

## MELJAC records a 15% increase in turnover in 2021 and pursues its dynamic growth

MELJAC, the leader in luxury electrical fittings, has exceeded its target with a turnover of €10.8 million in 2021, an increase of 15%. The company's development strategy, based on innovation, bespoke products and international expansion, has enabled it to maintain dynamic growth despite the ongoing uncertainty of the general context.

Given its solid position and the potential of the market, MELJAC has ambitious prospects, which will involve creative developments and organisational changes.

*The constant growth in our turnover over the past five years, which reflects the commitment and passion of our teams and the quality for which we are renowned, has helped us withstand the difficulties we have faced throughout this period. The company is now moving to the next level, with projects on a different scale, and is preparing for this new chapter by recruiting and investing in its tools. Exciting challenges lie in store!*

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

### Stylish, technical innovations

With 5% of turnover invested in R&D, MELJAC remains at the forefront of innovation. Following on from a first partnership with Jean-Michel Wilmotte that led to the new Cannelée collection in 2018, the [Solaris collection](#) was launched in 2021 based on a collaboration with Australian designer Marc Newson. In 2022, the brand is moving into the realm of jewellery design through a partnership with [Maison Tournaire](#).



Solaris



Tournaire



Console for the  
Mandarin Oriental



Customised model for a  
residential project

MELJAC's workshops regularly produce bespoke products and customised creations (35% of all MELJAC products), such as the Console created for the Mandarin Oriental hotels in Paris and Munich and various specially engraved plates for residential projects.

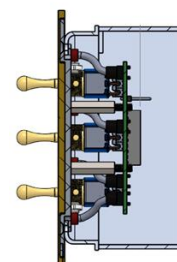
The company is continuing to develop its offering in the field of home automation, although all of its ranges can already be connected to most systems. To simplify installation, in 2022 it developed its Crestnet product, a switch directly connected to the Crestron system that combines renowned technological performance, the elegance of quality materials and the exquisite MELJAC finish.

The brand is also working together with Italian manufacturer BLACK NOVA to create its Black Jack models, which are compatible with virtually all home automation systems on the market.

What sets MELJAC apart is the fact that all its fittings can be harmonised, with clients free to choose the technology and design that suits them best.



Black Jack



Crestnet

## Human and material investments to consolidate growth

The total workforce has grown by 50% in five years. In 2021, MELJAC opened new positions in its production department, design office and sales department, recruiting 11 permanent staff. To overcome recruitment difficulties, for several years now the company has fostered partnerships with schools and education institutions to promote internal dual-education training. This system has already led to five apprentices being hired on a permanent basis. In 2022, the company will host another 20 students, preparing the ground for its future.



Most of these recruitments have been made possible by a long-term switch to a 2x8 shift pattern for two teams in the production department.

In parallel, this organisational development is being underpinned by the extension of the design office and investment in new equipment (an engraving machine, milling machine, surface treatment furnace, etc.).



MELJAC is also investing in the refurbishment of its two French showrooms, in Paris and Lyon, and strengthening its showroom teams. Sales have been boosted by increased visibility in 2022, with the brand participating in around 15 professional and consumer trade fairs and B2B events in France and abroad (EquipHotel, Downtown Design Dubai, Architect@Work Milan, [Révélation Paris](#), etc.).

In 2021, the company reported a 15% increase in export turnover compared with 2020. As well as its presence in Europe, MELJAC is pursuing its development on the US market with its Los Angeles subsidiary, established in 2018 (7% of global turnover, a 56% increase in 2021), and is progressively harnessing the huge potential identified in the Middle East.



MELJAC stand  
Downtown Design Dubai

### About Meljac

*Created in 1995 by André Bousquet, the company (90 employees) designs high-quality electrical equipment using the finest materials.*

*With about 15 collections, MELJAC offers architects, decorators, electricians and private individuals a large range of options: switches, sockets, reading lights, casings for thermostats and home automation controls, etc. The brand is renowned for its bespoke creations. All products are 'Origine France Garantie' labeled. MELJAC is the first company in its business sector to obtain the EPV label (Living Heritage Company).*

*Its innovation and working methods are at the heart of its development, guaranteeing an optimum quality. Today the brand is available all over the world, with approximately 60 authorized dealers to help serve each their respective markets. The company has one subsidiary in the United States of America.*

*Some references: the Palace of Versailles, the Louvre Museum, Cartier and Chanel boutiques, the Hotels Four Seasons, Mandarin Oriental, Meurice, La Réserve in Paris, the Royal Mansour in Marrakech, the Intercontinental in Geneva, the Danieli Hotel in Venice...*

[www.meljac.com](http://www.meljac.com)



CREATED AND PRODUCED IN FRANCE



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