

EtaVolt

Intangibles Disclosure Framework Example Report

This is a brief analysis of EtaVolt's Intangible Assets (IA) using the Intangibles Disclosure Framework (IDF).

The IDF outlines principles for businesses to disclose and communicate their IA such as brand value, patents or registered designs in a systematic and comprehensive way.

The disclosure principles in the IDF are anchored in four pillars: Strategy, Identification, Measurement, and Management (SIMM).

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An Overview of EtaVolt

EtaVolt is a deep tech start-up spin-off from Nanyang Technological University (NTU), incorporated in 2019. EtaVolt has developed multiple products providing solutions for solving challenges along the PhotoVoltaic (PV) lifecycle. These include patent-protected hardware solutions and proprietary software that are seamlessly connected to provide a one-stop solution for the entire PV lifecycle, from procurement, operation and maintenance, to end-of-life management.

EtaVolt's key mission is to shape an innovative PV circular economy towards a sustainable future. They work with major stakeholders in the PV industry to develop and deploy innovative PV solutions.





STRATEGY

Alignment of IA and Business Strategies for Value Creation

EtaVolt is an IP-based company, and their IA strategy supports overall business growth.

A key business model is the licensing of their technologies to other businesses. As such, they take careful steps to protect and manage their intangible assets.

To date, EtaVolt has successfully commercialised many of its IP through licensing.

Creating Sustainable Value

EtaVolt aims to develop a comprehensive portfolio of IPs to allow the company to build an ecosystem of products. These products will provide solutions to problems faced throughout the PV lifecycle, positioning EtaVolt as the primary solution provider in the PV industry.



IDENTIFICATION	MEASUREMENT
Key Intangibles	Metrics and Drivers
<p>Technology –</p> <ul style="list-style-type: none"> • Ecosystem of patents surrounding entire solar system lifecycle that positions EtaVolt as a comprehensive solution provider for the PV industry • Strong integration of hardware and software solutions to create proprietary products 	<ul style="list-style-type: none"> • Number of patents filed (e.g., 3 patents granted, 2 patents pending and 1 shared patent) • Number of licensing agreements • Number of research collaboration agreements • Number of products created from patents
<p>Human capital –</p> <ul style="list-style-type: none"> • Management team of 3 PhDs specialising in the PV industry and R&D, with a combined 40 years of experience in the field • Advisory team of industry leaders from Institutes of Higher Learning, local companies and industry veterans • Team members covering solar technologies, AI and sustainability capabilities 	<ul style="list-style-type: none"> • Staff’s level of expertise (depth and breadth across sectors) • Dollars spent on employee improvement (trainings, conventions, conferences)
<p>Marketing –</p> <p>Strong brand recognition in the industry due to:</p> <ul style="list-style-type: none"> • Mainstream media exposure • Numerous awards and accolades • Strong participation in technology showcases 	<ul style="list-style-type: none"> • Number of media appearances • Number of awards and accolades won



MANAGEMENT

EtaVolt has put in place comprehensive measures to manage their intangible assets.

Understanding the Market

- The team stays up to date with emerging trends and technologies through regular patent searches and technology scans (e.g., at relevant conventions). This allows EtaVolt to better understand the market gaps that its technologies can fill. It also enables early detection of potential patent infringement or replication by competitors, so that patents can be properly enforced.

Product-based Protection

- EtaVolt's products consist of hardware solutions and complementary software that enhances the functionality and efficacy of their products. This inter-reliance is done intentionally to reduce competitor replicability.
- EtaVolt focuses on building an ecosystem of products to provide a comprehensive solution, where the sum of their products is more than its constituents. This makes the replication of their singular products ineffective and increases the barrier of entry for other competitors.

Intangibles Advisory

- Strategic IP partnerships: EtaVolt collaborates with partners to strengthen its IP strategy, including a partnership with NTUitive which has a strong IP management team.
- Global market expansion: EtaVolt works closely with overseas offices of Enterprise Singapore when exploring new markets to better understand the markets and regulations.
- IP legal counsel: Since its inception, EtaVolt has worked with a trusted team of IP lawyers to manage their IP.



Find out more about the Intangibles Disclosure Framework [here](#).

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