

LUTZ TALENTS

WHERE THE FUTURE BEARS FRUIT

Training, student employment and real opportunities: How young people grow at LUTZ and help our company grow with them.

The future takes shape where people are given the opportunity to contribute their ideas, take responsibility and surpass their own expectations. That is why LUTZ invests not only in a modern working environment and high-performance machinery, but above all in young talents. With their knowledge, curiosity and commitment, they help shape the success of tomorrow.



Eight apprenticeships, one shared goal

For many years, LUTZ has trained its own skilled professionals, creating opportunities for young people while strengthening the company's future. Today, we offer eight apprenticeship programs across commercial and technical fields. In this way, we develop the next generation of talent needed for long-term success.

For Alexander Lutz, this commitment is far more than just a strategic decision: "Providing young people with a solid foundation as they enter the professional world is a very personal matter. Myself benefited greatly from the support I received during my apprenticeship and my university studies." This personal conviction shapes LUTZ's approach to nurturing young talents. Through a variety of entry opportunities, close mentoring and long-term career prospects, we offer support that extends far beyond the first working day on the job.

Theory meets practice

Student employment is also firmly established at the Piepersberg site. Currently, seven working students support our specialist departments in Purchasing, Quality Management, Accounting & Controlling, Maintenance, Order Processing and Production Planning. While gaining valuable hands-on experience, they also bring fresh perspectives and new ideas to everyday operations. Both sides benefit from this exchange.

A Tree as a Symbol of the Future

Under the motto "Growing roots at LUTZ", all apprentices and working students met at the company yard once again this year. The trees they planted symbolize growth, connection and the future which we are shaping together. As Julie Schörner, Head of Training, expressed it: "Our motto truly reflects what we stand for, as many apprentices and working students have already received their first permanent employment contract with us." At LUTZ, it is not only trees that grow roots, but also talents, good ideas and shared perspectives for the future.



INSIDE EDITORIAL

Dear readers,

I am delighted to welcome you to the seventh edition of inside LUTZ, our employee magazine. As Production Manager, I am particularly proud to be part of this company for several years now, a company that consistently combines tradition, innovation and sustainable growth.

With more than 100 years of experience, we have built a strong foundation that enables us to preserve proven strengths while continuously driving future-oriented developments. Industrial cutting applications confront us with demanding challenges across a wide range of industries and international markets.

We meet these challenges every day with expertise, reliability and dedication, always striving to deliver high-quality solutions to our customers and to continuously advance the performance of our blades.

Yours sincerely,
Dirk Lesina
Production Manager

LUTZ LATAM

MEXICO: THE SALES HUB FOR LATIN AMERICA

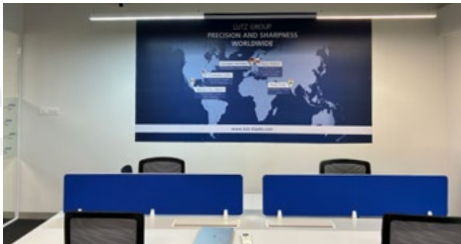


Jan Uellenberg (Sales Director)
Carlos Rodríguez Maya (Managing director LUTZ LATAM)
Manuel García (Sales)

With its new office in Mexico City, LUTZ is strengthening its presence in Latin America. Going forward, the new location will serve as a central hub for providing even closer support to customers, unlocking new market potential and driving sustainable growth throughout the region. This development is built on a successful partnership spanning decades: for many years, LUTZ has worked closely and trustingly with entrepreneur Carlos Rodríguez and his team. Now, both partners are combining their experience and market expertise to further strengthen the global presence of the LUTZ BLADES brand. "Alongside our international LUTZ locations in Poland, the United States and India, Mexico represents an important building block in our strategic internationalization efforts and serves as a gateway to the Latin American market," explains Sales Director Jan Uellenberg. By establishing this new location, LUTZ is creating the ideal conditions for greater customer proximity and sustainable growth in a dynamic market with significant future potential.

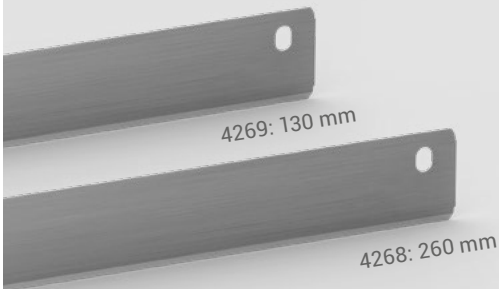
LUTZ INDIA

OUR OFFICE IN PUNE



LUTZ opened its first office in Pune, India, in 2026, expanding its sales and service capabilities across the Asian market.
Our team in Pune: Aarnav Khinvasara (Junior Sales Manager) and Parthsarthi Hiswankar (Managing Director).

NEW



TRIMMING BLADES

The precision-ground stainless steel blades ensure clean cuts and reliable handling in histological and pathological laboratories.

The 260 mm version is suitable for large tissue samples, while the 130 mm version enables precise blade guidance. Rounded blade corners enhance workplace safety. Thanks to the pre-punched holes, the blades are compatible with standard handles.

LUTZ KEEPS MOVING

ONE TEAM AT THE WUPPERTAL SCHWEBEBAHN RUN



SCHWEBEBAHN RUN

AN EVENT FOR YOUNG AND OLD

With more than 8,500 participants, the 2026 Schwebebahn Run was once again one of Wuppertal's largest running events. Since 2013, it has combined sporting ambition with a unique race experience along the city's landmark, the Schwebebahn.

The program features competitions for all age groups and performance levels, including a half marathon, 10 km and 5 km races, corporate and team competitions, as well as races for schoolchildren and young children. Inclusive race categories for wheelchair and handbike athletes are also an integral part of the event.

This year marked the first time LUTZ BLADES took part in the Wuppertal Schwebebahn Run. Running beneath the historic suspension railway was a truly memorable experience and provided a unique setting for a team event. Plans for 2027 are already underway.

One thing is certain: we had the sharpest jerseys on the course!



SUSTAINABILITY

SAVING RESOURCES! OUR COMMITMENT TO THE FUTURE

From SINGLE PAPER PACK to NATURAL SAFE PACK.

A major milestone was the introduction of the new SINGLE PAPER PACK. The PVC pouches previously used for skinner blades were replaced by individually wrapped paper sleeves. Combined with paper and cardboard bands, adhesive tapes and outer packaging, this resulted in a packaging solution whose components can be disposed of entirely through the paper recycling stream.

With the NATURAL SAFE PACK, LUTZ is now taking the next step. The goal remains the same: replacing plastic wherever it is technically feasible while continuing to meet the highest requirements for product protection, stability and ease

of handling. Whereas the previous SAFE PACK consisted of a plastic lid, plastic insert and plastic base, the NATURAL SAFE PACK features a cardboard lid and base.

Less Plastic, Proven Protection

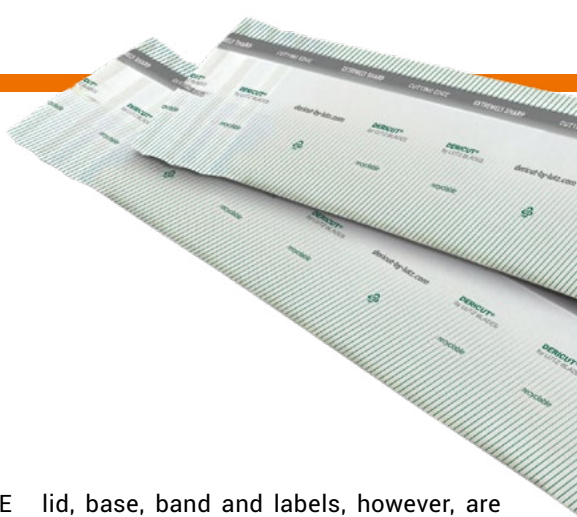
The impact is significant: depending on the packaging variant, the plastic content is reduced by approximately 55 to 60 percent. At the same time, all key packaging functions are maintained, from reliable blade protection to safe and convenient handling in everyday use.

A plastic insert remains part of the packaging, as it is essential for securely holding the blades, facilitating removal and ensuring product protection. As before, this insert can be recycled through standard plastic recycling streams. The

lid, base, band and labels, however, are primarily made from cardboard and can be disposed of together with waste paper.

With the SINGLE PAPER PACK and the NATURAL SAFE PACK, LUTZ BLADES demonstrates how sustainability and product safety can be successfully combined in practice.

As we continue our journey toward more resource-efficient packaging solutions, we are also creating new opportunities for customers to customize the design of their packaging.



The plastic insert continues to securely hold and protect the blades, e.g.:

- Round blades
- Pentagon blades
- Staple fiber blades

Made with a cardboard lid and base, the packaging reduces plastic content by up to 60%, depending on the packaging variant.

NEW

NATURAL SAFE PACK

LESS PLASTIC, MORE CARDBOARD

TRADEFAIR PREVIEW

EXPERIENCE SHARPNESS LIVE

Precision you can experience first-hand: LUTZ BLADES puts the LYNXERA® blade family in the spotlight at MEDICA

LUTZ BLADES is showcasing its LYNXERA® blade family to an international audience of around 80,000 trade visitors from 165 countries. The leading trade fair brings together thousands of exhibitors and serves as a key platform for innovations in medical technology, diagnostics, laboratory equipment and medical devices. Since launching the LYNXERA® microtome family, LUTZ has steadily expanded its presence in the international healthcare market. At its new trade fair booth, LUTZ BLADES presents its portfolio of microtome and dermatome blades. A major highlight is the expansion of the product range: the trimming blades are being unveiled to the public for the first time. Live demonstrations in the laboratory



show how the products perform in real-world applications. Along our latest product developments, personal interaction remains our key focus. The LUTZ GROUP Partner Lounge provides customers, partners and industry professionals from around the world with a welcoming space for discussions, networking and the exchange of ideas on current industry trends. The trade fair appearance therefore combines innovation, practical application and international networking, underlining LUTZ BLADES' commitment to actively shaping the future of the healthcare market.



MEDICA
16. – 19.11.2026
Messe Düsseldorf
Hall 3, Booth No. B69
Düsseldorf, Germany

TRADEFAIR REVIEW

LUTZ EXPANDS TO INDIA



Together with **Total Tools & Equipments Pvt. Ltd.**, LUTZ BLADES participated at ANUGA FOOD TEC India. As one of South Asia's leading trade fairs for food processing and packaging technology, the event provided an ideal platform to showcase our blade solutions for the food industry to an international audience of industry professionals.



The INDIA CORR EXPO in Mumbai provided the ideal platform to showcase our blades for the packaging industry. Sharing a booth with **Delux Machine Tools**, LUTZ India used the exhibition to connect with customers and industry experts. A delegation from Solingen, including Managing Director Martin Wurth and Deputy Technical Manager Matthias Müller, was also on site.

TRADEFAIR REVIEW

WHX MIAMI

The 2026 WHX was held from June 17 to 19 at the Miami Beach Convention Center in Florida, USA. As in Dubai, we were once again part of the German Pavilion, the official overseas trade fair program of the Federal Republic of Germany.



Our international tradefair team: Jan Uellenberg (Sales Director), Eduardo Guthmann and Lindsay Osborn (LUTZ North America), Diego Rodriguez (LUTZ Latam)

PARTNER PORTAL

A GATEWAY TO STRONG PARTNERSHIPS

The new LUTZ BLADES PartnerPortal brings together sales, marketing and knowledge sharing on a single platform. This provides partners around the world with exactly the kind of support they need for consulting, sales and customer service.

With the PartnerPortal, we have consolidated key information, marketing materials and expert knowledge in one central location. The password-protected, web-based platform is available exclusively to authorized sales partners and LUTZ employees in both languages German and English.

Its objective is to make international collaboration easier, faster and more transparent. Partners have direct, location-independent access to the latest information about the LUTZ BLADES brand at any time.

A key section of the platform is the Corporate Design Center, which provides guidelines, logos and additional resources to ensure a consistent and recognizable brand presence worldwide. Another central feature is the Download Center, offering product images, catalogs, flyers, brochures and other digital media that can be used directly for sales and marketing activities.

In addition, a new Training Center is currently under development. It will provide practical application videos and training materials covering the use of industrial blades, offering valuable support for consulting, sales and customer service.

With the PartnerPortal, LUTZ is making a targeted investment in digital networking and knowledge transfer across its international partner network. The platform

will continue to evolve, enabling partners worldwide to access relevant information even quicker and provide even better service to their customers.

LUTZ BLADES – Connected Together. Successful Together. The PartnerPortal is also a key component of the new partner strategy, designed to strengthen collaboration between LUTZ and its sales partners through transparent communication, targeted knowledge transfer, and professional sales and marketing tools.

"Our partners are a key success factor for LUTZ. With the new PartnerPortal, we are creating a modern platform that simplifies the exchange of information and takes our international collaboration to the next level," explains Sales Director Jan Uellenberg.

PARTNER BONUS PROGRAM

REWARDS COMMITMENT

As part of its new partner strategy, LUTZ conducts regular partner audits. These audits evaluate various aspects of the partnership, including overall cooperation, product knowledge, proper product storage, as well as marketing and sales activities, using a transparent scoring system.

The score achieved is then combined with the partner's previous year's sales performance and serves as the basis for calculating the individual annual bonus. This bonus is provided in form of marketing development funds (MDF).

These marketing funds can be used flexibly according to the individual needs of each LUTZ partner to support joint marketing and sales activities, such as trade show participations, advertising campaigns, digital marketing initiatives or other promotional measures.

In this way, partners directly benefit from their commitment and from the successful collaboration with LUTZ.



TRADEFAIR PREVIEW

2027

WHX DUBAI
25.– 28.01.2027
Dubai, UAE

ANUGA FOOD TEC
23.– 26.02.2027
Hall 06.1, Booth No. E-070
Köln, Germany

ITMA
16.– 22.09.2027
Hannover, Germany



ADRIA CHEMIE – NEW PARTNER FOR THE BALKAN-REGION

LOCAL EXPERTISE, REGIONAL REACH

With Adria Chemie, LUTZ BLADES is expanding its presence in the Western Balkans. The partnership combines German blade expertise with regional market knowledge and direct access to industrial customers.

Based in Konjic, Bosnia and Herzegovina, Adria Chemie is a specialized industrial company within the EUROSJAJ Group. Through its local companies and sales activities, the business professionally represents international manufacturers across the Western Balkans.

But its approach goes far beyond traditional distribution. Adria Chemie works closely with manufacturing companies, visits production sites, analyzes applications together with customers and manufacturers, and supports projects from both a technical and commercial perspective.

Its customer base spans a wide range of industries including automotive, metal processing, plastics and packaging. This well established network provides a strong foundation for the continued market development of LUTZ BLADES in the region. For Adria Chemie, the partnership represents far more than a simple expansion of its product portfolio. "We represent manufacturers whose products deliver measurable added value for industrial customers. LUTZ BLADES combines more than 100 years of manu-

facturing experience with the flexibility to develop solutions for highly specialized cutting applications. Our role is to make this expertise accessible to the market and to support customers in turning a high-quality product into a long-term successful solution," says Deni Pandža, CEO of Adria Chemie.

The strength of the partnership lies in the combination of LUTZ BLADES' manufacturing and application expertise with Adria Chemie's local presence. As a result, industrial customers benefit from short communication channels, a deep under-

standing of their production processes, and direct access to the know-how of the German specialist manufacturer.

The market potential is considerable. A strong industrial base and increasing demands for productivity, process reliability and quality are driving the need for specialized solutions.

Together, LUTZ BLADES and Adria Chemie aim to unlock this potential and establish a sustainable market position through technical expertise, customer proximity and a clear commitment to quality.

PARTNER WANTED

We are looking for new sales and distribution partners to strengthen our international network. Feel free to get in touch with me.

CONTACT

Jan Uellenberg
Sales Director
Mail: jan.uellenberg@lutz-blades.com

LUTZ HISTORY

1953 – LUTZ KLINGENBOY

Today, razor blades are the narrow, sharpened strips of steel found in cartridge razors. You use them, rinse them briefly after shaving, and that's it...

Back in the 1950s, however, razor blades required considerably more attention. They had to be inserted carefully into a safety razor and were typically packaged in small wax-paper envelopes. After shaving, they needed to be dried thoroughly and stored safely. Somewhere... quite a hassle! Did anyone really want to go through that hassle? Probably not. The solution was an innovative packaging concept with a plastic housing that could do it all: dispense, dry, store and safely dispose of razor blades. **The LUTZ KLINGENBOY.**

Unused blades were neatly arranged in a folded paper insert, and all you had to do was ① "pull the paper strip". This allowed single blades to slide out of the housing at a time. After use, the blade ② could be pulled through a stack of

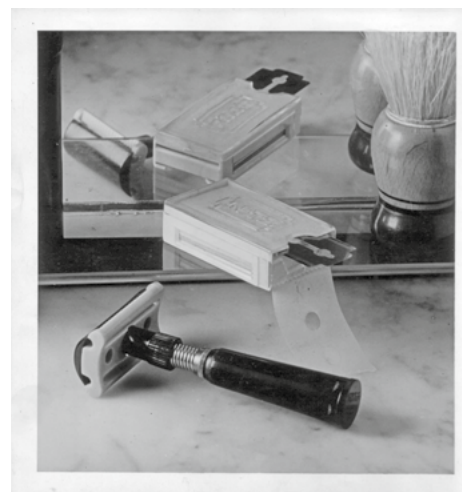
paper sheets to dry it. It could then ③ be stored temporarily in a paper compartment inside the pack. For final disposal, ④ a dedicated blade compartment was integrated into the package. And as an additional benefit ⑤ the whole thing came at the same price as the small cardboard blade boxes commonly used at that time.

The KLINGENBOY, this practical retail package, was therefore much more than just some packaging. It added real value to the user's shaving experience and, let's be honest, appealed a little to people's playful side as well.

The name KLINGENBOY was intended to convey the message: "I am the little helper that is always at your service." A product name born in a different era, a bygone time.

To be continued...

Yours sincerely, Alexander Lutz



LUTZ TALENTS



We are pleased to welcome our new apprentices to LUTZ! This year, our team is joined by an aspiring Technical Product Designer and an Electronics Technician for Industrial Engineering. Following a get-to-know event in July, the new apprentices took part in a scavenger hunt across the company on Welcome Day, giving them the opportunity to explore different departments and make their first connections with colleagues. We wish them both a successful start and every success in their apprenticeship journey!



For more insights, follow our Instagram channel, LUTZTalents.

LEGAL NOTICE

Title: inside LUTZ BLADES

Publisher:

LUTZ GmbH & Co. KG

Piepersberg 20, 42653 Solingen
Germany

Telefon: +49 212 5966-222

E-Mail: sales@lutz-blades.com

Web: www.lutz-blades.com

Editorial office & responsible:

Frank Henkel, Marketing

Design:

LUTZ-Marketing

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