

OTTO RAINER

INTERNATIONAL BUSINESS EXECUTIVE

EXECUTIVE CV

Updated 21 July 2026

LOCATION

A-5302 Henndorf am Wallersee,
Austria

PHONE

+43 664 358 7288

FOCUS

International business

International business executive with extensive experience in sales, management, ownership, acquisitions, divestments, integration and outsourced production. Leadership responsibilities covered Austria, Central and Eastern Europe, Russia, the Middle East and Africa.

40+ YEARS

Sales, leadership and ownership
experience

MULTI-REGION

Europe, Russia, Middle East and Africa

FULL LIFECYCLE

Build, acquire, integrate, operate and
divest

PERSONAL DETAILS

Born: 9 January 1958, Rottenmann, Styria, Austria

Family: Married to Ursula Rainer since 4 November 1978

Children: One daughter, Sandra, born 10 November 1982

EDUCATION

1964-1968 Elementary School, Trieben, Austria

1968-1976 High School, Stainach, Austria

1977-1980 Law studies, University of Graz, undertaken
during military service; no degree completed

CAREER TIMELINE

1976-1980

Military Service - Officer Training | Austrian Armed Forces / Graz

Completed officer training. The period included three years of law studies at the University of Graz.

1980-1982

Field Sales Representative | Sorma Vertrieb Ltd., Graz

Responsible for a local sales area in Austria.

1982-1985

Sales Executive | Sorma Vertrieb Ltd., Neumarkt am Wallersee

Responsible for the complete Austrian territory.

1985-1990

Head of Sales | Paul Andrä KG and Sorma Vertrieb Ltd.

Led sales for Austria and several Central and Eastern European countries; based in Neumarkt am Wallersee.

1990-1997

Authorized Officer (Proxy) | Paul Andrä KG and Sorma Vertrieb Ltd.

Held authorized officer responsibilities for the German parent company and its Austrian subsidiary.

1997-1999

Associate (50%) & General Manager | Sorma Vertrieb Ltd.; ICB Ltd.; Sorma BV

Managed companies in Austria, Bulgaria and the Netherlands. Acquired 50% of Sorma Vertrieb Ltd. from the U.S.-listed Tennant Company.

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CAREER, OWNERSHIP & GROUP
LEADERSHIP

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CAREER TIMELINE

1999-2003

Managing Director & Principal Shareholder | Tennant CEE Ltd.; MHC OOO; Tennant Bulgaria

Led the Austrian business (formerly Sorma Vertrieb Ltd.) and operations in St. Petersburg, Moscow and Sofia.

2004

Corporate Transaction | Tennant CEE Ltd.

Sold Tennant CEE Ltd. to the U.S.-listed Tennant Company.

2004-2012

Managing Director | Tennant CEEMEA Ltd.

Responsible for Central, Eastern and South-Eastern Europe, the Middle East and Africa.

2012

Corporate Transaction | Tennant CEEMEA Ltd.

Purchased Tennant CEEMEA from the U.S.-listed Tennant Company.

2011-2024

CEO & Principal Shareholder | M&F Management and Financing Ltd.

Held the investment through the family-owned BlueWave Trading Ltd., Henndorf, Austria. Across BlueWave and the companies listed below, served as associate and, depending on the entity, as CEO, General Manager or Board Member. This role overlapped with the Tennant CEEMEA mandate during the 2011-2012 transition period.

M&F GROUP PORTFOLIO, 2011-2024

Complete company list, grouped geographically

AUSTRIA

TCS EMEA Ltd., Neumarkt (formerly Tennant CEE Ltd.)
IRC Financial Services Ltd., Neumarkt
IRC International Rental and Consulting Ltd., Neumarkt
MHC Holding Ltd., Neumarkt
S&P Ltd. Insurance Broker & Investment Ltd., Henndorf

RUSSIA

Tennant OOO, St. Petersburg, Yekaterinburg and Moscow
Tenrent Rental OOO, St. Petersburg
Delfin Industrial Vacs OOO, St. Petersburg

ROMANIA

IRC Refurbishment Center Srl., Cluj-Napoca
Tenrom Cleaning Solutions Srl., Cluj-Napoca and Bucharest

HUNGARY

Tenrom Magyarorszag Kft., Budaörs
Cleaning Equipment Kft., Budaörs

BULGARIA

TCS Bulgaria OOD, Sofia
Tenrent Bulgaria OOD, Sofia

CENTRAL EUROPE

TCS Ceska Republika, Zdiby, Czech Republic
TCS Slovenska Republika, Puchov, Slovakia
TCS Polska Sp. z o.o., Warsaw, Poland

MIDDLE EAST

TCS Middle East DMCC, Dubai, UAE

UNITED KINGDOM

Green Machines Ltd., Falkirk, Scotland

JOINT VENTURE

Kaivac Ltd. - 50/50 joint venture with Kaivac, USA

CORPORATE TRANSACTIONS		
2016	Acquisition	Purchased Green Machines Ltd., Falkirk, Scotland, from the U.S.-listed Tennant Company. The company produced specialised road sweepers.
2017	Production Change	Following a fire at the Scottish factory, production of Green Machines products changed from in-house manufacturing to outsourced production.
2019	Divestment	Sold the Green Machines brand, products and intellectual property to the outsourced production partner.

		RECENT & ADDITIONAL ENGAGEMENTS
	2024-2025	Consultant & Integration Manager Tennant Company Advisory and integration assignment for the U.S.-listed company, completed at the end of 2025.
	Since 2025	Consultant UKO Microshops AG Advises on international business.
	Additional	Investor Wissenspark B Ltd., Urstein/Puch Investor role

SALES From field sales to national and multi-country sales leadership	MANAGEMENT Managing Director, CEO, General Manager and Board Member roles	OWNERSHIP Principal shareholder and 50% associate positions
TRANSACTIONS Acquisitions, company sales and intellectual-property divestment	INTEGRATION Post-transaction integration and organisational transition	PRODUCTION In-house production, factory disruption and outsourced manufacturing

Otto Rainer

Erklärung gem. § 87 Abs 2 AktG

Gem. § 87 Abs. 2 Aktiengesetz hat jede für die Wahl in den Aufsichtsrat vorgeschlagene Person der Hauptversammlung ihre fachliche Qualifikation, ihre beruflichen und vergleichbaren Funktionen sowie alle Umstände dazulegen, die die Besorgnis einer Befangenheit begründen können.

Zur Darlegung meiner fachlichen Qualifikation sowie meiner beruflichen oder vergleichbaren Funktionen verweise ich auf meinen angeschlossenen Lebenslauf.

Weiters erkläre ich hiermit, dass

1. ich sämtliche Umstände im Zusammenhang mit § 87 Abs. 2 AktG offengelegt habe und nach meiner Beurteilung keine Umstände vorhanden sind, die die Besorgnis einer Befangenheit begründen könnten,
2. ich zu keiner gerichtlich strafbaren Handlung rechtskräftig verurteilt worden bin, insbesondere zu keiner solchen die gem. § 87 Abs. 2a S 3 AktG meine berufliche Zuverlässigkeit in Frage stellt,
3. keine Bestellungshindernisse im Sinne von § 86 Abs 2 und 4 AktG bestehen,
4. ich keine Organfunktion in anderen Gesellschaften wahrnehmen, die zur UKO Microshops AG in Wettbewerb stehen, und
5. ich keiner geschäftlichen oder persönlichen Beziehung zur UKO Microshops AG oder deren Vorstand stehe, die einen materiellen Interessenskonflikt begründet und daher geeignet ist, mein Verhalten als Mitglied des Aufsichtsrates zu beeinflussen.

Puch, am 22.07.2026

A handwritten signature in blue ink, consisting of several loops and a long horizontal stroke at the end, positioned above a horizontal line.

Otto Rainer

Beilage:
Lebenslauf