

PRESS

KIT

2021



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01

THE COMPANY

GENERAL INFORMATION

GENERAL INFORMATION

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

BUSINESS DIVISIONS

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 DIVISIONS

GENERAL INFORMATION

BUSINESS DIVISIONS

GREINER BIO-ONE INTERNATIONAL GMBH

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.



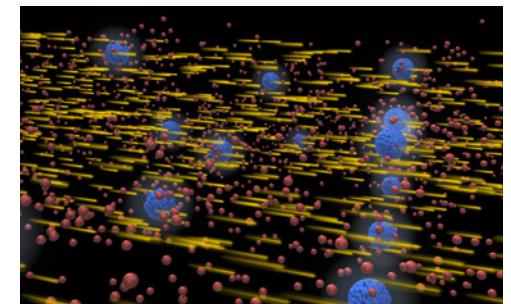
Innovative collection systems for human and veterinary samples from blood, urine and saliva

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.



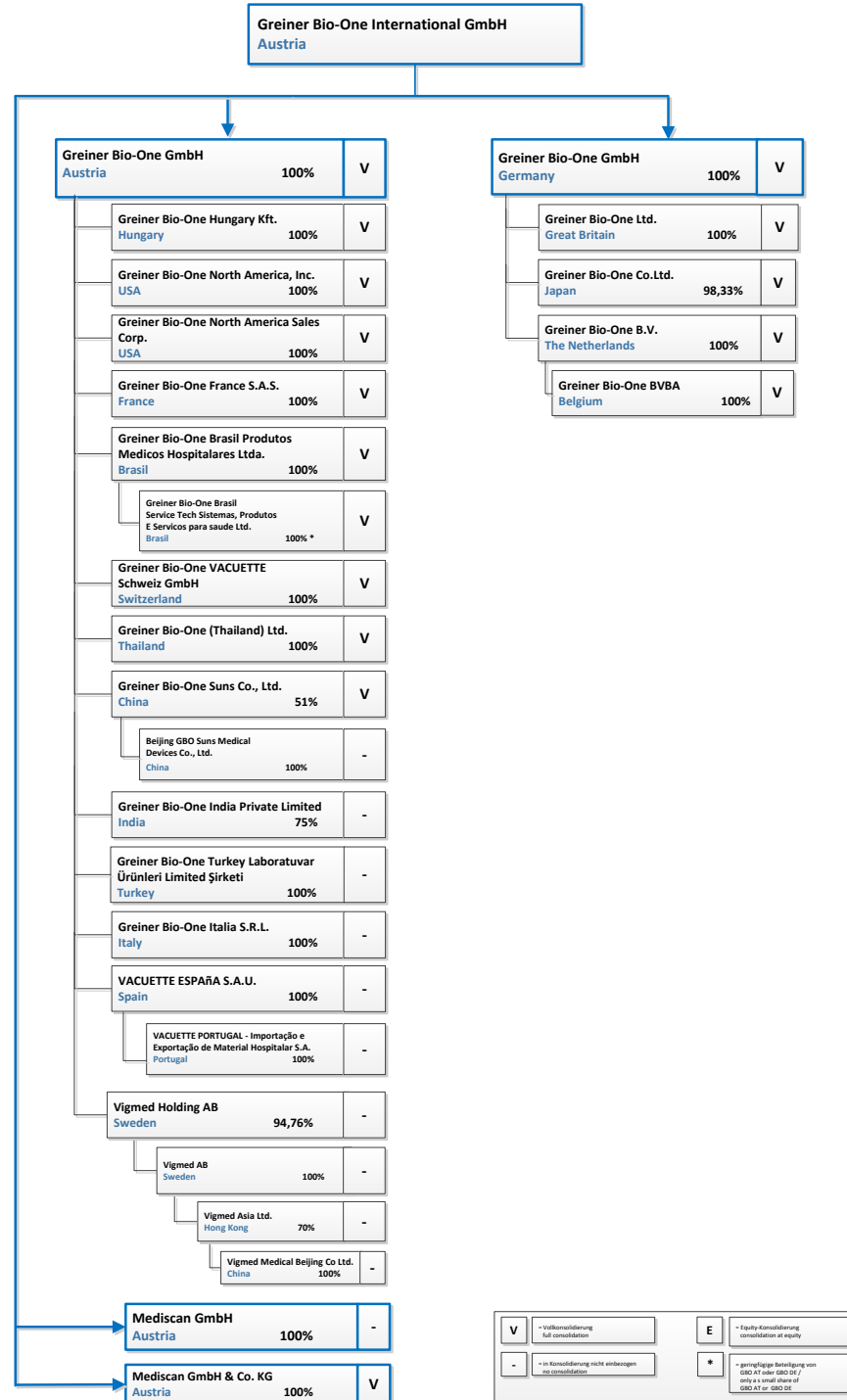
Sterilization by means of ionizing radiation

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



2020

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

547

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

354

PRODUCTION

BioScience products

MANAGEMENT

Jakob Breuer
Heinz Schmid

03

FINANCIAL YEAR 2020

PRODUCTS FOR THE DIAGNOSIS OF ACUTE SARS-COV-2 AND VACCINE DEVELOPMENT

SARS-COV-2: OUR PRODUCTS

EXPANSION AT INTERNATIONAL LOCATIONS

CONTRIBUTION TO MEDICAL DIGITALIZATION

MAKING A DIFFERENCE

BUSINESS DEVELOPMENT IN 2020

During a year characterized by the COVID-19 pandemic, Greiner Bio-One products not only played an increasingly important part in vaccine development and production, but also in acute SARS-CoV-2 diagnosis.

Within a very short time, the VACUETTE® Virus Stabilization Tube (VST) was launched onto the market. The sample taken from the nose or mouth/throat region of the person being tested is transferred with a swab into the VACUETTE® VST. This unbreakable tube, which is made of PET plastic, contains a phosphate-buffered saline solution and ensures the safe transport and storage of the viral sample material. In combination with VACUETTE® transport line products, the material for the PCR analysis of SARS-CoV-2 is thus delivered safely to the laboratory at its respective destination. In addition, standard VACUETTE® blood collection tubes from Greiner Bio-One are employed for laboratory examinations in connection with antibody tests.

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.

“Our contribution to overcoming the pandemic lies in the daily supply of reliable products of COVID-19 relevance.”



Rainer Perneker, CEO Greiner Bio-One International GmbH

SARS-COV-2: OUR PRODUCTS

EXPANSION AT INTERNATIONAL LOCATIONS

CONTRIBUTION TO MEDICAL DIGITALIZATION

MAKING A DIFFERENCE

BUSINESS DEVELOPMENT IN 2020

In the mass cell culture field, Greiner Bio-One has added developments to its CELLdisc portfolio, which apart from the 12- and 24-layer versions and a closed lid system for the prevention of contamination, include a variation that allows safe gas exchange with all sizes of CELLdisc by means of the use of external filters. Furthermore, the CELLstage, which guarantees the perfect positioning of the CELLdisc during filling, has been brought to market.

In the cell and tissue culture field, Greiner Bio-One has supplemented its range of cell strainers with a variation for tubes with limited volumes that enables the processing of small sample volumes. Cell strainers are employed to separate the cells obtained from an organ from other tissue components. In addition, they facilitate the isolation of cells, for example from the immune system, for further examination. This is important for the characterization of cellular surface structures, as for example in COVID-19 research.



Samplix® Blood Collection Tubes



EASYstrainer Small Cell Strainers

INVESTMENTS IN THE FUTURE WITH EXPANSION AT INTERNATIONAL LOCATIONS

SARS-COV-2:
OUR PRODUCTS

EXPANSION AT
INTERNATIONAL
LOCATIONS

CONTRIBUTION
TO MEDICAL
DIGITALIZATION

MAKING A DIFFERENCE

BUSINESS
DEVELOPMENT
IN 2020

Within the framework of an infrastructure project extending over several years and involving considerable investments, the expansion of production at the Frickenhausen location in Germany was concluded, whereby the previous production area was increased by more than a third. The subsequent enlargement and modernization of the administration building will be completed spring 2021.

The production location in Thailand plays an important role in the supply of the Asian region and in view of anticipated market growth and the resultant perspectives, this is set to further gain in significance. Therefore, an extensive location expansion project has been completed involving the installation of a new high-shelf warehouse, which has trebled storage capacity, and the more than doubling of the production area.



Infrastructure project at the Frickenhausen site, Germany



Location expansion project in Thailand

A CONTRIBUTION TO MEDICAL DIGITALIZATION

SARS-COV-2:
OUR PRODUCTS

EXPANSION AT
INTERNATIONAL
LOCATIONS

CONTRIBUTION
TO MEDICAL
DIGITALIZATION

MAKING A DIFFERENCE

BUSINESS
DEVELOPMENT
IN 2020

The division can also look back on a successful year in the digitalization field. In the course of a joint project with Greiner eHealth Technologies, the GZO Spital Wetzikon became the first Swiss hospital to introduce a blood sampling process with fully digitalized support.

This means that for the hospital's personnel problems with regard to the manual labeling of tubes, the limited legibility of important information and difficulties with machine readability are things of the past. Thanks to Greiner eHealth Technologies the entire blood sampling process could be optimized and made more efficient, which has not only resulted in an improvement in pre-analysis quality, but also a positive effect upon laboratory results.



Digitalization at GZO Spital Wetzikon,
Picture: ©GZO Spital Wetzikon

MAKING A DIFFERENCE, A NEW SLOGAN WITH A POWERFUL MESSAGE

SARS-COV-2:
OUR PRODUCTS

EXPANSION AT
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LOCATIONS

CONTRIBUTION
TO MEDICAL
DIGITALIZATION

MAKING A DIFFERENCE

BUSINESS
DEVELOPMENT
IN 2020

With a reworked corporate design and both a new purpose statement and slogan, Greiner Bio-One now presents itself with a modern image, which expresses what the division represents.

Namely, that with passion and dedication its workforce seeks to provide life sciences and healthcare professionals with advanced and sustainable products and solutions, with the result that Greiner Bio-One contributes to the preservation of health.

making a difference

The new corporate slogan



Corporate Design Manual
from Greiner Bio-One



The new, modern appearance

ABOVE-AVERAGE BUSINESS DEVELOPMENT IN 2020

SARS-COV-2:
OUR PRODUCTS

EXPANSION AT
INTERNATIONAL
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DIGITALIZATION

MAKING A DIFFERENCE

BUSINESS
DEVELOPMENT
IN 2020

During the 2020 financial year, Greiner Bio-One employed a global workforce of more than 2,300 at 28 locations in 20 countries. The company achieved annual sales revenues of EUR 693 million, which represented growth of 36 percent over the preceding year (FY 2019: EUR 509 million). This development pattern was largely influenced by the COVID-19 pandemic and there was also an intense focus upon the maintenance of international delivery capabilities and the best possible management of production capacity and the supply bottlenecks in the sourcing market.

The beginning of the pandemic was marked in many countries by a reduction in hospital services to the treatment of emergency cases, the postponement of routine examinations and the closure of laboratories, universities and research bodies, which resulted in a business downturn. In response, Greiner Bio-One acted quickly with new products for the needs of the pandemic and created additional production capacity for items of relevance to COVID-19 with the aim of securing the supply of research and diagnostic facilities.

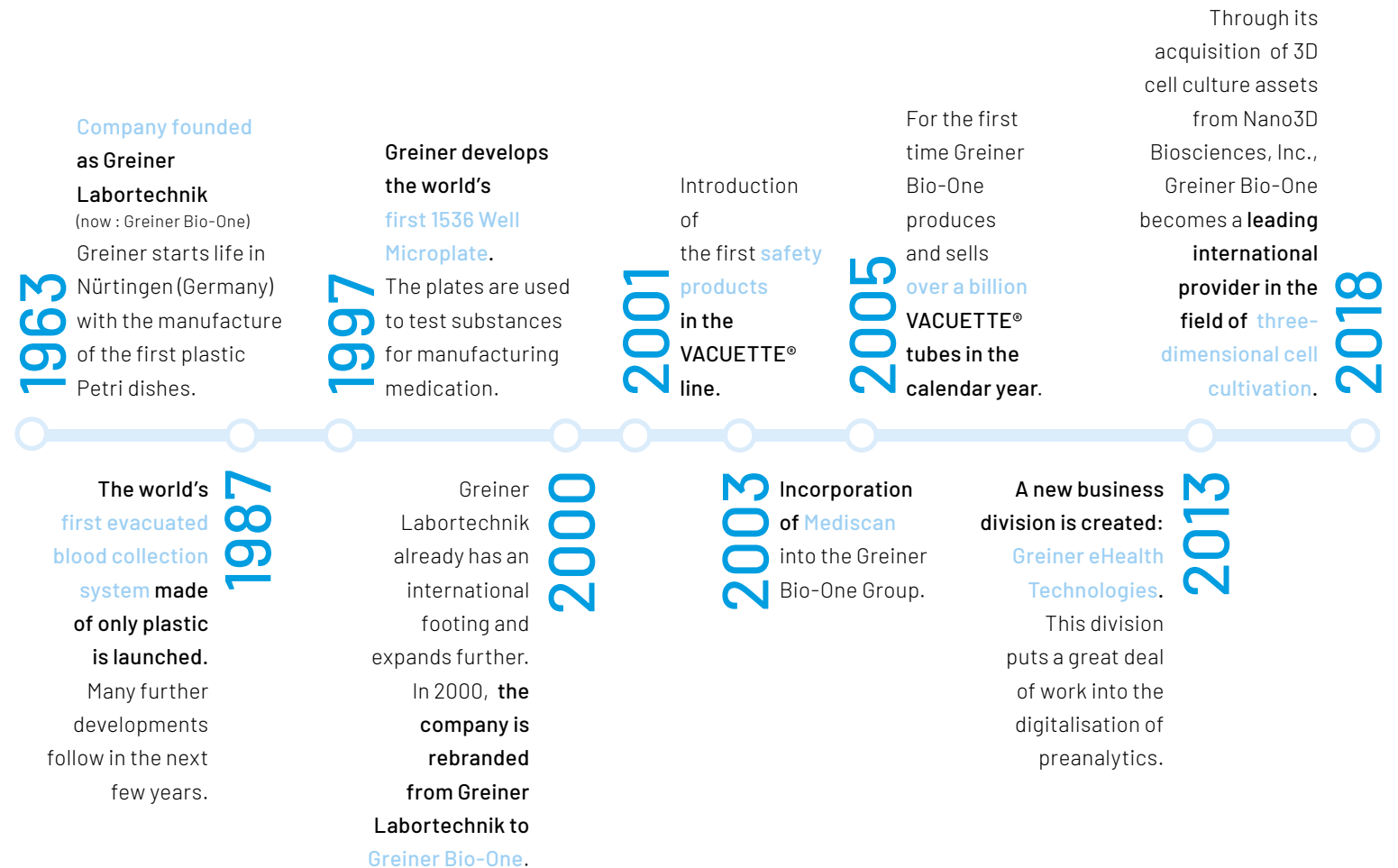
During the second half-year in particular, large increases in sales revenues were achieved with COVID-19 related products, above all in the USA and Europe. However, although falling raw material costs bolstered the business result, international transport logistics resulted in high additional costs.

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.



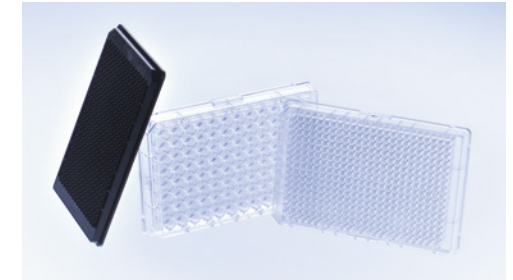
CELLSTAR® cell culture flasks

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

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://mam.greiner.at/pinaccess/showpin.do?pinCode=f0TOtMnHjaRu>

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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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CONTACT PARTNERS

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making a difference

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