

Press Kit

Greiner Bio-One GmbH



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01

The Company

General information

General information

Business divisions

Greiner Bio-One
International GmbH

Greiner Bio-One specialises in the development, production and distribution of high-quality plastic laboratory products.

The company is a technology partner for hospitals, laboratories, universities, research institutes, and the diagnostic, pharmaceutical and biotechnology industries.

The medical technology company is divided into the three business divisions Preanalytics, BioScience and Mediscan.

As an Original Equipment Manufacturer (OEM), Greiner Bio-One is also a solid partner for industry clients working in pharmaceuticals, biotechnology, diagnostics and medical technology and offers customised design development and production processes.

General information

Business divisions

Greiner Bio-One
International GmbH

Business divisions

The **Preamalytics** business division, with headquarters in Kremsmünster (Austria), develops and produces innovative collection systems for human and veterinary blood, urine and saliva samples, with the aim of making day-to-day, routine tasks in hospitals, laboratories and doctors' practices easier and safer. This division also covers customised software solutions (Greiner eHealth Technologies) which ensure greater efficiency and patient safety in the preanalytical process.

Greiner Bio-One's **BioScience** division, with headquarters in Frickenhausen (Germany), is one of the leading providers of specialist products for the cultivation and analysis of cell and tissue cultures. Based on decades of experience in the cryopreservation of samples, Greiner Bio-One also offers solutions for automated storage systems in biobanks. In addition, the division also develops and produces microplates for high-throughput screening, which ensure the quickest and most efficient testing of substances and materials in both industry and research.

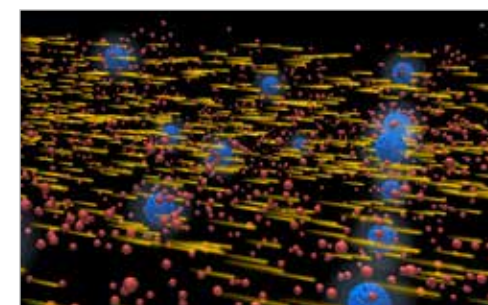
Greiner Bio-One's third business division is **Mediscan**, a wholly-owned subsidiary of Greiner Bio-One International with headquarters in Kremsmünster (Austria). Mediscan is a skilled service provider in the field of sterilisation of medical products and food packaging, and also specialises in improving the function of plastics and semiconductors using ionising radiation.



Innovative collection systems for human and veterinary blood, urine and saliva samples



Specialist products for the cultivation and analysis of cell and tissue cultures



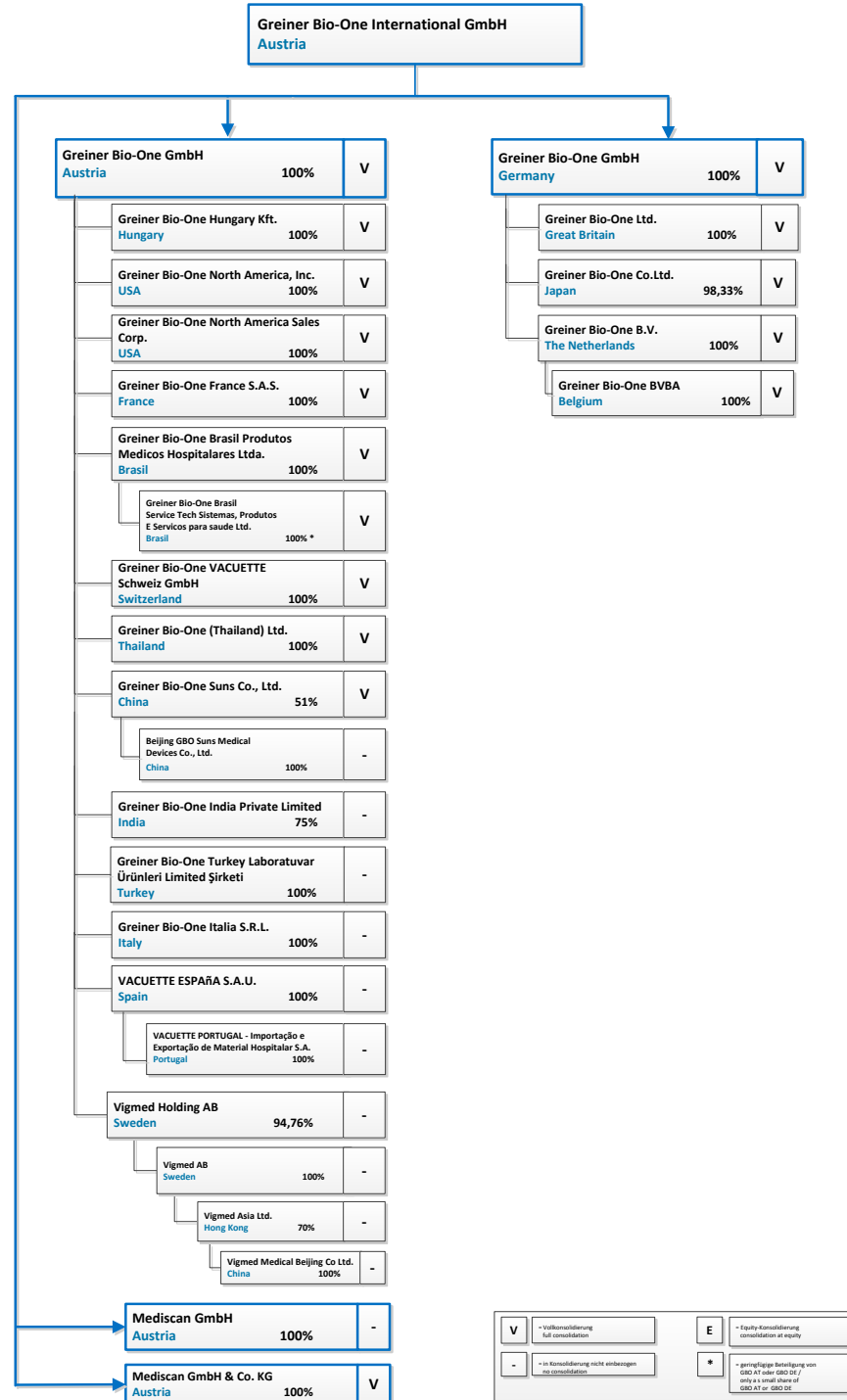
Sterilisation by ionizing radiation

01 The Company

General information

Business divisions

Greiner Bio-One International GmbH



V	= Vollkonsolidierung full consolidation	E	= Equity-Konsolidierung consolidation at equity
-	= in Konsolidierung nicht einbezogen no consolidation	*	= geringfügige Beteiligung von GBO an einer GBO o.Ä. / only a small share of GBO at an GBO o.Ä.

02

Key Facts

Greiner Bio-One International GmbH

Greiner Bio-One International GmbH

Company headquarters



Headquarters

Kremsmünster, Austria

Management

CEO Rainer Perneker, MBA

Locations

28 subsidiaries

Sales partners

Distributors in more than 100 countries



Turnover

509
Mio. Euro



Employees

2,320

2019

Company headquarters

Greiner Bio-One
International GmbH

Company headquarters



Greiner Bio-One GmbH Preanalytics (Kremsmünster, Austria)

Greiner Bio-One GmbH Preanalytics

Office location

Kremsmünster, Austria

Employees

623

Production

Preanalytics products

Management

Manfred Buchberger, MBA
Georg Heftberger
Harald Grüllenberger



Greiner Bio-One GmbH BioScience (Frickenhausen, Germany)

Greiner Bio-One GmbH BioScience

Office location

Frickenhausen, Germany

Employees

346

Production

BioScience products

Management

Jakob Breuer
Georg Heftberger
Heinz Schmid

03

2019

Financial Year

Asia is an important growth market

Asia is an important growth market

Samplix® is a response to customer demands

A new and innovative safety product

Cell culture products have become rock stars

Sustainable and innovative products in plastic

Very positive business development in 2019

In 2019, measures aimed at further strengthening the market presence in Asia were again implemented. With a population of around 260 million and a rapidly growing economy, Indonesia is one of Southeast Asia's most important growth markets. Therefore, in February Greiner Bio-One opened a representative office in Jakarta, the nation's capital, and has thus moved closer to its customers with the aim of responding to their requirements to an even better degree in future.

The production plant in Thailand plays a major role in the successful supply of the Asian market. However, owing to the continual growth of recent years, its spatial capacity is exhausted. Consequently, in June 2019 work commenced on the enlargement of the Thai location's production and storage facilities, which will be completed in 2020.

The Frickenhausen location (Germany) is also of great importance to international supplies and as part of a large-scale infrastructure project, in 2019 construction work began on extensions to both the production and administrative buildings, which will be finished in 2020.

“Our focus is on a strong customer orientation and innovative, top quality product solutions.”



Rainer Perneker, CEO Greiner Bio-One International GmbH

Samplix® is a response to customer demands in the Asian region

Asia is an important growth market

Samplix® is a response to customer demands

A new and innovative safety product

Cell culture products have become rock stars

Sustainable and innovative products in plastic

Very positive business development in 2019

March 2019 saw the launch of the Samplix® product line, which was developed specially to meet the requirements of selected markets in Asia and Africa, and facilitates increased activities in these large growth regions.

The product line consists of the Samplix® Blood Collection Tube and matching accessories such as the Samplix® multiple use drawing needles and tube holders. In many regions of the world, blood collection continues to take place using a syringe from which the sample material is subsequently transferred to a tube manually. This method of collection engenders the considerable risk of direct contact with the sample and hence infection with blood-borne diseases.

As a solution, with Samplix® Greiner Bio-One offers users a closed vacuum system with a good price-performance ratio. Samplix® therefore represents the ideal system for a switch to safe and hygienic blood collection.



Samplix® Blood Collection Tubes



Matching accessories for the Samplix®-productline

A new and innovative safety product

Asia is an important growth market

Samplix® is a response to customer demands

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Very positive business development in 2019

The **VACUETTE®** EVOPROTECT Blood Collection Set adds a new generation of inventive safety solutions to the existing product portfolio.

This premium product possesses a semi-automatic safety mechanism, which allows single-handed actuation and thus provides the user with reliable protection and against needle-stick injuries. As a result, this safety blood collection set offers simple employment, even greater safeguards and in addition, patient protective cannulation.

EVOPROTECT was first presented during the summer in 2019 and will become available on the market in 2020.



VACUETTE® EVOPROTECT Safety Blood Collection Set



The next evolution of safety

Cell culture products have become rock stars

Asia is an important growth market

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Very positive business development in 2019

The BioScience business unit has focused its marketing activities in the cell and tissue culture product field under the motto #cellculturerocks. In the magnetic 3D cell culture segment, individual kit components have been optimized and the portfolio rounded off with the related CELLSTAR® cell culture flasks, which have cell-repellent surfaces. The products facilitate the development of new treatment and therapy methods for tumor diseases and personalized medicine.

In the field of mass cell cultures, Greiner Bio-One has extended its CELLdisc-product range. New 12- and 24-layer versions assist users during the switch from competitor products to CELLdisc by eradicating the need for complicated adjustments to existing processes. Furthermore, the CELLdisc portfolio has been supplemented with a closed system, which securely excludes contamination and thus paves the way for new application possibilities. On this basis, CELLdisc can now be employed in the production of cell-therapeutic products that make the highest demands with regard to safety and are subject to stringent contamination protection regulations.

CELLview cell culture products offer customized solutions for microscopes, immunocytochemistry and subsequent, high-enlargement, microscopic analyses. They combine the comfort of a single-use product with the outstanding optical characteristics of a thin, embedded glass base and thus permit the top quality, microscopic imaging of cultivated cells.



The closed CELLdisc system offers full protection against contamination.



An extended range of applications is available in the magnetic 3D cell culture field.

Sustainable and innovative product solutions in plastic

Asia is an important growth market

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Sustainable and innovative products in plastic

Very positive business development in 2019

As a plastics processing specialist, Greiner Bio-One makes a significant contribution to greater sustainability in the health sector. Blood collection tubes made from unbreakable plastic and safety products for protection against needle-stick injuries during the removal process safeguard both patients and medical personnel against direct contact with the sample material and hence infection from blood-borne diseases.

In addition, the company ensures that product development focuses on minimum raw material use and operates energy-efficient production facilities.



Plastic granulate



As a globally operating company, we are aware of our responsibility.

Very positive business development in 2019

Asia is an important growth market

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Very positive business development in 2019

In 2019, Greiner Bio-One employed a global workforce of 2,320 at 28 locations in 20 countries. The company achieved sales revenues of EUR 509 million, which represented growth of 8 percent over the preceding year (2018: EUR 473 million), and passed the EUR 500 million mark for the first time.

Therefore, in spite of a challenging market environment, the successful business trend of recent years was maintained. Moreover, extensive increases in capacity enabled the use of a range of fresh potential and new customers were also obtained. In particular, market shares were gained in the USA and Latin America and positive currency effects emanating from the exchange rates for the US dollar and Japanese yen generated additional momentum. The business result also benefited from the fall in raw material prices, which was particularly notable in the second half-year.

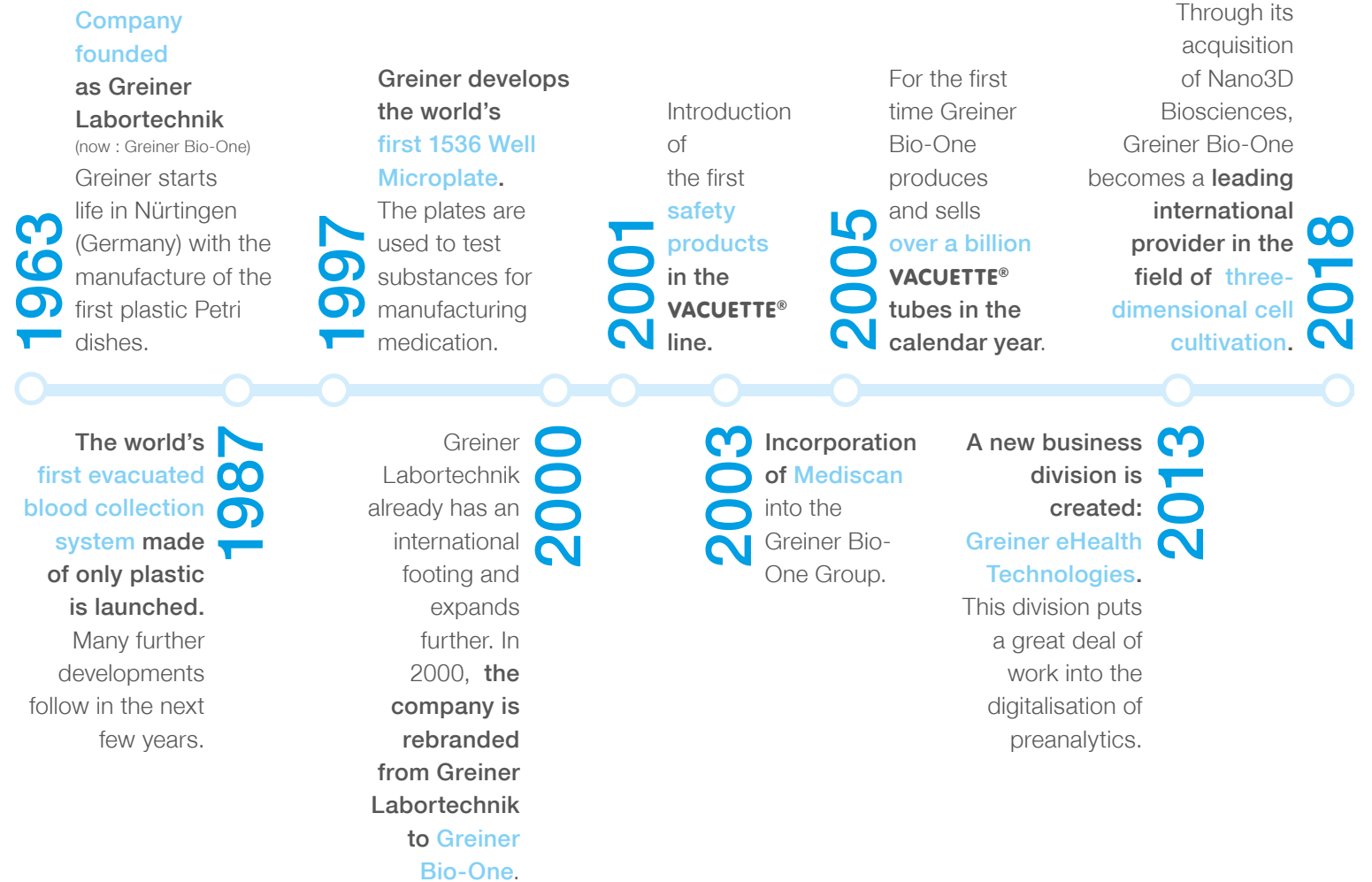
Greiner Bio-One looks to the coming year with confidence. New large-scale orders that come into effect in 2020, as well as continuous market growth, permit the next twelve months to be viewed with great optimism. The strong network of international production and sales locations, as well as the conclusion of current location and capacity enlargement will once again secure the supply of international customers with products of the highest quality.

04

Milestones

Success story of Greiner Bio-One

Success story of Greiner Bio-One



05

Products

Preanalytics portfolio

Preanalytics portfolio

BioScience portfolio

Greiner Bio-One offers an extensive product portfolio not only for routine procedures but also for specialist areas of application in pre and postanalytics. The portfolio ranges from evacuated blood collection tubes, urine tubes and containers as well as many other accessories and safety products, through to ESR (erythrocyte sedimentation rate) systems, transport and disposal containers, and a diverse range of auxiliary devices such as decapping instruments.

Collection systems for blood, urine and saliva

The **VACUETTE®** line comprises innovative sample collection systems for blood, urine and saliva. The collection tubes contain a pre-dosed vacuum and an additive which is required for further processing. All of our **VACUETTE®** tubes make sample collection easy, ensure the same mixing ratio every time and guarantee reliable test results.

MiniCollect® offers a gentle way to collect small blood samples for a wide range of analyses. The system is perfectly suited for young children, geriatric patients as well as patients with fragile veins.



VACUETTE® tubes



MiniCollect® system

Preanalytics portfolio

BioScience portfolio

Safety products

Safety is our top priority! The risk of injury and contamination can be significantly reduced by using safety products such as cannulae with protective caps, safety tube holders or safety blood collection sets for sample collection.

Accessories

The Greiner Bio-One range for the field of preanalytics comprises additional accessories for venous blood collection (tube holders, blood collection sets and cannulae, snap caps, etc.) and capillary blood collection (carrier tubes, funnels, etc.), urine collection (urine sets, cups, collection containers, etc.), as well as accessories for disposal boxes and transportation

Transport, disposal and devices

In order to ensure the safe transportation of samples, Greiner Bio-One offers transport boxes and containers. The range also includes a diverse selection of decapping and ESR devices as well as disposal boxes in a variety of sizes to suit different requirements.



VACUETTE® safety products



VACUETTE® accessories



VACUETTE® transport line

BioScience portfolio

Preanalytics portfolio

BioScience portfolio

Greiner Bio-One's BioScience division is one of the leading providers of specialist products for the cultivation and analysis of cell and tissue cultures. Based on decades of experience in the cryopreservation of samples, Greiner Bio-One also offers solutions for automated storage systems in biobanks. In addition, the division also develops and produces microplates for high-throughput screening, which ensure the quickest and most efficient testing of substances and materials in both industry and research.

Products for cell culture, mass cell culture and 3D cell culture

With the **CELLSTAR®** product line, Greiner Bio-One BioScience develops and sells products for the cultivation, storage and separation of cells as well as for specific applications in medical, pharmaceutical and biotechnological research. In addition, the company offers solutions for the automation and scale-up of mass cell cultures as well as for 3D cell cultivation.



CELLSTAR® cell culture bottles

Preamalytics portfolio

BioScience portfolio

Products for high-throughput screening (HTS)

For decades, Greiner Bio-One has been producing plastic microplates that are used in laboratories all over the world for diagnostics and research. Microplates enable quick, automated analysis of a range of substances. It is this high level of efficiency that ensures the successful development of new medication, for example. Alongside microplates for use in pharmaceutical substance testing, the company also provides special plates for immunology, protein crystallisation and DNA analysis.



CELLSTAR® cell culture microplates

Products for the cryopreservation of samples

When it comes to freezing and storing samples, Greiner Bio-One has a comprehensive product portfolio consisting of Cryo.s™ freezing tubes, racks and electronic accessories for opening and closing tubes as well as for sample tracking.



Cryo.s™ and Biobanking tubes

Products for general laboratory use and liquid handling

Greiner Bio-One's product portfolio for the variety of activities carried out in laboratories comprises products such as pipettes and pipette tips for handling liquids, as well as small devices which make working with even the most diverse samples easier.



Sapphire pipette tips

06

Further Information

Additional links

Contact partners

Additional links

Images

<https://mam.greiner.at/pinaccess/showpin.do?pinCode=m91t2tkV4WWJ>

If you require additional images, please get in touch with the press contact for the relevant business division as specified on the following page.

Press releases

<https://mam.greiner.at/pinaccess/showpin.do?pinCode=f0TOtMnHjaRu>

If you require additional information, please get in touch with the press contact for the relevant business division as specified on the following page.

bioLOGICAL customer magazine

https://www.gbo.com/en_INT/news-events/newsroom/biological-customer-magazine.html

Trade fairs and events

https://www.gbo.com/en_INT/news-events/fairs-events.html?L=0

Additional links

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Contact partners

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