

IP IN THE BALTICS

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THE BALTIC COUNTRIES

Estonia, Latvia, Lithuania

- Independence 1918-40; 1991-
- EU and NATO (2004)
- Eurozone

Population: ~ 6 million

Total GDP: ~ €95 billion

Industry: services, timber, food, IT, transport, life sciences

Languages: Estonian (~Finnish)
Latvian, Lithuanian (~Slavic/Germanic)

Investors: Nordic countries, RUS, Germany, UK

Each Baltic country is distinct.

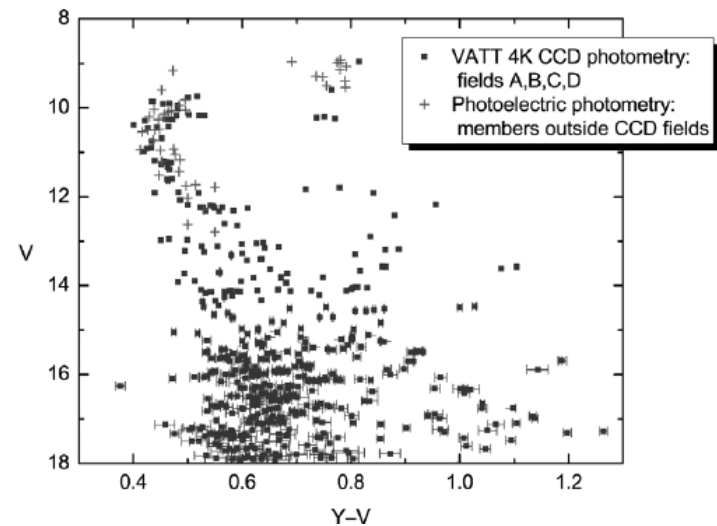




Minox camera
Walter Zapp, Riga
1936



EP1649676
Peer-to-Peer Telephone
System
Ahti Heinla, Priit Kasesalu
2003



The Vilnius Photometric System
Kakaras, Straižys, Sudzius, Zdanavicius
1966

TRADEMARKS

C O B A L T

 TransferWise




MÁDARA
organic skincare



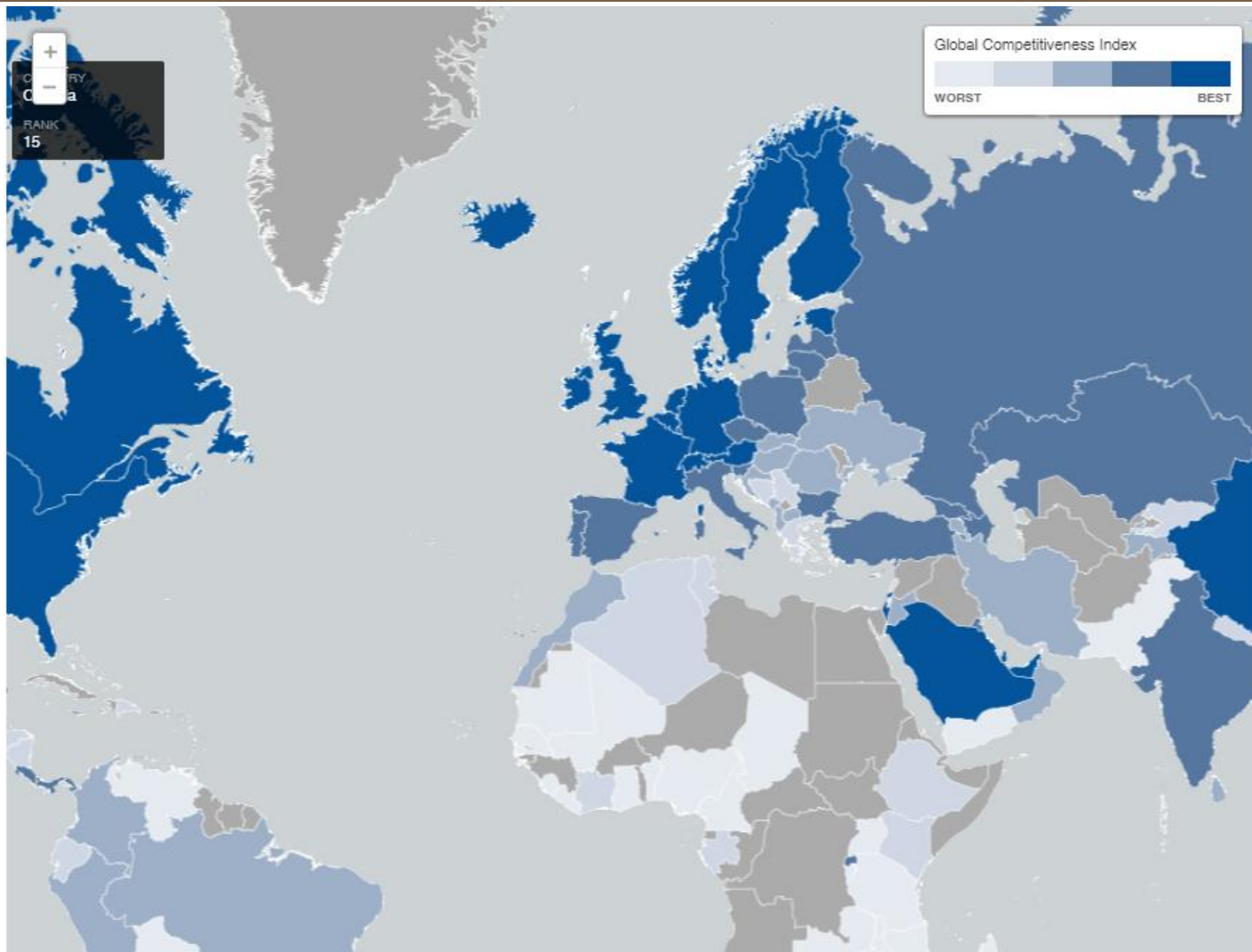
STENDERS
Gardener & Feelings







2016 GLOBAL COMPETITIVENESS MAP



Global Competitiveness Report, 2016 Top 50



Country/Economy	Rank (out of 138)	Score (1-7)	Rank (out of 140)	Score (1-7)
Switzerland	1	5.81	1	5.76
Singapore	2	5.72	2	5.68
United States	3	5.70	3	5.61
Netherlands	4	5.57	5	5.50
Germany	5	5.57	4	5.53
Sweden	6	5.53	9	5.43
United Kingdom	7	5.49	10	5.43
Japan	8	5.48	6	5.47
Hong Kong SAR	9	5.48	7	5.46
Finland	10	5.44	8	5.45
Norway	11	5.44	11	5.41
Denmark	12	5.35	12	5.33
New Zealand	13	5.31	18	5.25
Taiwan, China	14	5.28	15	5.28
Canada	15	5.27	13	5.31
United Arab Emirates	16	5.26	17	5.24
Belgium	17	5.25	19	5.20
Qatar	18	5.23	14	5.30
Austria	19	5.22	23	5.12
Luxembourg	20	5.20	20	5.20
France	21	5.20	22	5.13
Australia	22	5.19	21	5.15
Ireland	23	5.18	24	5.11
Israel	24	5.18	27	4.98
Malaysia	25	5.16	18	5.23
Korea, Rep.	26	5.03	28	4.99
Iceland	27	4.96	29	4.83
China	28	4.95	28	4.89
Saudi Arabia	29	4.84	25	5.07
Estonia	30	4.78	30	4.74
Czech Republic	31	4.72	31	4.69
Spain	32	4.68	33	4.59
Chile	33	4.64	35	4.58
Thailand	34	4.64	32	4.64
Lithuania	35	4.60	36	4.55
Poland	36	4.56	41	4.49
Azerbaijan	37	4.55	40	4.50
Kuwait	38	4.53	34	4.59
India	39	4.52	55	4.31
Malta	40	4.52	48	4.39
Indonesia	41	4.52	37	4.52
Panama	42	4.51	50	4.36
Russian Federation	43	4.51	45	4.44
Italy	44	4.50	43	4.46
Mauritius	45	4.49	46	4.43
Portugal	46	4.48	38	4.52
South Africa	47	4.47	49	4.39
Bahrain	48	4.47	39	4.52
Latvia	49	4.45	44	4.45
Bulgaria	50	4.44	54	4.32

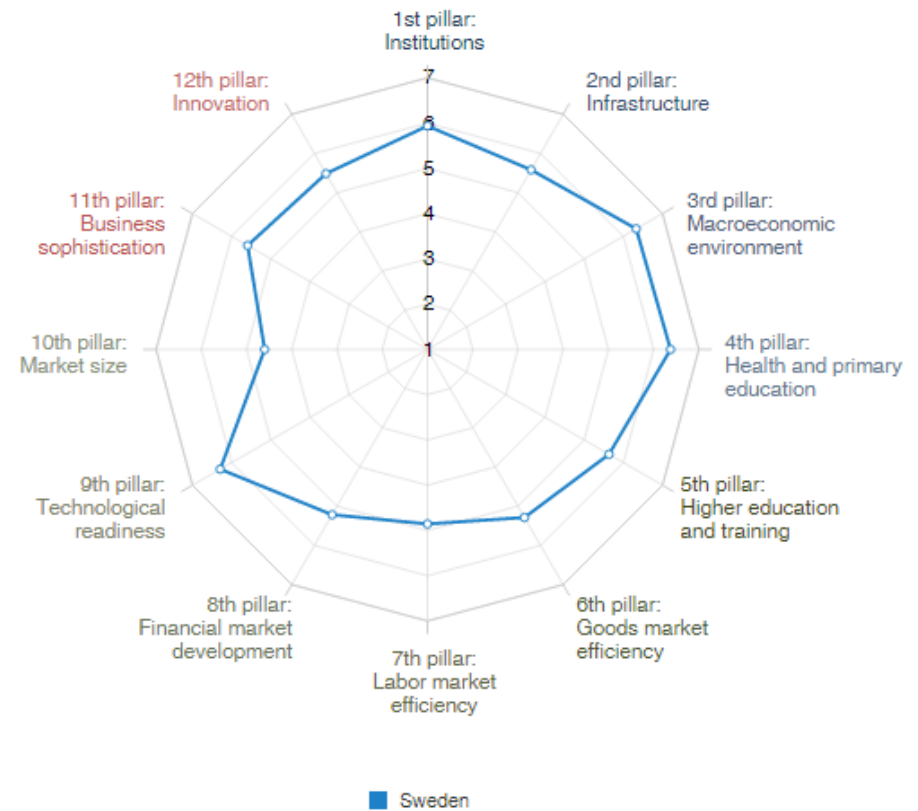
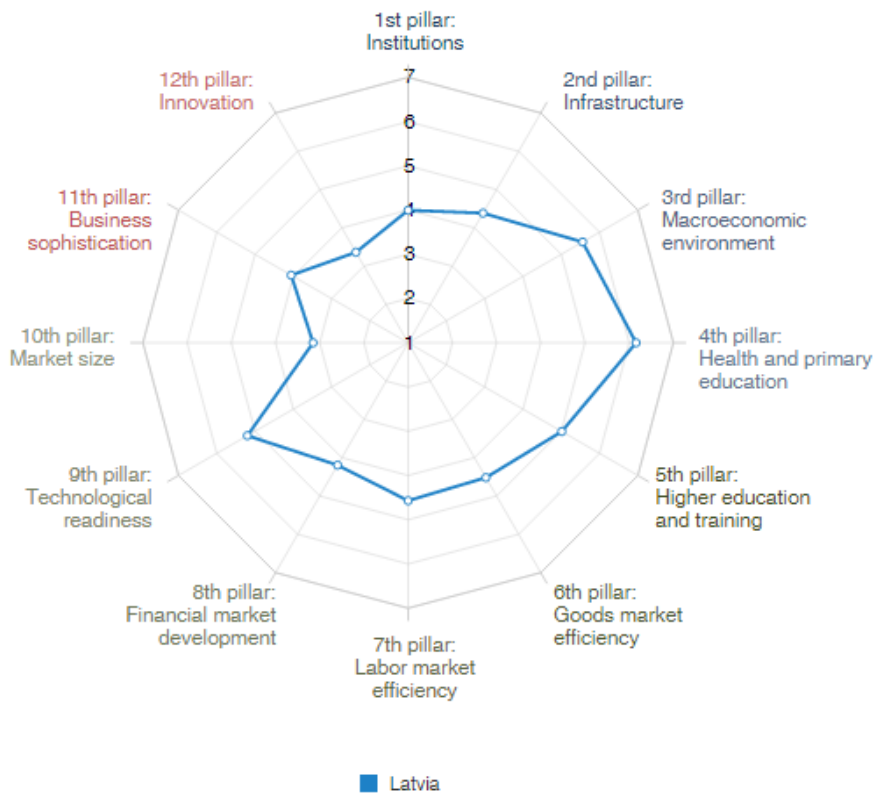
Estonia: 30/138
Lithuania: 35/138
Latvia: 49/138

Poland: 36/138
Russia: 43/138

USA: 3/138
Germany: 5/138
Sweden: 6/138
UK: 7/138



INNOVATION AS A DRIVER OF COMPETITIVENESS



THE BALTIC LEGAL MARKET

Firms

- Top firms (COBALT, Ellex, Sorainen) are pan-Baltic
- Other than Eversheds and Big 4, no global players
- EE—companies, LV/LT-partnerships

Practitioners

- Local bar in each country
- «Sworn advocate» is a solicitor / barrister. No distinction drawn
- Statistically most «sworn advocates» practice solo

Firms

- IP practices within full-service law firms
- Patent agencies prosecute & litigate
- Few IP law boutiques, some solo

Practitioners

- No IP legal qualification. Patent agent not a lawyer (no legal ed.)
- EE- dual status rare
- LV- dual, 3 fields
- LT- dual, all IP
- No privilege for non-attorney patent agents



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