

## MELJAC records a 9% increase in turnover and continues its development in 2020

The leader in luxury switches recorded a turnover of €9.3 million in 2019 and pursued its projects and investments despite the fragile economic climate.

MELJAC's resilience and flexibility have seen it through two major crises: the death of its founder in early 2019 and the impact of the pandemic in early 2020.

The French company continues to set itself ambitious goals, drawing on the concerted efforts of its 80 staff members, an efficient new organisational structure, and the pursuit of a development strategy targeting innovation, the hotel industry and improved global visibility.

*The past year was marred by the death of our Founder and Chairman André Bousquet. We were able to overcome this major upheaval by drawing on the MELJAC spirit to optimise our new organisational structure. The commitment and passion of our teams led to an increase in our 2019 turnover, placing us in a strong position to withstand the unprecedented economic challenges facing us all at the current time.*

**Jean-Michel Lagarde, Managing Director of MELJAC**

### ■ 2019: an eventful year

- ⇒ Death of André Bousquet:
  - Florence Bousquet takes over the management of the company and the role of Managing Director Jean-Michel Lagarde is strengthened
  - Teams united with management, determined to pursue André Bousquet's work and uphold the company's values
  - After a six-month period of adaptation, the company regains its momentum
- ⇒ Growth in turnover (+9%): €9.3 million
  - A record year in terms of orders and turnover
  - A significant rise in cash flow
  - Completion of major projects: Mandarin Oriental Paris, a palace in the Middle East, villas in Beverly Hills

### ■ 2020: a rotating system of two 8-hour shifts to process orders

- ⇒ The sound financial health of the company places it in a strong position to cope with the events destabilising the French and global economy
- ⇒ Production stoppage for one month and gradual resumption until the end of the lockdown
- ⇒ New working patterns, methods and operation (rotation of teams, remote working)
- ⇒ Order level virtually stable despite the crisis: -2% at the end of June 2020
- ⇒ All teams working flat out to clear a production backlog 30% higher than normal levels



## ■ Increased reach and visibility

- ⇒ Development in the United States
  - From its first full year, the MELJAC North America subsidiary became MELJAC's biggest export customer
  - Outstanding collaboration in New York: relocation to a more spacious showroom in 2020 where high-quality French craftsmanship in 9 areas will be showcased
- ⇒ The Middle East, a promising market: Participation in "Mission: Gulf Countries" (organised by the Chamber of Trades and Crafts), postponed to late 2020
- ⇒ Trade fairs: fostering relations with architects and hotel professionals in late 2020:
  - Architect@Work Paris
  - Equip'Hotel
  - Hostys
  - Hotel & Lodge Business Meetings & Awards (postponed to 2021)



"Z" control panel for the luxury palace hotel Lutetia

- ⇒ Involvement in the "Lab by FFIE" (French Electrical Contractors Association), a showroom due to be launched in late 2020

- ⇒ Refurbished showrooms:
  - Lyon in 2019
  - Paris scheduled for late 2020

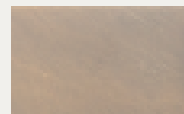


## ■ Investments in response to high demand

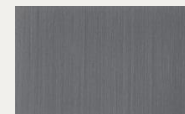
- ⇒ Nearly €450k invested in production in 18 months:
  - New production tools: ultra-high-speed machining centre, new varnishing booth, new chrome bath, etc.
  - Continued refurbishment of the Villeneuve-le-Roi plant to increase production capacity and extend the design office
- ⇒ 15% rise in the average workforce
  - New permanent staff
  - Continuation of apprenticeship contracts

## ■ Constant focus on creation, innovation and bespoke designs

- ⇒ Development of 6 new brass finishes: the MELJAC colour chart now offers a choice of 30 finishes



Antique Brass NA



Belgian Gunmetal



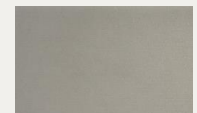
Antique Copper



Black Stone Chelsea



Aged Waxed Brass



Medium Tin

- ⇒ Optimized compatibility with home automation systems (extra-low voltage)

- ⇒ Formal partnership with URMET France to widen MELJAC's access control range



- ⇒ New collection resulting from a partnership with designer Marc Newson (set to launch in late 2020)

[See the press kit](#)

Discover the secrets behind  
MELJAC's expertise in this video:



CREATED AND PRODUCED IN FRANCE



#### About MELJAC

Founded in 1995 by André Bousquet, MELJAC is the market leader in luxury electrical fittings made from quality materials.

With some ten different ranges, MELJAC offers a wide range of solutions for architects, decorators, electricians and home owners, including switches, sockets, table lamps, reading lamps, casings for thermostats and home automation systems, etc. The brand is also well known for its expertise in delivering bespoke solutions.

Its innovative approach and working methods are key to its development and guarantee outstanding quality. The company set up its first subsidiary in the United States in 2018 and has around 60 authorised dealers worldwide.

Customers include the Palace of Versailles, the Louvre Museum, Cartier and Chanel stores, Paris-based hotels the Four Seasons George V, Le Meurice and La Réserve, the Royal Mansour and Mandarin Oriental in Marrakesh, the InterContinental Geneva and Hotel Danieli in Venice.

All MELJAC products bear the prestigious "Origine France Garantie" label. MELJAC is also the first company in its sector to obtain the EPV (Living Heritage Company) label. In 2019, it had 80 employees and generated a turnover of €9.3 million. [www.meljac.com](http://www.meljac.com)

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