

PRESS

KIT

2023



01 THE COMPANY	3	04 MILESTONES	17
General information.....	4	Success story of Greiner Bio-One	18
Business divisions	5	05 PRODUCTS	19
Greiner Bio-One International GmbH.....	6	Preanalytics Portfolio.....	20
02 KEY FACTS	7	BioScience Portfolio.....	22
Greiner Bio-One International GmbH.....	8	06 FURTHER INFORMATION	24
Company headquarters	9	Additional links	25
03 FINANCIAL YEAR 2022	10	Contact partners	26
Innovative product solutions	11		
Understanding of sustainability.....	13		
Business development in 2022	15		
Outlook for 2023	16		

01

THE COMPANY

GENERAL INFORMATION

GENERAL INFORMATION

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

BUSINESS UNITS

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

GREINER BIO-ONE INTERNATIONAL GMBH

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 UNITS

GENERAL INFORMATION

BUSINESS UNITS

GREINER BIO-ONE INTERNATIONAL GMBH

The **Preanalytics** business unit, 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 software solutions (Tracie Healthcare Solutions) which ensure greater efficiency and patient safety in the preanalytical process.



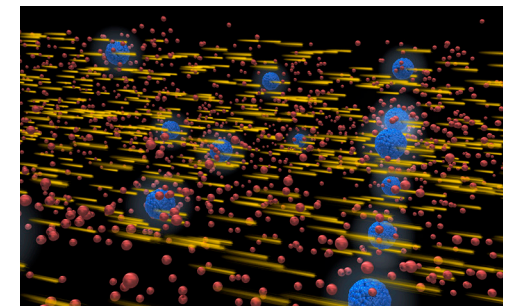
Innovative collection systems for human and veterinary samples from blood, urine and saliva

Greiner Bio-One's **BioScience** unit, 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 unit 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.



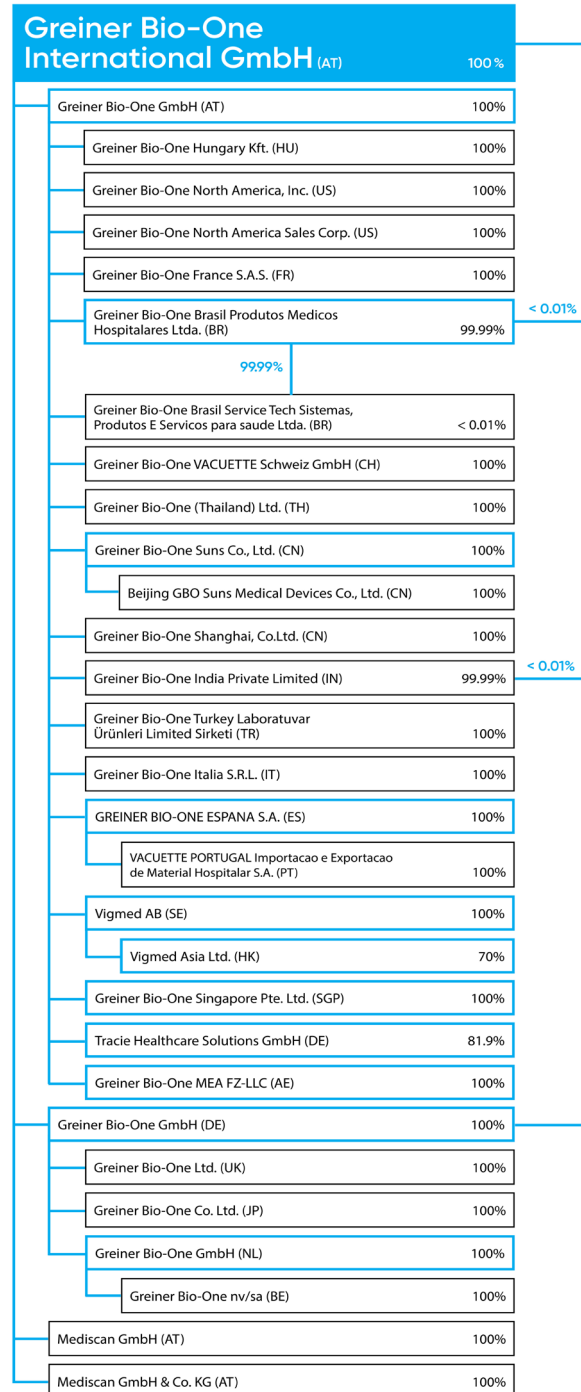
Sterilization by means of ionizing radiation

01 THE COMPANY

GENERAL
INFORMATION

BUSINESS UNITS

GREINER BIO-ONE
INTERNATIONAL GMBH



* Greiner Bio-One International GmbH is a 100 % subsidiary of Greiner AG.

02

KEY FACTS

GREINER BIO-ONE INTERNATIONAL GMBH

GREINER BIO-ONE
INTERNATIONAL GMBH

COMPANY
HEADQUARTERS



HEADQUARTERS

Kremsmünster, Austria

MANAGEMENT

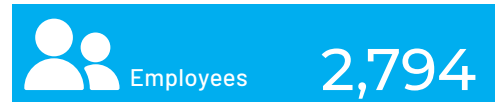
CEO Manfred Stanek

LOCATIONS

29 subsidiaries

SALES PARTNERS

Distributors in more
than 100 countries



2022

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

664

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

450

PRODUCTION

BioScience products

MANAGEMENT

Bernd Klingel

03

FINANCIAL YEAR 2022

INNOVATIVE PRODUCT SOLUTIONS

INNOVATIVE PRODUCTS SOLUTIONS

UNDERSTANDING OF SUSTAINABILITY

BUSINESS DEVELOPMENT IN 2022

OUTLOOK FOR 2023

The VACUETTE® EVOPROTECT safety blood collection set used for preanalytics has performed superbly in the market since it was launched in 2021. The VACUETTE® EVOPROTECT safety blood collection set is easy to operate and features a semi-automatic safety mechanism that is easy to activate and reliably protects medical personnel from needlestick injuries. Triggering the safety mechanism within the vein provides immediate protection for personnel collecting the sample. The specialized cut of the cannula ensures a gentler puncture of the vein. Customers were quickly won over by the premium safety product. As demand is showing a strong upward trend, Greiner Bio-One is planning to expand its manufacturing capacity in this area.

The megatrend of digitalization is driving developments in healthcare. With its previous software solution, Greiner eHealth Technologies, Greiner Bio-One has played a key role in driving developments in the field of preanalytics in recent years. In March 2022, Greiner Bio-One gave this development fresh momentum when it founded a joint venture with a start-up character, Tracie Healthcare Solutions GmbH, based in Munich, alongside an external partner. The new joint venture can rely on Greiner Bio-One as a strong partner.

Tracie is a new software solution which digitizes the entire sample collection process. Tracie uses a scanning process to create a secure link between patients and their samples and forward valuable data to the laboratory for analysis.

“The new opportunities offered by digitalization are a significant driver of new developments in the healthcare sector and elsewhere.”



Manfred Stanek, CEO Greiner Bio-One International GmbH / COO Greiner AG

INNOVATIVE PRODUCTS SOLUTIONS

UNDERSTANDING OF SUSTAINABILITY

BUSINESS DEVELOPMENT IN 2022

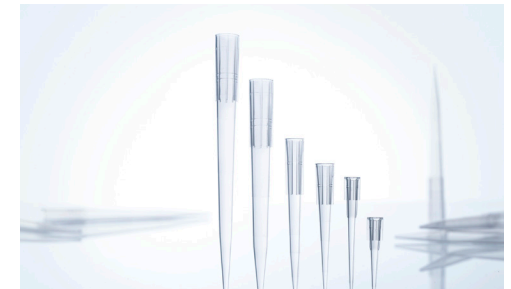
OUTLOOK FOR 2023

For advanced cell and tissue culture applications, Greiner Bio-One offers an innovative family of ThinCert® cell culture inserts in an automation-friendly 96-well format. The new ThinCert® 96-well HTS insert is the optimal tool for scientists who want to analyze a large number of tissue models (e.g., endothelia and epithelia tissue models) for transport or co-culture studies at speed. The cultivation of cells at the air-liquid interface (ALI) allows for the creation of in vivo-like models for the study of respiratory diseases and other scientific research areas. The membrane has been meticulously designed to offer excellent permeability (high pore density) and transparency to surpass the current limitations of competing products. ALI cultures have demonstrated their immense value in studying the pathogenesis of coronavirus infections, particularly during the COVID-19 pandemic, when there was an urgent need for research to develop new drugs and understand the biological makeup of the virus.

Launched in the second half of 2021, this new generation of Sapphire pipette tips maintains the same high level of userfriendliness while utilizing 20 percent less material compared to the previous version. The tips are available as a rack or in eco-friendly bags. Refill units are also available. The refill units feature rack inserts packaged in cardboard, saving a considerable amount of space and material compared to full racks while also reducing emissions related to transport. The inserts themselves are made of around 70 percent recycled material.



ThinCert® 96-well HTS insert



Sapphire pipette tips

UNDERSTANDING OF SUSTAINABILITY UNDERLINED

The sustainability strategy of the Greiner Group "Blue Plan" also sets the goals for Greiner Bio-One in the areas of climate, circular economy and people until 2030. Greiner Bio-One implemented a range of initiatives and measures in 2022. The main focus of attention last year included raising awareness of sustainability and increasing the visibility of the issue. Sustainability is an overarching goal for Greiner Bio-One, and one that the company approaches from three different angles: the environment, people and ethics. Greiner Bio-One has incorporated sustainability into its eight value propositions for customers. These values define what Greiner Bio-One stands for and highlight what customers can rely on when they deal with the company.

Greiner Bio-One published a new sustainability brochure in November 2022 and added a dedicated sustainability section to its website. Stakeholders can use both of these channels to inform themselves about the steps Greiner Bio-One is taking to achieve its sustainability goals.

How can we help stakeholders be more involved? Greiner Bio-One is relying on people's curiosity. Visitors to the website www.gbo.com/en-at/sustainability/quiz looking for information about sustainability will find a quiz combined with a donation campaign. Participants who take the quiz can choose one of three sustainability initiatives that Greiner Bio-One supports with donations.



Doing business sustainably is important for us



The new sustainability brochure

INNOVATIVE PRODUCTS SOLUTIONS

UNDERSTANDING OF SUSTAINABILITY

BUSINESS DEVELOPMENT IN 2022

OUTLOOK FOR 2023

Photovoltaics: harnessing the power of the sun

Greiner Bio-One has switched to 100 percent renewable electricity at all of its Austrian and German sites. Renewable electricity now makes up well over 50 percent of the energy mix across all sites. Our first photovoltaic systems were installed at our Dutch sales location in Alphen aan den Rijn in 2020 and at Mediscan's Austrian site in Kremsmünster in 2021. A third system was installed at the German site in Frickenhausen in July 2022. These systems together provide enough electricity for around 150 four-person households. The company is also planning to install more photovoltaic systems at its other sites in Europe and South America.

EcoVadis silver rating awarded in recognition of efforts

In 2022, Greiner Bio-One turned to the world's largest rating agency EcoVadis to have the sustainability efforts of the entire group of companies externally evaluated for the first time. Their assessment resulted in the company being awarded a silver medal for its sustainability performance. The Greiner Bio-One Group received a total of 60 out of 100 points, placing it in the top 20 percent of all companies evaluated. Within its own industry of manufacturing medical and dental equipment and materials, Greiner Bio-One ranked among the top 8 percent.



Photovoltaic system at the Rainbach site installed in 2023



EcoVadis silver rating

BUSINESS DEVELOPMENT IN 2022

INNOVATIVE PRODUCTS SOLUTIONS

UNDERSTANDING OF SUSTAINABILITY

BUSINESS DEVELOPMENT IN 2022

OUTLOOK FOR 2023

During the 2022 financial year, Greiner Bio-One employed a global workforce of 2,794 at 29 locations in 22 countries. The company achieved annual sales revenues of EUR 693 million, a figure that was higher than expected. This corresponds to a small increase of 0.4 percent compared to the previous year (FY 2021: EUR 695 million).

The previous year was heavily influenced by a high level of demand for VACUETTE® Virus Stabilization Tubes (VST). As expected, the COVID-19 pandemic subsided after the first quarter of 2022 as demand for virus stabilization tubes went down significantly. Demand for our standard products remained high.

Orders for some product groups – such as blood collection tubes, safety products and HTS plates – went up significantly. The company also expanded its production capacities for a wide range of core products, such as blood collection tubes, at its international sites. The BioScience business unit enhanced its production technologies and expanded its capacity in a targeted manner to meet the dynamic requirements of the market and achieve its strategic goals.

Conditions remained turbulent. The year's geopolitical events stirred up uncertainty and unrest in the global markets and had an additional negative impact on supply chains which had already been disrupted due to the COVID-19 pandemic. As a result, the availability of certain materials was delayed in some product areas, resulting in significant increases in the cost of raw materials, components, energy, transportation and purchased services compared to the previous year.

OUTLOOK FOR 2023: SIGNIFICANT INVESTMENT IN THE FUTURE

INNOVATIVE PRODUCTS SOLUTIONS

UNDERSTANDING OF SUSTAINABILITY

BUSINESS DEVELOPMENT IN 2022

OUTLOOK FOR 2023

Greiner Bio-One will concentrate on continued growth and expanding its market share in 2023, particularly in its strategically important regions of North America and Asia. To achieve this aim, the company will continue to capitalize on the trends that are driving growth, including high throughput screening, cell therapy, 3D cell culture and digital preanalytics.

Greiner Bio-One plans to implement a number of infrastructure projects and expand its capacity in 2023 and 2024 to support further growth. Two of the infrastructure projects are based in Austria. Production facilities at the Rainbach site will be doubled in size, and a new sterilization plant will be built in Kremsmünster.

New warehouses and office buildings will be built at our sites in the UK and Brazil, with further investments planned at other sites. Greiner Bio-One's plans include making a significant investment in increasing its manufacturing capacity for its core products in the Preanalytics and BioScience business units.

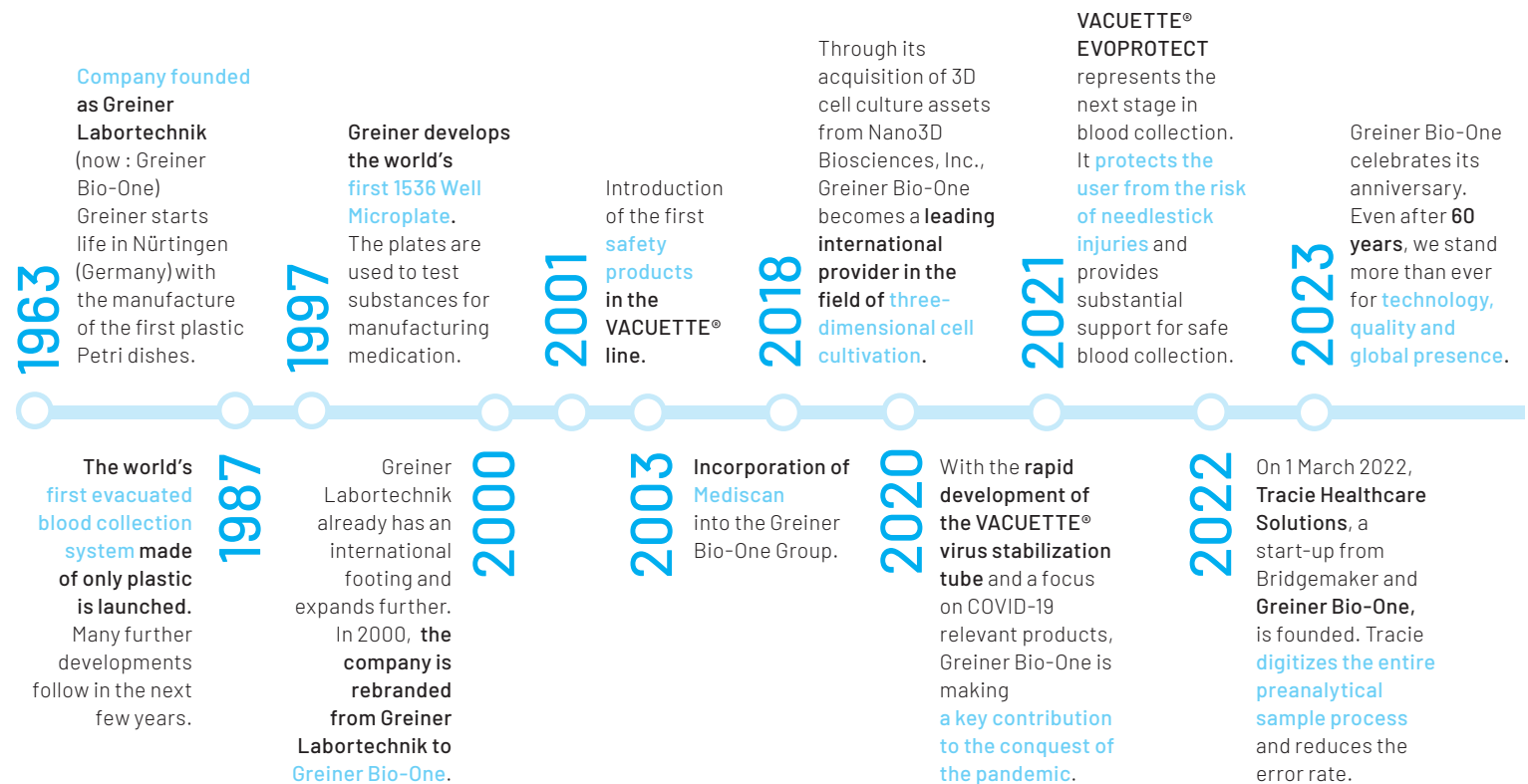
Greiner Bio-One does not believe that there will be any significant changes in the market due to the ongoing uncertainty surrounding geopolitical issues. High levels of inflation are driving material prices up. This will continue to make the economic situation more challenging. Energy and transport costs will remain elevated for the foreseeable future. The division is taking a proactive approach by implementing initiatives to enhance its operational efficiency and performance. Despite these obstacles, Greiner Bio-One's management is optimistic about the upcoming fiscal year. By continuously improving its processes, planning proactively and maintaining strong international partnerships, Greiner Bio-One will continue to provide the best possible products for its customers.

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

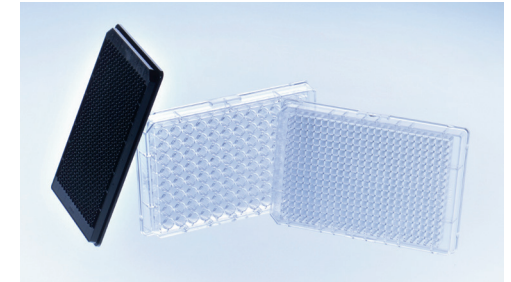
With the CELLSTAR® product line, Greiner Bio-One BioScience develops and sells products for the cultivation, storage and separation of cells as well as for specific applications in medical, pharmaceutical and biotechnological research. In addition, the company offers solutions for the automation and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



CELLSTAR® cell culture flasks

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

06

FURTHER

INFORMATION

ADDITIONAL LINKS

ADDITIONAL LINKS

CONTACT PARTNERS

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.

TRADE FAIRS AND EVENTS

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

ADDITIONAL LINKS

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CONTACT PARTNERS

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