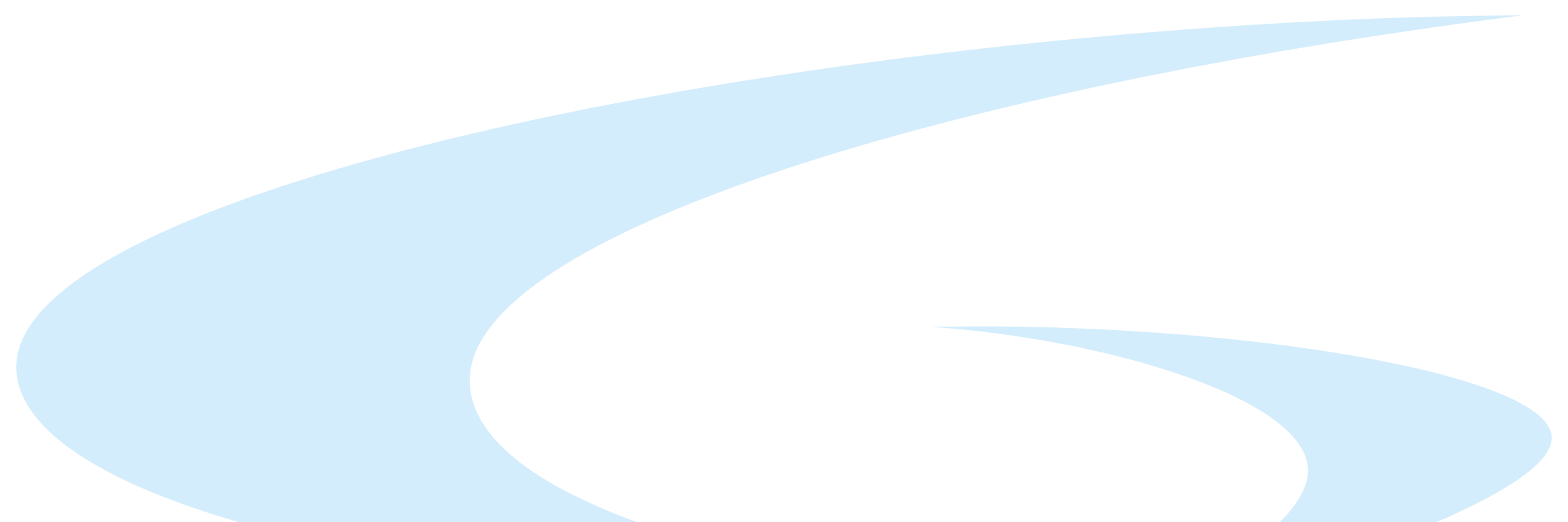


# Press Kit

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 **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.

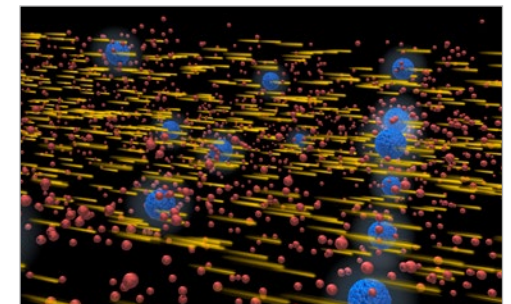
Greiner Bio-One's third business division is **Mediscan**, a wholly-owned subsidiary of Greiner Bio-One International with headquarters in Kremsmünster (Austria). Mediscan is a skilled service provider in the field of sterilisation of medical products and food packaging, and also specialises in improving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



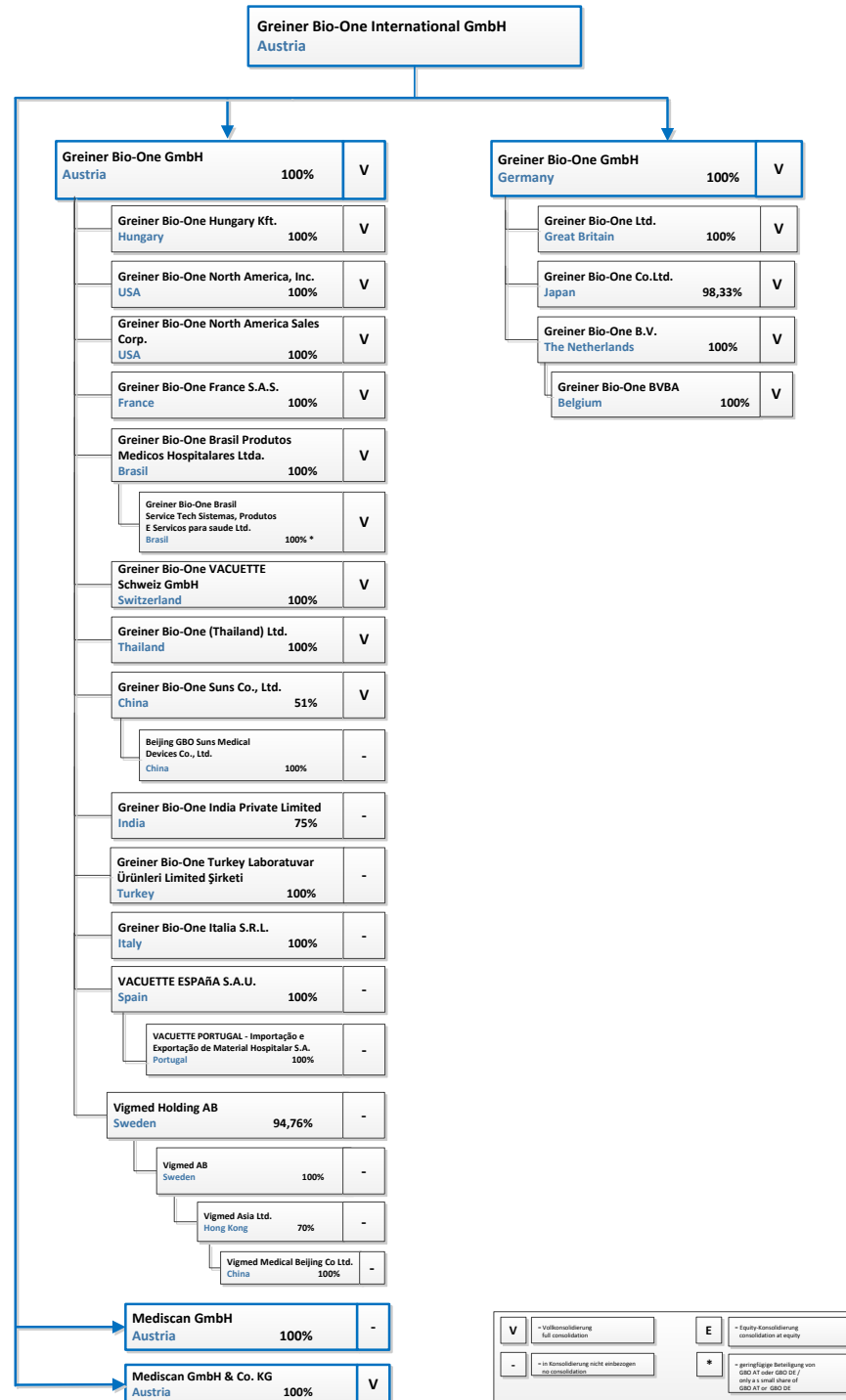
Sterilisation by ionizing radiation

# 01 The Company

General information

Business divisions

Greiner Bio-One International GmbH



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 the 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

27 subsidiaries

### Sales partners

Distributors in more than  
100 countries



Turnover

**473**  
Mio. Euro



Investments

**44.8**  
Mio. Euro



Employees

**2,301**

2018



### 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

635

##### 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

355

##### Production

BioScience products

##### Management

Jakob Breuer  
Georg Heftberger  
Heinz Schmid

03

2018

# Financial Year

## Internationalization and expansion of global markets and capacities

Internationalization and global expansion

3D cell culture and cell cultivation

Expansion of the product portfolio

Financial years in figures

Owing to continuing high demand and use of capacity in the core segments, both Greiner Bio-One and its suppliers invested significant sums in the enlargement of global production. The investment volume flowed into new production facilities for existing core products.

These additional capacities had a highly positive effect in the second half of the year and represents a platform for further expansion. In addition, the storage space available in Frickenhausen (Germany) was more than doubled. The new, fully automated warehouse with the latest storage technology replaces the former warehouse and is part of an extensive infrastructure project.

The Asian region is one of Greiner Bio-One's most important growth markets. In China the company has been able to establish a solid position in the preanalytics field within the Beijing area. In October, a second major step followed with the foundation of an additional branch in Shanghai to step up efforts in the biosciences market and move closer to the customers in this business segment.

**“We are preparing for further growth through a significant increase in our production facilities.”**



Rainer Perneker, CEO Greiner Bio-One International GmbH

## Acquisition of 3D cell culture technology and new product solutions for cell cultivation

Internationalization and global expansion

3D cell culture and cell cultivation

Expansion of the product portfolio

Financial years in figures

In 2016, Greiner Bio-One entered into a successful cooperation with Nano3D Biosciences in Houston (USA) and during 2018 the company acquired the technology assets of this US biotechnology company and thereby moved into the attractive and growing 3D cell culture market.

The cultivation of cells in three-dimensional structures by means of magnetization is employed in laboratories and research bodies during the development of new methods of treatment and therapies, and in combination with CELLSTAR® cell culture vessels, which have a cell-repellent surface, represents an intelligent addition to the product portfolio. The clear advantage of 3D- over 2D-technology derives from the realistic depiction of cell growth and behavior within the body.

In the area of mass cell culture monitoring and analysis, Greiner Bio-One has also decisively enlarged its CELLdisc™ series portfolio. A perfectly coordinated system for mass cell cultures is now available, consisting of a single-layer version of the CELLdisc™, the CELLring equilibration aid, the CELLhandle holder and CELLswing automation.



Magnetic 3D cell culture



CELLdisc™ products for mass cell culture

## Expansion of the product portfolio and new product solutions for blood collection

Internationalization and global expansion

3D cell culture and cell cultivation

Expansion of the product portfolio

Financial years in figures

During 2018, the Vigmed company, which was purchased during the previous year, successfully underwent both organizational and product integration, and developed as planned. The portfolio of CLiP® Neo, CLiP® Winged and Ported safety IV catheters and the SWITCH safety arterial catheter is characterized by an excellent initial puncture success rate, as well as a passive and thus automatic safety mechanism for the prevention of needle injuries.

Greiner Bio-One has extended its range of safety products with an additional safety blood collection set: The **VACUETTE® SAFETY** Winged Set. This starter product therefore represents an ideal supplement to the existing **VACUETTE®** Blood Collection Sets.

Another product launch saw the **VACUETTE®** Serum Fast Tube come onto the market as well as the new **VACUETTE® SAFELINK** tube holder with integrated Luer Lock connector.



I.V. and arterial catheters



**VACUETTE® SAFETY** Winged Sets

## Financial years in figures

Internationalization  
and global expansion

3D cell culture and  
cell cultivation

Expansion of the  
product portfolio

Financial years in figures

In spite of difficult market circumstances, currency effects and stagnation with regard to individual key accounts and major orders, business volume achieved the level of the preceding year and profitability maintained at an excellent level. In particular, solid growth was achieved in the safety products area and the company gained ground in the regional markets in Southern and Eastern Europe, and South America. However, rising material and raw material prices as well as higher freight costs all served to hinder an even better business development.

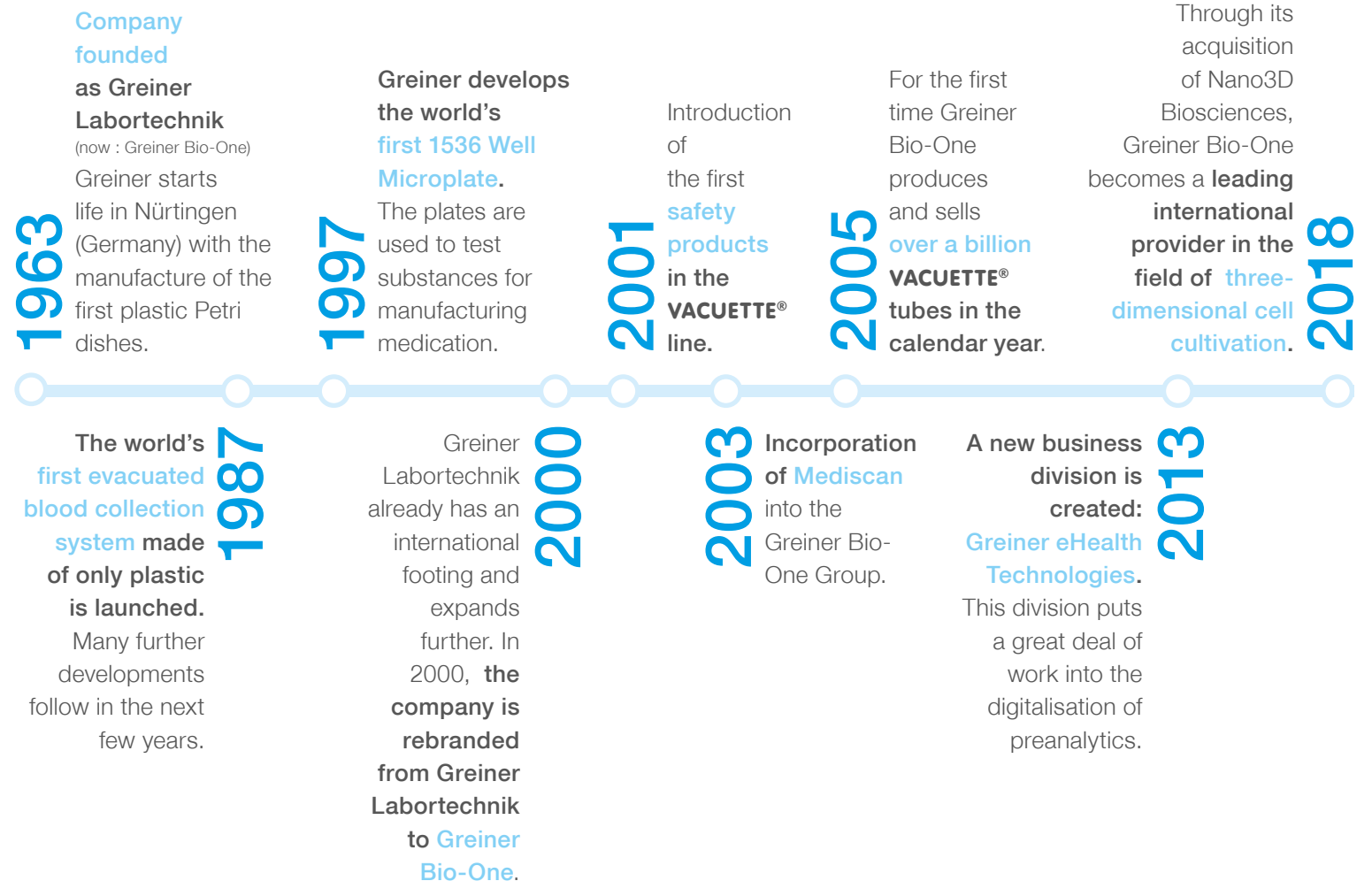
In the 2018 financial year Greiner Bio-One generated a sales of 473 million euros and made investments amounting to 44.8 million euros. In 2018, Greiner Bio-One employed 2,301 people worldwide.

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# 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

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

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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://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

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