

# KIWI Management Profile

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## **Management Board**

Karsten Nölling manages the KIWI.KI GmbH as Chairman of the Board together with Hannah Nöthig as COO.

### **Karsten Nölling, CEO**

Karsten Nölling, born 1978, has been the CEO of KIWI.KI GmbH since September 2016. Karsten Nölling has been Sales Manager at KIWI since the end of 2014 and is a member of the Executive Committee. In this role he was responsible not only for sales responsibility, but also for the topic of customer satisfaction. From the very beginning, he also played a key role in the development and expansion of KIWI's important internal KIWI processes and structures during the growth phase. Prior to joining KIWI, Karsten was the founder of a hotel concierge service company used by leading design hotels for communicating with guests. Prior to starting his own business, he was Head of Operations for the startup 9flats. Before that, Karsten worked as a management consultant at McKinsey & Company in Operations and as a project manager for lean manufacturing at Mercedes-Benz. Karsten Nölling studied industrial engineering and holds a master's degree from the University of Western Sydney.

### **Hannah Nöthig, COO**

Hannah Nöthig, born in 1986, has been Managing Director & COO at KIWI since October 2018. In this role, she leads KIWI's Operations, Finance & Legal team. In addition, she drives higher-level, strategic issues and the scalability of internal processes. At first, she supported KIWI as Head of Customer Experience. Her focus was on customer orientation and B2B customer onboarding. Hannah Nöthig has already gained a lot of experience in the startup scene. While working at the incubator Liquid Labs, she set up the startup BorderGuru. There, she led the Operations, Customer Onboarding and Finance team as Head of Operations. She developed her passion for startups rather early. During her studies, she gained first experience as the founder and CEO of the startup Compact. Her achievements during this time include pitching and finding investors at the world's largest startup conference in Silicon Valley. Previously, she gained valuable experience as a consultant of the Otto Group. Hannah Nöthig holds a Master of Commerce degree in Strategic Value Management from the University of New South Wales, Sydney, Australia, and a Bachelor of Science degree in Business Administration from the renowned Faculty of Economics at the University of Münster.

## **Founding Team**

KIWI was founded in 2012 by Dr.-Ing. Claudia Nagel, Dr.-Ing. Christian Bogatu and Peter Dietrich. The founding trio was supported by Jeff Katz.

### **Claudia Nagel, Ph.D, Co-Founder AND Advisor**

Dr.-Ing. Claudia Nagel, born in 1977, came up with idea of KIWI. Claudia Nagel joined McKinsey & Company in 2009, where she worked as a management consultant for nine years before starting her

own business. Since 2009, she has been project manager. As a consultant, she oversaw McKinsey executives at international and domestic companies. Her industry focus was on transportation and logistics at an early stage and since 2008 she has been a member of the McKinsey Travel, Transport & Logistics division. She has several years of experience in the production design and optimization of logistics systems and also advised international companies in the IT, high-tech and security technology sectors. Claudia Nagel studied industrial engineering at the Technical University of Berlin, graduating with a degree in civil engineering (2002) and obtaining her doctorate in 2008 in the field of traffic and machine systems. She gained her first international experience during her studies at the Helsinki University of Technology and the Université de la Méditerranée, Aix-Marseille II. Today she is the founder and CEO of the PropTech company builder High Rise Ventures.

**Christian Bogatu, Ph.D, Co-Founder and Advisor**

Dr.-Ing. Christian Bogatu, born 1975, focused on the hardware industry at an early stage. He is co-founder of Kirsen Global Security. Founded in 2001 in Berkeley, USA, today, the company is one of the world's leading security technology companies in the logistics industry. Kirsen is the global exclusive partner for premium container safety solutions of Deutsche Bahn subsidiary DB Schenker, for which Kirsen has developed the GPS real-time tracking tool DB SCHENKERsmartbox under the direction of Bogatu. Christian Bogatu is personally involved with the hardware startup scene in Berlin and is one of the founders of hardware.co, a network of hardware companies, engineers, business people and white-hat hackers, as well as the Berlin Hardware Accelerator, the young, hardware-focused companies supported in business development. Among other things, the hardware expert acquired extensive know-how in the areas of strategy and corporate management in five years as a management consultant at McKinsey & Company. Enriched by studies abroad at the University of California, Berkeley, and at the Universidad Complutense de Madrid, Christian Bogatu studied energy and process engineering at the Technical University of Berlin. There, he received his doctorate in 2007 on container security solutions. In 2009, he was appointed to the Advisory Board of the UC Berkeley Business Administration International Diploma Program. In 2016, he joined the Digital Transformation Board of RWE AG as an advisor and supports the Group in the development of its innovation and digitalization strategy.

**Peter Dietrich, Co-Founder and Advisor**

The lawyer Peter Dietrich, born in 1977, enriched the founding team as a lawyer. Today, he supports KIWI as a member of the advisory board. During and after his law studies at the University of Hamburg with focus on contract law, he worked as an executive research consultant at Kienbaum Executive Consultants and Heidrick & Struggles, the national and international market leaders in the area of personnel consulting. In 2004, Dietrich joined the Bank of Ireland Group, where he became Sales Director for Enterprise Finance Europe. In 2006, he founded the independent factoring broker Trigon Finance GmbH. In addition, he is co-founder of Privacy Matters GmbH, which offers security solutions for digital communication since 2010. In addition to his professional expertise, he brings comprehensive startup know-how to KIWI.

**Jeff Katz, Advisor**

Jeff Katz, born in 1986, supported KIWI's founding team from the beginning and made a significant contribution to KIWI's high level of security. Today he is a member of the advisory board. The accomplished AccessControl specialist previously worked at the US-American access security provider

Brivo Systems ([www.brivo.com](http://www.brivo.com)) and brings eight years of experience as a hardware and software developer to KIWI. Jeff Katz knows and masters a wide range of professional IT developments from a wide variety of environments and requirements. The thoroughbred engineer deals with access control systems, financial services, e-commerce and home entertainment amongst other things. He is the co-founder of ClaritySpring Inc., a company that facilitates the marketing of hedge funds. Jeff Katz holds a Bachelor of Science degree in Computer Science from Frostburg State University, Maryland, USA.

### **Senior Advisor Team**

The Senior Advisor team is characterized by many years of industry experience and always supports KIWI through valuable input.

#### **Hiltrud Sprungala, Senior Advisor**

Since February 2016, Hiltrud Sprungala has been working for KIWI as Senior Advisor. Prior to KIWI she was CEO of BFW Landesverband Berlin/Brandenburg e.V., the German association for private housing and real estate companies. She started her career as commercial project manager for a real estate company and was afterwards appointed CEO of the German initiative "Bauen für Berlin e.V."

#### **Dr. Lutz Ristow**

Since October 2018, Dr. Lutz Ristow is supporting the Senior Advisor Team of KIWI. He has many years of experience as an entrepreneur, a strong network of contacts in the real estate industry and valuable industry experience. He has been following KIWI's development since its very beginnings and is confident: "KIWI is well on its way to becoming the standard for opening doors in the housing industry."

#### **Dr. Herbert Leifker**

Since March 2019, the longtime Unity Media Managing Director Herbert Leifker strengthens KIWI, the PropTech for digital door access. In his role as Senior Advisor, Leifker gives strategic advice to the company. He looks forward to the cooperation: "I am excited to be part of the KIWI Senior Advisory Board and to contribute my knowledge from the housing industry. There are many points of contact here." Leifker also sees great potential in KIWI. For him, it is clear that "There is an obvious need for a digital access platform in the housing industry. KIWI recognized this very early on and implemented it consistently. ", Leifker continues, explaining his motivation.