

GREINER BIO-ONE

A GLOBAL PLAYER AT ITS

CUSTOMERS'

SIDE

Development of the divisions +




greiner
BIO-ONE

"**MILLIONS** OF
VST* TUBES ARE
USED FOR PCR
TESTING AROUND
THE WORLD."

Rainer Perneker,
CEO Greiner Bio-One International GmbH

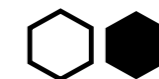
BioScience is based in Frickenhausen, Germany, and is a strong technology partner for universities, research institutions, and players in the diagnostic, pharmaceutical and biotech fields. The business area focuses on developing and producing laboratory equipment, such as containers for cultivating and analyzing cell cultures, as well as microplates used for high throughput screening in biochemical, genetic and pharmacological tests.

Mediscan is one of Europe's leading providers in the sterilization of medical products, disinfecting food packaging, and the use of ionizing radiation to improve the functionality of plastics and semiconductors.

Greiner Bio-One is a global leader in the development and manufacture of single-use plastic products for use in medical, biotechnology, diagnostic and pharmaceutical applications, as well as in vitro diagnostics. Its extensive portfolio is sold in more than 100 countries. Greiner Bio-One uses cutting-edge technologies in its Preanalytics, BioScience, and Mediscan business areas as the basis for excellence in basic research, pharmaceutical drug discovery, pre-analytics, and diagnostics.

Preanalytics is based in Kremsmünster (Austria), and specializes in the development and manufacture of systems for taking blood, urine, and saliva samples from people and animals. It provides tailored digital systems for pre-analytics. Indwelling venous and arterial safety cannulas round out the portfolio. The innovative product solutions from Preanalytics improve the efficiency and safety of daily routine tasks in a hospital, laboratory or clinical setting.

*VACUETTE® virus stabilization tubes



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VACUETTE® Virus stabilization tube used in SARS-CoV-2 diagnostics

CHALLENGES OVERCOME THANKS TO COMMITTED EMPLOYEES

The performance of Greiner's medical technology division was all the more impressive in light of the **challenging economic environment brought about by the pandemic**. As a company with international operations, Greiner Bio-One remains severely affected by supply chain bottlenecks and disruptions. This affected both the procurement of raw materials and supplies and the timely shipment of goods to customers. Severe delays in international container shipping and a significant increase in freight costs and the price of raw materials had a negative impact on operations. International capacity for the sterilization of products was also impacted. Planning in advance helped Greiner Bio-One to meet these challenges, but the commitment of its employees was the biggest factor. Greiner Bio-One's workforce expanded to 2,540 in the year under review – an increase of 7 percent compared to 2020.

A SUCCESSFUL FINANCIAL YEAR

Greiner Bio-One **improved its sales revenue to 695 million euros in 2021** – a 0.4-percent increase compared to the extremely high figure for 2020, which was 36 percent higher than in 2021. As in 2020, the **VACUETTE® virus stabilization tube (VST) accounted for a large part of the very positive sales growth**. Millions of VS tubes with the red screw cap were sold around the world to make sure that samples were transported securely for **PCR testing** – a significant step in combating the pandemic. However, Greiner Bio-One's success was not just down to this important product. The good business performance in 2021 was also attributable to **increased demand for standard products provided by Preanalytics and BioScience**, which both also played an important role in COVID testing and the vaccine development process. These included ELISA microplates, cell culture vessels, and bulk cell culture products.

695 m⁺
euros in sales revenue in 2021

INNOVATIVE PRODUCTS FOR RESEARCH

The use of cutting-edge technology has not only enabled the company to expand its existing markets, but also to tap into important new target groups. For example, Greiner Bio-One launched the **Multi-MagPen**, another device for 3D cell culture that ensures efficient and safe transfer of three-dimensional cell constructs. This minimizes the risk of losing valuable cell cultures – an essential factor in opening up new avenues in cancer research and reducing the need for animal testing.

In 2021, the company also launched a revised and comprehensive **follow-up product portfolio to the successful Sapphire pipette tips**. The new pipette tips are produced and packaged using fully automated processes at the Austrian plant in Kremsmünster, allowing them to meet the highest standards in terms of freedom from contamination. The new universal tips are made of medical-grade polypropylene and, in combination with the Sapphire pipettes that are also available, offer the perfect and complete liquid handling solution from a single source.

The new **VACUETTE® EVOPROTECT safety blood collection set**, which was brought to market in April 2021, marked a milestone in the field of preanalytics. This is a product with a semi-automatic safety mechanism that is easy to activate and reliably protects medical personnel from needlestick injuries. In addition, the specialized cut of the cannula ensures a gentler puncture of the vein. EVOPROTECT has significant room to grow over the coming years due to the increased demand for products for taking venous blood samples safely.

NEW SLOGAN "MAKING A DIFFERENCE"

Greiner Bio-One implemented a large-scale project 2021 to redefine its value proposition for its customers. Under the slogan "making a difference", the division will focus on presenting itself as **a global partner in the areas of technology, quality, and sustainability** which meets the needs of its customers with **expertise and efficiency**. **Greiner Bio-One's objective is to build long-term partnerships of trust**. The company's future performance will be reliant on its innovations, particularly in the fields of microbiology, e-health, 3D cell culture, screening, and cellular and gene therapy. Greiner Bio-One is committed to developing new products and working closely with technology partners in different fields.

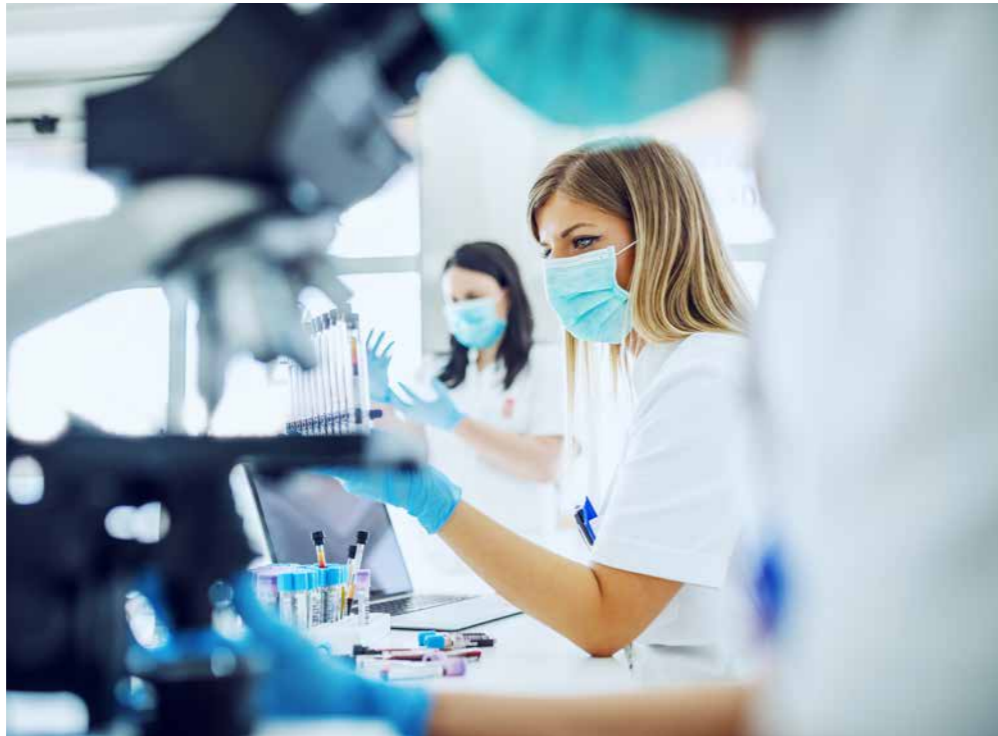
2,540
employees



Everyday liquid handling for laboratories with Sapphire pipette tips and Sapphire pipettes



VACUETTE® EVOPROTECT safety blood collection set



Greiner Bio-One
has 28 locations in
22 countries

SETTING THE COURSE FOR THE FUTURE: GOING GREEN & DIGITALIZATION

As a global manufacturer of plastic products, doing business sustainably is important for Greiner Bio-One. A number of sub-projects were completed last year in line with the **sustainability strategy**. The production sites in Austria and Germany were converted to certified green electricity. This brings Greiner Bio-One one step closer to meeting its objective of using renewables for **70 percent of its energy requirements by 2025**. A total of 1.5 million euros was also invested in energy efficiency projects in 2021: In Hungary, injection molding machines and compressors were reconditioned, and hall lighting was replaced at the sites in Frickenhausen (Germany), and Rainbach (Austria). A new highly efficient refrigeration system and a solar power system were installed at the main plant in Kremsmünster (Austria). The Frickenhausen site in Germany was awarded a gold medal by EcoVadis for its performance and commitment to sustainability. The German plant was also ISO14001-certified for its environmental management system. **In total, these energy efficiency projects saved 1,670 MWh.**

Digitalization in the health sector is an ongoing trend that will only become more important in future. It has also had an impact on the preanalytics phase, i.e. the time between the sample being taken and it being analyzed in the laboratory. Patient data from laboratory/hospital information systems are linked to VACUETTE® barcode tubes. Greiner Bio-One developed a system which has already been in use for some time. A new joint venture will be established to focus on enhancing and marketing this system in future.

VIRUSES SECURELY ENCLOSED

Viral testing has become increasingly important since the beginning of the coronavirus pandemic.



The VST tube is a sterile PET tube with a phosphate-buffered saline solution, manufactured under hygienic conditions by Greiner Bio-One.



VST tubes make it easier to transport samples securely and store them properly in order to test for SARS CoV-2, Influenza A or Influenza B.

GREINER BIO-ONE'S VACUETTE® virus stabilization tubes play an important role in viral testing by ensuring that samples reach the laboratory for later analysis.