



Wood

our World

JAF LOCATIONS

Europe

- | | | | |
|--------------------------|------------------|-------------|-----------|
| 1 Austria | 5 Czech Republic | 9 Romania | 13 Sweden |
| 2 Bosnia and Herzegovina | 6 Germany | 10 Serbia | |
| 3 Bulgaria | 7 Hungary | 11 Slovakia | |
| 4 Croatia | 8 Poland | 12 Slovenia | |

Asia

- | |
|--------------|
| 14 Hong Kong |
| 15 Indonesia |
| 16 Vietnam |





Dear Reader

The multifaceted material wood has been defining the path trodden by JAF for more than 70 years. The following brochure reflects this path and how the company operates today to provide you with an insight into our world of wood.

Read the following pages to find out how our founders, Josef and Antonia Frischeis, as well as their son, Johann, shaped our company and how we have developed to become one of the largest timber traders in Europe. Discover for yourself our growing corporate structure and then explore our world of diverse products and services. Learn about trend-setting reference projects from throughout the JAF Group which highlight how an effective combination of specialist expertise and outstanding products are the keys to impressive timber-based projects. Our relationships with customers, suppliers and our employees form the basis not only of these projects but also of the success of JAF itself. Our approach, that of a management-led family-owned company driven by the values of quality, enjoyment, nature, growth and respect, is reflected in everything we do.

Because working with wood requires respect. Respect for the needs of the wood and nature. But also respect for the people who work with wood; because only diligence along the entire supply chain can ensure the outstanding levels of quality visible in every one of our impressive customer projects. Every visit to or by a supplier or customer is an opportunity to exchange knowledge during which both sides can share their experience and benefit as a result. Together, we can then all grow and pass on our passion for wood – the construction material of the future.

Wood – our world for more than 70 years. Read on and discover more!

The Management of the JAF Group



Werner Stix



Wilfrid Fabjani



Miroslav Malženický

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Continuous growth since 1948

In 1948, Josef and Antonia Frischeis founded a timber and wood product trading company in Stockerau, Lower Austria, the 'canopy' of which has since grown for more than 70 years to span two continents. Historic events have accompanied this development built on the commitment, market proximity and personal efforts of the company's founders. A track record which proves that tradition and innovation are not mutually exclusive and that change always brings major opportunities.



1948

The company is founded by Josef and Antonia Frischeis at its current head office in Stockerau

The married couple made a virtue out of a necessity after the Second World War. Josef Frischeis, unable to take over his parents' farm due to a childhood illness, searches for an alternative source of income and discovers this in timber trading. The company starts business on 26 November 1948 after a trading license for timber and wood products is granted. Together with his wife, Antonia, who kept a close eye on the finances, the couple went on to establish a country-wide network of branches. Following the death of his father in 1978, son Johann takes over the management of the group and further guides the company into an era of international growth in a visionary manner. All the time supported by his mother, Antonia: A successful businesswoman whose strong character and commitment has made a lasting impression on the company. Antonia remained closely tied to the company until her death in 2012 at the age of 90.

It all began in 1948: revenues and expenses are carefully recorded in a hand-written ledger.

1959 - 1986

Establishment of branches in Austria

After the opening of a number of smaller outlets in the vicinity, in 1959 the first two Austrian branches of JAF, besides the headquarters in Stockerau, opened in Linz and Bad Hof Gastein. The Vienna-based wholesaler of veneers, Holver, is acquired in 1964. Branches in Villach, Salzburg-Bergheim, Graz and Brixlegg soon follow, meaning that the company has a foothold with at least one branch in nearly every Austrian province.

1990 - 2005

Expansion into Eastern Europe

Cracks start to appear in the Iron Curtain dividing Europe at the end of the 1980s. Johann Frischeis becomes one of the first to exploit this major opportunity and starts establishing strong commercial ties to Eastern Europe. The first foreign subsidiary of JAF opens in Leipzig (Germany) shortly after the fall of the Berlin Wall. This is soon followed by subsidiaries in the Czech Republic, Slovakia and Hungary. A few years later and JAF is also present in the Romanian, Slovenian and Croatian markets.



Already impressive in 1955: the dimensions of the site in Stockerau (with the Frischeis family in the foreground).



The fleet of trucks in Stockerau, 1973.

2005 - 2014

Opening new markets

The early years of the new millennium are marked by intensive efforts to expand the network of subsidiaries and branches throughout Europe. Modern showrooms make the extensive product range tangible for customers. The warehouse and logistics infrastructure which ensures reliable and speedy deliveries to customers is swiftly expanded. From 2007, JAF itself becomes a manufacturer in the Romanian market. Top-quality veneers, sawn and profiled timber are now manufactured at its own facility in Braşov. The end of the first decade of the new Millennium sees the opening of the first processing centres in which panels and boards are cut and edged.

2014 - today

International growth

In 2014, JAF becomes the new owner of the formerly Danish DLH Group, which operates from Asia and Africa to supply the target markets China and Vietnam. In doing so, JAF takes on a new role as a critical link between international customers and spreads its network to penetrate the international market. Having always been on hand to advise the management team of the JAF Group until the end, Johann Frischeis dies in 2020. The company however continues to be led based on his values and to grow successfully both in Europe and further afield.



Antonia Frischeis and son Johann in the 1970s.

Innovation as a tradition – challenging times for the building material of the future

Successful growth is dependent on forward-looking leadership. The general management team, Werner Stix, Wilfrid Fabjani and Miroslav Malženický, discuss the company's historical roots, opportunities grasped and promising developments in the world of wood.

The slogan of JAF: Wood – Our World.

How do you associate yourself with this slogan?

Werner Stix: In a way, I'm a chip off the old block (laughs). I come from a timber and forestry family and, with the exception of a year in the poultry business, have been working with wood my whole life. My background is by no means unique here at this company. Austria is an important forestry and, therefore, timber country. Many of our employees have literally grown up surrounded by wood. Here, at the company, it's impossible not to notice that wood is far more than just a product to be traded. The entire team has a strong passion for wood. The slogan Wood – Our World is put into practice every day.

Wilfrid Fabjani: This is the first time in my entire career that I have had anything to do with wood – something I actually consider to be an opportunity. My uncle was a carpenter and this is probably one of the reasons why I have always been interested in wood. It may sound a bit contrived but, when I joined the company, I was very impressed by the passion shown by employees for our products. There are certainly very few companies in which employees identify as closely with the firm and its products as they do here. Wood has the potential for people to want to identify with it and for stirring emotions. In the seventy years since being founded,

JAF has become a veritable centre of excellence when it comes to wood expertise.

Miroslav Malženický: Wood has fascinated me since my childhood. When choosing my degree subject, I already knew that I wanted to work closely with nature in the future. That's why I specialised in timber-based construction, a degree course which very few young people then were interested in. I have never regretted my decision and I consider myself to be lucky that I have been able to make a profession out of my hobby. A fascination which is obviously contagious (laughs). My oldest son has also started to study timber-based construction and, even if I am not entirely free of bias, has therefore made a good choice. Timber is a future-oriented product which is already well on the way to revolutionising the construction sector.

What do you mean with revolutionising the construction sector?

Miroslav Malženický: Leading material researchers assume that, following the century of steel, the 19th Century, and the century of concrete, the 20th Century, the 21st Century heralds the start of the Wooden Age. As a renewable commodity and due to its climate-related advantages, wood is simply unbeatable as the building material of the future. Sustainably managed forests also protect the climate since they produce oxygen and absorb

carbon dioxide. The carbon dioxide remains stored in the wood when it is processed. If forests are not managed, rotting timber again releases the carbon dioxide into the atmosphere.

Wilfrid Fabjani: Against the backdrop of ongoing social debate about climate change and the outstanding environmental properties of wood, several clear trends can be seen in the market: Wood is on the rise as a building material. In the last 20 years, the share of buildings erected using timber in Austria has nearly doubled. Already a quarter of all materials used to construct buildings are made of wood.

Leveraging potential and always keeping a close eye on the market – elements of a strategy that appears to have been successful for over 70 years so far?

Werner Stix: That's true. Our company has never lost sight of its down-to-earth roots and its fundamental values. Even if values such as commercial prudence, price sensitivity and healthy, organic growth might sound mundane, our founders Josef and Antonia Frischeis demonstrated how important it is to keep in touch with our roots. What is remarkable about this company is that our branches and subsidiaries are also firmly rooted in their respective regions. Our decentralised corporate structure allows the company to react to country-specific trends and monitor international product developments in the



Wilfrid Fabjani, Werner Stix and Miroslav Malženický (f.l.t.r) jointly form the general management team of the JAF Group.

interests of the entire group. Important factors here are international diversity, a wide-ranging sourcing network and ever-growing logistics expertise. Deploying new technologies is also key here.

How do you deploy new technologies at JAF?

Wilfrid Fabjani: Digitalisation has essentially developed from the status of legendary predictions to an indisputable reality. To accompany these developments, numerous change processes have been initiated at the company in recent years. Our logistics processes have been extensively digitalised. Shipment tracking, for example, allows our customers to keep an eye on their orders and therefore improve their planning accordingly. Our fully automated warehouse for boards and panels in Stockerau means that picking in the warehouse is now managed automatically by a computerised control system for the first time. We have also launched an e-commerce department which optimises the entire value-added chain by means of analysing data. This entails setting up new distribution interfaces and continuously introducing improvements. The assumption that we lose contact with our customers as a result of digitalisation is completely unfounded. On the contrary: By analysing the data, we can get to know our customers even better and can continuously improve our offerings as a result.

Werner Stix: New technologies also offer our industry other great opportunities besides analysing data. We started expanding the range of services we offer several years ago and can now provide an excellent range of services based on our leading-edge machinery. Online tools support customers in their planning and allow them to quickly and easily configure the products they need. As such, we are in effect becoming the extended workbench of our customers and responding to the rising demand for more pre-fabricated products.

At its processing centres, JAF cuts and edges boards and panels as well as manufacturing ready-to-assemble furniture components. Isn't the company undermining its customers as a result?

Miroslav Malženický: On the contrary: We are supporting our customers with these services. The wood-processing sector is also undergoing change just like us. Our customers are increasingly facing a lack of skilled personnel and are also under ever-greater pressure to be more cost efficient. Outsourcing processing services allows companies to achieve greater economies of scale and improve their efficiency. The top-quality processing of products on our modern machinery and well-trained personnel guarantee outstanding results for our customers.

Wilfrid Fabjani: Since demand is constantly rising for a higher degree of prefabrication, we have also invested in a fully automated furniture component production facility in Stockerau. Processes which previously ran separately are now managed completely automatically by means of an intelligent

production control system. This makes our manufacturing unbelievably fast and efficient which, at the end of the day, is a benefit for our customers.

You mentioned earlier that JAF employees have a particular affinity for wood.

What makes these people stand out?

Werner Stix: Wood is a very special product which requires a lot of experience and expertise. That's why highly experienced personnel are a mainstay of our company's success. This relates to all areas of the business. In sales, for example, we are seeing a rise in demand for complete solutions rather than just products. Our range of customer services is therefore being constantly extended at all levels. We support our customers throughout the project life cycle and act as a reliable partner. In the area of timber-based construction, our highly trained staff provide support from pre-measurement and planning through to the project implementation phase. These skills are the key to developing trust. Our services are therefore extending further along the value-added chain and, in the meantime, represent a comprehensive full-service offering.

Wilfrid Fabjani: We are of course also facing the challenge presented by the lack of skilled personnel. Only well-trained employees can offer outstanding levels of service. That's why we have in-sourced much of the training we offer our people. An important part of this is training apprentices. But collaborations with schools and universities are also a part of our pro-active efforts to establish and maintain contacts with future graduates in various specialist areas.

Werner Stix: Our employees can develop and grow at JAF – not only professionally but also in terms of their personal development. Our in-house JAF Academy provides training and an opportunity for our personnel to develop further. I am convinced that long-term relationships are not only good for the company but also for employees. It takes years for people to develop valuable expertise. Outstanding skills and levels of trust are the result if this expertise is appreciated and deployed in the right environment. We have numerous employees who have already been working for JAF for more than 20 years. These are valuable experts in their specialist fields who have shaped this company and continue to do so.

JAF therefore also accepts responsibility for the people who work for the company. In the face of potentially disruptive developments such as climate change and digitalisation, the issue of corporate social responsibility is growing in importance. What is the company's position here?

Miroslav Malženický: Climate change is a reality which we need to face. This puts us in a special position since we offer a building material – wood – which is the solution when it comes to sustainable construction. It is important that we continue to promote this outstanding construction material,



creating awareness among all stakeholders and driving the future development of the industry.

Wilfrid Fabjani: At the same time, through our actions, we are also particularly responsible for safeguarding one of the world's most important ecosystems – forests. Protecting these sensitive environments is essential not only in terms of the future of these ecosystems but also for ensuring the sustainability of the goods we trade. We are well aware that the forestry sector is facing major challenges in many areas. That's why our CSR department has developed a strict due diligence system which transparently tracks the origins of the timber we use and trade.

Werner Stix: We also act as a responsible social and environmental player in the regions in which we operate. By promoting local-level projects, we provide important support and promote sustainable economic development on site.



The history of this company is characterised by constant change and development. Which events in the company's history have been particularly important and which conclusions can you draw about the future based on current developments?

Miroslav Malženický: The fact that Johann Frischeis already had his eye on the Eastern European market in the 1980s and expanded eastwards immediately after the fall of the Iron Curtain, is clear evidence that this company has a knack for spotting promising trends and future markets. Quite a bit has happened politically on this continent since the company was founded. Under the banner of a united Europe, JAF is successful far beyond the borders of this continent and able to offer top-quality wood products all over the world.

Wilfrid Fabjani: In fact, we are still profiting a lot today from courageous and, in part, visionary

decisions taken in the past. The acquisition of the DLH Group in 2014, for example, was the trigger for us to enter the international back-to-back business. We are constantly growing and need to adjust our flexible, decentralised organisational structure in order to guarantee high levels of process quality, on the one hand, and remain flexible and agile, on the other. A balancing act which is not easy but which allows us to grasp many new opportunities.

Werner Stix: This company has never stood still since the day it was founded. The last 70 years have been characterised by social transformations and technological developments. Major challenges and tasks to which JAF not only reacted but always found suitable responses and solutions for. Grasping opportunities was our motto in the past but has lost none of its significance as we look ahead. Our close customer ties and many years of experience meant we were one of the first to identify the trend in the

direction of being a one-stop service provider. We attract our customers by means of the services we offer and then join forces with them to shape the future of the timber industry together. Never forgetting of course that we also bear social and environmental responsibility along the way. As experts for timber-based construction and interior design, we are ambassadors and advocates of a construction material the age of which has only just begun.

The bottom line: robust growth

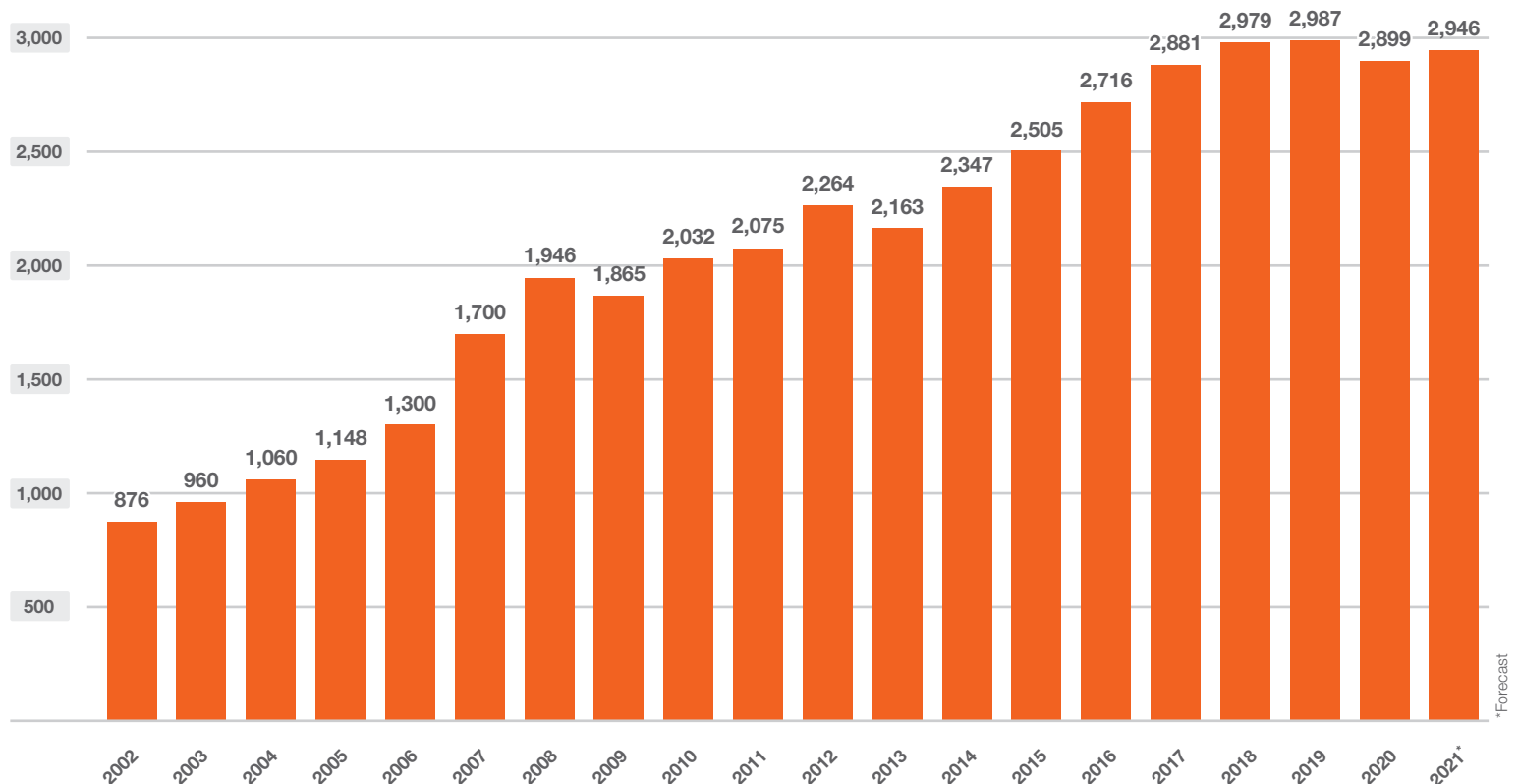
Steady and, most of all, robust growth has marked the development of JAF since its earliest days. Something which is visible in all corporate divisions. The following figures explain how our world of wood has grown over time.

Steady growth for many, many years is not something we take for granted but a tradition we live every day. Prudent action, close market monitoring and a strong focus on service have kept revenues and, therefore, the development of the JAF Group firmly on a growth trajectory. This is clearly reflected in JAF's corporate figures. The development of the Austrian market, JAF's homeland, is a case in point. But other markets are also increasingly demonstrating their growth potential. The different

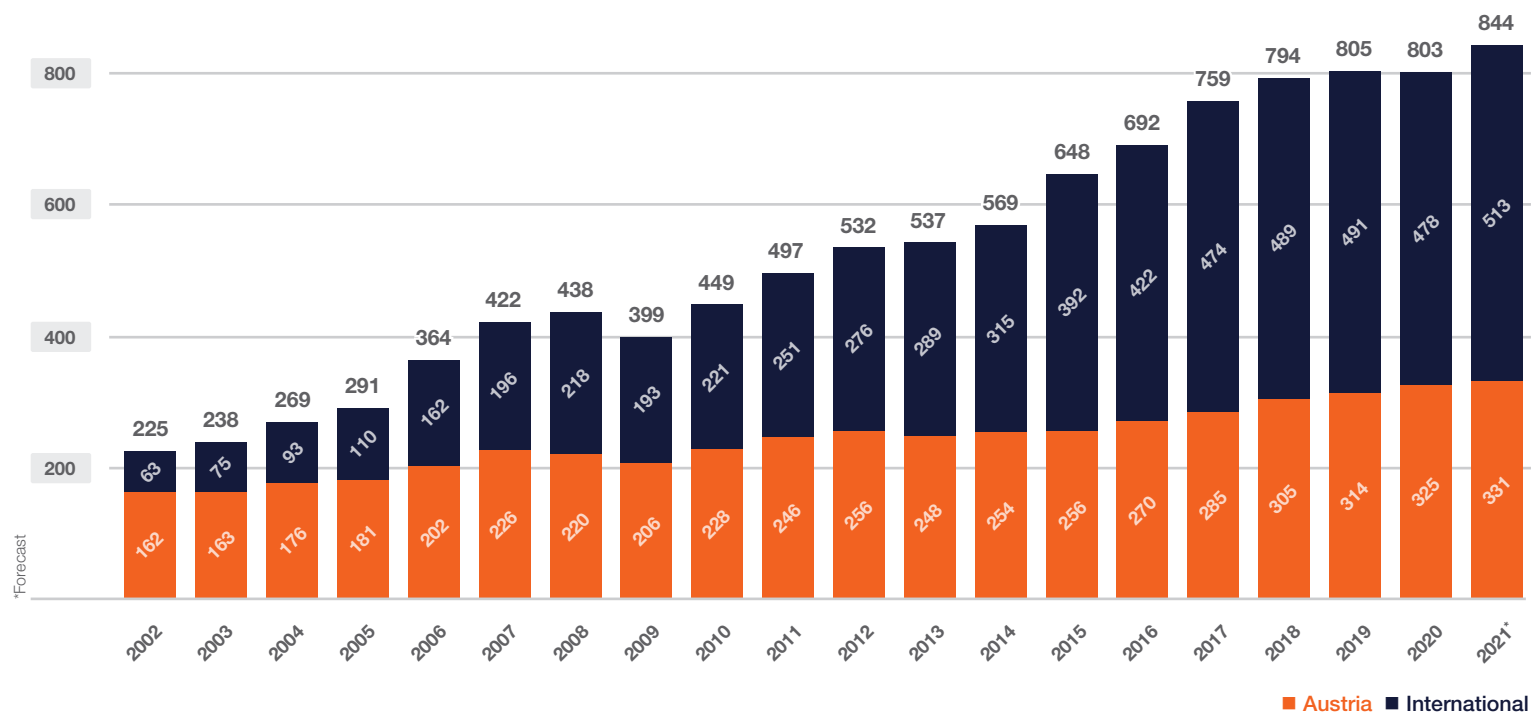
revenue groups illustrate the breadth of the product portfolio which, in turn, has played a stabilising role over the years due to its diversity. This is also reflected in our diverse customer groups. In its target markets, the JAF Group supplies the entire wood-processing industry – from the construction to the retail sectors. These developments over the past 70 years and more of the company's history have always depended largely on the people at JAF and the trust-based customer relationships

they have created and maintained. This fact is also clearly reflected in the constantly rising headcount. The company attracts new experts every year who join forces with the existing team to take our growth to the next level globally.

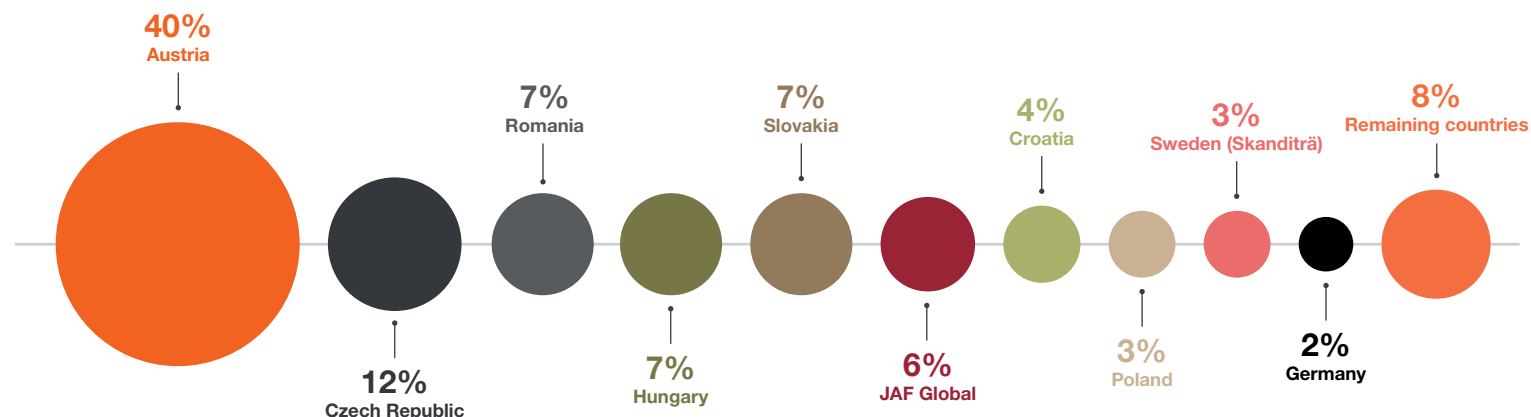
Headcount at the JAF Group



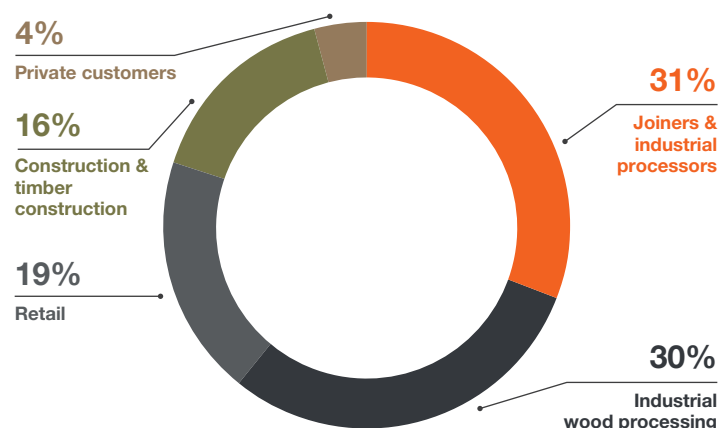
Stable revenue development at the JAF Group



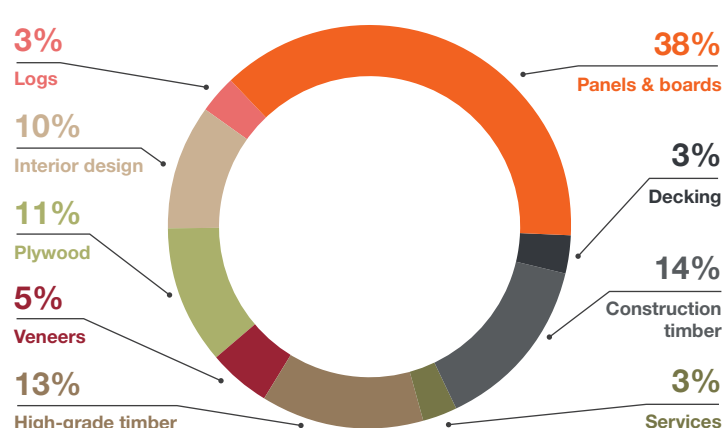
Revenue shares at the JAF Group



Revenue shares by customer group



Revenue shares by product division



3,000 keys to success

Wood – our world for more than 70 years. The passion for wood felt by personnel at JAF makes a lasting impression on the company. As an attractive employer, JAF promotes an environment which encourages the personal growth of every individual and in so doing plants the seeds of success within the entire group.

It is the people who are behind the success of JAF. At the same time, the JAF Group accepts responsibility for the region in which it operates. And not just on paper. In Austria alone, the company offers around 900 people secure jobs. Internationally, the JAF Group employs a total of around 3,000 people who drive the company forward through their daily efforts and their unique expertise.

40

OUR PEOPLE COME FROM OVER
40 DIFFERENT COUNTRIES

10

YEARS OR LONGER, THAT'S HOW
LONG OVER 30% OF OUR PEOPLE HAD
ALREADY WORKED FOR JAF IN 2020

26 %

OF COUNTRY MANAGERS ARE WOMEN

Skills harnessed for joint strength

As Aristotle was aware: "The whole is greater than the sum of its parts." Because the interaction between the 'parts' is what really determines their impact. The JAF Group promotes its employees and in so doing invests in its own future. The company always reflects on its early days as a small Austrian family-owned business and today, as a management-operated family firm, still maintains a corporate culture characterised by mutual appreciation. The five values, Quality, Enjoyment, Respect, Growth and Nature, are deeply rooted in the DNA of our people and evident every day.

Diversity as a binding force

JAF's workforce is characterised by marked diversity. Diversity which is reflected in the personal skills, the balanced mix of generations and the widely different nationalities of our people – all of which offers decisive advantages for the company. Our treasure of in-company experience is growing constantly as we work together. The respectful and friendly way we work together promotes the transfer of knowledge within the company. Proactive idea management keeps personnel constantly involved in optimisation processes and plays a key role in bringing these to fruition.

JAF Academy – an investment in knowledge

The extent to which training and promotion is anchored in the company's DNA is evident in the company's own training academy. Located near the head offices in Stockerau, a separate building – the JAF Academy – offers plenty of space for

exchanging knowledge and experience. Courses, seminars and workshops here enable our people to constantly develop further, both personally and professionally. The training programme includes seminars and courses to hone skills in areas such as communication, leadership and IT. Modern e-learning modules and tailored training options round off the qualification options on offer.

Actively shaping the future

JAF's sustainable efforts to promote young talents are the keys to our success tomorrow. Working in collaboration with leading training institutes in the timber sector, the company identifies and encourages promising talents. The promotion of talent is also a major focus within the company, with the aim being to fill management positions in-house whenever possible. The company's in-house apprenticeship and trainee programmes are also a recipe for success when it comes to well-trained employees. Apprentices and trainees can gain insights into various professions such as sales and logistics, closely linked to daily business, and also represent another key success factor for the company. Only with outstandingly well trained employees has JAF been able to grow successfully and be so well positioned for the future.



Building with wood and interior design

The world of building with wood and interior design is diverse and subject to constant change due to innovations. This diversity is reflected in JAF's product portfolio and, in combination with advice and many years of expertise, forms the key to implementing outstanding projects.

JAF convinces its customers through a mix of product diversity and expertise when it comes to building and interior design based on wood. Collaborations with leading manufacturers are the guarantors of exceptional quality. The JAF Group also places high demands on the products which it manufactures. JAF relies on 20,000 permanently stocked articles and high-performance logistics to guarantee reliable shipments at the right time and to the right place. Excellent advice and an extensive range of services complete the portfolio. Besides providing products, JAF also offers support when it comes to planning and implementing projects and acts as a reliable partner at its customers' side.

The JAF product portfolio encompasses timber, wood-based materials and accessories. With its range of decorative panels, flooring, doors and veneers, JAF supplies everything needed for stunning interior design. Construction panels and boards, construction timber, plywood, decking and accessories as well as sawn timber form the portfolio for building with wood.







Decorative panels

Trends for furniture and interior design

The area of decorative panels has always been part of JAF's core business and the key to decades of experience and the best understanding of the market.

International trends

Its international organisation and network mean that JAF always has the big picture in focus. Trends identified in all our markets are gathered and analysed in terms of their potential in other regions. This means that JAF customers are always a step ahead when it comes to trends and service.

Trend-based decorative diversity

New decorative designs, a wide selection of colours and the latest technical developments related to surfaces, from natural touch-and-feel features to super-matt and ultra-glossy finishes, allow JAF to surprise customers with the diversity of its decorative panels. The products offered by JAF are available in the standardised range of décor combinations to optimally support customers and save time during the implementation of their projects.

Versatile materials for quality-conscious customers

JAF has a wide range of different materials available for various application areas. Technological progress over the years has led to a wide range of new materials. From the seamless effect of mineral-based panels (corean) to ultra-thin compact work surfaces and smart materials with nanotech surfaces, the range on offer at JAF is always up to date.

Wooden interiors

Decorative wood-based materials such as plywood, solid timber or veneered panels literally offer a natural effect and also the positive characteristics of real wood. They are long-lasting and sustainable, convey a sense of warmth, create a pleasant working environment and add a touch of character to every room. Everyday wear and tear makes them companions for generations. As a timber specialist, JAF stands out not only because of its wide product range but also its many years of experience.

Product overview

- Coated panels
- HPL panels
- Edges
- Composite panels
- Worktops and windowsills
- Compact interior panels
- Mineral-based panels (corean)
- Veneered panels
- Solid wood panels
- Reclaimed wood panels
- Decorative plywood
- Acoustic system solutions



Flooring

The stage of life

The flooring portfolio includes an impressive range of flooring solutions under our own Eurowood brand as well as products from well-known national and international manufacturers. The product range spans rustic oak boards to low-maintenance vinyl flooring solutions and numerous flooring accessories. Everyone finds the right product at JAF – from architects and carpenters to interior designers.

Quality, reliably stocked

JAF remains in regular contact with customers and therefore knows how important immediate availability is for the successful implementation of their projects. The new central warehouse for interior design products opened near our head offices in Stockerau in early 2019. By expanding its warehousing capacity, the company ensures that stocks of the most common product groups are always on hand and therefore can guarantee short delivery times. The new warehouse in Stockerau is seamlessly integrated into the dense network of the JAF Group's international warehouses and branches. 6,000 m² of storage space exist for top-quality flooring products that need to be stored under optimal climatic conditions.

The products in stock include high-demand, top-quality flooring solutions as well as classic plank flooring. Laminate and vinyl flooring solutions as well as wide planks are also stocked.

Flooring diversity

The interior design product range at JAF is in a constant state of flux. As international connections have grown stronger, the design landscape in terms of interiors has become more dynamic and diverse: Trends that flooring manufacturers react to and launch numerous exciting new products based on increasingly sophisticated production technologies. JAF experts closely monitor these trends and developments in the flooring market and carefully examine new products. These new products are subjected to an extensive evaluation process before being integrated into the JAF product portfolio. Our international product managers also often visit the manufacturer's production sites. This ensures that JAF only offers its customers the best flooring solutions of the highest quality level.

Product overview

- > Parquet flooring
- > Vinyl flooring
- > Laminates
- > Cork flooring
- > Linoleum flooring
- > Flooring accessories



Doors

New interior worlds

JAF also stands out in terms of reliable availability, impressive diversity and outstanding quality when it comes to doors. From natural to highly functional: the JAF door range offers something for everyone. JAF works closely together with selected partners and suppliers to offer exclusively top-quality products. The international product management team within the interior design division has extensive country-specific expertise related to varying door-related standards.

Broad product range

Innovations and novel designer doors are included in the portfolio as well as traditional products. The product range is rounded off by suitable fittings and handles offering potential for novel design elements. Doors made of solid timber are particularly natural and unique. CPL doors on the other hand offer a wide range of decorative finishes.

Doors as diverse as life itself

The selection of a uniform decorative finish also offers individual design options for interior design. It is even possible to match doors to furniture surfaces. The use of a digital design studio

supports customers in this area.

This online tool allows the nearly endless combination options of various decorative finishes to be virtually compared in various private and commercial contexts. A visit to one of JAF's showrooms allows customers to get expert advice and try out doors directly on site.

Hands-on showrooms

Particularly when it comes to interior design, showrooms are the perfect place to literally get to grips with products. Due to their individual visual effects and unique touch and feel, it is well worth getting a first-hand on-site impression of wooden products. Around the world, JAF invests in modern showrooms which allow both commercial and private customers an opportunity to get inspiration, face-to-face advice and discover the product diversity.

Product overview

- > White varnished doors
- > Veneered doors
- > Solid timber doors
- > CPL doors
- > Glass doors
- > Fittings
- > Installation accessories



Veneers

A touch of nature

Veneers offer the best features of wood: since every wood has its own unmistakable character. Its unique graining tells a story of its natural origins and strength. Veneers highlight this unique character sheet for sheet and provide no end of inspiration for interior designers. The graining and structure are so unique that there is plenty of room left for creative concepts. At the same time, its flexibility in terms of applications are the keys to diverse design options and the outstanding beauty of this product.

Revolution in veneer sales

Veneers are unique products. Sheet for sheet, every cut leads to a stand-alone product. To open this world of diversity to its customers, JAF has created its veneer-world.com website as the world's first-ever online veneer shop with high-resolution images. Customers can inspect 12 million square metres of veneers made from more than 180 wood species and around 1.2 million high-resolution images of veneer surfaces in this online shop. This makes it possible to identify and evaluate the exact structure of every single bundle.

Fleece-backed solutions

Processing veneers requires a high degree of craftsmanship. To make processing easier, JAF also includes fleece-backed veneers in its product range. The fleece backing adds stability to the veneer. This makes it easier to process and possible to veneer multidimensional projects and difficult surfaces.

Bespoke services

Premium veneers highlight the particular character of the wood and add a unique flair to objects or even whole rooms. Joining veneer sheets also requires an exceptionally high level of craftsmanship. Whether for furniture production, individual applications such as in the automotive industry, for the manufacture of musical instruments or industrial processing – JAF offers its customers joined veneer sheets based on their specific requirements.

Product overview

- > Sliced veneers
- > Butt cut veneers
- > Fleece-backed veneer sheets



Construction boards

Highly functional diversity

From ceiling and wall construction to claddings and interior design – board-based materials are the mainstays of building with timber, which is why a wide range of these boards is included in the JAF product range.

From the foundations to the roof

The building trade has relied on wood when constructing buildings for centuries. Experience and technological progress have led to the range of products and materials constantly expanding. Wood-based materials for interior design purposes offer a natural character, stability and flexibility as well as being easy to work with and install. JAF offers a wide range of wood-based materials for all areas of use: whether in dry or wet areas, with weight-bearing roles or high-burden functions. JAF also provides optimal boarding solutions to meet fire-protection and sound-proofing requirements.

Decorative claddings with added value

Rainscreens are a modern cladding solution which are growing in importance when it comes to the heat and weather-protection of buildings. JAF offers a diverse range of different cladding systems

to reflect the area of use and design preferences. Compact Exterior cladding panels tick all the boxes when it comes to modern decorative cladding solutions. JAF supplies complete cladding systems. JAF's cladding specialists provide advice both during the planning and the implementation of projects.

Interior construction for personalised living

The many design options and wide selection of products allow plenty of potential for innovation and personal preferences. These range from plywood, raw particleboard or OSB to low-weight materials for partition walls or three-ply solid timber boards offering natural surface designs. JAF has decades of experience with its product portfolio – experience which is being constantly added to and tailored to meet customer requirements.

Product overview

- Plywood boards
- Raw particleboard flooring panels
- Three-ply solid timber boards
- Compact exterior panels
- OSB
- MDF, HDF and hardboard
- Light-weight construction boards
- Functional boards
- Concrete and shuttering boards



Construction timber

Tradition with a future

Wood has been on the rise as an unbeatable construction material for years. JAF offers everything you need to build with wood, from certified construction materials such as GLT, construction timber and CLT to decorative cladding products and environment-friendly insulation materials for a pleasant indoor climate.

Construction timber fit for the future

Researchers at the University of Natural Resources and Life Sciences, Vienna, working on behalf of proHolz Austria, recently discovered that the share of timber construction components used in Austria has doubled in the last 20 years.¹ A trend which is also gathering pace beyond Austria's borders. Besides the far-reaching environmental and climate-related advantages of this natural product, wood is also a highly functional building material which is fully aligned with today's demands in terms of modern and sustainable construction. This is perfectly reflected in JAF's wide product range for timber construction projects. Extensive consulting expertise and comprehensive service support customers during project implementation.

Advice from the experts

Besides top-quality products, timber construction projects also require considerable knowledge and many years of experience. The JAF timber construction team therefore consists not of sales professionals but of highly trained experts. As an interface between the timber industry and processors, JAF experts provide support from the planning and tendering phases through to implementation. The degree of pre-fabrication and exact planning are the keys to cost-effective project calculations in the timber construction sector. Particularly when it comes to CLT, JAF has many years of experience which have enabled it to become a valued partner during the planning and implementation of CLT projects. An experienced JAF team, consisting of timber construction experts, supports customers during all of their project phases. From the measurements to the cost calculations and construction site planning processes.

¹ Eine statistische Erhebung aller Hochbauvorhaben in den Jahren 1998 – 2008 – 2018. Robert Stingl, Gabriel Oliver Praxmarer, Alfred Teischinger, University of Natural Resources and Life Sciences, Vienna - commissioned by proHolz Austria.

Product overview

- > Construction timber
- > Wood-based construction materials (FJB, GLT)
- > Construction elements (CLT, LVL)
- > Profiled timber (cladding)
- > Building materials and partition walls
- > Shuttering and formwork
- > Services (timber framing, planning)
- > Accessories



Decking

Outdoor lounge feeling

Decking is the key to a pleasant outdoor atmosphere. Besides a wide range of wooden boards, JAF also offers decking solutions made of highly functional composite materials and premium stoneware. An extensive selection of installation accessories and fittings as well as top-quality woodcare products make JAF decking specialists.

Diverse options

Decks are as diverse as their possible uses. Whether for a calm, private roof terrace or a busy beer garden, the various requirements of terraces are based on their intended purpose or individual preferences. That's why JAF offers a wide product range consisting of boards made of exotic timber varieties and high-resistance thermally-modified timber as well as functional composite materials such as WPC (wood plastic composite), MPC (mineral plastic composite) and premium stoneware.

Durable decks

The secret of their durability lies below the boards of good terraces. Only if the substructure of the terrace is suitable can it be laid safely and quickly, on the one hand, and can negative weather-based

impacts be prevented to the greatest extent possible. JAF provides customers with top-quality decking installation accessories and smart system-based solutions which guarantee professional results. The comprehensive range of woodcare products can significantly extend the life of a terrace and ensure that it looks as good as new for many years to come.

Well planned and advised

Besides the right substructure, the durability of a wooden deck is largely dependent on sound planning. JAF provides customers with personalised consulting services and practical online tools to help with the planning of their terraces. The JAF Terrace Designer allows customers to plan the right dimensions and quantities – from the substructure to the fixings and additional accessories. They can select from a wide range of different fixing systems which guarantee that the boards can be laid professionally and fast. This is the key to achieving perfect decks before you know it.

Product overview

- > Solid timber
- > Thermally-modified timber
- > WPC
- > MPC
- > Porcelain stoneware tiles
- > Decking substructures
- > Decking woodcare products



Sawn timber

A cut above the rest

Sawn and high-grade timber, the wood equivalent of an uncut diamond, form the basis of a wide variety of wood products. JAF offers sawn timber from all over the world and accompanies local products from the forest to the customer. As a one-stop provider of sawn timber, JAF has direct access to the most important international sourcing markets: JAF sources timber from the best forests in Europe and also imports top-quality sawn and high-grade timber from reliable international partners.

Keeping a constant eye on the supply chain

In Europe, JAF has subsidiaries in the counties where the best timber resources grow. This allows the company to monitor the supply chain from the logs in the forest to the sawmill and on to its subsequent sale. A closely integrated central warehousing network guarantees reliable supplies. Besides its central warehouses, JAF also has warehouses at several international hubs – such as in Ho Chi Minh City in Vietnam and Papenburg in northern Germany – which guarantees JAF's supplies of sawn timber.

Sawn timber produced in-house

JAF produces premium-quality sawn timber both at its Austrian sawmill in Laa an der Thaya as well as in heavily forested Romania. While the sawmill in Laa an der Thaya mainly processes logs from domestic species, the Romanian sawmill works with a wide range of common European species. In addition to steaming and drying, JAF also produces sawn timber in thicknesses and fixed dimensions based on customer requirements. The portfolio of the JAF Group extends here from undressed boards to finely-planed decking boards.

Service with a plus

Top-performance logistics mean that JAF can guarantee short-term availability from warehouses at all of its sales outlets. The company sources sawn timber for nearly every conceivable application – from tonewood to industrial ranges such as friezes and beams. Bespoke services allow the logs to be cut exactly to customer specifications. JAF's processing centres deliver tailor-made services with various dimensions and profiles to complete the range of customer services offered.

Product overview

- > Hardwood and coniferous sawn timber
- > Cut-to-measure industrial timber
- > Window and furniture beams
- > Thermally-modified timber



Plywood

Versatile and strong

Plywood is robust, lightweight and offers unbridled scope for creativity due to its wide range of potential uses. CNC milling, diagonal and attractive furniture edges as well as curved structures are all a piece of cake with plywood. Its screw withdrawal and moisture resistance make plywood a versatile all-rounder when it comes to timber-based projects, while its solid-timber appearance also means an attractive finish.

Cross-layer structure as the key to stability

Plywood's stability and resistance is due to the manufacturing technique used. Several thin layers (ply) of real wood are glued on top of each other alternately longitudinally and transversally. The result: this cross-laminating provides the board with consistent stability. This technique avoids the weak points, e.g. knots, intrinsic in solid timber. The minimal quantity of glue used means that plywood boards also have very low formaldehyde emission levels and are particularly suited for indoor use.

Variable appearance

Plywood is used both as a construction material

as well as in the automotive sector – from trucks to aeroplanes. The diverse variants available mean that plywood or multiplex boards are also an important design element. Thermally modifiable plywood is the key to particularly impressive projects. The use of heat allows this plywood to be moulded one or two-dimensionally. This results in outstanding masterpieces with stunning designs.

International sourcing as a core competence

JAF works with over 220 plywood suppliers around the world to ensure that it can keep up with the rising demand for plywood and always has innovative products in stock. An international team of experts is involved on a daily basis in sourcing top-quality products, works closely with manufacturers and is always on the lookout for innovations. The breadth and depth of JAF's product range is unique when it comes to plywood.

Product overview

Plywood, unvarnished:

- > Plywood, birch
- > Plywood, beech
- > Plywood, poplar
- > Plywood, ceiba and okoume
- > Coniferous plywood
- > Blockboards

Plywood, unvarnished:

- > Concrete formwork panels
- > Screen printing plates
- > Decorative plywood

Online tools

Adding practical value

JAF customers have access to numerous practical and helpful purchasing, planning and advisory tools online and 24/7. In the background, everything is coordinated by a large, interdisciplinary team in the E-commerce department. These IT and data specialists, as well as practice-oriented product managers, are constantly working on further developing the relevant complex processes.

Tailored purchasing experience

The centrepiece of the JAF Online World is the online shop. This online shop provides business customers with access to over 50,000 articles as well as our Veneer World application – the world's first online veneer shop with high-resolution images of veneer surfaces from more than 150 timber species. Customers also benefit from their own personalised online customer account: This account is tailored specifically to the requirements of commercial customers. Just like the various customer interfaces that JAF offers for the most widely used carpenter and joiner software solutions, this means that only a few clicks is all it takes to order the materials needed for a planned project directly from their own planning environment.

Good planning made easy

Comprehensive planning is the most important precondition for successfully implementing many projects. True to this credo, JAF has developed several planning and configuration tools. The Terrace Designer makes professionally planning decking solutions a piece of cake. WebCut, WebFront and a furniture parts shop provide support when ordering cut and edged boards as well as ready-to-assemble furniture components.

Impressive online advice

The right sales materials make it much easier to provide customer advice. Digital consulting tools such as a 3D interior design studio, a floor finder, décor finder and decking finder make it possible to effectively present JAF products for indoor and outdoor applications to customers. An acoustics calculation tool makes it possible to visualise acoustic solutions. This means that plans easily come to life on a tablet, smart phone or a PC, which is a great help when it comes to facilitating customers' imagination and project planning.

The JAF online world:

Online shops

- > Online shop
- > Veneer World
- > Software interfaces

Tools & configurators

- > WebCut
- > Online furniture components shop
- > WebFront
- > Decking designer

Planning & inspiration

- > Décor, flooring and decking search tools
- > 3D design studio
- > Web Acoustics solution



Strong logistics for flexible solutions

It is the logistic services established over decades that form the backbone of the JAF Group. A dense network of warehouses, the use of cutting-edge technologies and an extensive fleet of trucks which safeguard the constant flow of goods and therefore the lifelines of the JAF Group.

High-performance logistics form the basis of the trust-generating reliability delivered by the JAF Group. Roofed warehouses around the world spanning an area of 360,000 m² mean there is plenty of space for goods to always be available. Numerous logistic experts work in shifts every day to keep goods flowing and always have the deadlines of customers in mind.

Reliability that cuts costs

A large fleet of company-owned trucks ensures reliable materials flows throughout Europe. Tailored to customer requirements, this fleet makes it possible to flexibly deliver goods when and where they are needed. These flexible logistic solutions allow customers to reliably plan their projects and significantly minimise their own storage costs.

Dense warehouse network as a success factor

The availability of goods, short lead times and outstanding logistic skills provide a decisive advantage when trading in timber and wood-based materials. A closely knit network of local warehouses and ideally located central warehouses allow JAF to ensure that high-demand products are always available and orders can be filled quickly. This is key to cutting lead times.

International hub for quality

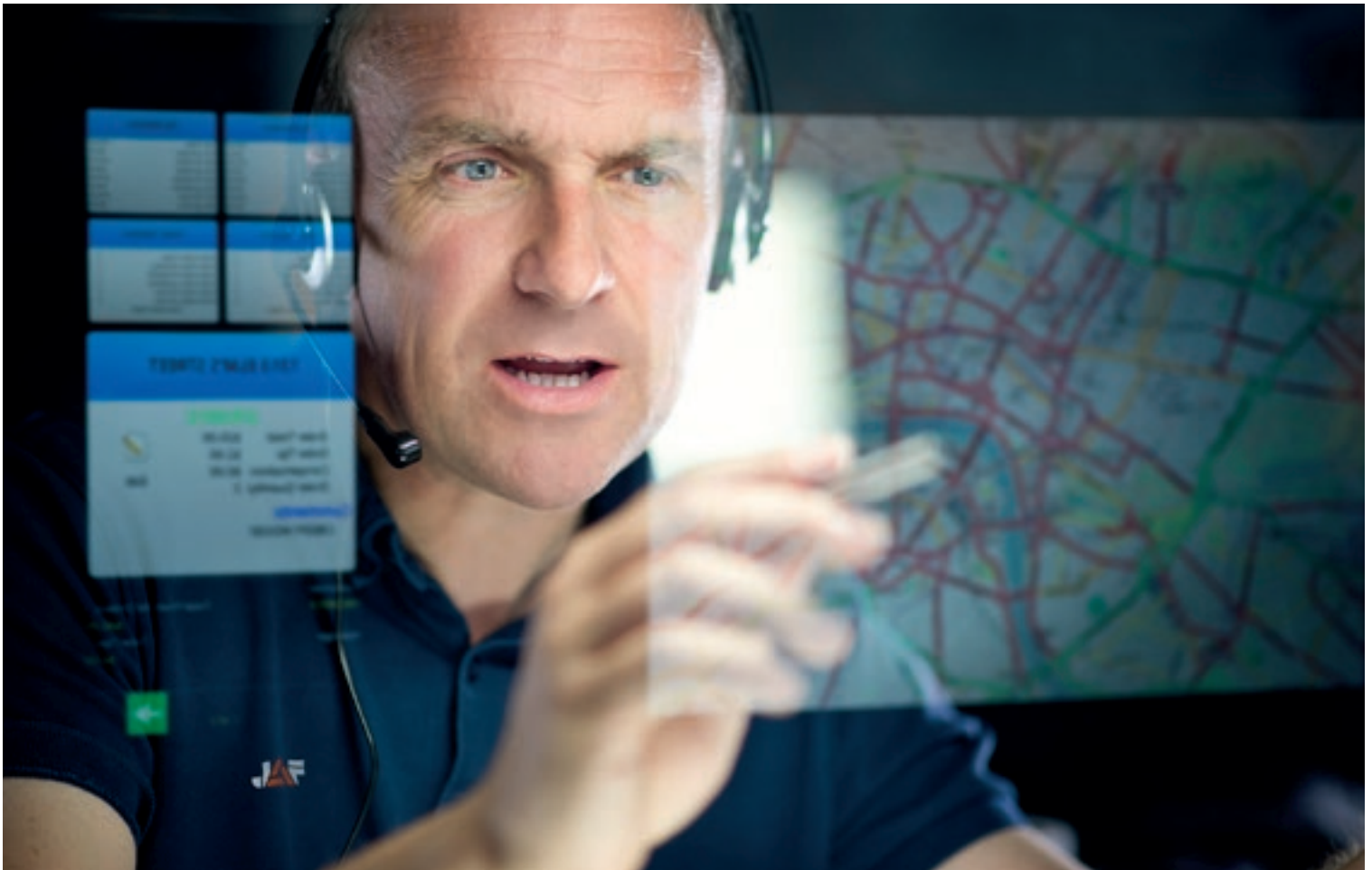
In an international context, several import warehouses at key locations represent the secret to the JAF Group's success as a global sourcing expert. Logistic solutions for imports and exports are flexibly based on various customer

requirements. On request, goods can also be imported or exported in shipping containers.

Technology-driven speed

To provide customers with more speed and planning certainty, JAF also relies on modern





solutions in the area of logistics. Modern tracking tools ensure that customers are always up to date on the current status of their shipments. IT-based route planning optimises delivery processes and increases efficiency. In addition, the use of this technology also makes sure that customers are automatically informed about scheduled delivery times and the scope of the placed orders. Since 2019, JAF also relies on future-oriented methods in the area of warehousing technology.

Controlled chaos boosts efficiency

A project to install a fully automated warehouse for boards and panels at the company's headquarters in Stockerau, Austria, was completed in 2019 and now represents an important innovation for the JAF Group. This fully automated warehouse is the largest of its kind in Austria. The 75-metre-long system extends across three levels. Some of the board products are stored using a system referred to as 'chaotic storage'. Applying this system, the products are not assigned to any predefined storage bays. Automatic manipulators move the boards and panels in the warehouse based on software inputs. Every movement is recorded and modern data analysis methods are used constantly to identify possible optimisations. The digital capturing and labelling of products is the key to the fully automated storage and picking of

boards and panels. This has led to an immense increase in the efficiency of picking at the Stockerau site, which is a central warehouse for panels and boards. The integration between this fully automated system and the company's technological infrastructure required major further developments

to the existing IT-based inventory management system. This was a challenging task which the team of JAF specialists accomplished successfully. This latest version of the IT-based inventory management system now forms the basis for taking the logistics of the entire group to a new level.





The best of both worlds – timber trading meets production

Close to the customer, close to the product – as a timber and wood product trader, the JAF Group understands the needs of its customers. As a producer, JAF relies on this knowledge as well as its strict quality standards and many years of experience in the manufacturing of the top-quality wood timber products it makes to bridge the gap to its customers with an outstanding range of services.

Wood produced in-house

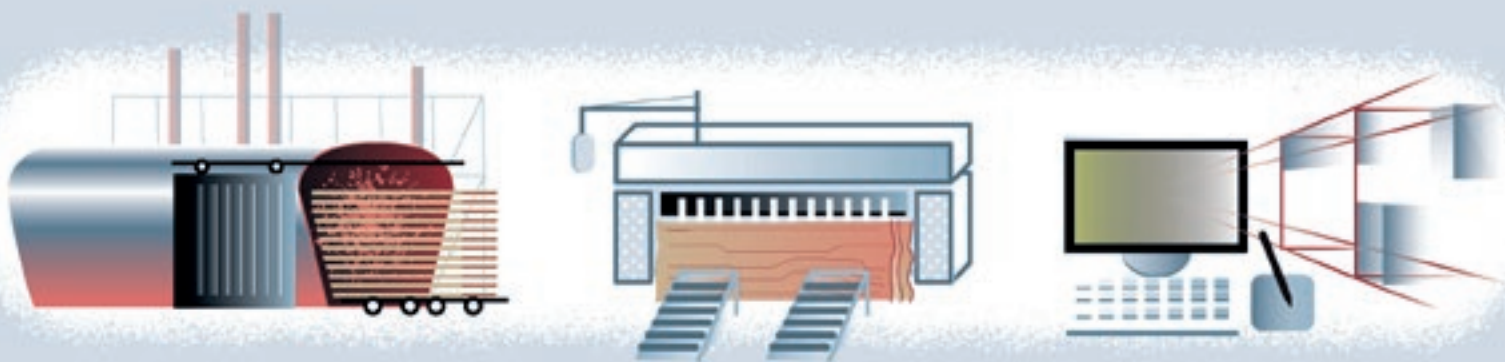
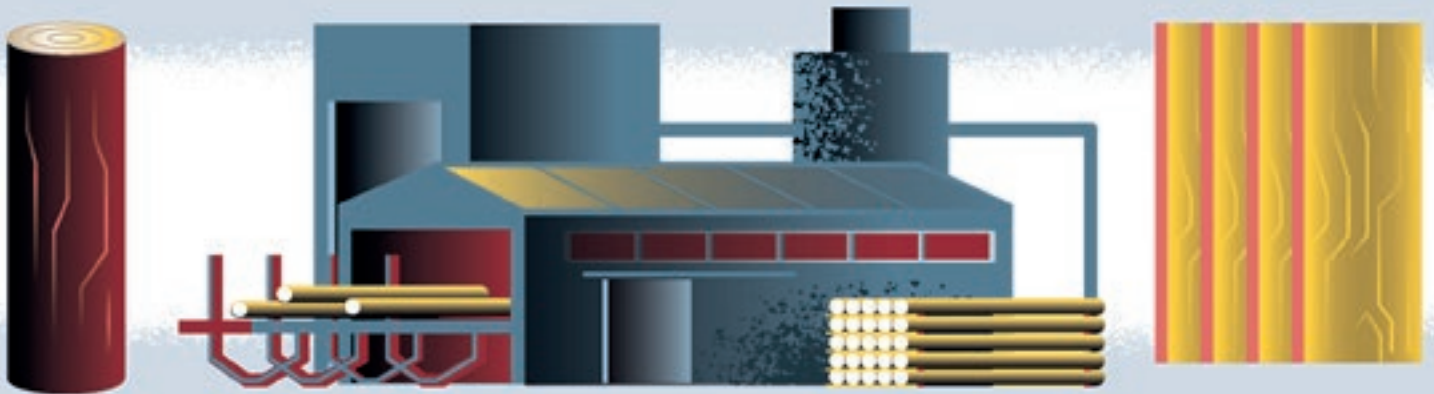
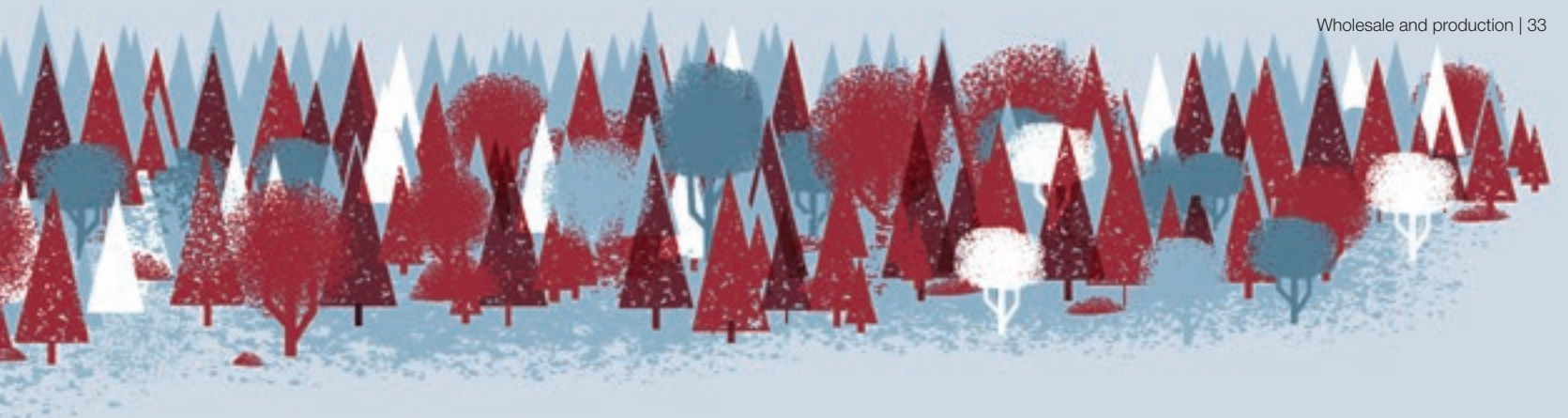
Sawn, profiled and thermally-modified timber form the product portfolio manufactured by the JAF Group. The group manufactures premium-quality timber products at production sites located in Romania, Austria, Hungary, Croatia, Slovakia and the Czech Republic. Close relationships with regional forest owners allow JAF to ensure that top quality and sustainability standards are complied with. First-class logs and modern production methods guarantee the best results. JAF also responds to technological changes in the timber processing industry with a wide range of services on offer. Digitalisation processes and technological innovation allow the company to develop customer-oriented and fit-for-the-future solutions. Being innovative by tradition, the company is successful at identifying and developing new business fields along the value-added chain.

Natural perfection – made in Romania

JAF sources sawn timber from Romania and also produces thermally-modified timber on site here. Cutting takes place at the local sawmill using the latest machinery. Fixed dimensions and special thicknesses are also produced. Treating wood with heat makes it more resistant and therefore perfect for use outdoors.

Domestic timber – quality from Austria

Besides Romania, Austria is also one of Europe's most important wood and forestry nations. It is therefore no surprise that the JAF Group also offers regional products in its homeland Austria that it manufactures itself so that it can cover the entire supply chain and respond even better to customer requirements.



Regional flexibility from Lower Austria and Styria

A wide range of valuable reclaimed timber is stored at the St. Marein site in Styria. Top-quality European timber species as well as resistant Siberian larch and selected exotic woods are available here as premium sawn timber and decking. These products are sourced from other suppliers as well as being manufactured in-house. Besides steaming and drying the timber in kilns, special thicknesses and fixed dimensions can also be supplied

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JAF PROCESSING CENTRES
AROUND THE GLOBE

106

CUTTING, CNC AND
EDGING MACHINES
WORLDWIDE

in response to customer requests. The product range extends from undressed boards to planed goods. The sawmill in Laa an der Thaya, Lower Austria, produces sawn and cut-to-size timber from regional species such as oak and ash.

From the forest to the customer

Having its own sawmill in Laa an der Thaya has provided the JAF Group with considerably more flexibility since 2015. Fully controlling order management at its own production sites means that JAF can respond more flexibly and faster to customer requests. By being on hand locally, the company can also offer regional forestry managers a particularly wide range of services: From forestry inspections and felling notifications – in collaboration with experienced partner companies – to the sale of the logs, JAF covers the entire supply chain from the forest to the customer and monitors quality every step of the way.

Supplier expertise for the international flooring industry

At Sopron, Hungary, JAF's Swedish subsidiary, Skanditrä, processes premium-quality materials for the flooring sector. The 25,000 m² warehouse contains 16 drying kilns with a total annual capacity of 15,000m³. Trimmed and sawn timber elements for downstream processing are shipped from here to quality-conscious international processors.

The JAF service portfolio – tailored to customers

Modern digitalisation and technological processes have already left their mark on the timber processing industry. JAF has responded to the demand for innovation and now offers numerous processing services which are specially tailored to reflect customer requirements. These include a wide range of products with higher degrees of prefabrication. This means shorter processing times for customers. Even though the focus of carpentry continues to be on the manual aspect of the work, technological advances open the door to new possibilities.

Cutting-edge production technology

JAF supports the wood processing industry at a total of 40 processing centres located around the globe. The range of services offered extends from cutting and edging to CNC processing and the production of finished furniture components. These processing centres act as an extended workbench to customers due to their modern machinery. Trained specialists guarantee outstanding results.

Future-oriented furniture production

By manufacturing furniture components, JAF is responding successfully to the establishment of Industry 4.0 trends in the wood processing



In Laa an der Thaya, JAF operates its own sawmill where regional wood species are processed.



The furniture component manufacturing plant in Stockerau operates completely automatically – from the process control and distribution of the production data to the picking of goods.

industry. The furniture components shop allows customers to select from 190 core elements to create their desired furniture component or even entirely individually configured pieces of furniture. JAF has recently gone a step further and now forwards the data generated to its fully automated production facility. Since 2020, the new furniture production line at the headquarters in Stockerau, Austria, has included a fully automated, high-capacity facility which produces ready-to-assemble, top-quality furniture components.

Focusing on the customer

In times of major technological progress, it is critical not to lose sight of the importance of customer requirements. End-to-end service offerings are already based on individual customer requirements from the moment the customer searches for the right product. JAF continuously invests in the development of practical online tools to ensure that the range of products and processes it offers customers is available simply and quickly, and also to provide support during the project planning phase. The company's in-house IT experts have developed powerful digital infrastructure over the years which

now forms the basis for ongoing developments. For example, this has resulted in the development of web-based applications such as WebCut. Customers can use this tool to enter the dimensions of the boards and panels they want and have them cut to size. At the same time, they can also select the matching decorative edges. Real-time information about stock availability, including automatically optimised prices, of the selected products helps customers plan their projects.

5.5 million

M² OF CUT PANELS AND BOARDS IN 2021
(EQUIVALENT TO 770 FIFA FOOTBALL PITCHES)

11 million

METRES OF EDGING USED IN 2021
(EQUIVALENT TO THE DISTANCE
FROM AUSTRIA TO INDONESIA)

At home around the world – firmly rooted in Austria

J. u. A. Frischeis Österreich remains the largest local subsidiary within the JAF Group. Around 900 employees, led by Country General Manager Werner Stix, form the backbone of the group, are deeply rooted in Austria's various regions but also excellently connected internationally.



A stone's throw from Vienna

From Day 1, the registered offices and headquarters of the Austrian timber trading company J. u. A. Frischeis have been located in the Lower Austrian municipality of Stockerau in which the company was founded by Josef and Antonia Frischeis more than 70 years ago. In close proximity to the federal capital, Vienna, the success story began at the Gerbergasse site in 1948 and has proceeded step by step ever since. After the end of the Second World War, Josef and Antonia Frischeis – like so many other Europeans – faced the challenge of establishing a new existence for themselves and injecting new life into the country's economy. They founded a company for timber and firewood and slowly but steadily established a foothold in the industry through their considerable efforts.

Expansion begins

JAF Began expanding in the 1950s by opening several small handicraft shops. The first full-scale branches opened in Bad Hofgastein and Linz in 1959. These expansion steps were accompanied by the establishment of the backbone of the JAF Group: high-performance logistics. This initially took the form of an old milk truck which has since been succeeded by a fleet of around 70 modern

trucks making up the Austrian delivery fleet. The Vienna-based veneer specialist Holver was acquired in the mid-1960s and later relocated to the Stockerau site. The establishment of an Austria-wide network of branches began in 1965 with the opening of a branch in Villach. Until the 1980s, the development of the JAF Group in Austria remained characterised by the opening of further branches throughout the country.

Represented in nearly every province.

Today, JAF maintains branches in Stockerau, Linz, Salzburg-Bergheim, Villach, Bad Hofgastein, Graz and Kramsach. A total of nine showrooms around the country give private and business customers the chance to obtain comprehensive advice from JAF experts and literally get to grips with the product diversity available for building with wood and wood-based interior design. The network is further supplemented by the sawmill in Laa an der Thaya, the veneers centre in Salzburg-Aupoint and the sawn timber centre in St. Marein. Day-to-day business in Austria has been constantly accompanied by innovations since the company was founded – renovation and expansion projects relating to warehouses, processing facilities and offices are on the daily agenda.

Reliable product availability

The right product in the right place at the right time – while this might sound simple, it actually requires considerable efforts. The timely delivery of goods – ideally directly to the construction site – is particularly important in the construction industry to the success of a project and is also a major factor when it comes to managing costs. JAF is well aware of this importance and therefore constantly invests in expanding its warehousing and logistic networks. Large-scale construction projects in the company's recent past have been major investments in the group's logistic capacity in Austria and abroad. The far-reaching conversion of the company's headquarters in Stockerau was completed in its anniversary year 2018 and the warehouse capacity at the Gerbergasse site was increased to 32,000 m² in the same year. Since 2019, the new central warehouse for interior design products has provided 6,000 m² of storage space under optimal climatic conditions for doors and parquet flooring just a few minutes' drive from the head offices. A further major project – the construction of the JAF Group's first fully automated warehouse for panels and boards – was also completed at the site in the same year. A 70-metre-long system stretching over three levels picks goods automatically and signals the start of a new era in shipping.



The industry undergoes change

As the future-oriented leader in the Austrian market, the company has also established itself as a prefabricator. Just like all other sectors, the wood processing industry is undergoing fundamental change due to the digitalisation of processes and scarcity of suitably qualified personnel. The comprehensive range of services offered by JAF provides optimal support to carpenters, joiners and industrial customers. JAF experts process panels and boards and even manufacture entire pieces of furniture using the modern machinery at the Stockerau-based processing centre. Modern online tools provide customers with support when planning their products and just a few clicks is all it takes to obtain the selected product with the desired degree of prefabrication. A large-scale project related to processing services for the Austrian market was also implemented in 2020: The fully automated production of customer-specific, ready-to-assemble furniture components using the latest machinery, managed by a manufacturing control system and produced at the processing centre in Stockerau. This has led to an enormous increase in productivity and quality which is more than in keeping with the growing demands of the timber industry and also significantly boosted flexibility as a result.

Dependably robust in the face of constant change

Country General Manager Werner Stix has been steering the fate of the Group's largest subsidiary, Austria, since 1999. The changes that this general manager has faced in the past 20 years have been considerable. With the required degree of foresight and the necessary calmness, Werner has been at the helm of JAF Austria with in the meantime around 900 employees during eventful years which have had a lasting impact on the company. He stresses that outstanding employees are a key element of success particularly during challenging times. Alongside JAF Austria, the JAF Group as a whole has constantly developed and firmly anchored change as a driver of corporate development in the company's strategy.

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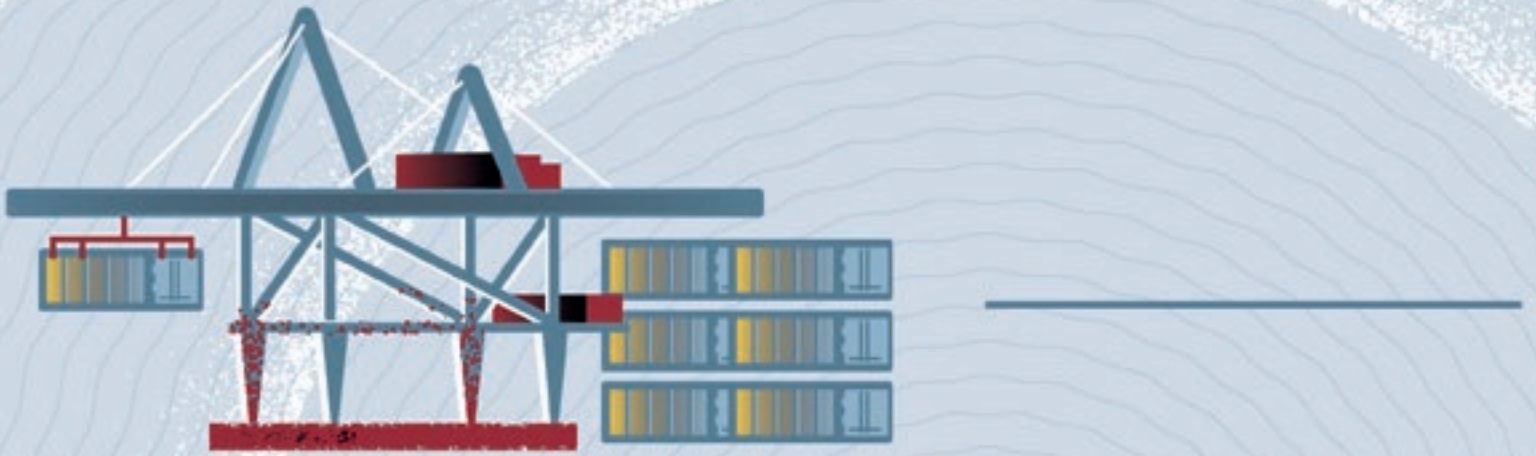
SITES IN AUSTRIA

900

EMPLOYEES IN AUSTRIA

1948

COMPANY FOUNDED





Unbounded timber trading and distribution expertise

International sourcing expertise, a global distribution network and high-performance logistics make JAF a powerful partner for timber and wood-based products worldwide. Decades of experience and outstanding levels of service have allowed JAF to become a major player in the international timber trade.

The JAF Group is well known as Central Europe's leading wholesaler of wood and wood-based materials. Not without reason: When decades of experience with timber and in-depth understanding of the market are combined with product quality and trustworthiness, success is nearly guaranteed. Over the years, JAF has established a name for itself beyond the boundaries of Europe in the areas of veneers, sawn and high-grade timber, panels, boards, plywood and decking, and a synonym for quality and outstanding reliability.

At home in Europe – globally networked

Two continents and 17 countries – JAF maintains no fewer than 56 sites in Europe and Asia. In addition to these sites, the company also has

a far-reaching, globally-active network. Experienced contacts in nearly every country on the planet find optimal solutions in response to customer requests. Globally, the JAF Group acts both as an importer and an exporter. This allows the group to exploit its closely-knit network of experts to monitor quality on site and provide customers with professional support. Decades of international trading and logistics experience, as well as in-depth country-specific expertise, allow these international JAF experts to stand out besides their timber-related expertise. From Japan via Dubai to Brazil: JAF's experts leverage the strengths of the JAF Group and provide consulting support during even the most complex projects, and do this throughout the world.

International innovation + top quality

Firmly anchored in the respective regions and yet organised internationally: These strong regional ties form the basis of the international power of the entire JAF Group. The subsidiaries and branches in the group's various countries make it possible to respond flexibly to various developments in the market. JAF continuously monitors trends and innovations around the world and remains in close contact with producers through its international network. Decades of working with wood have allowed the company to acquire the necessary experience with regard to quality and customer requirements. Experience which is continuously leveraged to optimise the product portfolio and the comprehensive range of services offered. Customers place their trust in the high quality standards that the JAF Group has defined. By means of end-to-end quality controls and the traceability of goods and materials, JAF ensures every day that this trust is well placed and sustainable.

Natural product diversity

The world of wood is as diverse as the JAF product range. 83,000 articles are currently listed; 20,000 of them permanently in stock. As a producer of sawn and thermally-modified timber, JAF is also directly integrated into the value-added chain and can therefore apply its experience gained as a manufacturer and a trader. As a full-service provider of sawn timber, JAF has direct access to the most important sourcing markets. JAF offers logs from the best forests and sawmills in Europe and also imports top-quality sawn timber from strong partners based on every continent. In addition, JAF accompanies the products that it manufactures itself all the way from the forest via cutting and production until it is ultimately sold. Long-term partnerships with forestry owners and numerous suppliers make the JAF Group a versatile partner which accepts responsibility both for high-quality products and for the environment and society.

83,000

LISTED ARTICLES

20,000

PERMANENTLY IN STOCK

360,000

M² OF INDOOR WAREHOUSING WORLDWIDE
(EQUIVALENT TO AROUND
50 FIFA FOOTBALL PITCHES)



Global JAF expertise

JAF experts are at work around the world and always on the lookout for top quality, innovative wood-based ideas and sustainable production conditions. In South-East Asia, a team is dedicated to the responsible sourcing, local sale and export of premium-grade logs. A wonderful example which is symbolic of the diverse tasks performed by JAF's international timber experts.

European sawn timber, Asian plywood, North American veneers and many other products – the whole world of wood meets under the roof of the 5,000 m² JAF warehouse in Ho Chi Minh City. The Vietnamese JAF team has been able over the years to establish a reliable supplier network and JAF as a key player in the South-East Asian market through its excellent work. Driven by quality and ideally networked, the local team is able to focus clearly on customer requirements and serve the regional market.

JAF has maintained a branch in Ho Chi Minh City, the commercial heart of Vietnam, since 2014. It is from here that the group serves the extremely dynamic South-East Asian timber market. Major sectors of the international furniture industry have settled in Vietnam in recent years. The JAF Group has responded to this trend and enjoys an excellent reputation locally due to its high quality standards.



Committed to future generations

Robust, organic growth has been the mainstay of JAF's business development in recent decades. As the company has grown, so has the responsibility borne by the group. Responsibility which JAF consciously accepts – for the environment, its employees and society as a whole.

As a globally active timber trader, JAF has an influence on the lives of many people. After all, the company finds itself in a very special position: JAF is responsible for trading in timber and wood-based products. Products which form part of the solution for a sustainable building sector due to their excellent climate-relevant characteristics. As a renewable building material, wood plays an important role in climate protection. At the same time, wood stems from our planet's central ecosystem – its forests.

The JAF Group is well aware of this major responsibility and makes a significant contribution to positive social development through its actions. As an active member of society, JAF is active in those regions where it operates and in which the company is firmly rooted. It does this by developing its employees, promoting efficient resource usage in its daily business, pays attention to sustainable forestry practices and advocates wood as a climate-friendly material for the future.

Committed to forest ecosystems

Wood absorbs CO₂ and grows continuously – properties which make it the most climate-friendly material of the present and the future. But the harvesting and processing potential of wood is not unlimited. It grows in our forests and is therefore a special resource which needs to be managed responsibly. As central ecosystems, forests provide the Earth with oxygen and contain half of the CO₂ trapped on the planet. Sustainable forestry practices are

also the key to protecting the climate. Wood processing does not release this trapped CO₂ and, at the same time, planting new trees creates new storage capacity. This conscious form of resource management is therefore a central element of our business operations at the JAF Group. The company's internal corporate social responsibility (CSR) department deploys comprehensive concepts to ensure that strict guidelines are complied with in respect of timber sourcing and processing.

Responsible timber sourcing

The JAF Group is firmly committed to complying with applicable national, European and international laws, regulations, directives, guidelines and standards, such as the European Union Timber Regulation (EUTR), and has therefore established a strict due diligence system at the company to guarantee the traceability of material flows and compliance with guidelines. JAF is a reliable partner to both customers and suppliers. Transparency in the supply chain, safeguarding the sustainable and legal origins of products and efficient resource management form the mainstays of the company's commitment to forests as ecosystems and documents this by trading in selected products certified according to FSC® and PEFC™.

FSC® (Forest Stewardship Council®)

FSC® is an independent, non-profit, non-governmental organisation. The mission of the FSC®

is to "promote environmentally sound, socially beneficial and economically prosperous management of the world's forests." In order to reach the goal of sustainable forests management, the FSC® has developed comprehensive certification standards for forestry management, trading and the labelling of FSC®-certified products. The rules which forest owners and traders are required to comply with are set out in various FSC® standards. The JAF Group holds chain of custody certificates (e.g. FSC-C016681) which authorise certified branches to trade in FSC®-certified products. The JAF Group is also firmly committed to the principles upheld by the FSC®.

PEFC™ (Programme for the Endorsement of Forest Certification)

The Programme for the Endorsement of Forest Certification™ (PEFC™) is a global organisation which is committed to the preservation of forests in the interests of future generations. The PEFC™ label is trusted evidence of the origins of timber being sustainably managed forests and controlled sources. In order to achieve the goal of sustainable forestry management, the PEFC™ has developed comprehensive certification standards for forestry management, trading and the labelling of PEFC™-certified products. As at 2020, 17 sites within the JAF Group were 2020 PEFC™-certified. These certified sites each have a chain of custody certificate which authorises them to trade in PEFC™-certified goods.



Resource efficiency as a daily mission

In a world of finite resources, environmentally sensitive action is an important element of any corporate sustainability strategy. JAF continuously implements new steps in the direction of resource management. Numerous small and major efforts in everyday business aim to encourage employees to make their contribution. For example, the branches in Austria source the energy they require exclusively from sustainable, renewable sources such as wind power and photovoltaic installations. A photovoltaic system on the roof of the branch in Stockerau supplies the electric-powered forklifts with energy at the group's largest site.

Responsibility for the region

The JAF Group makes an important contribution to the lives of the people in its sphere of influence. In the regions in which it operates, the company supports local projects, cultural events, school projects and charity events. In Romania and other important markets, the company engages in regular exchanges with forestry authorities, NGOs and forest owners in order to objectively tackle problems at the source if and when these arise. As an attractive employer, JAF is firmly committed to the personal development of its employees and also facilitates economic development in the relevant regions by means of offering training. Intensive exchanges with schools and universities provide young people

with future perspectives and the company also invests continuously in promoting talents as well as research and scientific development.

Sustainably preserving nature

JAF supports environmental projects and is actively committed to raising public awareness on various levels. On the one hand, this relates to the climatic advantages offered by wood as a versatile material. On the other, the focus is on the importance of forests to our planet. By promoting environmental projects, the company has for years been advocating the preservation of forests and sustainable replanting. Through its support of various tree-planting campaigns, such as Earth Day, JAF raises awareness particularly among younger generations of the importance of forests and protecting our environment.

For the latest information about certificates held by JAF, please visit:



www.frischeis.at/zertifikate

Projects built on successful collaboration

It is the relationships between customers, suppliers and employees which form the basis of the success of JAF and the keys to impressive timber-based projects.





Top-notch accommodation

Respecting nature, appreciating people and preserving authenticity – these are the principles which motivate the Gmachl family at their luxury hotel in Bergheim near Salzburg. What happens when you combine natural materials with design elements? The result is a modern, pleasant atmosphere offering so much to discover. For the conversion of this hotel, JAF supplied among other products 15,000 m² of veneers which convey the hotel a natural atmosphere.

Despite increasing digitalisation and globalisation, it is the personal contacts which have shaped the company over past decades and remain of great importance today. After all, reliability and expertise have enabled partners to implement numerous projects over the years which demonstrate that wood is unbeatable as a building material and that successful cooperation is the key to great achievements.

Barking up the right tree

JAF's day-to-day work with customers and suppliers has been characterised by close relationships and trust since the company's earliest days. The multi-

faceted material wood has been defining the path trodden by JAF for more than 70 years. Along the way there have always been new opportunities for JAF, as a timber trader, to respond appropriately to the needs of its stakeholders. Because working with wood requires a lot of respect. Respect for the needs of the wood and nature. But also respect for the people who work with wood, because only diligence along the entire supply chain can ensure the outstanding levels of quality visible in every one of our impressive customer projects. Every visit to or by a supplier or customer is an opportunity to exchange knowledge during which both sides can share their experience and benefit as a result. Together,

we can then all grow and pass on our passion for wood – the construction material of the future.

Impressive projects

The fact that wood is a special material is obvious as soon as you enter a forest. The smell, the touch and feel and the warmth of wood are incomparable and convey furniture, rooms and entire houses natural charm. In its history spanning more than 70 years, JAF has been fortunate to have accompanied and supported many customers during the planning and implementation of these projects. Examples of the impressive results can be found on the following pages.





Zipped – the design hotspot

Impressive interior design awaits guests at the Zero Bar. The over-sized zips made of birch plywood on the walls and ceilings are just the icing on the cake.

The combination of creative design and the amazing wood provided by JAF makes for truly outstanding masterpieces. As in the case of the fascinating concept implemented at the ZERO Bar & Grill in Sofia, Bulgaria. Functional, modern and yet natural – the individual wooden elements combine to create a unique atmosphere. This involved a wide range of different products supplied by JAF. Besides oak MDF panels, JAF also supplied solid oak and interior birch plywood to make the interior a work of art.

Project: ZERO Bar & Grill

Design & implementation: Krasimir Kapitanov

JAF branch: JAF Musachevo | Bulgaria

Materials: MDF oak veneer, solid oak and interior birch plywood







Bathing fun with a touch of wood

New rows of changing cabins add a natural wood character and perfectly match the architecture of the 1920s at the lido in Klagenfurt.

The lido adjacent to the Wörthersee lake in Klagenfurt has been attracting guests for more than 100 years. A wide range of wood products from JAF were deployed in this successful extension project. The new building containing 455 changing cabins and 524 lockers adds no end of charm through the use of screen printing plates made of premium plywood. Besides the plywood, JAF also supplied the wood for the door frames. In addition, JAF delivered the interior and exterior panels needed to clad the inside and outside of the building.

Project: Klagenfurt Lido

Concept & implementation: spado architects, Architekturbüro Roth, Oberascher Tischlerei

JAF branch: JAF Villach | Austria

Materials: Plywood film/film, screen printing plates from UPM, interior and exterior panels from FunderMax, 3-ply boards

© Christian Brandstätter | Gert Steinhilber | spado architects & Architekturbüro Roth







A wooden note for great acoustics

Premium veneers and the sounds of the great masters at the Macedonian Opera House – a composition which is not only a hit among music fans.

The Macedonian Philharmonic Orchestra is a fixed element of the diverse cultural landscape of the Balkans. Since its extensive conversion, this renowned building has also had plenty to offer nature lovers. 10,000 m² of veneers made from American cherry wood were supplied to the opera house by JAF Serbia. With great skill, the craftsmen processed the 0.6 and 0.9 mm sheets to form a breath-taking backdrop which, despite the thinness of the veneers, sends a clear signal about the powerful impact of veneer when it comes to interior design.

Project: Macedonian Philharmonic Orchestra

Design & implementation: STRABAG AG, Podružnica STRABAG Skopje

JAF branch: JAF Nova Pazova | Serbia

Materials: American cheery wood veneers in thicknesses of 0.6 and 0.9 mm







Flooring for a stunning Alpine backdrop

Wide oak planks welcome residents of chalets nestled in the Styrian mountain landscape to their personal Alpine residential paradise.

Located in the heart of the Styrian mountain landscape is a collection of tranquil houses set against the stunning backdrop of the Alps. These include twelve chalets offering cosy warmth as soon as guests enter. The rustic Eurowood oak planks supplied by JAF make a major contribution to this irresistible charm and underline the traditional design of the chalets. The design proves that it is possible to wonderfully combine traditional with modern elements and that the timeless beauty of wood, with its unmistakable touch of nature, also adds a flair to interior design.

Project: Alpine chalets in Upper Styria

Design & implementation: UM Bau GmbH

JAF branch: JAF Salzburg | Austria

Material: Rustic Eurowood oak planks







Recharging flat batteries

Places to take a break and recharge your batteries are important in everyday working life. This office building complex in Posen relies on Bangkirai decking to create an oasis of calm.

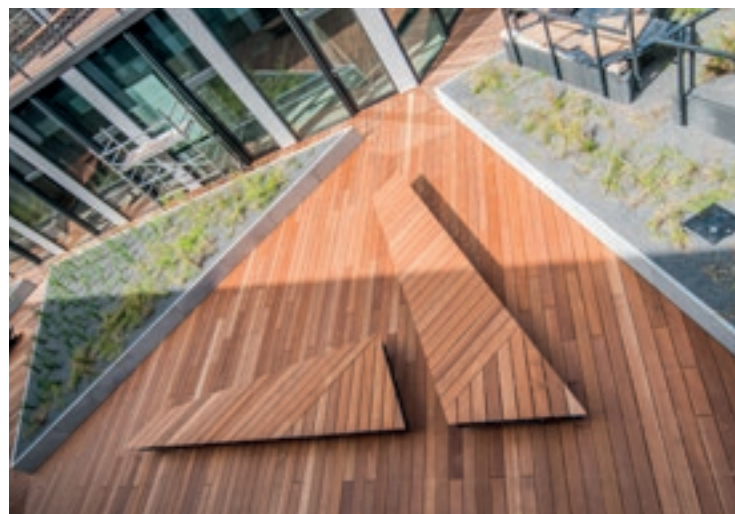
Modern workplaces include areas to be creative and their planning considers the needs of the people who work there. This office building in Posen, Poland, applies this principle and is impressive due to its unusual architecture. The heart of the complex is formed by several wooden decks which add an important natural touch through their minimalistic design. This project relied on Bangkirai decking supplied by JAF. Due to its natural durability, this premium exotic timber lends the outdoor areas a calm note as the key to workers recharging their batteries.

Project: Office building, Posen

Design & implementation: Ultra Architects, Ultra Wood

JAF branch: JAF Gądkki | Poland

Material: Bangkira decking







Material diversity in practice

A decades-long partnership creates trust. That's why JAF was involved in the conversion and construction of the carpentry workshop Tischlerei Freund in Leogang, Salzburg.

JAF pulled out all the stops when it came to the conversion of the carpentry workshop as well as the adjacent showroom at a long-standing customer in the region around Salzburg. For the exterior, JAF supplied top-quality cladding which adds a modern and yet natural touch to the building. The showroom was designed with natural wood flooring and the innovative nanotech material Fenix NTM. The result is an impressive ensemble which highlights not only the high degree of craftsmanship but also the material diversity of the woodcraft profession.

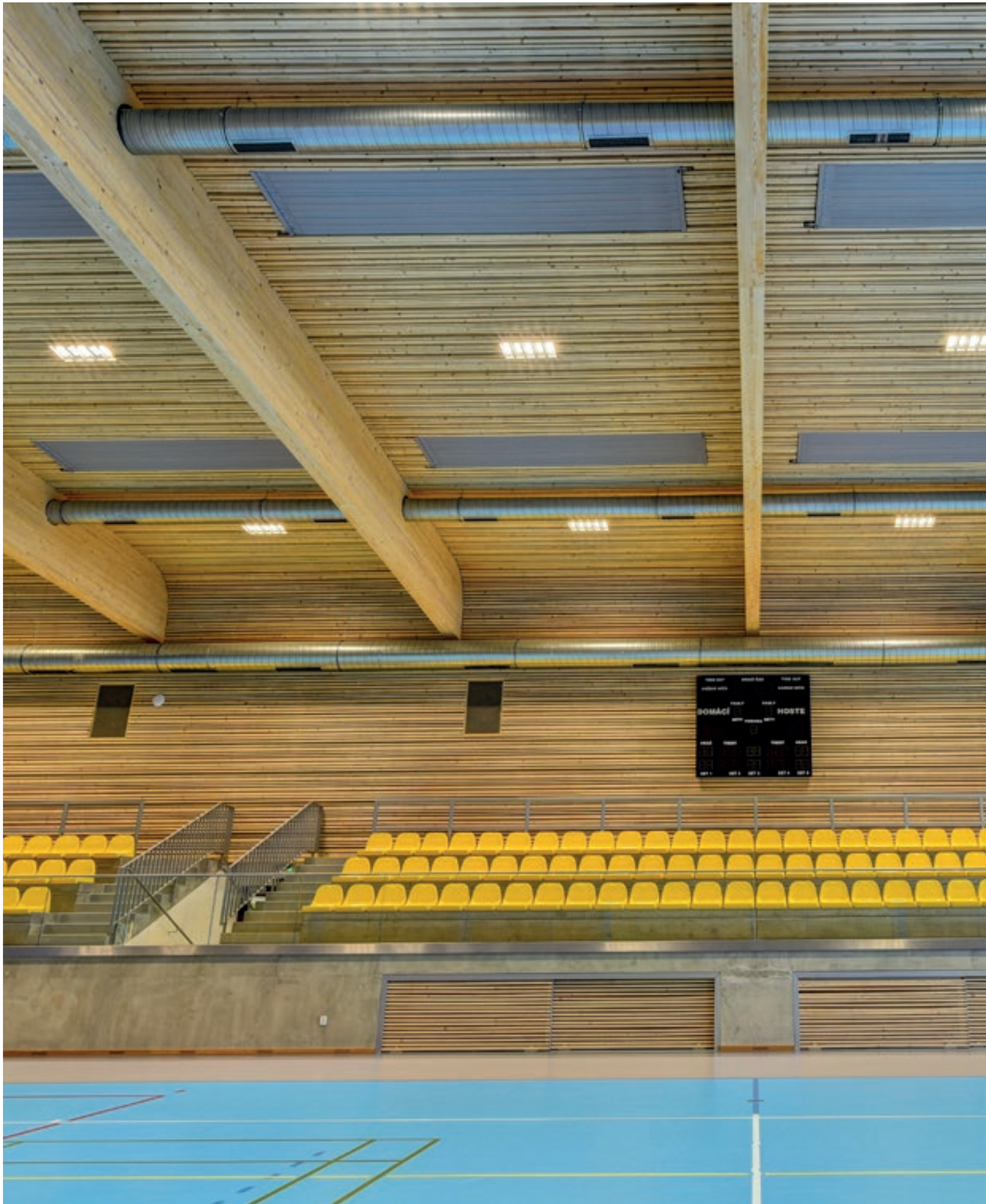
Project: Showroom of Tischlerei Freund

Design & implementation: Tischlerei Freund

JAF branch: JAF Bad Hofgastein | Austria

Materials: FunderMax cladding, Admont flooring and Fenix NTM







Lofty clarity

Good design can be found in the most unlikely places. Given its stylish wooden interior cladding, this gymnasium in Lipnik is a good example.

Minimalistic, lofty and sleek – that's the impression that this gymnasium in Lipnik, Czech Republic, makes and it also encourages players and athletes to reach new heights in a modern atmosphere. The wall and ceiling cladding provided by JAF play a key role here. The wooden elements underline the minimalistic design and nonetheless provide sufficient airiness. The natural touch of the wood harmonises perfectly with the harshness of the facing concrete and the expansiveness of the surfaces.

Project: Gymnasium, Lipnik, Czech Republic

Design & implementation: PROFEST - Wood s. r. o. VE

JAF branch: JAF HOLZ Vyškov | Czech Republic

Material: planed spruce







Timeless elegance on the Danube

A private residence in Budapest gets an impressive façade through the use of exterior cladding panels which cleverly underline the clear-cut contours of the building

Hardly any other element of a building makes more of an impression than its façade. This is also true in the case of this modern residence in the Hungarian capital where JAF played a major role by supplying two kinds of external cladding panels. The combination of both finishes proves the versatility of this building element and harmonises beautifully with the earthy natural colours. The result: a modern private retreat with stunning and timeless elegance.

Project: Private house

Design & implementation: Tóth Projekt Építészroda Kft.

JAF branch: JAF Dunaharaszti | Hungary

Material: Exterior cladding panels from FunderMax







Carefree pleasure on the terrace

Decking transforms an Austrian garden into a trendy pleasure oasis.

An azure-blue pool, verdant grass and an impressive terrace – the garden of this private residence invites you to take a refreshing plunge in the pool and relax on a sunbed. By selecting the low-maintenance boards made of cWPC (capped wood plastic composite), supplied by JAF, the owners now spend more quality time enjoying their outdoor lounge. Besides the boards, JAF also supplied the aluminium substructure for this wonderful terrace.

Project: Private house

JAF branch: JAF Linz | Austria

Materials: Legacy Ashwood cWPC boards from TiberTech, aluminium substructure, twin fittings and adjustable footings







A delight for all the senses

The Panner cake shop in Braşov, Romania, combines wood craftsmanship with the art of cake making – an impressive combination.

Only the best quality ingredients are used by the Panner cake shop to make deliciously sweet culinary delights. This is a philosophy which is also reflected in the materials used to build the cake shop itself. High-quality wood has been used in the building's interior and exterior design. JAF Braşov supplied the exterior cladding made of thermally-modified pine, CLT and solid pine for this temple of taste. These natural materials perfectly complement the lofty and modern design of the cake shop. Yet, at the same time, the warming sensation of wood enables the modern architecture to create a welcoming feel, inviting guests to stay for a while.

Project: Panner Cake Shop, Braşov

Design & implementation: Preda & Partners

JAF branch: JAF Braşov | Romania

Materials: Thermally-modified pine cladding, solid pine timber and CLT beams







Floor-to-floor good taste

A Tyrolean concept store with a high-resistance floor from JAF provides the perfect stage for trendy home accessories, good wine and an adjacent coffee shop.

The new concept store in Ellmau, which attracts many tourists, is a magnet for good taste. Whether its wine, coffee or home accessories – this store has everything that lovers of good taste could ask for. It goes without saying that these everyday luxury items need to be presented in an appropriate environment which can put up with practical demands. That's why JAF supplied the premium 2-ply boards made of reclaimed oak which, besides being rustically elegant, are also extremely durable.

Project: Concept Store, Ellmau

Design & implementation: Zimmerei Naschberger GmbH

JAF branch: JAF Kramsach | Austria

Material: 2-ply oak boards from the Reclaimed Collection by Dennebos







Wooden paradise for relaxation

The natural characteristics of wood create a relaxed atmosphere at a Bulgarian spa resort. During this large-scale project, JAF demonstrated its expertise when it comes to building with wood.

The picturesque valley between the Rila, Verila, Vitoshka and Plana mountains – near the Bulgarian capital Sofia – is home to the 4-star Belchin Spring Spa Complex. This spa blends perfectly into the surrounding area of untouched natural beauty thanks to the generous use of wood in its design. Even the ancient Romans appreciated the healing effects of the spa water in the region. Today, guests can enjoy all modern amenities here. The extensive grounds provide space for four luxury villas, ten guest houses and, of course, a luxurious spa centre. For this large-scale project, JAF supplied the solid structural timber and CLT beams, OSB, coniferous profiles for the roofs and wooden frame of the building. The decks of the guest houses were also built using larch boards and substructures supplied by JAF. The 300 litres of Rubio woodcare oil also supplied will ensure that the natural beauty of this peaceful oasis remains unspoiled for many years.

Project: Belchin Spring Spa Resort

Design & implementation: Borislava Manolova & Hristo Tritakov (architects), Vatyu Tanev, Mimi Farkova, Glavbolgarstroy

JAF branch: JAF Musachevo | Bulgaria

Materials: Solid structural timber, CLT beams, OSB, coniferous profiles, decking substructures, larch decking boards and Rubio woodcare oil



