



PRESS KIT



FACT SHEET

KROSCHKE GROUP



ABOUT THE KROSCHKE GROUP

The Kroschke Group with Christoph Kroschke GmbH and the DAD Deutscher Auto Dienst GmbH develop practice-oriented services relating to motor vehicles and the registration process.

Using ON, the digital platform for car dealerships, the company combines its decades of experience in the sector with digital competence, enabling it to offer car dealers a central, web-based platform for all the processes involved in vehicle registration – from registering, re-registering and de-registering to the provision of special services and convenient bulk registration.

- Founded in Braunschweig in 1957
- As well as Christoph Kroschke GmbH, the Kroschke Group also includes DAD Deutscher Auto Dienst and DKT Deutsche Kennzeichen Technik
- Around 1,900 employees in more than 400 branches and 60 registration services in Germany
- A turnover of more than EUR 100 million
- More than six million number plates made every year
- More than 500,000 vehicles registered each year
- Kroschke stores more than 1.4 million vehicle registration documents
- More than 12,000 car dealerships as customers
- Around 50,000 vehicle transfers per year
- The Kroschke Group is also very socially committed through the Kroschke Kinderstiftung (Children's Foundation)

MORE INFORMATION AT:
WWW.KROSCHKE-GRUPPE.DE



PRESS CONTACT FOR THE KROSCHKE GROUP:

JANINE GRIFFEL

GRIFFEL & CO KOMMUNIKATION GMBH

Forsmannstraße 8b, 22303 Hamburg, Germany

E-mail: jg@griffel-co.com

Tel.: +49 40 6094586 00

MOBILITY: MAKING IT EASY

Almost everything in the automobile area now runs online. From ordering and configuring a new vehicle to its delivery, every step is digital. But a few things, like registration, are still analogue and laborious. The Kroschke Group recognised a long time ago that this needs up-to-date solutions. In making number plates and registering vehicles, the company has been a fundamental part of the German automobile industry for many decades. The company group supplements this long-standing experience by supplying innovative digital solutions that Kroschke develops in relation to motor vehicles. With the customer orientation and pragmatism that are characteristic features of the family-managed business, now in the third generation, mobility is not only revolutionised but also made simple and easy.

The Kroschke Group, like many other family-run companies, also started out small. Martin and Elfriede Kroschke ran a business making vehicle registration plates in Braunschweig in 1957. From childhood, Christoph Kroschke also helped in his parents' company, in the holidays at first, and later full-time. The son expanded the company, founded several subsidiaries, and ensured that the family business turned into a highly-respected, large-scale company.

Christoph Kroschke's sons Philipp and Felix now run the business. With more than 1,900 employees and an annual turnover of around EUR 100 million, the number plate maker has also gained an international reputation. As well as Christoph Kroschke GmbH, the Group now also includes DAD Deutscher Auto Dienst GmbH and DKT Deutsche Kennzeichen Technik GmbH. Within the corporate network, the Group covers a broad spectrum of competences in the provision of automobile-related services.



MOBILITY GOES DIGITAL

The company has frequently undergone big changes in its more than 60 years of existence. Although simply making number plates is still a part of its core and tradition, the Kroschke Group provides more and more innovative services for the automobile area. Digitisation has transformed the entire sector, from manufacturers to service providers. In this situation, long-established experts such as Kroschke have a duty to develop practical solutions.

For example, Kroschke supplies an all-round service package to digitise vehicle registration processes in automobile dealerships. Tailor-made solutions and services for digital registration help car dealers to speed up their in-house processes. At the same time, digital ways of working offer greater transparency, which enables better service for customers and avoids errors. Moreover, the Kroschke Group sets the highest standards of quality, safety and security for the services it provides, and is certified in accordance with the ISO Standard 9001:2015.

Kroschke has also developed »ON«, an online portal for digital vehicle registrations. This sustainably relieves the load on vehicle dealerships, especially in the case of big orders such as company fleets, since the registrations are digitally processed, and all the documents need only be entered into the system once. »ON« can also be integrated into dealers' in-house systems via individually customised interfaces. Here again, the Kroschke Group focuses on transparency: customers can be continuously informed about the current status of their registration, and personalised number plates for their vehicles can be supplied directly.



Private customers also benefit from the digitised processes. Registrations for cars and motorcycles simply run online through the Group's web site. It guides customers through the entire registration process, which guarantees that all the important documents for a successful registration are present. In addition, a personalised number plate can be ordered and sent to the customer's home address. All the number plate types and other vehicle accessories are available in the online shop.

As a comprehensive service provider, Kroschke also offers transfers on the customer's own or to a third-party chassis. The orders for this can be booked online. Qualified drivers transfer more than 50,000 vehicles in this way every year.



»Digitisation in the automobile sector applies to all companies that offer services for motor vehicles. Medium-sized car dealers in particular should rely on expert networks, since in most cases they themselves do not have the capacities to fully digitise their services. With ›ON‹ and other complete services, we offer exactly that: targeted solutions that optimise vehicle registration processes in companies through digitisation.«

Philipp Kroschke, Group Managing Director

THE FUTURE OF REGISTRATIONS:

MORE SECURE, FASTER AND MORE EFFICIENT THANKS TO BLOCK-CHAIN

The Kroschke Group's broad positioning demonstrates not only an instinct for gaps in the market and for customers' needs. It's also an indication of the unique management style with which three generations of the Kroschke family have been successful. Changes are faced courageously, investments in sector-related businesses bring expertise into the company, and mistakes are dealt with openly.

This all offers fertile ground for the provision of future-oriented services that expand the Group's portfolio. For example, Ready2Drive offers customers the option to have their car, newly-ordered online, delivered to their home fully registered. After the purchase, all the relevant documents are communicated directly via an interface to DAD (German Auto Service), which enables quicker delivery of the new car directly to the customer's required location. It's a service that significantly reduces the obstacles when buying a car, and thus sustainably increases dealers' turnovers.

Kroschke has developed carTRUST, an innovative registration process in which the vehicle's documents are digitised and stored in a block-chain for the remainder of the procedure. The digital platform reliably proves the ownership of a vehicle. Ownership is also securely transferred digitally. This enables registrations to take place automatically, which in turn reduces the burden on the authorities and on car dealerships and private customers.

Felix Kroschke, who is also a managing director of the Group, says: »We recognised the opportunities of the new technologies, and are implementing them in conjunction with our many years of expertise in the sector. Block-chains in particular open up undreamt-of possibilities, for example to revolutionise vehicle registrations. Instead of queueing up at the authority's door, ownership is securely proved and communicated digitally. Through this approach, we aim to move forward the idea of an i-car that has been contemplated by the German Federal Ministry of Transport, and to make its design more user-friendly. By using carTRUST, we completely avoid waiting times for vehicle registrations.«

PHILIPP KROSCHKE

Explaining his entry into the family business, Christoph Kroschke Holding GmbH & Co. KG, Philipp Kroschke says: »At a very early age, it was already clear to me that I wanted to join our company. Sooner or later, I yearned to do the same work as my father. To me, it simply seemed to be what I wanted.« As a young boy, he was already inspired by the making of car number plates.

To reach that position, after his A-level exams he began training at Kraft Jacobs Suchard as an industrial management assistant. After that, Philipp Kroschke studied at Hanover University of Applied Sciences and graduated with a Diploma in Business Studies.

He has worked in the family company since 2005, and at an early stage decided to take the long route to the top: initially as a trainee, then in various positions from Area Manager and Indoor Services to Division Manager for Locations.

Since 2012, he has been a Managing Director of the Kroschke Group, which also includes DAD Deutscher Auto Dienst GmbH and DKT Deutsche Kennzeichen Technik, of which Philipp Kroschke was a co-founder. Five years later, his brother Felix Kroschke also joined the company as a Managing Director. Together, the two brothers are the third generation that has worked for the family business.

In addition, he has been the first Chairman of BKK, the German Federal Number Plate Association e.V., since 2016. In this function, digitising the registration system is very important to him:

»In this case, we were already able to collaborate actively on the existing rules and regulations. The task now is to highlight even more strongly the position and importance of our sector of industry to ensure a functioning system and to optimise customer benefits hand-in-hand with the political decision-makers«



CV

PHILIPP KROSCHKE

1999–2001:

Training at Kraft Jacobs Suchard to become an industrial management assistant

2002–2005:

Degree course at Hanover University of Applied Sciences, graduating with a Diploma in Business Studies

2005: Trainee in the Kroschke Group

2005: Junior Area Manager

2006–2008: Area Manager

2008–2011: Division Manager Indoor Services

2011–2012: Division Manager Locations

Since 2012: Managing Director of the Kroschke Group

2017:

Co-founder and Managing Director of DKT Deutsche Kennzeichen Technik

Since 2016:

Chairman of the German Federal Vehicle Number Plate Association

FELIX KROSCHKE

Felix Kroschke has been a Managing Director of Christoph Kroschke GmbH and DAD Deutscher Auto Dienst GmbH since 2017. Together with his brother Philipp Kroschke, he manages the subsidiary company of Christoph Kroschke Holding GmbH & Co. KG, of which his father, Christoph Kroschke, is the Chairman. Thus Felix and Philipp are the third generation that has headed the company and has expanded it from a small family business to a group of companies operating internationally.

Before joining the company, Felix Kroschke studied Business Administration at HSBA Hamburg School of Business (Hamburg University of Applied Sciences). After that, he studied Law at the Westphalian Wilhelms University in Münster, and completed his study of law in 2020 with a PhD at the Bucerius Law School in Hamburg.

In contrast to his brother Philipp, Felix Kroschke made a rather meteoric entry into the business after Philipp asked him, following a restructuring, whether he wanted to take a leading role in the company. With his academic knowledge of Business Administration and Law, he brings important expertise into the company.

Felix Kroschke is also on the Management Board of the Kroschke Kinderstiftung (Children's Foundation), which was created by his father Christoph and his uncle Klaus Kroschke in 1993. He sees his charitable commitment as a social responsibility:

Speaking about the Foundation's charitable work, he says: »The Children's Foundation is strongly focused on regions in which we are entrepreneurially active and where our colleagues live. The Children's Foundation sponsors more than 800 projects, which not only enrich the everyday life of the company, but also keep my feet on the ground.«



CV FELIX KROSCHKE

2004–2006:

International Baccalaureate, Haileybury and Imperial Service College

2006–2009:

Degree course in Business Administration, HSBA Hamburg School of Business Administration, with a study visit to the University of Dubai

2009–2015:

Law Degree, WWU Westfälische Wilhelms-Universität Münster, with a study visit to the Université Panthéon Assas (Sorbonne, Paris)

2016–2020:

Doctoral study, Bucerius Law School, Hamburg

2017:

Managing Director of the Kroschke Group

Since 2018:

Management Board, Kroschke Children's Foundation

HISTORY

FROM THE FIRST CAR NUMBER PLATE TO A MULTI-SERVICE PROVIDER

The success story of the Kroschke Group started from very small beginnings. The married couple Martin and Elfriede Kroschke took over their first number plate business in Braunschweig in 1957. It consisted of a tiny production workshop measuring only 20 m² in which just the two owners worked. Sales took place in a VW beetle. The Kroschkes used a deep-drawing press to make car number plates out of plastic.



Five years later, opposite what was at that time the motor vehicle registration office, Martin and Elfriede Kroschke opened their retail shop in Guntherstraße, Braunschweig, where the first embossed aluminium car number plates were produced.

Then the two sons, Klaus and Christoph, joined the company in 1969 and 1974. Christoph Kroschke expanded the branch business and opened locations in Essen, Stuttgart and Dortmund. By 1987, the branch network had grown to 100 embossing workshops throughout the German Federal Republic.

ASP Auto-Service-Park GmbH was founded in 1991, and two years later opened its first car service park in Calau in the state of Brandenburg. The new concept combined retail and car services with a registration office. The company was now trading under the name ASP Grundbesitz GmbH. The two Kroschke brothers also created the Kroschke Foundation for Children as a private initiative in 1993.

Two years later, the brothers divided the company into two independent divisions. The division managed by Christoph Kroschke relocated to Ahrensburg under the umbrella of Christoph Kroschke Holding GmbH & Co. KG. One year after that, the holding was already renamed Christoph Kroschke AG, and the number of branches enlarged to 400.

Christoph Kroschke AG founded DAD Deutscher Auto Dienst GmbH as a separate subsidiary in 1998. Essentially, DAD specialises in the complex processes relating to the so-called in-and-out control of large fleets.

By 2005, after constructing a new company building, the entire Kroschke Group had moved to Ladestraße in Ahrensburg, where it resides up to the present day.

Christoph Kroschke AG was converted into a GmbH in 2009. As Managing Director, Christoph Kroschke immediately dealt with the further growth and marketing of the company group. The Kroschke Foundation for Children was renamed the Kroschke Children's Foundation in 2014; the Foundation's purpose, sponsored projects and everything else remained unchanged.



GENERATION CHANGE AT THE TOP

The owner's sons took over management of the business in 2017, on the 60th anniversary of the company's foundation: Felix Kroschke became Managing Director of Christoph Kroschke GmbH and DAD Deutscher Auto Dienst GmbH. His brother Philipp Kroschke remained the management's spokesman. Kroschke Digital and DKT Deutsche Kennzeichen Technik GmbH were founded in the same year.



One year later, the new corporate design for the whole of the Kroschke Group was presented – including new Internet sites. The Kroschke Children's Foundation celebrated its 25th anniversary in June, with a charity concert in the Elbphilharmonie in Hamburg.

Christoph Kroschke GmbH also took first prize in the »Registration Logistics« category in the sector's "AUTO-FLOT TE Fleet Monitor" event, and received the "Top Performer 2018" award.

The year 2019 was dominated by transformation. The Kroschke Group was awarded the "Top Job« seal of quality. The Kroschke's Family Office took part in numerous start-ups with innovative mobility concepts.

THE KROSCHKE FAMILY OFFICE:

A BROAD PORTFOLIO FOR CLOSE PARTNERSHIPS

The Kroschke Family Office portfolio comprises a range extending from venture capital investments in the early stage of foundation to private equity majority shareholdings in developed companies. The strategic alignment is aimed at a broad network of partnerships. For this, as a fundamental principle, the investment decisions are oriented to long-term commitment with the partner companies.

For example, with their shareholding in carwow platform, which was founded in 2016, the Kroschke Group invested in an ideal partner for the digital future of the motor vehicle trade. Configuring a dream car on a web page, together with a price comparison and availability from dealers in the neighbourhood are innovations that have already helped carwow to become an international success. Philipp Sayler von Amende, carwow's Managing Director, says »We found a dynamic partner in Kroschke. The momentum of our digital start-up can be efficiently linked to the many years of experience of a successful traditional business enterprise.«

THE CURRENT PORTFOLIO COMPRISES SHAREHOLDINGS IN THE FOLLOWING COMPANIES:

REIMAGINE VENTURES: A venture capital fund focusing on early-stage investments

MOBILITYFUND: A venture capital fund for European start-ups in the mobility sector

FAIR: A Californian operator of a used car app

CARWOW: A comparison portal for new cars

VISIONARIES CLUB: A venture capital fund in Berlin

CARSALE24: A sales platform for motor vehicles

SPEARHEAD: A software developer in Switzerland

TWINNER: A start-up in Halle that has developed a 360-degree car scanner

A GENERATION CHANGE AT KROSCHKE:

PHILIPP AND FELIX TAKE OVER CONTROL

The Kroschke Group has operated for more than 60 years. For the family-run business, that means the third generation now guides the company's fortunes. In an interview, Christoph, Philipp and Felix Kroschke explain how the change succeeded and what advice there was for it.

Philipp and Felix, you now lead the company that was founded by your grandparents and established by your father. When did the idea of entering the family business occur to each of you?

Philipp Kroschke: For me, it was already clear at a very early stage that I wanted to join our company. Sooner or later, I wanted to do the work my father did. It seemed to me to be simply desirable, because it was clear to me that a family business should also be managed by the family. I had already worked in the company since 2005, and decided very early to take the long road to the top.



I began by learning as a trainee, after which I gained experience in various positions and regions, from area management to indoor services. Management Board was on my business card from 2012 onwards, but with the passage of time I noticed that the title on its own is not enough. It is only the decision-making, the designing and the wealth of experience that I gathered for myself that make me the Managing Director I am today.

Felix Kroschke: The wish to join the family business occurred to me slightly later. It was only when a major restructuring took place within the business and my brother Philipp asked me whether I wanted to accompany him, that I decided to work alongside him, and took off somewhat like a rocket. We soon discovered that we complement one another well in many areas.

Many companies fail when the generations change. You are now the third generation that has managed Kroschke. How did the change take place?

Philipp Kroschke: The way it occurred simply made it impossible to say directly: the change is happening now. It was a generic process. Felix and I established ourselves, picked up topics, stood up for them and proved that we can make the right decisions, but always in consultation. Moreover, nothing could happen to us because there was always what you might call a safety net into which one could fall. We each had a sparring partner, and we always emerged stronger and worked autonomously with ever greater strength. In retrospect, I could not imagine the process taking place in any other way.

Felix Kroschke: We must also emphasise that it was not a planned process. Other family-run companies may have had a plan, and then it's clear who begins as an assistant and slowly takes on more tasks. It didn't happen that way with us at all, and it's not in our nature. We get things moving rather by instinct and we act directly – you could call it 'learning by doing'.

Mr Christoph Kroschke, what was it like for you as the father, to trust that the two of them would do the right things with the company?

Christoph Kroschke: You know your own children. How they grow up and develop, and then you compare it with your own life, how you developed yourself

at that time. And you think what chances and opportunities you had to join the company.

I constantly had my eye on other things, which was why it was more important to me that the core business should be managed by employees, or now by my sons, who are able to do it and also give me the freedom to do other activities. That's why it was comparatively easy for me to shed increasing amounts of responsibility, firstly because I already knew it - I always had other managing directors in the company - and secondly because I also had other visions.



Did you feel under any pressure when you took over the company?

Philipp Kroschke: Now and again, but that's situation-related. It's rather like something you grow into, and the handover was also a growth process. We grew up with it, and it felt natural. However, pressure occurs every day. Especially with the Coronavirus and lock-down, because we could not fall back on empirical values, and there was no-one we could ask. That's where the pressure is, insofar as we were forced to take decisions for a future that is totally uncertain. However, this pressure arises not from the handover but because, as managing director, one bears a gigantic responsibility. And pressure isn't always negative either, but can also create positive forces.

Do your sons still take advice from you sometimes, Mr Kroschke?

Christoph Kroschke: Yes, so they still do come to me occasionally. I must admit, sometimes I wish I was able to say more, but it's good when they do it like that, because then they may have to carry the can for it. Also, my advice is always limited. I have taken many wrong decisions in my life, but they were always less than 51%, which is why I succeeded. And I also learned a lot from it.

What do you think is the most important piece of advice you have given your sons to take away with them?

Christoph Kroschke: Only industrious people are the lucky ones.

Philipp and Felix, has that turned out to be true?

Felix Kroschke: We are industrious, but I don't know whether we have much luck. The basic principle that comes from our father is hard work - and that is certainly there. But I'm not entirely sure whether it's always associated with good luck.

Philipp Kroschke: That's just a saying, of course. Through a lot of hard work we learn to do many things, and in that way one can increase the chance or probability of being lucky. Thus if you do a lot of things, talk to many people and also show the courage for many things, then the likelihood of being lucky in a topic is considerably greater than if you sit in the office and wait for luck to come knocking at the door.

FASTER, LESS EXPENSIVE, MORE TRANSPARENT:

ON MAKES CAR DEALERS DIGITAL

There are many tasks in a car dealership that need to be done again every day: vehicles must be registered or re-registered and number plates made, and there are also phone calls and post to and from customers and service providers, for example when documents are missing or incomplete. The new ON digital registration and vehicle logistics portal displays all the processes in the registration system, while putting the needs of car dealerships centre stage at the same time.



As the Kroschke Group's Managing Director Philipp Kroschke explains: »ON represents a mature digital solution for car dealers, with which individual and bulk vehicle registrations and de-registrations and the provision of many special services can at last be digitised and thus carried out faster and more securely. The digital platform functions in the browser, without any additional technical facilities, and is also usable on mobile devices. Operation is totally self-explanatory, because ON covers the entire workflow for every process, from recording and placing an order to closing. Customers and vehicles can be conveniently added, which saves time during change-over and protects against incorrect entries.«



Manually recording new customers and vehicles is also quick. Additional information, e.g. a personalised number plate, can be entered directly into ON, and all the necessary documents uploaded as scans and verified. At the same time, all data are transmitted exclusively via an encrypted connection and is securely stored. As Kroschke stresses: »During the development of ON there was, of course, a special focus on the subject of data protection. Our digital platform fulfils the stringent requirements of the GDPR (General Data Protection Regulation) and the German data protection provisions.«

The plausibility and completeness of all the documents and entries are checked in real time, which avoids time-consuming queries. If an error occurs when entering the data, the user is again immediately informed of the need for clarification. This enables car dealership employees to record registrations, re- and de-registrations, changes and other services in the system in a significantly shorter time, and they can inspect the current status at a single glance.

Commenting on this, Philipp Kroschke says:

»We ensured that our decades of experience of the German registration system contributed to the design concept of ON. From the very start, our aim was to develop a simple, secure, intuitively usable digital solution that is oriented to the processes in a car dealership, and displays them in an optimum way.«

CLICK, BUY, CRUISE:

WITH READY2DRIVE, KROSCHKE BRINGS A NEW CAR RIGHT TO YOUR FRONT DOOR

Select, order, and have it delivered to your chosen location: something that has become an everyday occurrence for many products now also applies to new cars. The Kroschke Group has developed Ready2Drive, the ideal solution with which customers can receive their new car at their home address.

Ordering cars online has been increasing for years. Instead of needing to visit every car dealership individually, the digital choice and configuration of new cars is enjoying greater popularity in Germany. More than a third of potential car purchasers are willing to order their vehicles online. Interest in digital car purchase is significantly higher, especially among young drivers, as reported by "Zeit". Until now, however, buying a car was followed in most cases by a purely analogue process: registering and collecting the car. Ready2Drive, on the other hand, makes these steps digital as well. It relieves car dealers' customers from bothersome waiting at the registration office, and also brings the new car to an agreed location, e.g. conveniently to the purchaser's front door.

After online ordering, the subsidiary company DAD Deutscher Auto Dienst carries out the registration and organises its transfer to the customer. Because everything happens online, thanks to Ready2Drive, the new car reaches its new owner not only safely and securely but also quicker. Following the purchase, relevant customer's data are transmitted directly to DAD via an interface. The only other thing the car purchaser still needs to do is to send a registration authorisation and issue a SEPA (Single Euro Payments Area) mandate. With these authorisations, the new car can be registered and brought to the customer's required location.



ready  drive

As Philipp Kroschke says: »Mobility is becoming a service. That means customers now also expect their new car to be delivered to their home address as part of the purchase process. This service will not only become established, but will also be standard practice. Therefore, anyone who offers their customers a digital sales route for motor vehicles should also think right now about reducing as far as possible the obstacles in car purchase, and offering customers a better, direct service. With our support, cars already ordered online can also be registered without going to the registration office and without a long wait for an appointment.«

Digitisation in the automobile area is complex. Even established dealers need support from proven experts, especially regarding services related to motor cars. The Kroschke Group combines decades of experience in the registration system with state-of-the-art digital knowledge, from making car number plates to verifying the keeper's data using block-chain technology. All this knowledge is brought together in Ready2Drive.





OWN, REGISTER, DRIVE:

REGISTER CARS THROUGH BLOCKCHAIN AND DRIVE AWAY IMMEDIATELY

Until now, registering, de- or re-registering a car at a registration office was a time-consuming affair for which drivers needed a lot of patience – to the great annoyance of citizens and authorities alike. While other European countries have already digitised their administrations, German car drivers are left by the wayside. Changing that is the aim of carTRUST, the only solution on the market that allows the registration process to be fully digitised.

In combination with the Internet-based vehicle registration project (i-car) of the German Federal Ministry for Transport & Digital Infrastructure (BMVI), carTRUST reduces the administrative cost for authorities, raises efficiency for all participants, and enables fully-automated registration without using analogue documents. This is because all the relevant pieces of evidence about the vehicle, previously represented via the paper-based vehicle registration document, can now be stored and managed in a transactionally secure, tamper-proof form thanks to the block-chain technology in carTRUST. Starting with the manufacturer, who digitally confirms the vehicle's existence, the entire history of the vehicle is digitally tracked. In concrete terms, this means that every change of owner, all the disposal and use rights and the status

of the MOT, exhaust emission test and vehicle insurances are recorded online and digitally archived in compliance with the GDPR. The system is designed in such a way that it supports registration in the context of the i-car, without media discontinuity – and completely paper-free

carTRUST

The advantages of carTRUST are obvious: registrations, de- and re-registrations can take place digitally, legally securely and GDPR-compliant without any time delay and without a personal visit to the registration office, which saves time and costs, and also represents a solution for the imminent demographic change. Because the load on registration office staff is significantly lightened by consistent digitisation, this contributes to an increase in citizen and authority employee satisfaction. The vehicle's history is available at all times, complete, transparent and guarded against unauthorised access, and is reliably protected from tampering. carTRUST benefits not only registration authorities and car drivers, but also manufacturers, insurers, banks, leasing companies and dealers, because the digital technology also enables bulk registrations via an interface, thus shortening processing time and minimising cost.

carTRUST is now in its final development phase, after which it will be tested in the context of a pilot project in Hamm, North Rhine-Westphalia, and is scheduled to collaborate seamlessly in the final expansion stage with the i-car project Stages 3 and 4, which is favoured by policy-makers and which it will supplement. In this respect, i-car remains the central instrument for vehicle registration, while the relevant proofs, e.g. ownership and disposal rights and authorisations, can be registered to vehicles through carTRUST and transmitted decentralised and tamper-proof via block-chain. This would give purchasers and vendors the option to transfer the vehicle's registration directly together with the conclusion of contract – an enormous time and cost benefit compared to the present analogue system. Moreover, block-chain technology guarantees that the digital vehicle registration document and all the documents accompanying the vehicle are genuine. This would additionally relieve the load on registration authorities, who were compelled until now to undertake the corresponding control function.

The carTRUST project will enter a pilot phase in late 2021, supported by partners in the motor trade and the BMVI.

THE KROSCHKE CHILDREN'S FOUNDATION:

»GIVING SOMETHING BACK TO SOCIETY«

»Promote - Help - Strengthen« - this is the slogan under which the Kroschke Children's Foundation has championed the youngest and weakest in our society for nearly 30 years: chronically sick and disabled children, and those in stressful living conditions. The Foundation promotes numerous initiatives to make living with an illness or disability easier. The preventive projects include child protection, a healthy diet and movement, together with improving the mother-child bond. Projects focusing on inclusion, therapy, traumas and new treatment options help children to achieve optimum development in spite of health limitations.



The Kroschke Children's Foundation's activities concentrate mainly on the North German region, especially in the Braunschweig area, Hamburg and their surroundings.

A medical advisory council gives advice on the award of grants. Close collaboration with associations, societies, parents' and self-help groups safeguards the quality of the Foundation's work. The musical encouragement of children has been the main focus of the Foundation's work since its 25th anniversary in 2018.

Psychosomatic and mental disorders, behavioural problems, mental disability, physical disability, hearing loss and deafness in children and young persons can be treated by music therapy. For seriously or incurably ill children, music therapy support must not be underestimated. That's why the Kroschke Foundation sponsors Music Therapy for Premature Babies, a musical promotion for children with disabilities, consisting of dance, art, move-



ment & music, an art and music therapy for traumatised children and a music therapy for children with a life-shortening illness. The Foundation will be greatly committed to these aspects in the future as well.

The reason why musical education is so important is because it encourages children's cognitive, creative, emotional and social skills. They learn to develop their perceptive ability and to improve their powers of expression. It also improves the opportunities for development of children who have no other access to music, dance or the theatre, and are severely mentally stressed as a result of their illness or family situation.

»CHILDREN ENJOY THEIR CHILDHOOD MORE« THANKS TO THE KROSCHKE FOUNDATION

The Klaus and Christoph Kroschke brothers are entrepreneurs in the area of car number plates, security identification & protective orientation, and brought the Foundation into existence jointly in 1993. They have both been involved in the Foundation's management board since that time. As Christoph Kroschke says: "Motivate to donate", that's my motto in the Foundation's work."

»My success as an entrepreneur obliges me to give something back to society.«

The Foundation's work is also especially close to the heart of Klaus Kroschke. Thereason: "A foundation cannot cure illnesses, but we as donors can contribute to sick children having more enjoyment in their childhood." More than EUR 5 million have been collected for charitable purposes since the Foundation was created. This was used to implement more than 800 projects.