



Europäisches
Patentamt
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Market success for inventions

Patent commercialisation scoreboard: European SMEs
November 2019 | Key findings



Scaling up innovation

European patents are not just for big industry applicants. In 2018, small or medium-sized enterprises (SMEs) and individual entrepreneurs were behind one in every five patent applications filed at the EPO by applicants based in Europe.



SMEs that use European patents are typically driven by innovation and focused on scaling up their activities. On top of using patents to protect and market inventions, SMEs also leverage them to secure higher margins, license technology, establish collaboration agreements with partners and attract investors.

Sustaining growth in Europe

Based on a survey of patent applicants, this study shows how European SMEs with diverse profiles leverage European patents to sustain growth in Europe and cites concrete case studies.

It is the first of a series of patent commercialisation scoreboards that use survey data to monitor the market success of European patents.

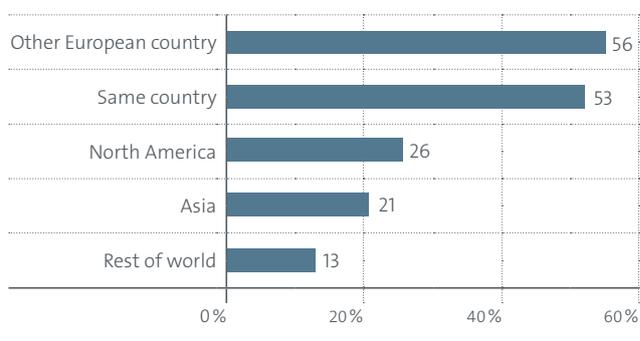
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Published and edited by the EPO
Munich, Germany
epo.org
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Patent, collaborate, commercialise

This study shows that SMEs typically rely on European patents to protect high-potential inventions. Up to two thirds of these inventions are commercially exploited – around half exclusively by an SME itself and half with a partner, usually from another European country. European patents make this process much easier by providing protection in up to 44 different national markets.

Geographical location of SMEs' partners



But SMEs often struggle to find partners from outside their existing network of personal or business contacts. This study reveals potential for boosting patent commercialisation via measures to help SMEs identify market partners across Europe.



ISBN 978-3-89605-248-3