

PRESS

KIT

2022



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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.



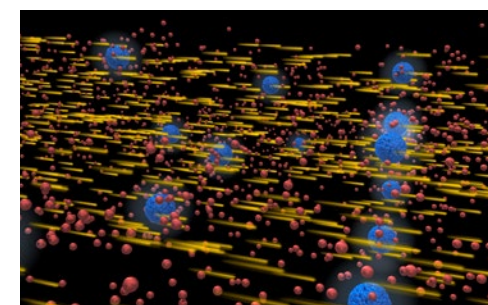
Innovative collection systems for human and veterinary samples from blood, urine and saliva

Greiner Bio-One's **BioScience** division, with headquarters in Frickenhausen (Germany), is one of the leading suppliers with a wide range 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.



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

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.



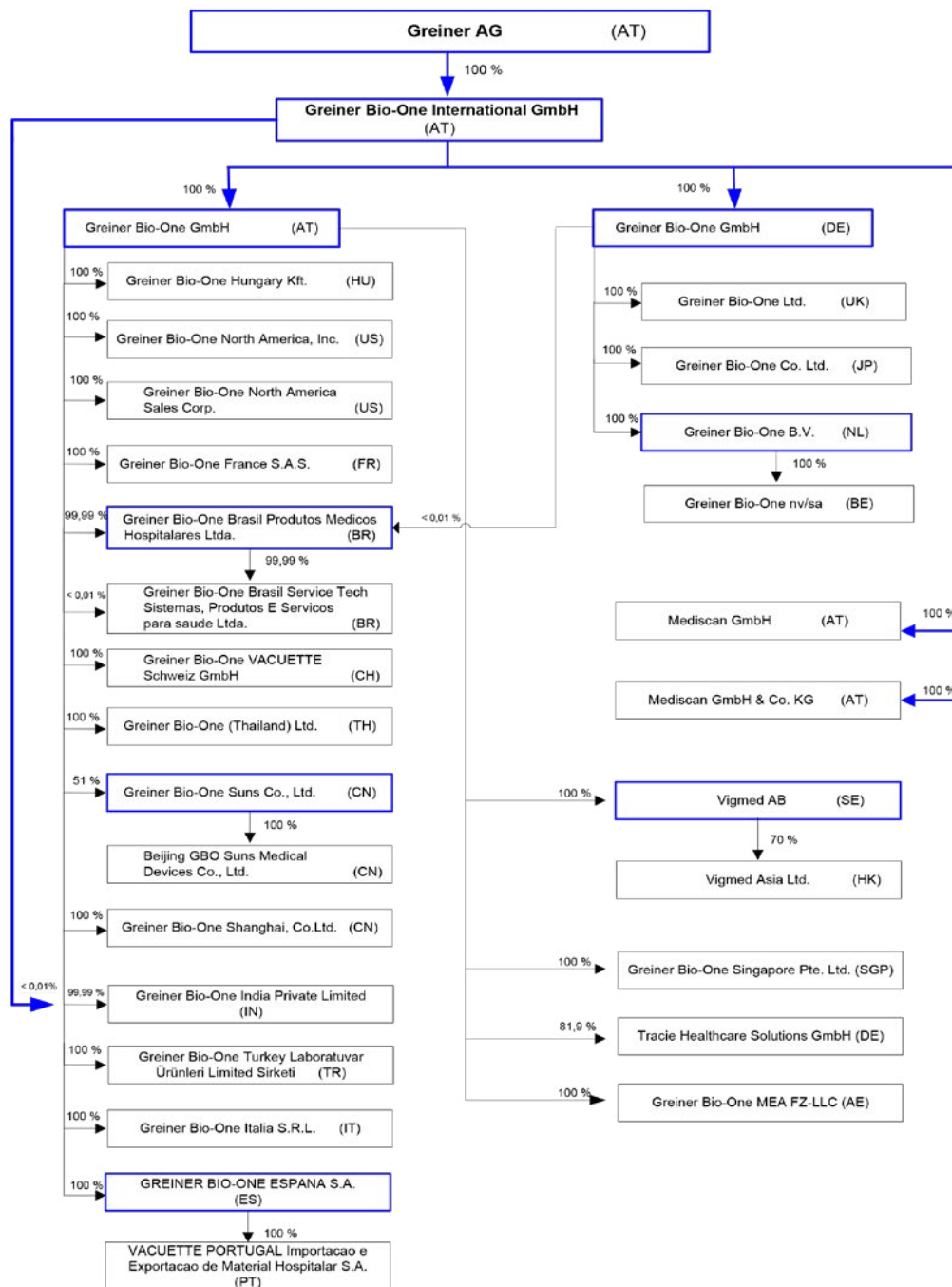
Sterilization by means of ionizing radiation

01 THE COMPANY

GENERAL INFORMATION

BUSINESS DIVISIONS

GREINER BIO-ONE INTERNATIONAL GMBH



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

695
MIO. EURO



Employees

2.540

2021

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

570

PRODUCTION

Preanalytics products

MANAGEMENT

Thomas Scheurecker
Georg Heftberger
Harald Grüllenberger



Greiner Bio-One GmbH BioScience (Frickenhausen, Germany)

GREINER BIO-ONE GMBH BIOSCIENCE

OFFICE LOCATION

Frickenhausen, Germany

EMPLOYEES

401

PRODUCTION

BioScience products

MANAGEMENT

Jakob Breuer
Heinz Schmid

03

FINANCIAL YEAR 2021

INNOVATIVE PRODUCTS FOR RESEARCH

INNOVATIVE PRODUCTS FOR RESEARCH

GREENING AND DIGITALIZATION

NEW SLOGAN: MAKING A DIFFERENCE

BUSINESS DEVELOPMENT IN 2021

Viral testing has become increasingly important since the beginning of the coronavirus pandemic. Greiner Bio-One's VACUETTE® Virus Stabilization Tube (VST) play an important role in viral testing by ensuring that samples reach the laboratory for later analysis. The VST tube is a sterile PET tube with a phosphate-buffered saline solution, manufactured under hygienic conditions by Greiner Bio-One.

ELISA microplates are also used during testing for corona antibodies and during vaccine development specially treated cell culture products play an important role, as they facilitate cell attachment and growth. Greiner Bio-One supplies suitable roller flasks and mass cell culture systems for ongoing vaccine production.

“Millions of VST tubes
are used for PCR testing
around the world.”



Rainer Perneker, CEO Greiner Bio-One International GmbH

INNOVATIVE PRODUCTS FOR RESEARCH

GREENING AND DIGITALIZATION

NEW SLOGAN: MAKING A DIFFERENCE

BUSINESS DEVELOPMENT IN 2021

The use of cutting-edge technology has not only enabled the company to expand its existing markets, but also to tap into important new target groups. For example, Greiner Bio-One launched the Multi-MagPen, another device for 3D cell culture that ensures efficient and safe transfer of three-dimensional cell constructs. This minimizes the risk of losing valuable cell cultures – an essential factor in opening up new avenues in cancer research and reducing the need for animal testing.

In 2021, the company also launched a revised and comprehensive follow-up product portfolio to the successful Sapphire pipette tips. The new pipette tips are produced and packaged using fully automated processes at the Austrian plant in Kremsmünster, allowing them to meet the highest standards in terms of freedom from contamination. The new universal tips are made of medical-grade polypropylene and, in combination with the Sapphire pipettes that are also available, for the perfect and complete liquid handling solution from a single source.

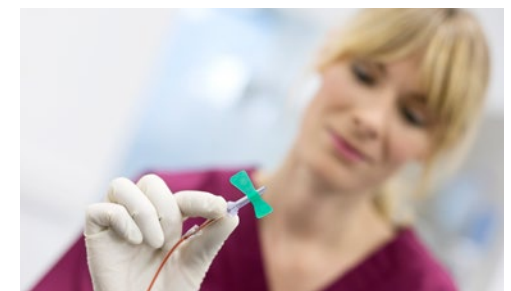
The new VACUETTE® EVOPROTECT safety blood collection set, which was brought to market in April 2021, marked a milestone in the field of pre-analytics. This is a product with a semi-automatic safety mechanism that is easy to activate and reliably protects medical personnel from needlestick injuries. In addition, the specialized cut of the cannula ensures a gentler puncture of the vein. EVOPROTECT has significant room to grow over the coming years due to the increased demand for products for taking venous blood samples safely.



VACUETTE® Virus Stabilization Tube



Sapphire pipette tips and Sapphire pipettes



VACUETTE® EVOPROTECT safety blood collection set

SETTING THE COURSE TO THE FUTURE: GREENING AND DIGITALIZATION

INNOVATIVE PRODUCTS FOR RESEARCH

GREENING AND DIGITALIZATION

NEW SLOGAN: MAKING A DIFFERENCE

BUSINESS DEVELOPMENT IN 2021

As a global manufacturer of plastic products, doing business sustainably is important for Greiner Bio-One. A number of sub-projects were completed last year in line with the sustainability strategy. The production sites in Austria and Germany were converted to certified green electricity. This brings Greiner Bio-One one step closer to meeting its objective of using renewables for 70 percent of its energy requirements by 2025. A total of 1.5 million euros was also invested in energy efficiency projects in 2021. These energy efficiency projects saved 1,670 MWh.

A trend that has been going on for quite some time and that will continue to become increasingly important in the future is the topic of digitalization in the healthcare sector. Greiner Bio-One has developed a system solution that has already been in use for several years and which will be further developed and distributed in a more targeted manner in the future through a new joint venture.



Doing business sustainably is important for us



Digitalization in the healthcare sector - an ongoing trend

INNOVATIVE PRODUCTS
FOR RESEARCH

GREENING AND
DIGITALIZATION

NEW SLOGAN:
MAKING A DIFFERENCE

BUSINESS
DEVELOPMENT
IN 2021

NEW SLOGAN: MAKING A DIFFERENCE

Last year, the company redefined its value proposition to customers in a large-scale project and, under the slogan "making a difference" in the areas of technology, quality and sustainability, would like to present itself more strongly in the future as a global partner that implements customers' requirements with efficiency and expertise. The goal is to build long-term partnerships based on trust.

The company's future performance will be reliant on its innovations, particularly in the fields of microbiology, e-health, 3D cell culture, screening, and cellular and gene therapy. Greiner Bio-One is committed to developing new products and working closely with technology partners in different fields.

making a difference

The new corporate slogan

INNOVATIVE PRODUCTS
FOR RESEARCH

GREENING AND
DIGITALIZATION

NEW SLOGAN:
MAKING A DIFFERENCE

BUSINESS
DEVELOPMENT
IN 2021

SUCCESSFUL BUSINESS DEVELOPMENT IN 2021

During the 2021 financial year, Greiner Bio-One employed a global workforce of more than 2,500 at 28 locations in 22 countries. The company achieved annual sales revenues of EUR 695 million, which represented growth of 0.4 percent over the preceding year (FY 2020: EUR 693 million).

As in 2020, the VACUETTE® Virus Stabilization Tube (VST) was largely responsible for the extremely positive sales development in the previous year. However, the positive business development in 2021 can also be explained by the increased demand for standard products in both business units Preanalytics and BioScience. The products also play an important role in SARS CoV2 diagnostics and vaccine development. BioScience products include ELISA microplates, cell culture vessels and mass cell culture products.

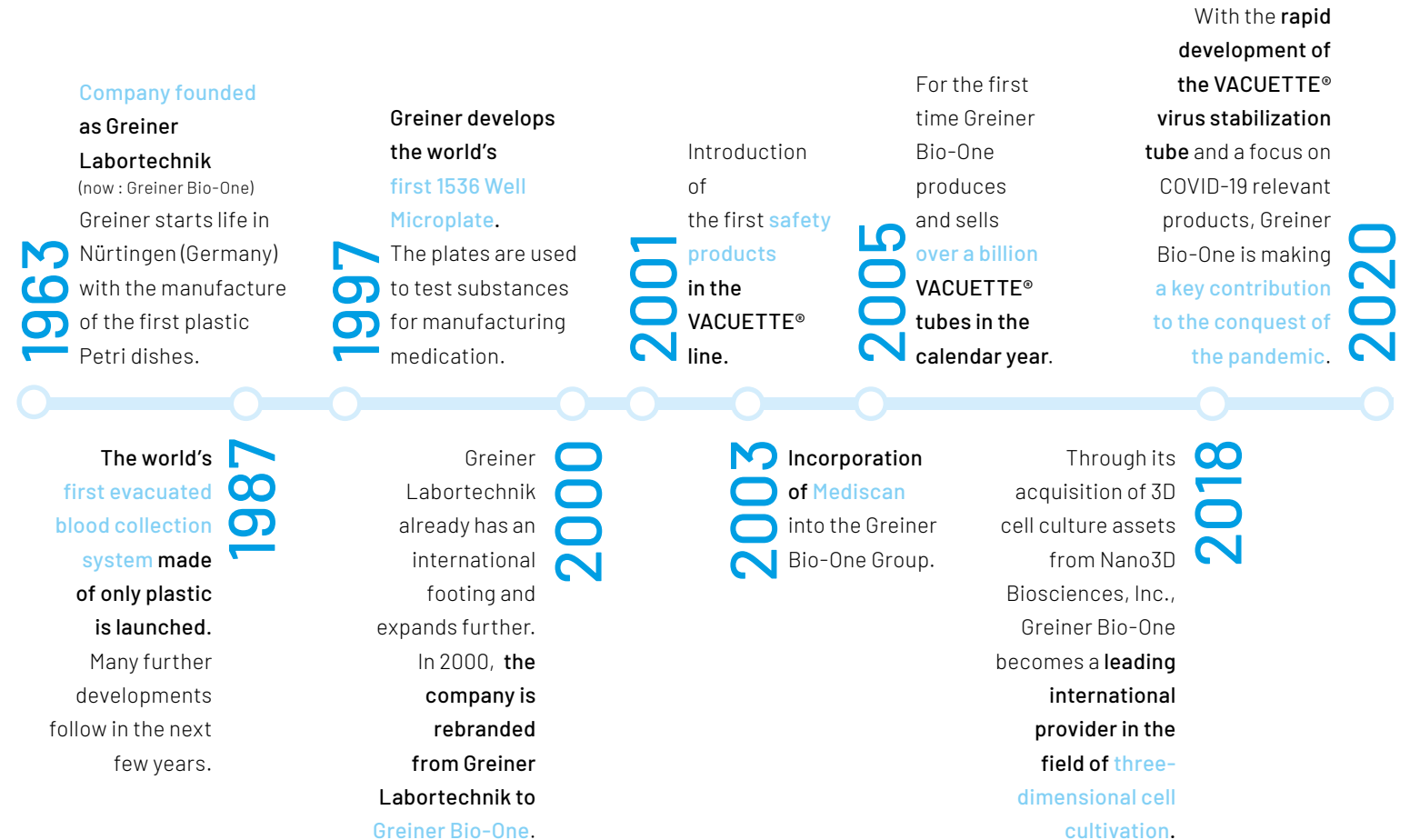
As an internationally active company, Greiner Bio-One is strongly affected by the strain and partial interruption of supply chains. Severe delays in international container deliveries and a massive increase in freight costs and raw material prices have had an effect on business operations. The fact that this very challenging situation was managed is on the one hand due to forward-looking planning, but above all to the high commitment of the employees.

04

MILESTONES

SUCCESS STORY OF GREINER BIO-ONE

SUCCESS STORY OF GREINER BIO-ONE



05

PRODUCTS

PREANALYTICS
PORTFOLIOBIOSCIENCE
PORTFOLIO

PREANALYTICS 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

PREANALYTICS PORTFOLIO

BIOSCIENCE 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 flasks

PREANALYTICS 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.



Microplates for high-throughput screening (HTS)

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 that allow work with a wide variety of sample materials.



Sapphire pipette tips

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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://www.gbo.com/en-int/press-events/press>

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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making a difference

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