



GREINER BIO-ONE (THAILAND) LTD

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Mr. Guenter Altenburger

Managing Director, Greiner Bio-One Thailand

## Specializing In High-Quality Plastic Laboratory Products

Greiner Bio-One (Thailand) Ltd. is a wholly owned subsidiary of the Austrian medical technology company Greiner Bio-One GMBH, a global manufacturer that specializes 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 parent company is divided into the three business divisions of Preanalytics, Bioscience and Mediscan. As an Original Equipment Manufacturer (OEM), Greiner Bio-One is also a partner to many industry clients working in pharmaceuticals, biotechnology, diagnostics and medical technology offering customized design, development and production processes.

In 2019, Greiner Bio-One employed a global workforce of 2,320 at 28 locations in 20 countries, and achieved sales revenues of Euro509 million. This reflected a growth of 8 percent over the preceding year (2018: Euro473 million); passing the Euro500 million mark for the very first time. In 2008, Greiner began their investment in Thailand, establishing a plant in the Panthong District of Chonburi Province for the

manufacture of their Preanalytics products. These products consist of 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. Made of virtually unbreakable PET plastic, they provide improved safety and hygiene during specimen collection procedures with the advantage of being as clear as glass but not as fragile.



The production plant in Thailand has played a major role in the successful supply of the Asian market. However, owing to the company's continual growth of recent years, its spatial capacity had become exhausted. Consequently, in July 2019 work commenced on the enlargement of the Thai location's production and storage facilities, which will be completed in 2020.

Land nearby to the current plant was purchased to establish a new Blood Collection Tubes production line for their Samplix® brand, and new warehouse space has been built, while their current warehouse has been renovated to increase storage capacity. The total investment in the new construction and renovation has been Euro6.5 million or ฿227.5 million.

### Why Thailand

Mr. Guenter Altenburger, Managing Director of Greiner Bio-One (Thailand) had this to say about the company's reasons for establishing their manufacturing plant in Thailand. "Thailand is located in the center of the Asian continent – connecting India, China and all the Asean countries. This positive attribute helps Thailand to network, generate and develop business extensively with international investors." He further noted "One of the reasons we decided to increase our investment in Thailand was because of the BOI privilege for production and molding machine imports. The efficiency and ability of Thai labor was also another large reason for the decision to increase in our investment."

### Vision for the Future

Mr. Guenter Altenburger said, "Since our initial company establishment in 2008, we have grown consecutively and sustainably. With the fact that we are the only production plant in Asia, we play an important role in supplying products to the growing market in Asia as well as supporting the production of other manufacturing sites of the company. In 2020, we

plan to expand our production capacity of blood collection tubes for customers in Southeast Asia, China, India and Australia". This new plant will enable the company to expand its production capacity from 550-600 million pieces to 1,200 million pieces per year. Warehouse capacity has also been increased threefold. According to their plan, by the fourth quarter of financial year 2020, the company will set up one more production line so their total production capacity will reach 900 million pieces per year.

### Supporting Policies from the Government

Thailand's position as an international medical hub attracts both patients and tourists to the country. Total Healthcare Services is one of the targeted industries that the government actively supports, assisting to position Thailand as both the main medical hub and key medical technology and devices exporter in the region. The Thai government, in recognition of the importance of the medical sector to the economy, has allocated ฿12.5 billion (US\$376.3 million) in healthcare spending. The government and the BOI also strongly support the efforts of Thai companies in the private sector which are looking to generate increased business opportunities in the global market.

### Attractive BOI Incentives

The Thailand Board of Investment (BOI) offers a wide range of tax and non-tax incentives for projects that meet national development objectives. Tax-based incentives include an exemption or reduction of import duties on machinery and raw materials, as well as

corporate income tax exemptions of up to eight years. Nontax incentives include permission to bring in expatriates, own land and take or remit foreign currency abroad. Additional information about specific activities relating to the medical and healthcare industries can be found by clicking [here](#) or contacting the BOI's Investment Promotion Bureau 1.

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