

Curriculum Vitae

Andreas Kohlmann

Blankenburger Weg 2
22459 Hamburg
Germany

Mobile: +49-172-4548326

eMail: a.kohlmann@ankoh-consulting.de



SUMMARY OF QUALIFICATIONS

- Owner and Founder, Andreas Kohlmann Consulting
- Country Manager DACH Region, NOVOMATIC Lottery Solutions.
- Senior Business Developer Lottery adesso AG reporting to CEO.
- General Manager and Director of Wincor Nixdorf Lottery Solutions.
- More than 20 years in leading and senior positions.
- Strong focus on business strategy and long-term orientation.

RELEVANT EXPERIENCE

- In charge making newcomer NOVOMATIC Lottery Solutions a preferred and widely noticed player as Service and Solution-Provider for WLA-Lotteries in the DACH-Region in less than 2 years' time.

- In charge of Business Development and sales activities for adesso's Lottery Business. In key role winning several new contracts and creating new business in Germany.
- Responsible for a team of 36 (up to 65 in peak times) and annual revenue of up to 40 Mio EUR, as part of an international company with annual revenue of more than 2.000 Mio EUR and more than 9.000 employees. Direct report to executive board member.
- Strong growth achievement: In key position to win and deliver to an international customer base of 25 (from 2 in 1998) and to achieve market leadership in Germany and Switzerland in the lottery terminal business.
- Successful acquisition, implementation and rollout of several international large lottery technology contracts, some exceeding revenues of 15 Mio EUR.
- Steering committee member in all major Wincor Nixdorf lottery projects since 2003.
- Developed performing and profitable software team from initially 3 to 30 team members.
- Speaker and moderator at lottery organizations (WLA – World Lottery Association / EL – European Lotteries) conferences and –workshops.
- Profound network in the lottery- and gaming industry including customers as well as competitors and partners. This in particular holds for the German market.
- Building up and working with several international teams.
- Negotiating of major customer- and partner contracts.
- Responsible for the introduction of several successful software and hardware products and –platforms.
- Several long-term stays in the U.S. while being member of international implementation teams.

EMPLOYMENT

- Since 11/2017: Owner and founder Andreas Kohlmann Consulting, Hamburg, Germany.
 Lottery & Gaming Consulting for WLA/EL-Lotteries and -Suppliers
 Strategy- and expertise - consulting, Interim- and project-management

- 05/2015 – 10/2017: Country Manager DACH-Region for NOVOMATIC Lottery Solutions (NLS). Based in Rellingen, Germany (Hamburg border area).

Major achievements:

- Establish NLS to become one of the preferred players of service and solutions providers to WLA-Lotteries in the DACH-Region.
- Significantly strengthening NLS' portfolio and offering providing expertise and advice to product-team.
- Winning Austrian Lotteries for strategic ITVM (Instant Ticket Vending Machine) pilot project.
- Sudden stop of activities due to strategy change of Novomatic group with regards to Lottery activities.

- 04/2011 – 04/2015: Senior Business Developer Lottery for adesso AG. Based in Hamburg, Germany.

Major achievements:

- Significantly pushing adesso's Lottery business with current focus on Germany by winning new customers for adesso's leading Direct Customer- and Multi-Channel- Platform in|FOCUS 360, including www.lotto-thuringen.de, www.lotto.de, www.lotto-niedersachsen.de as well as www.lotterie.de (Licensed Lottery Reseller).
- Initiated and acquired customers for interface service in|BOUND designed for licensed Lottery Resellers in Germany.
- Pushing and selling mobile presentation channels at adesso's lottery customers.
- Winning new customers and several projects for adesso's consulting business
- Significantly strengthened adesso's visibility and presence in the lottery and gaming market, in particular in Germany.

03/1990 – 02/2011: Several increasingly responsible positions at Wincor Nixdorf International GmbH incl. predecessor companies (Siemens Nixdorf, CGK Computer Gesellschaft Konstanz mbH), since end of 1990 until end of 2009 lottery industry related.

- 01/2010 – 03/2011: Director and Head of Software Development at Wincor Nixdorf Service Stations International (SSI), reporting to Vice President SSI.

Major achievements:

- Integration of near shore development site Kiev/Ukraine.
 - Introduction of several tools targeting improved efficiency and quality, i.e. MS Project Server, Change Request Management System, Parameter Database for flagship product NAMOS.
 - Project Management for critical projects Agip Hungary and Singapore Petroleum Company. Achieved important pilot status in both.
- 07/2005 – 12/2009: Director and General Manager Wincor Nixdorf Lottery Solutions (LS) reporting to group executive manager Retail Division

Major achievements:

- Successful delivery of several projects including for the State Lotteries of Bavaria, Saarland, Brandenburg, Berlin (all 4 Germany) as well as Singapore Turf Club.
 - Successful acquisition of several new contracts incl. Lotteries in Mecklenburg-Vorpommern and Hamburg.
 - Acquisition of Canadian Bank Note (Ottawa, Ontario / Canada) as reseller for Wincor Nixdorf Terminals, this way winning several new customers in the Caribbean, Middle- and South-America.
 - Stabilization and consolidation of business unit after very strong growth period.
- 01/2004 – 06/2005: Head of Business Development and Sales reporting to the Director and General Manager LS

Major achievements:

- Acquisition of several new lottery customers including State Lotteries of Bavaria, Saarland, Brandenburg and Berlin making Wincor Nixdorf market leader in German speaking countries.
- 04/2001 – 06/2005: *Deputy Director Wincor Nixdorf Lottery Solutions*
 - 1995 – 2003: Head of Software Development reporting to the Director and General Manager LS

Major achievements:

- Visionary leading and growing software development team from 3 (in 1995) to 25 (in 2004).
 - Leading in winning of several key lottery customers in Switzerland and Germany (including SWISSLOS, Loterie Romande, Toto-Lotto Niedersachsen Saxony and Westlotto).
 - Making Wincor Nixdorf's largest lottery project ever a success as member of the steering committee: 4.100 terminal Big-Bang conversion of Westlotto (3 Mio EUR terminal SW project, more 20 Mio EUR HW and services).
 - Very successful introduction of several terminal software platforms for PC-based terminals (more than 15 Lottery customers).
 - Successful introduction, selling and delivery of first dedicated Terminal Software distribution solution (more than 10 Lottery customers).
 - Successful introduction of hardware abstraction layer (API) in Terminal Software enabling Wincor Nixdorf to sell its products to partners and customers with own application software development, i.e. Hong Kong Jockey Club, Croatian Lottery, Estonia Lottery, Canadian Banknote.
- 1992 -1994: Project Manager and Software architect

Major achievements:

- Successful implementation and maintenance of several terminal software projects at Sport-Toto-Gesellschaft, De Lotto (Netherlands) and Loterie Nationale (Belgium).
- 1990 – 1991: Software Engineer

Major achievements:

- Successful implementation of several international terminal software projects (Switzerland, Belgium, and The Netherlands) as part of cross-company teams.

EDUCATION

- Graduate in Mathematics (Dipl.-Math.), University of Bielefeld, Germany, 1990, minor: Business Sciences
- University-entrance diploma, Wittekind-Gymnasium Lübbecke, Germany, 1983
- Many professional training courses focussing on management, soft skills like intercultural issues, technology

LANGUAGES, OTHER INTERESTS AND QUALIFICATIONS

- German: native speaker
- English: business fluent
- Decent computer and technology savvy
- Proficient with EU procurement laws
- Accustomed to extensive business travel
- Running, Football, Travel

OTHERS

- Born 1964, married, 2 grown-up boys

Hamburg, March 2018



Andreas Kohlmann