

PRESS

KIT

2024



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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 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.

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.

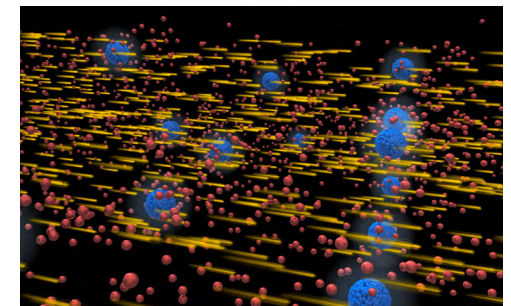
Greiner Bio-One's third business unit is **Mediscan**, a wholly-owned subsidiary of Greiner Bio-One International with headquarters in Kremsmünster (Austria). Mediscan is a skilled service provider in the field of sterilisation of medical products and food packaging, and also specialises in improving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



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



Special products for the cultivation and analysis of cell and tissue cultures



Sterilization by means of ionizing radiation

01 THE COMPANY

GENERAL INFORMATION

BUSINESS UNITS

GREINER BIO-ONE INTERNATIONAL GMBH

Greiner Bio-One International GmbH (AT)	100%
Greiner Bio-One GmbH (AT)	100%
Greiner Bio-One Hungary Kft. (HU)	100%
Greiner Bio-One North America, Inc. (US)	100%
Greiner Bio-One North America Sales Corp. (US)	100%
Greiner Bio-One France S.A.S. (FR)	100%
Greiner Bio-One Brasil Produtos Medicos Hospitalares Ltda. (BR)	99.99%
99.99%	< 0.01%
Greiner Bio-One Brasil Service Tech Sistemas, Produtos E Servicos para saude Ltda. (BR)	< 0.01%
Greiner Bio-One VACUETTE Schweiz GmbH (CH)	100%
Greiner Bio-One (Thailand) Ltd. (TH)	100%
Greiner Bio-One Suns Co., Ltd. (CN)	100%
Beijing GBO Suns Medical Devices Co., Ltd. (CN)	100%
Greiner Bio-One Shanghai, Co.Ltd. (CN)	100%
Greiner Bio-One India Private Limited (IN)	99.99%
99.99%	< 0.01%
Greiner Bio-One Turkey Laboratuvar Ürünleri Limited Sirketi (TR)	100%
Greiner Bio-One Italia S.R.L. (IT)	100%
GREINER BIO-ONE ESPANA S.A. (ES)	100%
VACUETTE PORTUGAL Importacao e Exportacao de Material Hospitalar S.A. (PT)	100%
Vigmed AB (SE)	100%
Greiner Bio-One Singapore Pte. Ltd. (SGP)	100%
Tracie Healthcare Solutions GmbH (DE)	81.9%
Greiner Bio-One MEA FZ-LLC (AE)	100%
Greiner Bio-One GmbH (DE)	100%
Greiner Bio-One Ltd. (UK)	100%
Greiner Bio-One Co. Ltd. (JP)	100%
Greiner Bio-One B.V. (NL)	100%
Greiner Bio-One nv/sa (BE)	100%
Mediscan GmbH (AT)	100%
Mediscan GmbH & Co. KG (AT)	100%

02

KEY FACTS

GREINER BIO-ONE INTERNATIONAL GMBH

GREINER BIO-ONE
INTERNATIONAL GMBH

COMPANY
HEADQUARTERS



HEADQUARTERS

Kremsmünster, Austria

MANAGEMENT

CEO Ilke Panzer

LOCATIONS

29 subsidiaries

SALES PARTNERS

Distributors in more
than 100 countries



2023

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

679

PRODUCTION

Preanalytics products

MANAGEMENT

Thomas Scheurecker

Georg Heftberger

Kruno Obrovac



Greiner Bio-One GmbH BioScience (Frickenhausen, Germany)

GREINER BIO-ONE GMBH BIOSCIENCE

OFFICE LOCATION

Frickenhausen, Germany

EMPLOYEES

408

PRODUCTION

BioScience products

MANAGEMENT

Bernd Klingel

03

FINANCIAL YEAR 2023

MANAGEMENT CHANGE

MANAGEMENT CHANGE

INNOVATIVE PRODUCT SOLUTIONS

INVESTMENTS

BUSINESS DEVELOPMENT IN 2023

OUTLOOK FOR 2024

In the summer of 2023, a decision was made to place the division's management in new hands. Manfred Stanek, COO of Greiner AG, also temporarily assumed the role of CEO of Greiner Bio-One from the previous division manager, Rainer Perneker.

Ilke Panzer took over as the new division manager on February 1, 2024. She was born in Germany and has spent most of her career in the USA. Most recently, she worked as a freelance consultant in healthcare innovation. Having gained leadership experience at Assurance Laboratories LLC, BloodCenter Wisconsin, and Johnson & Johnson, she can contribute extensive knowledge from the healthcare and pharmaceutical industries.

She began her career at General Electric, where her roles included General Manager of the Global Ultrasound business. Panzer studied engineering, computer and systems engineering at the University of Connecticut, USA, and at the National Technological University in Fort Collins, Colorado. She has been a member of the Supervisory Board of the German pharmaceutical and laboratory supplier Sartorius AG since 2017.

“We want to contribute to remarkable successes in medicine and make a real difference for users and patients.”



Ilke Panzer, CEO Greiner Bio-One International GmbH
(c) Silvia Wittmann

MANAGEMENT CHANGE

INNOVATIVE PRODUCT
SOLUTIONS

INVESTMENTS

BUSINESS
DEVELOPMENT
IN 2023

OUTLOOK FOR 2024

INNOVATIVE PRODUCT SOLUTIONS

The new VACUETTE® CAT serum fast separator tube combines the speed of a plasma tube with the quality of serum in terms of the red blood cells remaining after centrifugation. The turn-around time (TAT; time between blood collection and obtaining the results) is significantly shortened by the new tube. Thanks to the short clotting time of just five minutes and the subsequent five-minute centrifugation, analysis can begin after ten short minutes and treatment started more quickly. The inside of the shatterproof tube is coated with a mixture of blood-clotting activator and thrombin. After centrifugation, the added gel forms a stable barrier between the serum and the solid components. The thrombin in the additive accelerates the clotting process.



VACUETTE® CAT Serum Fast Separator Tubes

The tried and proven ThinCert® cell culture inserts are successfully used worldwide for demanding cell and tissue culture applications. The current portfolio consists of individual membrane-based cell culture inserts for 6, 12, or 24 well plates. The new 96 well HTS variant allows for automation, increases throughput and thus saves time and costs compared to the single-insert solutions. The new ThinCert® HTS insert product variants with pore sizes of 3 µm or 8 µm are particularly suitable for migration and invasion studies, which play a decisive role in physiological and pathological processes such as the migration of immune cells, wound healing processes, or the metastasis of tumor tissue.



ThinCert® 96-well HTS insert

INVESTMENTS

MANAGEMENT CHANGE

INNOVATIVE PRODUCT
SOLUTIONS

INVESTMENTS

BUSINESS
DEVELOPMENT
IN 2023

OUTLOOK FOR 2024

Greiner Bio-One's production volumes and demand for sterilization service providers have increased since the last site expansion in 2015. This is why an additional plant for sterilizing medical products and food packaging and refining plastics and semiconductors is being built adjacent to the existing plant in Kremsmünster. The plant technology meets the latest standards, has been technologically enhanced compared to the predecessor model and once again combines two different treatment technologies in a single plant that is scheduled to go into operation in mid-2024. Its future capacity will make it Europe's largest sterilization facility.



Europe's largest sterilization plant

A new warehouse and office building was built at the sales branch in the UK in 2023. The new building, located just 800 meters away from the previous site, has an area of 53,500 square meters and boasts twice as much storage space as the old location. These new warehouse facilities and improved incoming and outgoing goods processes ensure better logistics management. In moving to the new building, Greiner Bio-One is laying the foundations for further growth. The new site has been fully operational since the start of 2024.



New warehouses and office buildings for Greiner Bio-One UK

BUSINESS DEVELOPMENT IN 2023

MANAGEMENT CHANGE

INNOVATIVE PRODUCT
SOLUTIONS

INVESTMENTS

BUSINESS
DEVELOPMENT
IN 2023

OUTLOOK FOR 2024

Last year, Greiner Bio-One 637 million euros in sales revenue, a decline of 8.1 percent.

As the COVID-19 pandemic subsided and disrupted supply chains were restored, customers across the industry built up massive inventories, which in turn led to a decline in current demand. The business unit is also challenged by high inflation and interest rates, which have significantly driven up production costs at its main facilities.

Incoming orders in Preanalytics declined slightly but remained at a high level. In the BioScience unit, Greiner Bio-One continued to feel the effects of the cost-cutting measures taken by many research institutes: projects were postponed and fewer consumables were needed.

OUTLOOK FOR 2024: PROFITABLE GROWTH

MANAGEMENT CHANGE

INNOVATIVE PRODUCT
SOLUTIONS

INVESTMENTS

BUSINESS
DEVELOPMENT
IN 2023

OUTLOOK FOR 2024

Greiner Bio-One will continue to focus on profitable growth in the current year in order to be able to finance important projects and investments. In the Preanalytics and BioScience business units, Greiner Bio-One is building on its core products to further strengthen its position in the market. In addition to its home markets in Europe, the company sees great potential for further expansion of its global market share, particularly in Asia and the USA. The current challenging market situation notwithstanding, we will complete the ongoing infrastructure investments in Brazil and Austria (Kremsmünster) as well as the capacity expansions in individual product groups in both business units (TC tubes, roller bottles, HTS plates, and blood tubes). These measures will help to support the expected upturn in 2024.

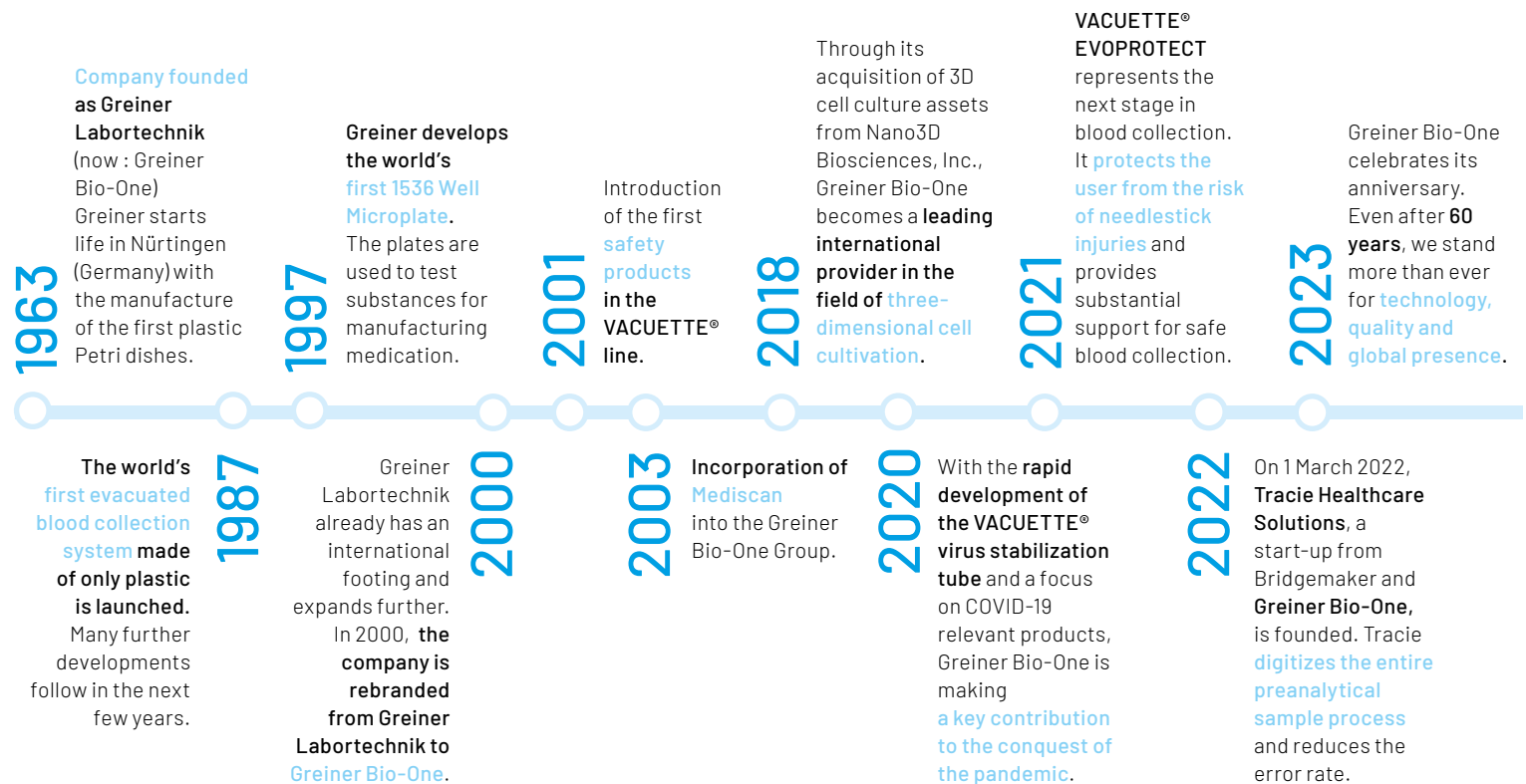
Greiner Bio-One will continue to focus on equipping the company and its employees for the demands of the future and thus for sustainable growth in 2024. In this context, Greiner Bio-One also established a Sustainability Council to implement the Group-wide topics and meet related customer needs, improve product sustainability and reduce Scope 3 emissions.

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 AND URINE

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.



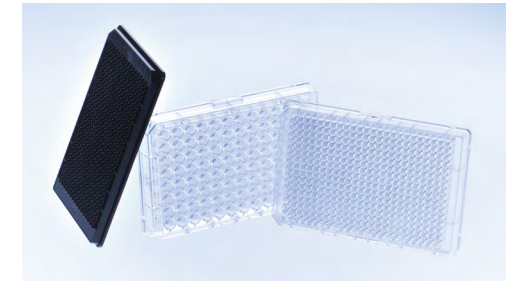
CELLSTAR® cell culture flasks

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://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>

CONTACT PARTNERS

ADDITIONAL LINKS

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