

# PRESS

# KIT

2025



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01

# THE COMPANY

# GENERAL INFORMATION

## GENERAL INFORMATION

## BUSINESS UNITS

## ORGANIZATIONAL CHART

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.

### GENERAL INFORMATION

### BUSINESS UNITS

### ORGANIZATIONAL CHART

## BUSINESS UNITS

The **Preanalytics** business unit develops and manufactures collection systems for human and veterinary blood and urine samples. It also provides digital systems for preanalytics. Peripheral intravenous catheters with safety mechanism complete the product portfolio. The innovative product solutions from Preanalytics significantly improve efficiency and safety of daily routine tasks in a hospital, laboratory, or clinical setting.

Greiner Bio-One's **BioScience** business unit is a strong technology partner for universities, research institutions, and players in the diagnostic, pharmaceutical, and biotech fields. The business unit 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.

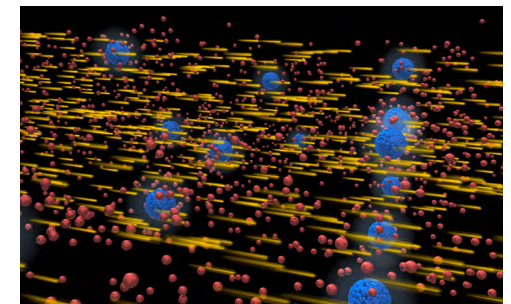
**Mediscan** is one of Europe's leading suppliers and service providers in the sterilization of medical products, the sterilization of food packaging, and the functional improvement of plastics and semiconductors using ionizing radiation.



Innovative collection systems for human and veterinary samples from venous and capillary blood as well as urine



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

## ORGANIZATIONAL CHART

Greiner Bio-One International GmbH (AT)			100 %	V
Greiner Bio-One GmbH (AT)	100 %	V		
Greiner Bio-One Hungary Kft. (HU)	100 %	V		
Greiner Bio-One North America, Inc. (US)	100 %	V		
Greiner Bio-One North America Sales Corp. (US)	100 %	V		
Greiner Bio-One France S.A.S. (FR)	100 %	V		
Greiner Bio-One Brasil Produtos Medicos Hospitalares Ltda. (BR)	99,99 %	V	<0,01 %	
99,99 %				
Greiner Bio-One Brasil Service Tech Sistemas, Produtos E Servicos para saude Ltda. (BR)	<0,01 %	V		
Greiner Bio-One VACUETTE Schweiz GmbH (CH)	100 %	V		
Greiner Bio-One (Thailand) Ltd. (TH)	100 %	V		
Greiner Bio-One Suns Co., Ltd. (CN)	100 %	V		
Beijing GBO Suns Medical Devices Co., Ltd. (CN)	100 %	V		
Greiner Bio-One Shanghai, Co.Ltd. (CN)	100 %	V		
Greiner Bio-One India Private Limited (IN)	99,99 %	V	<0,01 %	
Greiner Bio-One Turkey Laboratuvar Ürünleri Limited Sirketi (TR)	100 %	–		
Greiner Bio-One Italia S.r.l. (IT)	100 %	V		
GREINER BIO-ONE ESPANA S.A. (ES)	100 %	V		
VACUETTE PORTUGAL Importacao e Exportacao de Material Hospitalar S.A. (PT)	100 %	V		
Vigmed AB (SE)	100 %	V		
Greiner Bio-One Singapore Pte. Ltd. (SG)	100 %	–		
Tracie Healthcare Solutions GmbH (DE)	100 %	V		
Greiner Bio-One MEA FZ-LLC (AE)	100 %	–		
Greiner Bio-One GmbH (DE)	100 %	V		
Greiner Bio-One Ltd. (UK)	100 %	V		
Greiner Bio-One Co. Ltd. (JP)	100 %	V		
Greiner Bio-One B.V. (NL)	100 %	V		
Greiner Bio-One nv/sa (BE)	100 %	V		
Mediscan GmbH (AT)	100 %	–		
Mediscan GmbH & Co. KG (AT)	100 %	V		

Vollkonsolidierung	V
Equity-Konsolidierung	E
In Konsolidierung nicht einbezogen	–
Produktion	
Distribution	
Administration	

02

# KEY FACTS

## GREINER BIO-ONE INTERNATIONAL GMBH

GREINER BIO-ONE  
INTERNATIONAL GMBH

GLOBAL PRESENCE



### HEADQUARTERS

Kremsmünster, Austria

### MANAGEMENT

CEO Ilke Panzer

### LOCATIONS

29 subsidiaries

### SALES PARTNERS

Distributors in more  
than 100 countries



Turnover

**666**  
MIO. EURO



Employees

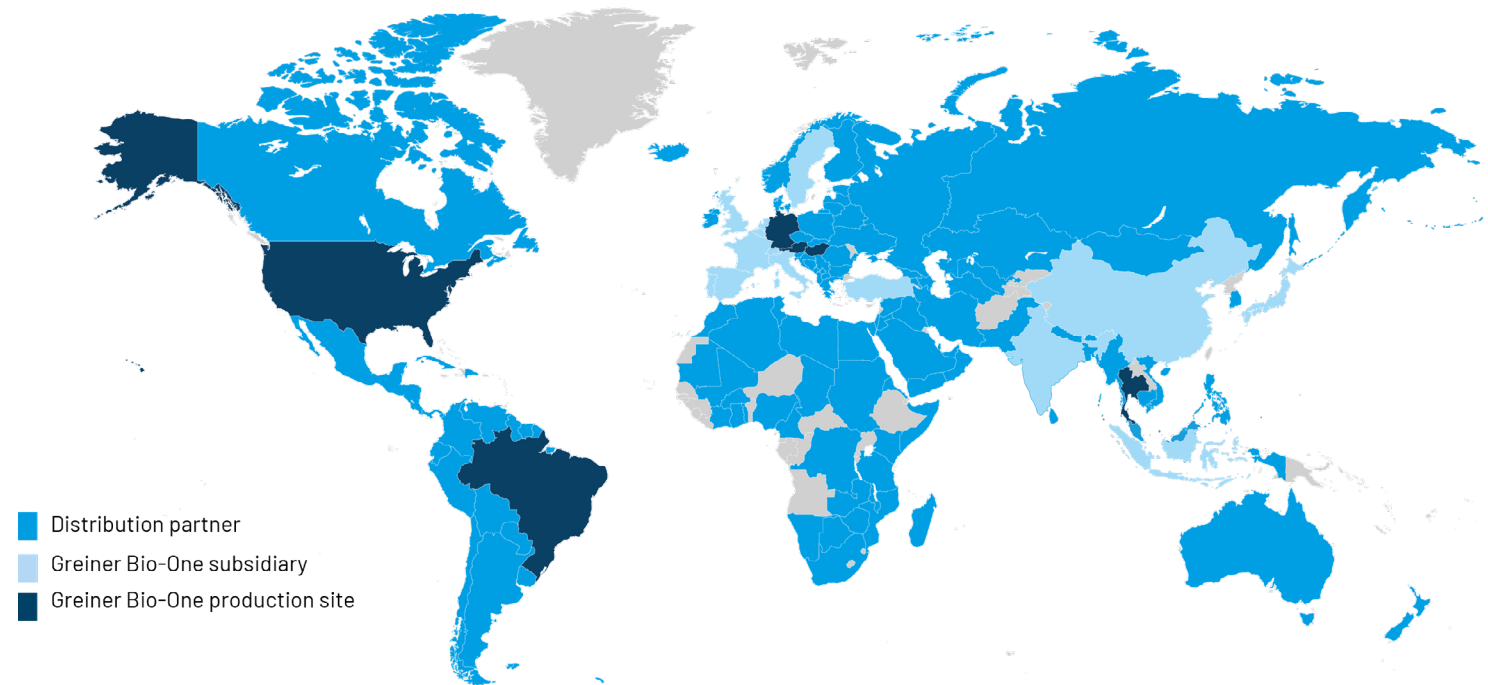
**2,624**

2024



GREINER BIO-ONE  
INTERNATIONAL GMBH

With seven production sites in Europe, Asia, North America, and South America, 29 sales offices, and additional distribution partners, we ensure global delivery routes and a secure product supply.



03

# FINANCIAL YEAR 2024

## BUSINESS DEVELOPMENT

### BUSINESS DEVELOPMENT

#### MEDISCAN EXPANSION

#### DIGITAL SOLUTIONS FOR HEALTHCARE

#### SUSTAINABLE PRODUCT SOLUTIONS

#### OUTLOOK FOR 2025

Compared to 2023, our customers' stock levels have increasingly eased in 2024, resulting in a more balanced demand situation.

The Preanalytics business unit recorded satisfactory demand overall, and in the BioScience segment, demand stabilized after a significant decline in the previous year and the first half of the current year.

#### **Ilke Panzer appointed as the new CEO of Greiner Bio-One International**

As of February 1, 2024, Ilke Panzer took over as the new division head and managing director. The German native pursued her career in the U.S., where most recently she worked as a freelance healthcare innovation consultant. With management experience at Assurance Laboratories LLC, BloodCenter of Wisconsin, Johnson & Johnson, and General Electric, she has excellent knowledge of the healthcare and pharmaceutical industries.

With Ilke Panzer at the helm and a new leadership team, Greiner Bio-One has laid the foundation for driving sustainable innovations and increasing customer and patient satisfaction.

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“Our initiatives have set the stage for sustainable and profitable growth, allowing us to make a meaningful impact for users and patients.”

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Ilke Panzer, CEO Greiner Bio-One International GmbH  
(c) Andreas Pohlmann

### BUSINESS DEVELOPMENT

#### MEDISCAN EXPANSION

#### DIGITAL SOLUTIONS FOR HEALTHCARE

#### SUSTAINABLE PRODUCT SOLUTIONS

#### OUTLOOK FOR 2025

## MEDISCAN EXPANSION

Since the last site expansion in 2015, both production volumes at Greiner Bio-One and the demand for sterilization services have increased. Adjacent to the existing facility in Kremsmünster, Austria, a new plant has been established for medical product sterilization, decontamination of food packaging, and surface treatment of plastics and semiconductors. Electrons accelerated in an electron beam accelerator are used either directly as an electron beam (E-beam) or indirectly after conversion into X-ray photons (X-ray) for sterilization and decontamination of products. This enables the highest level of precision and quality, tailored to specific product requirements.

The investment volume amounted to 22 million euros, covering not only the construction of the new building but also a high-performance electron accelerator and a highly automated conveyor system. The facility, which began trial operations in August, was officially inaugurated in mid-November.



New sterilization facility in Kremsmünster, Austria  
(c) Greiner AG

BUSINESS  
DEVELOPMENT

MEDISCAN EXPANSION

DIGITAL SOLUTIONS  
FOR HEALTHCARE

SUSTAINABLE  
PRODUCT SOLUTIONS

OUTLOOK FOR 2025

## DIGITAL SOLUTIONS FOR HEALTHCARE

Processes in healthcare are complex, demanding, and require a high level of precision and reliability. At the same time, efficiency and resources are often stretched to the limit. The transition to digital solutions can significantly improve this situation. For example, digital solutions can help minimize errors in blood collection, such as sample mix-ups or incorrect labeling. VACUETTE® Pre-barcoded Tubes are essential for an automated workflow in preanalytics. Each tube is assigned a unique barcode during production, eliminating manual labeling and ensuring greater transparency and traceability from manufacturing to analysis.

Together with Tracie software, this solution enables the seamless tracking of biological samples. The software streamlines workflows, reduces manual steps, and lowers error susceptibility in blood collection, allowing medical professionals to spend more time with patients. Additionally, Tracie offers transport monitoring, providing comprehensive oversight of sample transport, even from external collection sites to the laboratory.



Digital software solution Tracie  
(c) Greiner Bio-One



VACUETTE® Pre-barcoded Tubes  
(c) Greiner Bio-One

### BUSINESS DEVELOPMENT

### MEDISCAN EXPANSION

### DIGITAL SOLUTIONS FOR HEALTHCARE

### SUSTAINABLE PRODUCT SOLUTIONS

### OUTLOOK FOR 2025

## SUSTAINABLE PRODUCT SOLUTIONS

As one of the leading providers of plastic solutions for laboratory applications, Greiner Bio-One is setting a strong example for sustainability and transparency. Several products have been certified by the non-profit organization My Green Lab® with the prestigious ACT® Environmental Impact Factor Label for life science products to support eco-conscious decision-making.

After being the first producer to publish the ACT® certification for serological pipettes and ranking as company with the lowest environmental impact factor among serological pipette manufacturers, Greiner Bio-One has now extended this certification to its 15- and 50-milliliter centrifuge tubes and further pipette models.

The company achieved an excellent rating in the categories of “reduction of production impact”, “use of renewable energy”, “transport impact”, and “packaging content.”

For packaging, Greiner Bio-One uses cartons made from 99 percent recycled material. Its factory in Frickenhausen, Germany, operates on 100 percent green energy and features its own solar panels. Meanwhile, the production site in Hungary is equipped with a geothermal water-cooling system for mold cooling circuits. A special regranulation unit for reprocessing unavoidable production waste into recycled raw materials, and optimized transport routes further contribute to the company’s low environmental impact score.

The certification process for additional product groups is already underway.



Serological pipettes awarded with the ACT® Label  
(c) Greiner Bio-One

## OUTLOOK FOR 2025: PROFITABLE GROWTH

### BUSINESS DEVELOPMENT

### MEDISCAN EXPANSION

### DIGITAL SOLUTIONS FOR HEALTHCARE

### SUSTAINABLE PRODUCT SOLUTIONS

### OUTLOOK FOR 2025

This year, Greiner Bio-One remains focused on profitable growth and looks ahead with confidence to the economic developments of 2025. The stabilization of the market situation in recent months provides a solid foundation for this.

In the Preanalytics and BioScience business units, Greiner Bio-One is building on its core products to further strengthen its market position. Beyond its home markets in Europe, the company sees significant potential in the United States, aiming to further expand its global market share, particularly in BioScience. Greiner Bio-One is also optimistic about the future of its Sterilization business unit, with its subsidiary Mediscan and the site expansion in Kremsmünster, Austria. With this investment in state-of-the-art plant technology, Mediscan is well-positioned to meet the growing demand from third-party customers in the sterilization sector.

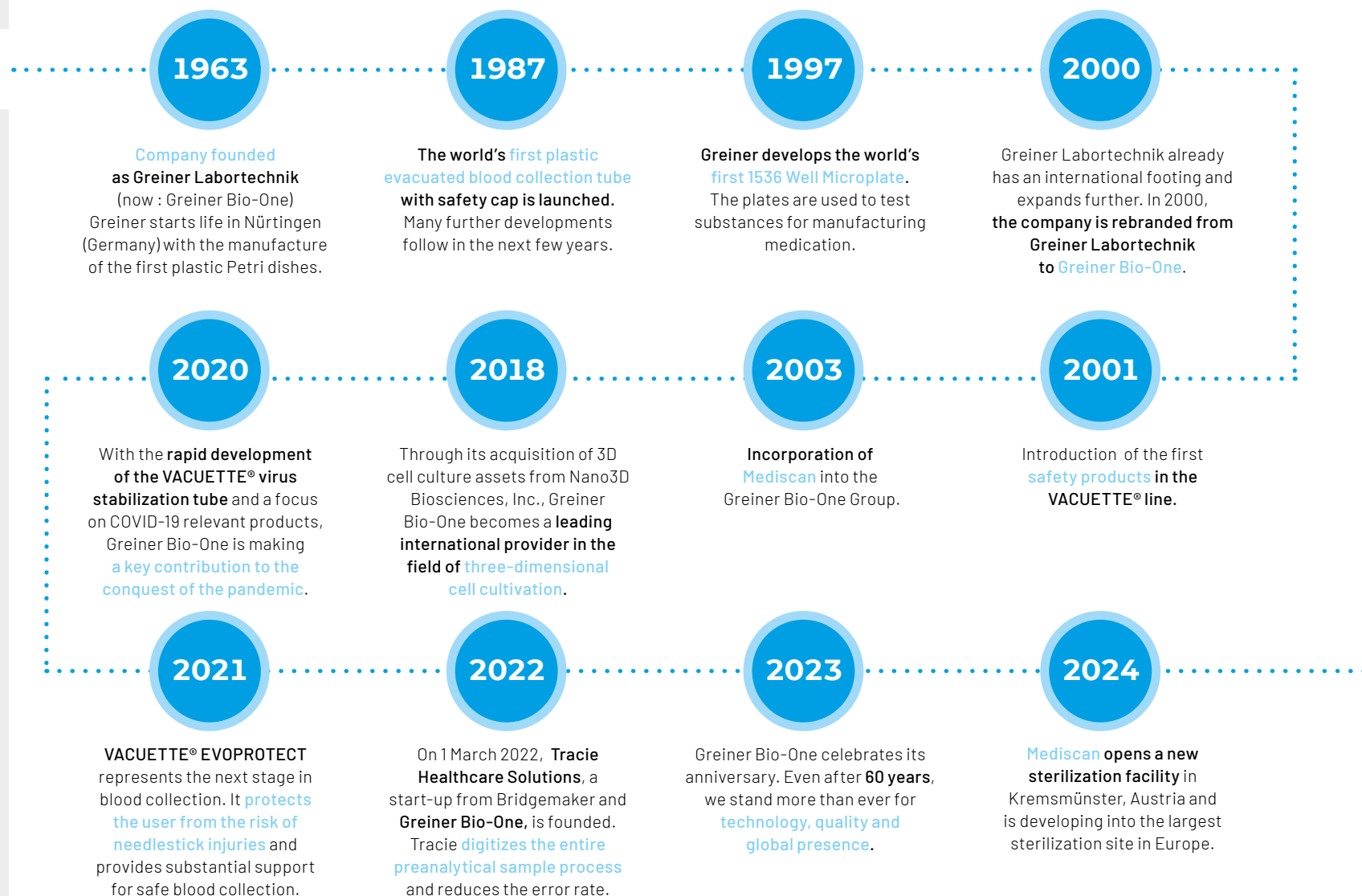
# 04

# MILESTONES



## SUCCESS STORY OF GREINER BIO-ONE

### SUCCESS STORY OF GREINER BIO-ONE



05

# PRODUCTS

PREANALYTICS  
PORTFOLIOBIOSCIENCE  
PORTFOLIO

## 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.

COLLECTION SYSTEMS FOR  
BLOOD AND URINE

The VACUETTE® line comprises innovative sample collection systems for blood and urine. 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, enable the same mixing ratio every time and helping ensure 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. Also available as Complete version with 13x75 mm dimension, optionally as pre-barcoded version.



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 needles with safety protection caps, safety tube holders or safety blood collection sets for sample collection.



VACUETTE® safety products

### ACCESSORIES

The Greiner Bio-One range for the field of preanalytics comprises additional accessories for venous blood collection (tube holders, blood collection sets and needles, 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



VACUETTE® accessories

### 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 disposal boxes in a variety of sizes to suit different requirements.



VACUETTE® transport line

### PREANALYTICS PORTFOLIO

### BIOSCIENCE 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.



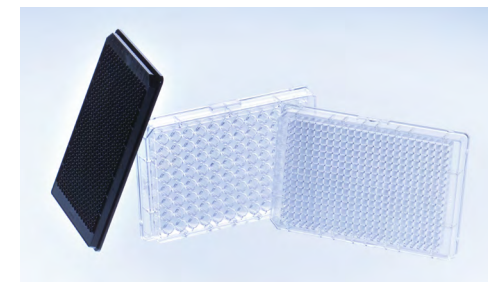
CELLSTAR® cell culture flasks

### 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

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# FURTHER INFORMATION

ADDITIONAL LINKS

CONTACT PARTNERS

## ADDITIONAL LINKS

### IMAGES

<https://greiner-bio-one.canto.de/b/Q006G>

If you require additional images, please get in touch with the press contacts 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

CONTACT PARTNERS

## CONTACT PARTNERS

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**Julia Franke, MA**

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making a difference

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