



## Johny J. Kim

### Global intellectual property finance-based business expert

Researcher, Innovator, Global Entrepreneur and Professional Advisor

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## Introduction

Johny J. Kim, CEO of GTL Group, has led numerous high-impact projects for large enterprises, mid-sized firms, and technology-driven SMEs in Korea and internationally. His expertise spans **corporate growth strategy, venture financing, intellectual property (IP) transactions and commercialization, technology strategy, and global business development**, including cross-border **patent transactions and licensing**.

During his tenure at **Samsung Electronics**, Johny held key leadership roles in **R&D & technology management, product planning, technology strategy, market entry strategy and domestic and international business development** within the Digital Media Division. These experiences laid the foundation for his comprehensive understanding of technology commercialization and global expansion.

In 2006, Johny founded **GTL Group**, a global advisory firm specializing in IP monetization and technology business development. Since then, he has successfully closed **over USD 100 million** in patent sales and licensing deals, working with major multinational corporations, non-practicing entities (NPEs), and top-tier law firms in the United States, Canada, China, and Europe. Notably, he executed significant transactions involving the **Daewoo Electronics patent portfolio**.

Previously, Johny served as **Vice President of Business Development** and later as **Senior Vice President of International Business Development and Licensing** at **CLEARPLAY International NV (UK/US)**. There, he led cross-border negotiations, developed licensing strategies, and forged strategic partnerships with global technology companies.

As a recognized thought leader in **IP finance and commercialization**, Johny became the **first Korean Founder** of the **International Intellectual Property Commercialization Council (IIPCC)**. He also established the **Korea Intellectual Property Commercialization Council (KIPCC)**, promoting cross-border IP transactions and intangible asset deals. In 2014 and 2015, he successfully hosted the **Asia IP Business & Finance (AIPBF) Conference**, creating a pivotal platform for global IP and technology investment discussions.

Since 2020, Johny has been collaborating with leading European IP finance experts to establish the **International Intellectual Capital Asset Standard Organization (IICASO)**. This initiative aims to develop global standards for intellectual capital valuation, emphasizing **human capital, network capital, and structural capital**.

In 2017, Johny expanded his entrepreneurial footprint by founding **ISENTECH**, a company specializing in **chemical fluorescence molecular detection technology**, and **BIOSECUMAX Inc. (US)**, aimed at global security technology expansion. His leadership in these ventures reflects his ability to **incubate deep-tech startups** from R&D to successful commercialization.

Throughout his career, Johny has contributed to the **growth and IPO readiness** of global companies, including **DiVX Networks, Ambarella, and RPX**, supporting their **NASDAQ listings and expansion strategies**. Johny remains deeply committed to advancing **future industries through technological innovation**. He continuously explores **emerging technologies and next-generation business models**, integrating global insights to drive transformative growth and sustainable value creation.

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## Career

- Samsung Electronics Video Business Division (1989-1996)
- Samsung Management & Technology Institute, MBA (1996 – 1998)
- Samsung Electronics Digital Media Business Unit (1998-2005)
- Established GTL Global Co., Ltd. (2006-present)
- UK Infinite Data Storage, VP (2007-2008)
- CLEARPLAY International NV., EVP (2008-2011)
- Establishment of GTL Korea Co., Ltd. (2013-Present)
- International Intellectual Property Commercialization Council, founding member (2013-2014)
- Establishment of Korea IPR Commercialization Association, Chairman (2014-Present)
- Established ISENTech Co., Ltd. (2017-2021)
- Established BSX Inc in the US (2018-2021)
- Korea President for OBORSEA, RCEP Trade & Invest (2021-Present) [Presidential Board](#)
- GTL Managing director, extensive experience in scaling technology ventures through growth strategy execution, investment fundraising, global expansion, and strategic partnerships.

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## Major Accomplishments

### Business Strategy Establishment and Business Development

- Establishment of Clearplay International Business Strategy and Development
- IRISYS Co., Ltd.'s business strategy and profit model (Iris recognition technology)
- V-Touch Business Strategy and Management Advisory (UI/UX Technology)
- Consultation on NEWRACOM Business Strategy and Investment (802.11a/b/g Wi-Fi Patents)
- VFlab New Business Strategy Established and Developed (Viving Video Platform)
- Light Bridge and Carbon Energy Business Strategy and Management Advisory (Carbon Neutral)

### Investment Attraction

- Attract investment from DiVX Networks (Samsung Electronics CTO Office, 2M US\$ )
- HG KOREA IR Advisory and Overseas Investment Attraction (Vanguard PE, US\$5M)
- Forming and managing a personal investment Fund (Wonderful PF., SEED investment)
- IRISYS Ordinary Share block deal transaction at x30 return on investment

# Major Accomplishments

## International Business Expansion Strategy and Development

- Development of the CFA Sensor-based Explosive Detector Overseas Business in ISENTECH
- Establishing BIOSECUMAX Inc. U.S. C-Corp and configuring the local Executives Team.
- Wonderful PF US Business launch Strategy Advisory and strategic partner Development
- Consultation on overseas business development of Lab Genomics PCR Test KIT
- Establishing overseas marketing strategies for CellBio and business development

## Patent Technology Analysis / Technology Value Evaluation

- Power Logics iris solution technology analysis and valuation
- FRANCE BREVETS LED Patent Analysis Service
- Super antibiotic technology valuation
- INNOTIO Semiconductor Time Saving Solution Patent Analysis

## Patent Sales and Licensing

- PENTECH 4G standard patent transfer deal (March 2020, Facebook USD 1M)
  - DB Hitech C Mos image patent sale (February 2019, WiLAN USD 2M)
  - DB Hitech Semiconductor patent sale (April 2015, Inphi USD 750K)
  - DB Hitech Semiconductor patent sale (February 2015, WiLAN USD 1.3M)
  - DB HiTek image sensor patent sale (October 2014, ID USD 500K)
  - DB semiconductor circuits patents (October 2014, Inphi USD 500K)
  - Dongbu Hitech C-MOS semiconductor patent sold overseas (Jun 2014, USD 1.1M)
  - Dongbu Hitech 3D semiconductor related patents sold overseas (May 2014, USD 300K)
  - Overseas sales of Dongbu Hitech Flash Memory patent (Mar 2014, USD 1.2M)
  - GS Caltex Biobutanol Manufacturing Technology Licensing (Jan 2014) USD 50M
  - DAEWOO Electronics Video Standards Patent Licensing (Dec, 2012) USD 6M
- : MPEG standard patents Licensing to Dongbu Electronics and transfer deal with ZTE

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### Patent Sales and Licensing

- DAEWOO Electronics A/V patent transfer deal (Jan 2012, WiLAN USD 8M)
- Patent Purchase deal represent for Samsung, TV Power Saving Patent (USD 4M, June 2011)
- DAEWOO Electronics A/V Patent Licensing deal (Samsung Electronics, LG Electronics)  
: DW A/V related for US Patent 2,700 portfolio
- Negotiations and transactions for overseas sales of OLED patents by South Korean small and medium-sized enterprises (USD 1.5M in February 2011)
- Selling patents for Internet Search (USD 750K, October 2010), a U.S. company researcher.
- Negotiations and Contracts for the Sale of Key US HP Patents (August 2010, Intel Venture US\$1.5M)
- US Tower Semiconductor Patent transfer deal (USD 2M, June 2010)
- KIST 3D patent sold overseas (USD 350K in May 2009).
- RPX Membership Licensing Agreement, Samsung Electronics/LG Electronics (March 2009, USD10M)

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## Profile

### Education

- Completion of Chin's IT Chief Executive AMP Course (8th term, 2012)
- Completion of MK Design Management AMP Course (5th term, 2011)
- Samsung Management & Technology Institute, Marketing MBA (1st term, 1998)

### Professional Competency

- Product planning, technology planning, patent technology licensing, overseas business strategy and strategic partner establishment
- Management technology strategy, business growth strategy, M&A strategy, investment attraction, Nasdaq listing

### Language

- Korean, English (Fluent), Japanese (Intermediary)