Increase in Participation	176%	125%

Means of Access to WIPO Academy Platform



■ Desktop ■ Mobile ■ Tablet

WIPO Academy's Record (1998-2019)

- Almost 730,000 individuals have followed our distance learning courses since 1999
- 11,265 government officials have participated in 467 specialized courses organized with our Member States since 1998
- **1,744 students** have graduated from our Joint Master's Program since 2003, of whom **834 received scholarships** as government officials
- Nine national IP training institutions have been established, and through them over 40,000 participants benefited from 1,000 training events in 2018 and 2019.
- More than 4,640 participants have taken part in the WIPO Summer Schools since 1998



Consortium between authors, publishers, libraries, blind associations

ABC Global Book Service

- o 71 libraries for the blind, i.e., Authorized Entities
- Total catalogue of 620,000 accessible format works in 80 languages
- o 500,000 titles free of clearance formalities under the Marrakesh Treaty

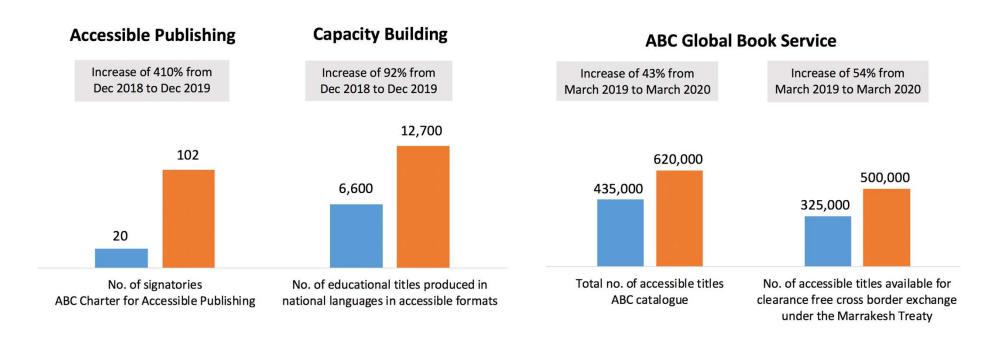
Inclusive Publishing

o ABC Charter for Accessible Publishing – over 100 signatories

Capacity Building

- o projects established in 17 countries from 2015 2019
- o 12,700 educational titles produced in accessible formats



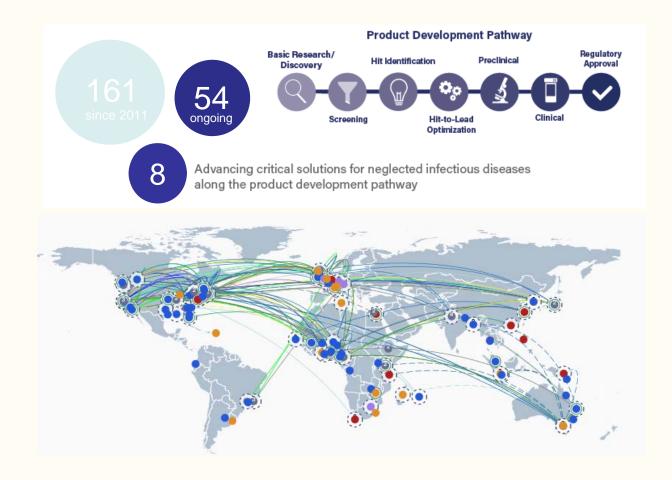


WIPO Re:Search Membership & Global Reach



*MSD is a trademark of Merck & Co., Inc., Kenilworth, NJ, USA

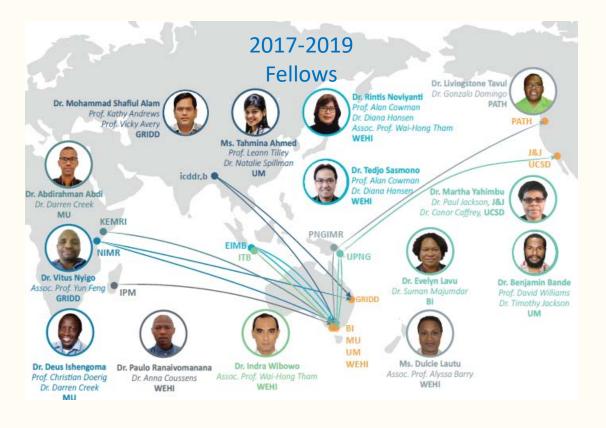
WIPO Re:Search Collaborations & Global Scale



WIPO Re:Search



Fellowship Program (IP Australia Funds-in-Trust) Building an International Community of Researchers



20 Fellowships (100+ months training)

Post-fellowship Grant Funding

Career Development

- promotions

acceptance Ph.D. programspublications

International Relationships

Knowledge & Skill Transfer

WIPO Re:Search

Sharing Innovation in the Fight Against Neglected Tropical Diseases

Communications wipo.int

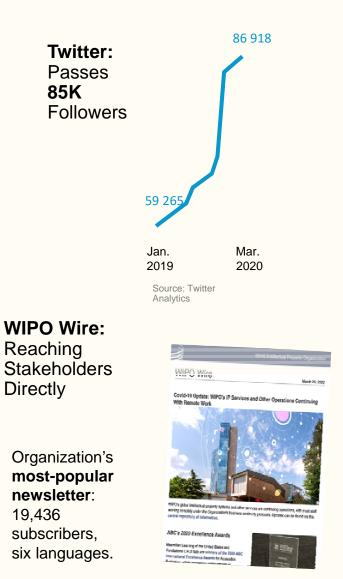
27,185,279 23,687,634

Sessions

14,066,850 12,132,649 12,189,606 12,189,606 12,189,606 12,189,606 12,189,606 12,189,606 12,189,606 12,132,649 2017 2018 2019

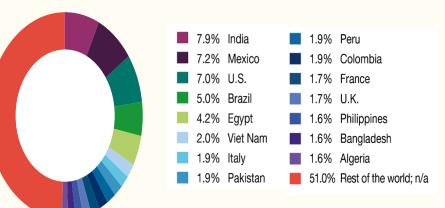
Users

WIPO's Growing Owned Media Presence

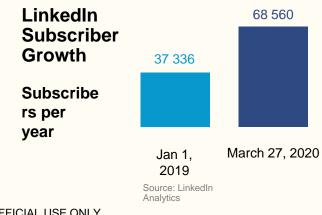


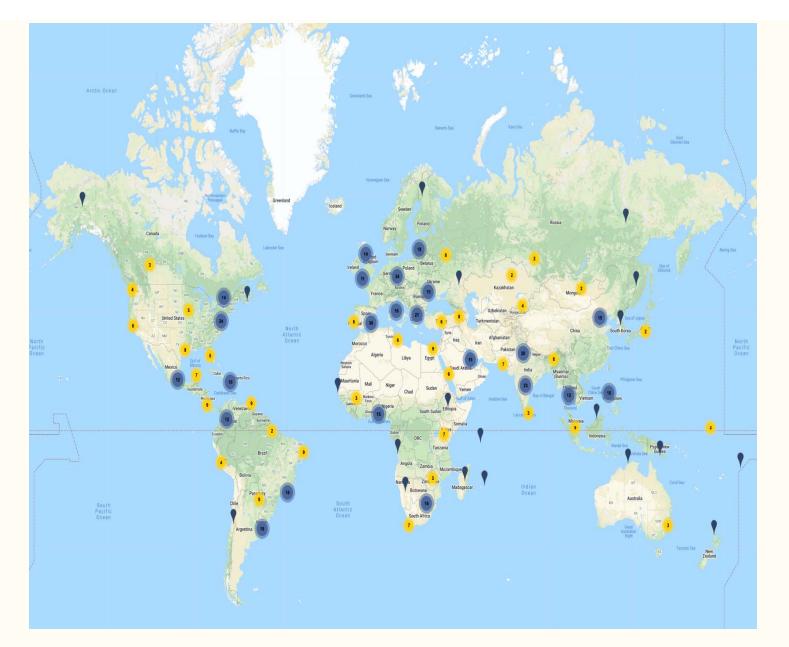
Facebook: A Global Presence

Page 'likes' by country



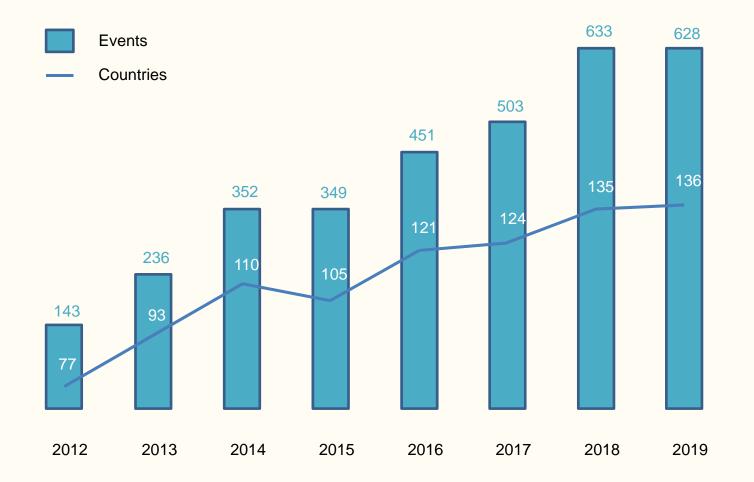
Source: Facebook Insights





628 World IP Day celebrations in 136 countries in 2019

Evolution of Number of World IP Day Events



Some Program Challenges and Highlights in 2020

- 1. COVID-19 Crisis Management
- 2. Global IP Systems
- 3. WIPO Proof
- 4. Artificial Intelligence Conversation
- 5. AI Applications and Digital Transformation
- 6. Entry into Force of Geneva Act of Lisbon Agreement and of Beijing Treaty
- 7. Global Digital Content Market (September 17 and 18, 2020)
- 8. Normative Agenda (DLT)
- 9. Crèche Project
- **10**. Development and Capacity Building Electronic Delivery
- **11.** Transition

- 1. The Current Situation
- 2. Impact on Operations
- 3. Financial Impact
- 4. Some Preliminary Policy Considerations