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Tokyo, 05/01/2021

RE: Reference letter for Niklas Muennighoff

Dear Sir / Madam,

I am providing this letter as a reference for the time Niklas Muennighoff spent with us during the Winter of 2019 in our Tokyo offices. I would like to highlight three qualities about Niklas that stood out for me:

Niklas has excellent technical abilities. When we had to reach out to more than 200 experts to schedule interviews, Niklas quickly set up an automated pipeline. The pipeline brought in significant time savings for the team. Niklas is tech-savvy and focused on creating scalable, automated tools.

He is adept at developing knowledge and new skills. Together we were working on a case to launch a novel medical product, which required good understanding of various technical aspects. Niklas familiarized himself with the technical terminology and key concepts in English and Japanese with great speed and enthusiasm.

Niklas possesses excellent communication skills and is proficient in numerous languages (including Japanese). After supervising his first interview with a senior medical expert, Niklas gave me confidence that he could perform further interviews unsupervised. The interviews make up a core aspect of our client advice and I was very confident that Niklas.

In light of the above I give my highest recommendation for Niklas Muennighoff. I am confident he will be a great asset for your team.

Saleem Butt

L.E.K. Consulting Salsem Butt

Engagement manager