Greiner Bio-One
Partnering Business through Guided Solutions

Your Power for Health

www.gbo.com
Greiner Bio-One uses its extensive knowledge base and experience to provide solutions for its customers. From the idea, through planning, development, construction and production, always under strict and continuous quality control. Such integration guarantees complete and well thought-out solutions which can then be efficiently realised.
The history of Greiner Group began in 1868 in Nürtingen, near Stuttgart, Germany. More than 140 years later, Greiner Group is a global force in the foam and plastics industry.

1868
Company foundation by Carl Albert and Emilie Greiner in Nürtingen. On September 7, 1868, the young pair open a grocery and ironmongery shop. Among other things, they also sell soda-water in bottles, blanked off with handmade cork stoppers.

1878
During a visit to the World Exhibition in Paris, Carl Albert Greiner purchases a cutting machine for the production of corks. Soon, other beverage manufacturers ask for their cork stoppers as well.

1899
Hermann Greiner (Carl Albert’s second son) is entrusted with the management and expansion of a “cork stopper factory” at Kremsmünster in Upper Austria. On July 1, Hermann Greiner starts work with a staff of 45.

1950
Following the introduction of exorbitant export tariffs by the cork supplier countries, synthetics have been developed as an alternative material.
1952

A foam machine is installed in Nürtingen/Germany for the production of PU flexible foam.

1960

The first injection moulding and thermoforming machines go into operation.

1963

Production of the first Petri dishes begins in Germany – the birth of Greiner Bio-One.

1973

Commencement of the manufacture of technical products for laboratories in Kremsmünster.

1989

Greiner is among the first to use the opening up of the Central and Eastern European states to the full and to thus gradually penetrate new markets. The first company in a reform country is bought in Hungary.

1999

Following restructuring on January 1, 1999, all company units operate as individual, independent undertakings. The Group covers an extensive and still expanding product portfolio on the basis of core competence in the foam and plastics sectors.

2009

The corporate group maintains 116 locations (for production and distribution) around the globe. 7,220 employees and a consolidated turnover of more than one billion euros.
Greiner Bio-One is a leading technology partner to academia, research establishments, diagnostic, pharmaceutical and biotechnology industries on a global basis. The company has state-of-the-art production facilities in Europe, the United States, Brazil, and Thailand. The Bioscience product range provides highly innovative solutions for High-Throughput Screening in the pharmaceutical industry as well as protein coated cell culture products and DNA-Chip technologies for diagnostic screening. The Preanalytics division focus on primary specimen collection for clinical applications and is one of the worlds leading providers of evacuated blood collection systems.
Comprising Eurofoam and Greiner MULTifoam, Greiner Foam International is developing new markets in the foam industry. Eurofoam is already a leading company in Central Europe for the production and processing of flexible polyurethane foams and has a network of production facilities. Greiner MULTifoam deals with the production and cutting of secondary composite foams as a material input for the automotive, sports, construction and furniture industries. New high quality products are developed from the recycling of re-usable secondary raw materials.

Greiner Tool.Tec is the world market leader for tooling, machinery and plant for profile extrusion and comprises six independent areas: Greiner Extrusion, GPN (Greiner Production Network), The Gruber Group, Greiner Housing Solutions, GCC (Greiner Competence Centre) and Vendor Finance. These affiliated companies have an optimal activity focus on response and commitment to customer needs and market requirements both as a local and global entity.

Greiner Technology & Innovation is a holding company comprising Greiner PURtec, Greiner Perfoam and weba. It has the task of opening up new markets in different business sectors from those already served by the Greiner group. Examples include a new concept in aircraft seating and plastic solar energy collectors. Greiner PURtec has set standards in the manufacture of heat insulation for hot water tanks and is a specialist in aircraft upholstery cabin fittings. Greiner Perfoam develops and produces trim for automobile interiors along with specially aligned acoustic components for interiors and engine compartments for premium class car manufacturers. Weba produces tools for hot and cold forming of vehicle body parts.

Greiner Packaging is one of the leading packaging producers in Europe and has a powerful network of production operations throughout Central and Eastern Europe. A very broad range of packaging solutions have been developed and are produced in many different technologies and decoration processes. The priority is achieving an integrated service – from the first idea through to the finished product.
The Greiner Bio-One International Group is a supplier of innovative single-use plastic disposables for both clinical and life science applications.

**The Bioscience division** is an internationally renowned and leading technology partner for the diagnostics, pharmaceutical and biotechnology industries as well as universities and research institutes. The division is one of the leading manufacturers and suppliers of special products for the cultivation and analysis of cells and tissue cultures as well as microplates for drug development. Greiner Bio-One Bioscience also develops innovative biochips for genotyping, which are being used to detect the cause of infection.

**The Preanalytics division** develops specimen collection systems for blood, urine and saliva. These include innovative safety devices which make daily routine procedures in hospitals, laboratories and general medicine practice easier and safer.

**Mediscan**

The Mediscan division of Greiner Bio-One offers a world class service in the radiation sterilisation of products, using gamma and e-beam technology.

**Corporate Vision**

We develop innovative products to enhance the quality of life and thereby we are continually improving the position of our company, along with enhancing the lives of our employees and our community.

**Corporate Goal**

We strive to achieve a consolidated, sustained and independent growth on an international basis that ensures long-term business success.
Milestones of Success

2001
Greiner Bio-One International AG is founded.
The first VACUETTE® Safety Products are launched.

2002
Market launch of the Parodontitis test kit ParoCheck®.

2003
The VACUETTE® QUICKSHIELD Safety Tube Holder is launched.
Introduction of the world’s first HTA™ Platforms.

2004
Launch of the DNA array CarnoCheck® for food analysis.

2005
The new VACUETTE® PREMIUM Tube with Safety Twist Cap.
Introduction of Half Area Microplates for reduced sample volumes.

2006
The DNA array PapilloCheck® for prevention of cervical cancer is launched.
Market launch of the Saliva Collection System (SCS).

2007
Non-binding surfaces for Cell Culture are introduced.

2008
Market launch of the VACUETTE® Homocysteine Detection Tube.
Introduction of Advanced TC™ Cell Culture Products for the cultivation of fastidious cells.

2009
External validation of the mycoplasma test kit CytoInspect®.
The new VACUETTE® TIPGUARD Safety Tube Holder.

2010
The new VACUETTE® PREMIUM Safety Needle System is launched.
At Your Doorstep, Across the World

With business activities in over 100 countries, our manufacturing and distribution network spans the whole world. The key to this success is in the people who form Greiner Bio-One, providing both optimal customer service and specialist sales knowledge.

Our high-tech manufacturing facilities are located on four continents, working to strict quality standards to ensure our customers receive the highest quality products delivered on time to their doorstep. Our state-of-the-art production facilities:

**Austria (Kremsmünster)**

Production Division: Preanalytics
Built: 1992
Employees: 440

Headquarters of Greiner Bio-One International AG, Kremsmünster, Austria

**Germany (Frickenhausen)**

Production Division: BioScience
Built: 1988
Employees: 334

Greiner Bio-One GmbH, Frickenhausen, Germany

**USA (Monroe)**

Production Division: Preanalytics & BioScience
Built: 2000
Employees: 219

Greiner Bio-One North America Inc., Monroe, USA
Hungary (Mosonmagyaróvár)
Production Division: Preanalytics & BioScience
Built: 1995
Employees: 90

Greiner Müanyagtechnika Kft., Mosonmagyaróvár, Hungary

Brazil (Americana)
Production Division: Preanalytics
Built: 2004
Employees: 102

Greiner Bio-One Brazil, Americana, Brazil

Thailand (Amata Nakorn)
Production Division: Preanalytics
Built: 2008
Employees: 36

Greiner Bio-One Thailand Ltd., Amata Nakorn, Thailand

Austria (Rainbach)
Production Division: Preanalytics & BioScience
Built: 2009
Employees: 40

Greiner Bio-One GmbH, Rainbach, Austria
Greiner Bio-One in the U.K.

United Kingdom (Stonehouse)

Warehousing and distribution of Bioscience, Preanalytics and O.E.M. products

Built: 1999
Employees: 45

Greiner Bio-One Ltd. Stroudwater Business Park, Stonehouse, Gloucestershire, UK

Established in the UK since 1989 Greiner Bio-One operates from a custom built head office and distribution facility in Stonehouse, Gloucestershire.

The Stonehouse site is home to GBO UK’s customer service, warehouse, finance and marketing teams who work hand-in-hand with two field based sales teams covering the Bioscience & Clinical markets throughout Great Britain.
Greiner Bio-One Financials

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnover (€,000)</th>
<th>Investment (€,000)</th>
<th>Percentage of Turnover</th>
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<tbody>
<tr>
<td>2005</td>
<td>203.6</td>
<td>9.5</td>
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<tr>
<td>2006</td>
<td>218.5</td>
<td>14.7</td>
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<tr>
<td>2007</td>
<td>241.7</td>
<td>16.0</td>
<td>6.62%</td>
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<tr>
<td>2008</td>
<td>256.0</td>
<td>49.0</td>
<td>19.14%</td>
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<tr>
<td>2009</td>
<td>278.6</td>
<td>37.7</td>
<td>13.53%</td>
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<tr>
<td>2010</td>
<td>311.3</td>
<td>44.0</td>
<td>14.13%</td>
</tr>
</tbody>
</table>

Turnover and Investment

- Turnover:
- Investment:

Percentage Investment of Turnover

- New production location in Rainbach, Austria (opened 2009)
Greiner Bio-One, Leading the Way

**Research & Development**
- Team of experienced biologists, physicists, chemists, and engineers
- Constant development of new products
- In-house construction facility supporting 3D CAD and mouldflow simulation
- Co-operation with leading research institution and industrial partners
- OEM services

**Technology**
- Injection moulding and extrusion blow moulding
- Physical and chemical surface modifications
- Fabrication of material composites
- Coating with biologically active proteins

**Production**
- Modern, fully automated manufacturing
- Highly skilled employees with excellent professional qualifications
- Controlled production environment - seed number - particle number - air pressure - temperature - humidity

In-house QC laboratories

Regular monitoring of production performance

Products are free of detectable DNase, RNase, human DNA and endotoxins

Validated sterilisation process

Quality control testing from raw material to final product

More than 50 years experience in the manufacture of laboratory products

Involvement in innovations in cell biology and high throughput screening

Organically grown global network of material suppliers, technology and science partners

Global sales and distribution network

Worldwide warehousing

Technical support provided by international sales and service personnel
O.E.M. Products

Tailor-made Solutions

Greiner Bio-One as an original equipment manufacturer is a long-standing partner to the industry. The whole range of customised platforms for the life sciences sector is produced using state-of-the-art injection moulding technology.

Our partners and customers can rely on a comprehensive and need-orientated service in all areas. From the ‘simple’ branding of an existing product to unique, customised developments, we offer the right solution for even the most diverse requirements. Our high standards apply throughout the service cycle – no matter how large or small the projects.

Our numerous partnerships with leaders in the pharmaceutical, diagnostic and medical technology sectors speak for themselves.
Quality

Quality Assurance and Quality Control

Quality is the most important criteria in the manufacturing of our products. For this purpose, we have a control system which monitors the physical, chemical and biological quality of our products. The checking of quality starts with the incoming raw material, is continued in production processes and ends with the dispatch of the finished product. Strict controls, conducted according to the legal provisions and specific standards, accompany the product. Ongoing quality training ensures that our employees are informed about the applications of our products and the quality requirements placed on them. All products can be traced back to their production period, machine operators and tools, all the way back to the starting materials used. With each delivery of high-quality goods, our customers receive a quality certificate and a guarantee of performance which commits us to maintaining our high quality standards.

Quality Management

Quality Standard in Compliance with DIN EN ISO 9001 and DIN EN ISO 13485.

Greiner Bio-One has been certified according to DIN EN ISO 9001 since 1994 through the continuing high standard of our production processes, quality controls and organisation. Since 2004 we have also been certified according to DIN EN ISO 13485:2003 and AC:2007 to fulfil the high international requirements for manufacturers of medical devices. A total quality approach encompassing the latest production technologies, strict control of conditions and materials, as well as the qualification and development of personnel ensure constant improvement in both our products and processes. Our customers’ trust in us for over 30 years certifies our high quality and our dedication to further quality improvement.

CE Marking, Compliance

Products which fall within the scope of the European Directives 93/42/EWG for medical devices or 98/79/EG for In-Vitro Diagnostic Devices must be correctly labelled with the CE mark. In line with the definitions in these directives some of our products have been considered as Medical or In-Vitro Diagnostic Devices and as such must be in accordance with the regulations.
Our Customers can expect . . .

- Product Development Expertise
- Sterile Medical Grade Manufacturing
- Clean Room Manufacturing Options
- GLP and GMP Expertise
- Packaging Innovations
- Confidential Two-way Communication
- Automation Expertise
- Cost Effective Manufacturing Knowledge
- Market Experience
- Internal or External QA/QC Protocols
- High Level Product Validation
- Process Management
- Multiple Polymer Expertise
- Medical Device Experience
- High Throughput Manufacturing
- Worldwide Manufacturing Capabilities
- Accurate Manufacturing Time Lines
- Pre and Post Manufacturing Material Validation
The Next Step

Information about Greiner Bio-One can be found on our website: www.gbo.com

Alternatively email sales@uk.gbo.com for more information

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