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The Company
General information

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.
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.
Key Facts
02 Key Facts

Greiner Bio-One International GmbH

Company headquarters

Kremsmünster, Austria

Management
CEO Rainer Perneker, MBA

Headquarters
Kremsmünster, Austria

Locations
27 subsidiaries

Sales partners
Distributors in more than 100 countries

Turnover 473 Mio. Euro

Investments 44.8 Mio. Euro

Employees 2,301
02 Key Facts

Company headquarters

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

Office location
Frickenhausen, Germany

Employees
355

Production
BioScience products

Management
Jakob Breuer
Georg Heftberger
Heinz Schmid
2018
Financial Year
Internationalization and expansion of global markets and capacities

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

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.
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.
Milestones
04 Milestones

Success story of Greiner Bio-One

Company founded as Greiner Laborteknik (now: Greiner Bio-One)

Greiner starts life in Nürtingen (Germany) with the manufacture of the first plastic Petri dishes.

1963

Greiner develops the world’s first 1536 Well Microplate. The plates are used to test substances for manufacturing medication.

1997

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1997

Incorporation of Mediscan into the Greiner Bio-One Group.

2003

A new business division is created: Greiner eHealth Technologies. This division puts a great deal of work into the digitalisation of preanalytics.

2013

Introduction of the first safety products in the VACUETTE® line.

2001

For the first time Greiner Bio-One produces and sells over a billion VACUETTE® tubes in the calendar year.

2005

The world’s first evacuated blood collection system made of only plastic is launched.

Many further developments follow in the next few years.

1987

Greiner Laborteknik already has an international footing and expands further. In 2000, the company is rebranded from Greiner Laborteknik to Greiner Bio-One.

2000

Through its acquisition of Nano3D Biosciences, Greiner Bio-One becomes a leading international provider in the field of three-dimensional cell cultivation.

2018

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Products
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.
**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.
05 Products

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.
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.

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.

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.
Further Information
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


Trade fairs and events

Contact partners

Greiner Bio-One International GmbH:
Mag. Peter Föttinger
Corporate Marketing Manager
peter.foettinger@gbo.com

Greiner Bio-One Preanalytics:
Sabrina Lumetzberger, BA
Content Marketing Manager
sabrina.lumetzberger@gbo.com

Greiner Bio-One BioScience:
Simone Schafstein
Marketing Manager
simone.schafstein@gbo.com

OEM Preanalytics:
Tamara Wagner
Director of Global OEM
tamara.wagner@gbo.com

OEM BioScience:
Simone Schafstein
Marketing Manager
simone.schafstein@gbo.com

Mediscan:
Gudrun Hiebl
Executive Assistant
gudrun.hiebl@mediscan.at