



## Michael Pickens

President, INVISTA Performance Technologies (IPT)



INVISTA Performance Technologies (IPT) is the technology licensing group within INVISTA. The IPT team brings years of experience licensing in the value chains of polyester, polyurethane and nylon. We are committed to protecting our intellectual property rights everywhere throughout the world. We also assist domestic enterprises with the patent application strategy and process in overseas market. We live and breathe innovation. In China, we are glad to see that our intellectual property protection initiatives align well with the government's increased enforcement of these rights. We believe strong respect for IP is beneficial to local economic growth as well as innovation.

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## INVISTA: Cooperation in Value Chain Innovation Helps Chinese Technology and Equipment "Going Global"

INVISTA continues to invest in innovations, paying close attention to research and development trends of Chinese universities, research institutions and enterprises. With the aim to create long-term value for customers, INVISTA is seeking viable opportunities for cooperation in technology development and transfer in China.

In the area of technology transfer/licensing, INVISTA brings its matured experience to the close cooperation with Chinese enterprises in the value chain, helping them to transfer/license their superior technologies and equipment to other countries. By doing this, these technologies and equipment can be compatible with international standards and intellectual property protection.

### **Opportunity: the transition from potential service provider to technology licensing partner**

Previously, Koch Industries, Inc., INVISTA's parent company, found that Fluid Catalytic Cracking (FCC) dry offgas of their refineries is used as fuel gas at minimal value. They have been looking for a way to transform the olefins remnants in the fuel gas into more value-added products. After extensive research on global scale, INVISTA has identified a dry-gas-to-liquids technology (DTL™) from Beijing Huiersanji Green Chem Co., Ltd. (Green Chem), a Beijing-based high-tech company.

Green Chem's DTL™ process technology allows for flexible conversion of light olefins, present in FCC offgas, into either gasoline and distillate or concentrated aromatics, significantly increasing their value. This cost-effective solution captures the gas-to-liquids spread associated with FCC offgas upgrading.

INVISTA and Green Chem's cooperation is a result of comprehensive evaluation including detailed due diligence. Green Chem's technology has already been licensed to refineries in China and met many independent refineries' demand in increasing dry-gas value. On the other hand, INVISTA is experienced in engineering, technology licensing and business development. The cooperation is a win-win situation for both companies.

At the beginning of the cooperation, INVISTA was trying to use DTL™ process technology to solve refining problems at Koch's plants. Anticipating that the demand for this technology would increase with rising crude oil price, INVISTA gradually saw the opportunity of technology licensing and has reached an exclusive cooperation agreement with Green Chem. Per this agreement, Green Chem grants the right to INVISTA to license its DTL™ process technology outside of China.

### **Innovative cooperation: Chinese technologies to be "localized abroad"**

Taking domestic technologies abroad is facing some major problems, namely, international standards and practices compatibility; overseas customers' concern about safety and environmental issues; overseas market network development. INVISTA has a strong capability in international technology licensing. It can assist domestic enterprises to deal with these "going out" problems. In the case of DTL™ process technology licensing, INVISTA gains the right to optimize and upgrade the FEED package. The company is also responsible for the patent application strategy and process in overseas market.

ensuring intellectual property protection is in place when the technology is brought to the world market. On the other hand, Green Chem provides operation training to overseas licensees if required. The cooperation assumes responsibility according to respective advantages and also mutually benefits both parties. Extension: encourage foreign customers purchase Chinese equipment - Made-in-China "going global"

China has become a global "manufacturing powerhouse". While licensing technologies globally, INVISTA also encourages its licensees to purchase equipment from China - helping domestic equipment to "going global". This move not only enhances INVISTA's overall competitiveness, it also helps INVISTA's overseas customers reduce project costs; enables domestic equipment manufacturers to upgrade; and helps drive the advancement of "the Belt and Road Initiative".

