



# PRESS RELEASE

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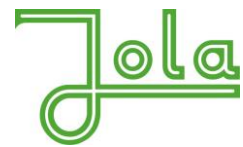
## Ready For Globalization

**Jola SpeziSchalter GmbH & Co. KG continues to optimistically respond to the challenges set by globalization. “In order to hand over management to the next generation, further dynamic adjustments remain necessary.”**

Taken from the works meeting in January 2018, the quote by Senior Managing Director Volker Mattil (68) is part of the presentation of Jola’s concept for strategic positioning for the third decade of the twenty-first century. In particular, Volker Mattil focuses on the reorganization of Jola’s French business.

Founded in 1952 by his father Karl Mattil, the company cooperated with a distribution partner in France during the 1970s and 1980s. The closure of this French company in 1986 offered the opportunity to take over some staff already familiar with Jola products and allowed the direct entry into the then difficult to access French market. For instance, it was of utmost importance during that era that a *French* enterprise was in charge of delivery or that a printed advertisement for a French client had a French sender’s return address. “Acheter français” – buy French – was required for a long time.

Accordingly, on May 28, 1986, JOLA SARL was founded as a French company in Romainville in the Greater Paris area. In the subsequent years, Volker Mattil and his French employees successfully established the young company on the French market for measurement and control technology to the effect that “JOLA” represents a household name to French experts today. The three employees of JOLA SARL were in charge of sale, smaller assembly works as well as storage and more. The operation of a large warehouse in Romainville allowed the company to compensate and counterbalance the then existing costly and time-consuming customs formalities as well as the distances between Germany and France.



At the end of the 2000s, the retirement of several colleagues narrowed the team down to mere one employee. Besides, reduced trade barriers and the emergence of modern information and communications technologies offered new opportunities to progressively conduct business from Jola's German production site in Lambrecht. By the end of 2011, JOLA SARL left its premises in Romainville and mainly operated from Lambrecht. Close to the German-French border, an administrative office was registered in the Alsatian municipality of Reichstett.

To fully benefit the advantages of Europe's increasing economic integration and to avoid their leveling due to bureaucratic obstacles, management decided last year to close JOLA SARL in the medium-term and to accompany this process with the personal leadership of Volker Mattil. Early January 2018, his son Lars Mattil (35) announced that Jola SpeziSchalter GmbH & Co. KG assumed all business operations of JOLA SARL.

"This step saves working time as well as reduces further related costs", Lars Mattil points out to the approximately sixty employees at the works meeting in Lambrecht on January 24, 2018. The creation of a new office in the company some time ago ensures the smooth and seamless continuation of the French business from Germany. Except for formalities, nothing will change for our French clients which largely had been notified of the changes in advance.

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