

# Press Kit

Greiner Bio-One GmbH



<b>01</b>	<b>The Company</b>	<b>3</b>
	General information .....	4
	Business divisions .....	5
<b>02</b>	<b>Key Facts</b>	<b>7</b>
	Greiner Bio-One International GmbH.....	8
	Company headquarters .....	9
<b>03</b>	<b>2017 Financial Year</b>	<b>10</b>
	Continuous growth and closer customer proximity .....	11
	Acquisitions and site expansions.....	12
	Future-oriented.....	13
	Financial years in figures .....	14
<b>04</b>	<b>Milestones</b>	<b>15</b>
	Success story of Greiner Bio-One .....	16
<b>05</b>	<b>Products</b>	<b>17</b>
	Preanalytics portfolio .....	18
	BioScience portfolio .....	20
<b>06</b>	<b>Further Information</b>	<b>22</b>
	Additional links .....	23
	Contact partners .....	24

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 **Preanalytics** 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.

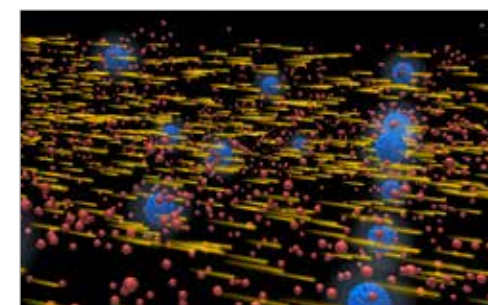
Greiner Bio-One's third business division is **Mediscan**, a wholly-owned subsidiary of Greiner Bio-One International with headquarters in Kremsmünster (Austria). Mediscan is a skilled service provider in the field of sterilisation of medical products and food packaging, and also specialises in improving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



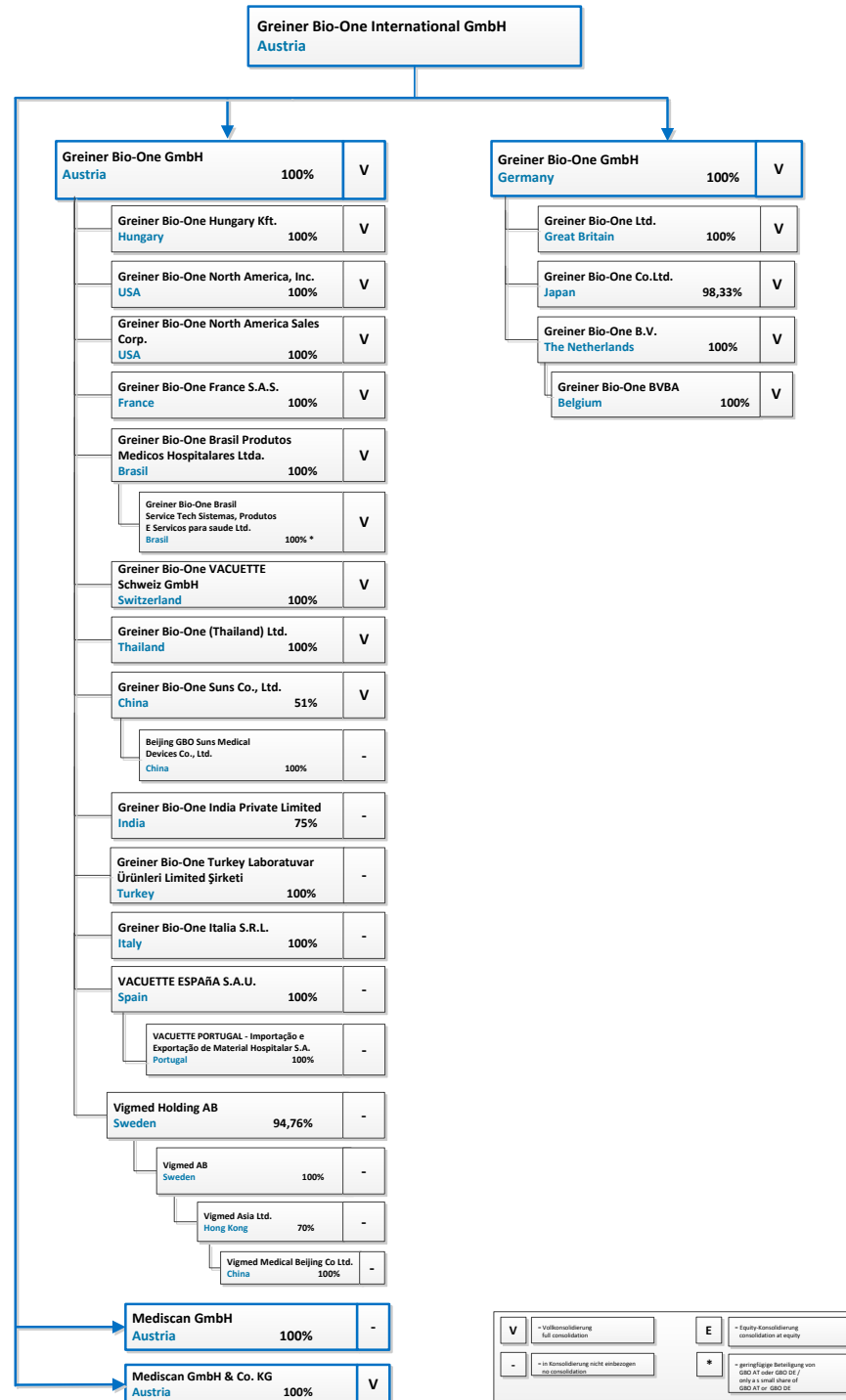
Sterilisation by ionizing radiation

# 01 The Company

General information

Business divisions

Greiner Bio-One International GmbH



02

# Key Facts

## Greiner Bio-One International GmbH

Greiner Bio-One  
International GmbH

Company headquarters



### Headquarters

Kremsmünster, Austria

### Management

CEO Rainer Perneker, MBA

### Locations

26 subsidiaries  
in 19 countries

### Sales partners

Distributors in more  
than 100 countries



2017



### 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

600

##### 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

360

##### Production

BioScience products

##### Management

Jakob Breuer  
Georg Heftberger  
Heinz Schmid

03

2017

Financial Year

## Continuous growth and closer customer proximity

Continuous growth and closer customer proximity

Acquisitions and site expansions

Future-oriented

Financial years in figures

In the 2017 financial year, Greiner Bio-One International GmbH developed its market position even further.

The expansion of the headquarters in Kremsmünster was also completed. Acquisitions helped to expand the product portfolio and broadened the site network in Europe. Solid growth in the Asian, American and South American growth markets, along with strong customer confidence and a consistently high utilisation of capacity at all production sites, contributed to an increase in turnover of 5% (EUR 473 million) compared to the previous year.

Closer customer proximity and more targeted market observation on the Iberian Peninsula enabled Greiner to acquire long-standing, exclusive sales partners Vacuette España and Vacuette Portugal in March 2017. In doing so, Greiner Bio-One set a milestone in the ongoing pursuit of its sales strategy and is now represented by its own subsidiaries in all the important European markets. The dealer organisation in the East European markets has also been optimised and strengthened.

**“We are investing heavily in our sites and in innovative product solutions in order to meet our customers’ demands.”**



Rainer Perneker, CEO Greiner Bio-One International GmbH

Continuous growth and  
closer customer proximity

Acquisitions and  
site expansions

Future-oriented

Financial years in figures

## Acquisitions and site expansions

In October 2017, Greiner celebrated not only the 25-year anniversary of the headquarters in Kremsmünster but also the opening of its extension. A total of EUR 10 million was invested in the construction. At the Hungarian site, the new warehouse was completed in November 2017 and, due to growing demand for blood collection tubes, production capacity was increased in Brazil once again.

In July 2017, Greiner Bio-One acquired 90% of shares in Vigmed Holding AB, a listed technology and trade company based in Helsingborg, Sweden. As a result, I.V. catheters with a safety mechanism have been added to the Preanalytics safety products range. Another innovation on the market is the **MiniCollect®** Complete tube for capillary blood collection – a version in which the **MiniCollect®** standard tube is irreversibly assembled in a carrier tube. This enhancement enables easier, more efficient and more hygienic handling, since both blood collection and subsequent analyses can be performed using the same sample vessel.



**MiniCollect®** Complete tube for capillary blood collection

Continuous growth and  
closer customer proximity

Acquisitions and  
site expansions

Future-oriented

Financial years in figures

## Future-oriented

In addition, Greiner eHealth Technologies accomplished a great feat in 2017 with the implementation of its digital, fully process-optimised system solution for preanalytical and postanalytical processes as a pilot project at the Steyr General Hospital (Austria). By combining **VACUETTE**<sup>®</sup> barcode tubes with a software solution, Greiner eHealth Technologies plays an important part in optimising preanalytical and postanalytical processes and ensuring enhanced data privacy, patient safety and quality.

The new innovative CX<sup>™</sup> machines have been developed in collaboration with HAMILTON<sup>®</sup>. The aim of this venture is to automate all the manual pipetting steps of the PapilloCheck<sup>®</sup> HPV test and thus to be able to identify HPV (human papillomavirus) more quickly and efficiently. The CX<sup>™</sup> NIMBUS<sup>®</sup> and CX<sup>™</sup> STARlet, both launched in 2017, give diagnostic laboratories the opportunity to advance to an automated device platform and therefore to achieve higher throughput and greater efficiency in HPV screening.

Three-dimensional in vitro assays are a promising approach in high-throughput screening to make it possible to provide an evaluation of real significance on the effectiveness of cancer medication even in the early stages of development. **CELLSTAR**<sup>®</sup> cell culture vessels with a cell-repellent surface are ideal for three-dimensional cell cultivation.



Greiner eHealth Technologies combines **VACUETTE**<sup>®</sup> barcode tubes with a software solution



Automated HPV-screening



**CELLSTAR**<sup>®</sup> cell culture vessels are ideal for three-dimensional cell cultivation

## Financial years in figures

Continuous growth and  
closer customer proximity

Acquisitions and  
site expansions

Future-oriented

Financial years in figures

A cash flow of EUR 67 million was generated in the 2017 financial year.  
2247 people were employed by Greiner Bio-One worldwide.

	2013	2014	2015	2016	2017
Turnover	373.0	388.0	427.5	452.0	473.0
Cash flow	42.0	47.6	61.3	63.4	67.3

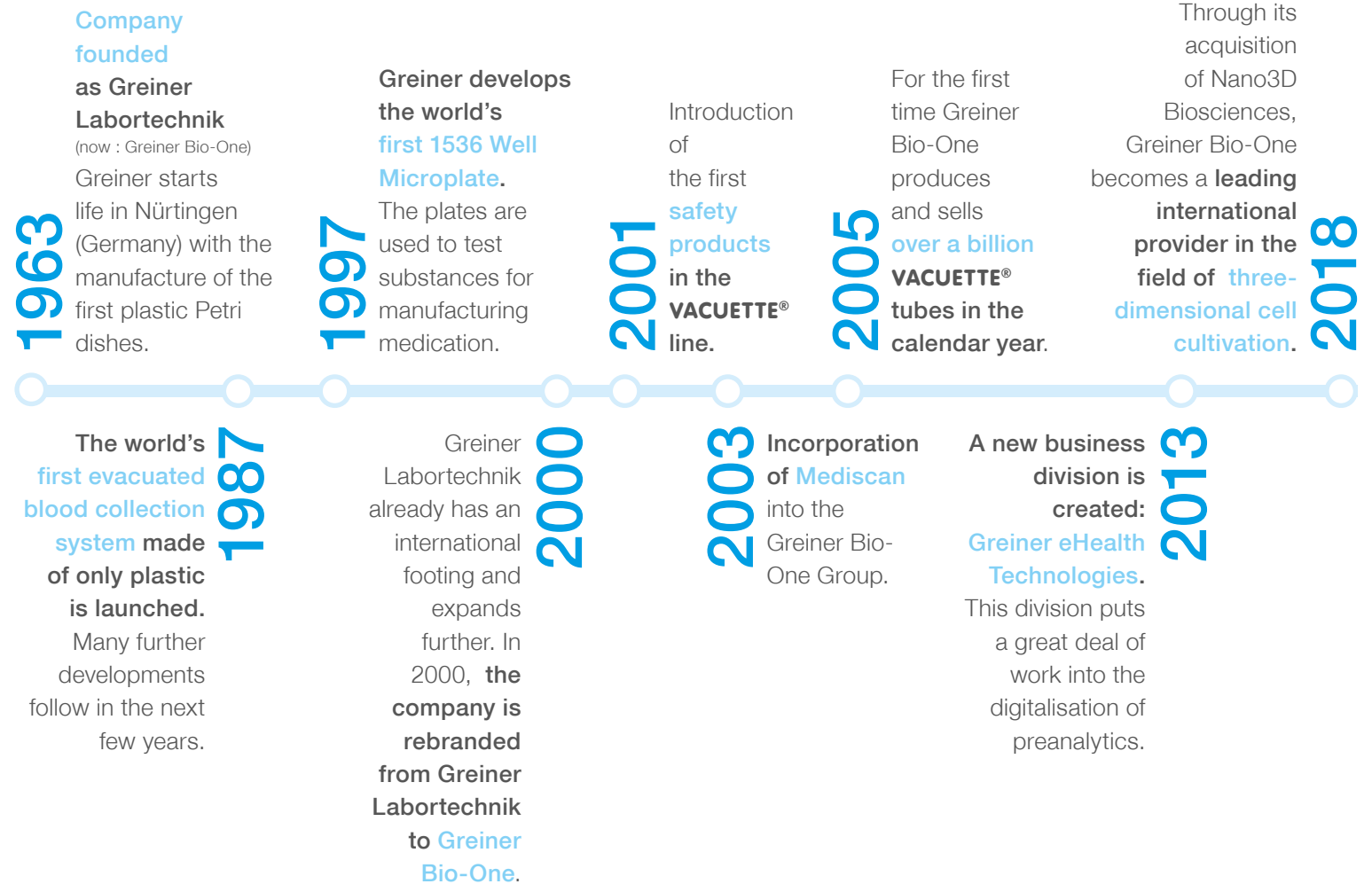
figures are given in EUR millions

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

Preamalytics 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

Preamalytics 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.



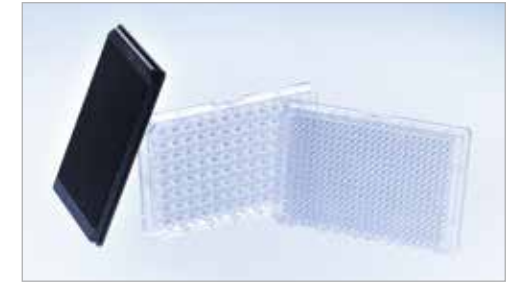
CELLSTAR® cell culture bottles

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

Additional links

Contact partners

## Contact partners

### Greiner Bio-One International GmbH:

#### Mag. Peter Föttinger

Corporate Marketing Manager  
[peter.foettinger@gbo.com](mailto:peter.foettinger@gbo.com)

### Greiner Bio-One Preanalytics:

#### Sabrina Lumetzberger, BA

Content Marketing Manager  
[sabrina.lumetzberger@gbo.com](mailto:sabrina.lumetzberger@gbo.com)

### Greiner Bio-One BioScience:

#### Simone Schafstein

Marketing Manager  
[simone.schafstein@gbo.com](mailto:simone.schafstein@gbo.com)

### OEM Preanalytics:

#### Tamara Wagner

Director of Global OEM  
[tamara.wagner@gbo.com](mailto:tamara.wagner@gbo.com)

### OEM BioScience:

#### Simone Schafstein

Marketing Manager  
[simone.schafstein@gbo.com](mailto:simone.schafstein@gbo.com)

### Mediscan:

#### Gudrun Hiebl

Executive Assistant  
[gudrun.hiebl@mediscan.at](mailto:gudrun.hiebl@mediscan.at)



## Greiner Bio-One International GmbH

Bad Haller Straße 32  
4550 Kremsmünster  
Austria  
+43 7583 6791 0

[www.gbo.com](http://www.gbo.com)