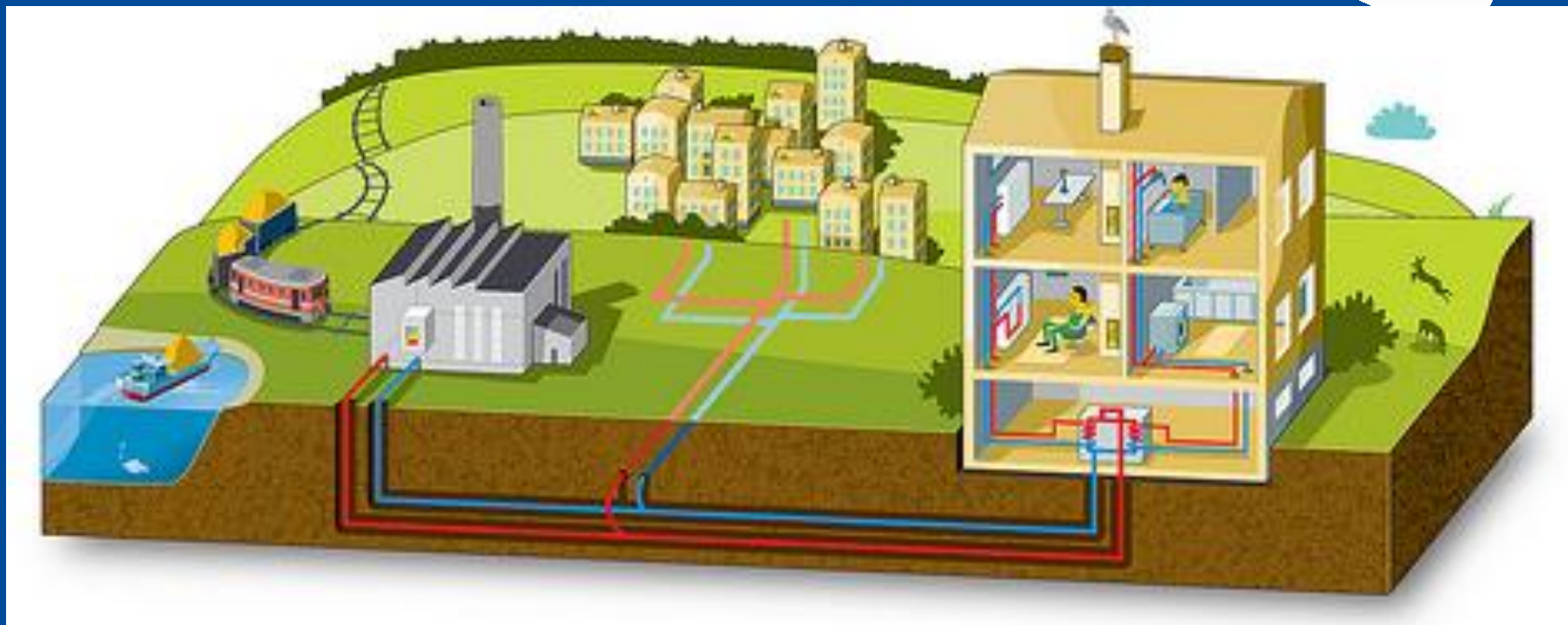


Logstor/Powerpipe

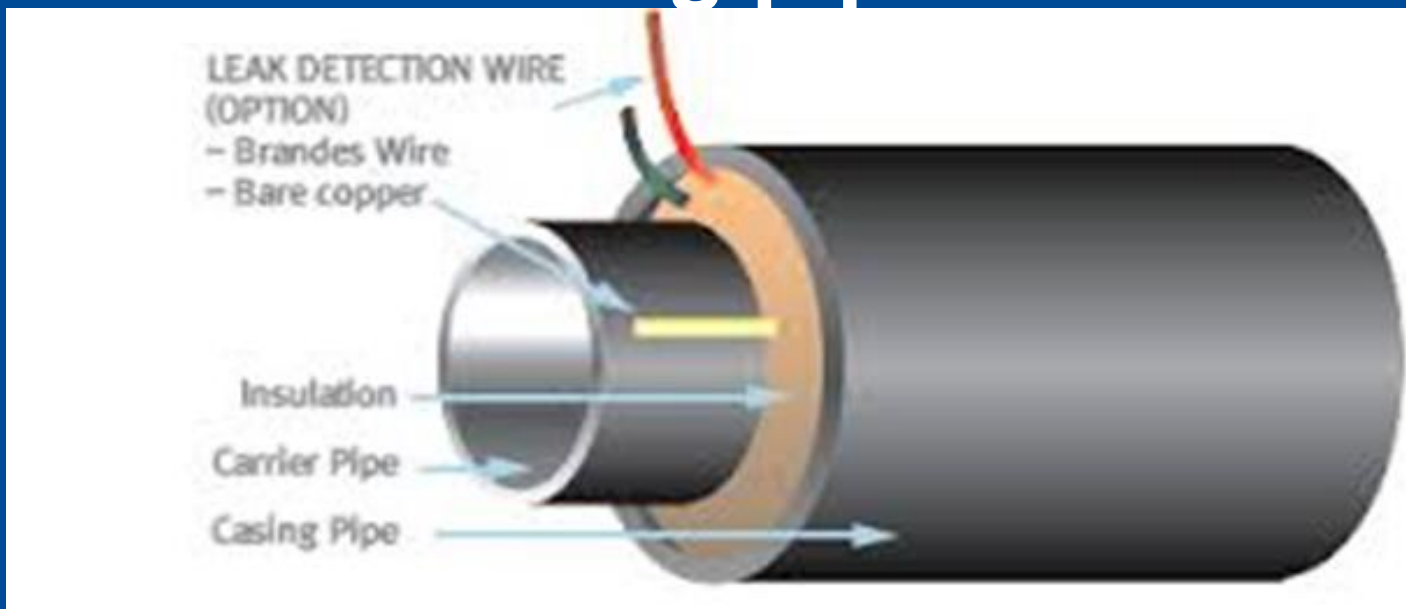
Arvid Fredenberg

ACE 2017

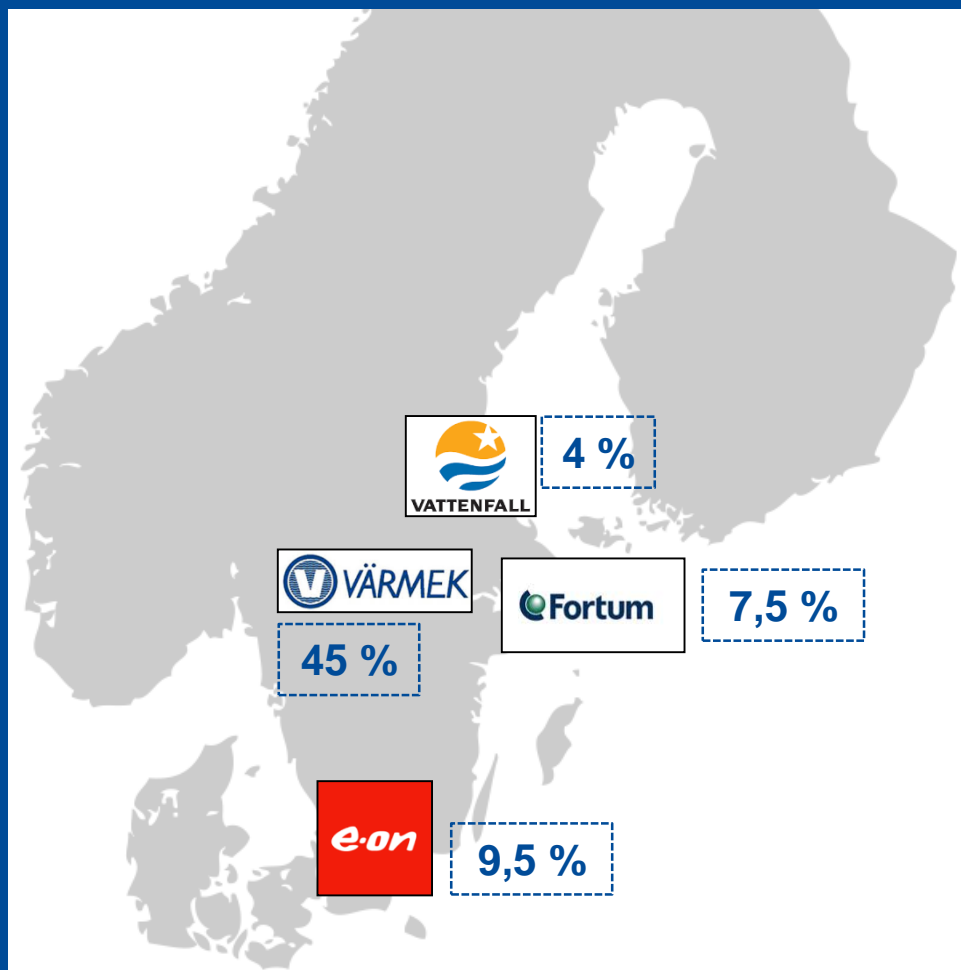
District heating



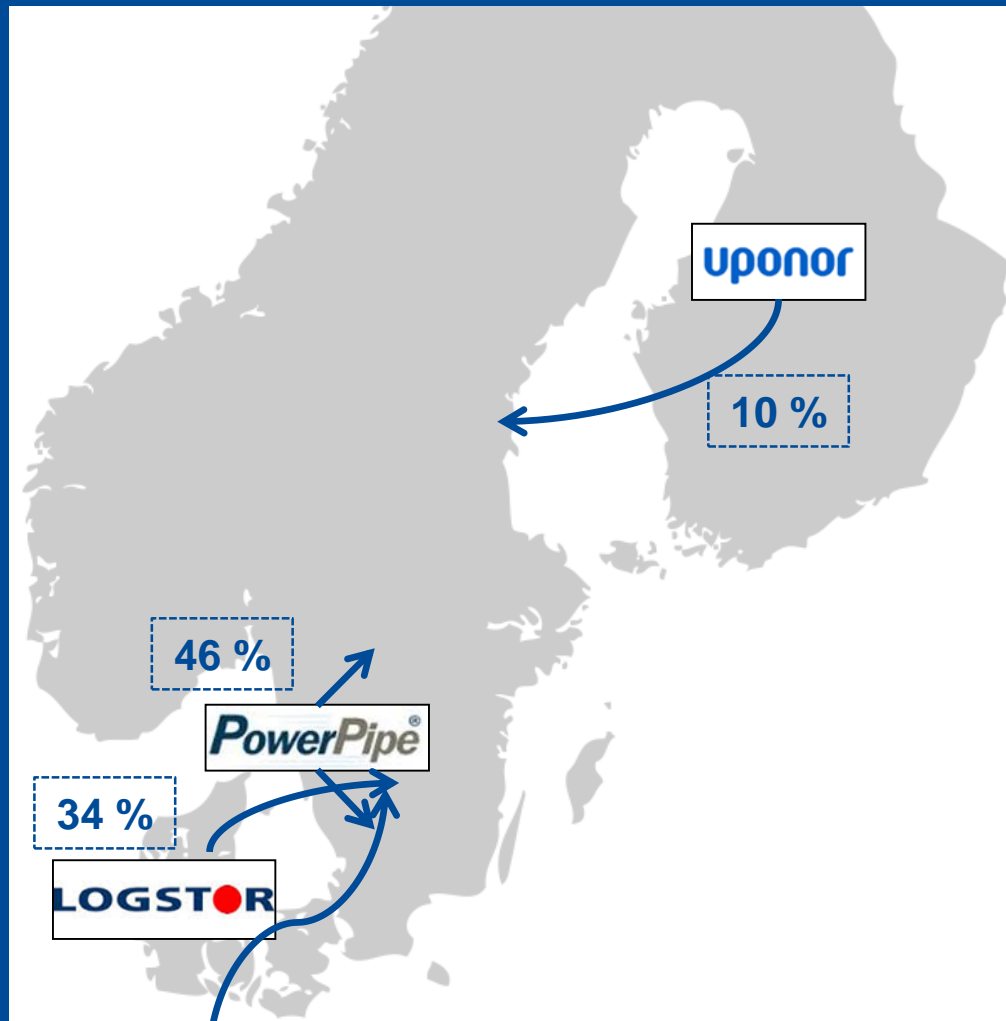
District heating pipes



Customers

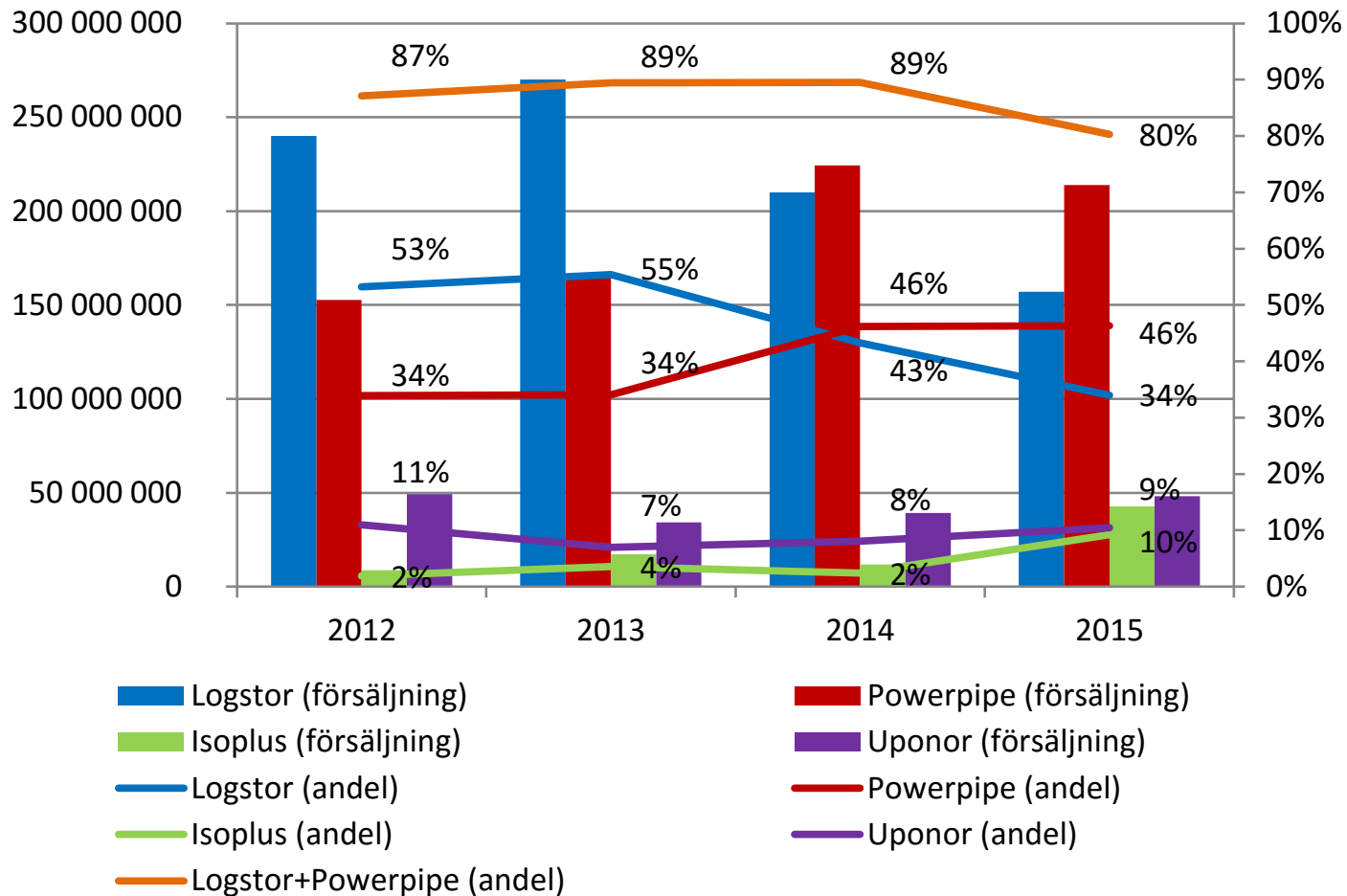


Suppliers



9 %

Sales in Sweden



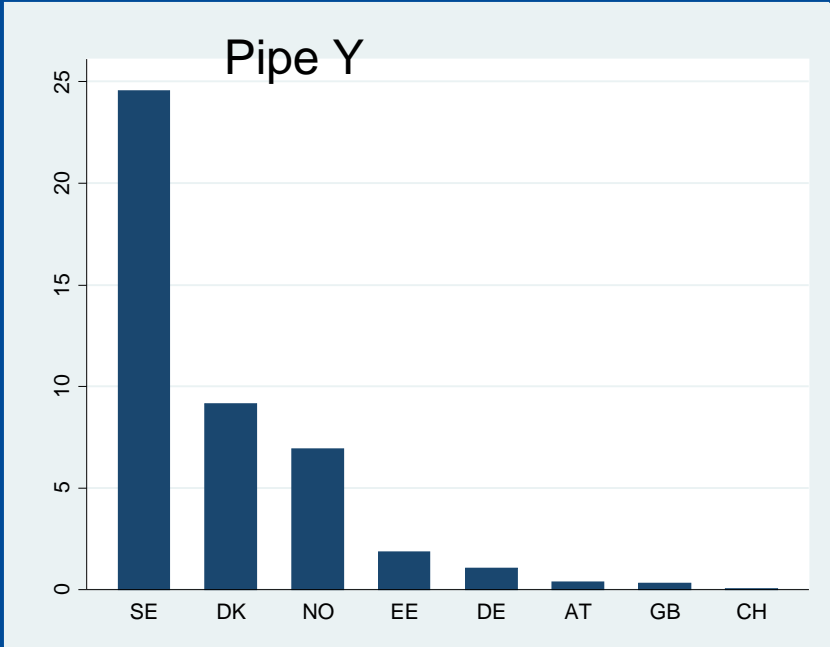
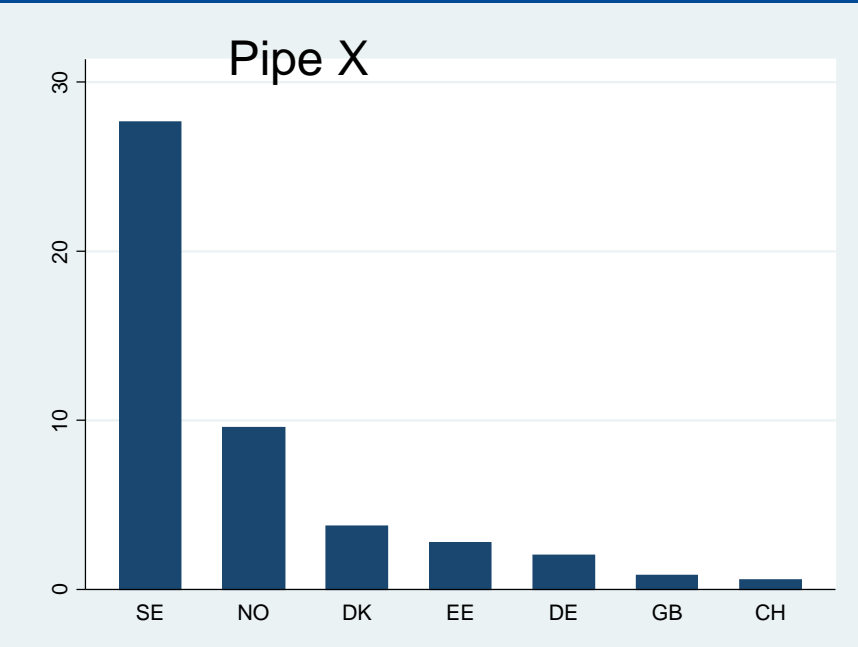
National markets shares in EU

- » Internal documents from 2012: significant differences in markets shares and actors in different countries
- » Logstors estimates of markets shares 2015: significant differences in markets shares and actors in different countries

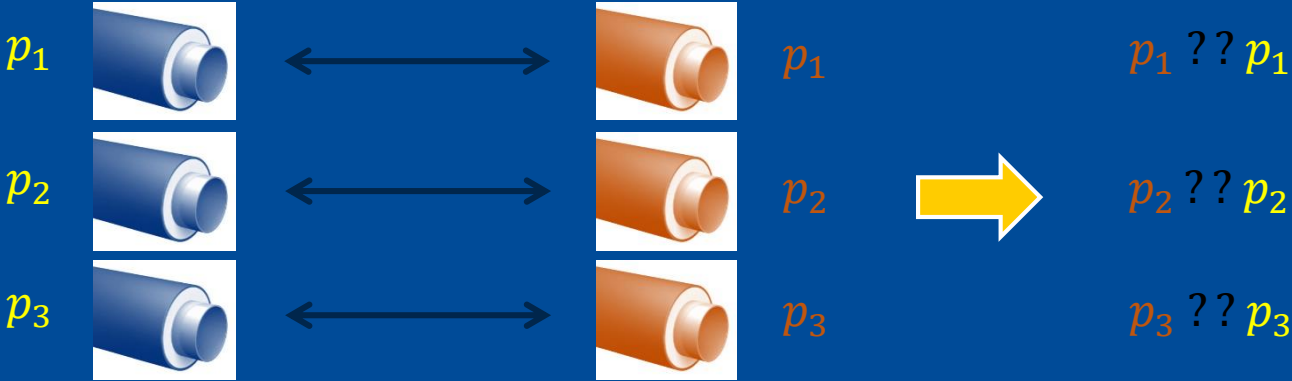
Price differences across EU

- » Internal documents from 2012: prices in Sweden lower than in Denmark but higher than in Germany and Finland
- » Customers statements 2016: prices in Sweden lower than in Denmark and UK but higher than in Germany, NL and Finland

Products differ between countries



Price comparison



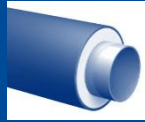


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p_4

p_1



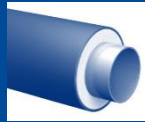
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p_5

p_2



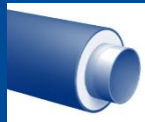
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p_6

p_3



??

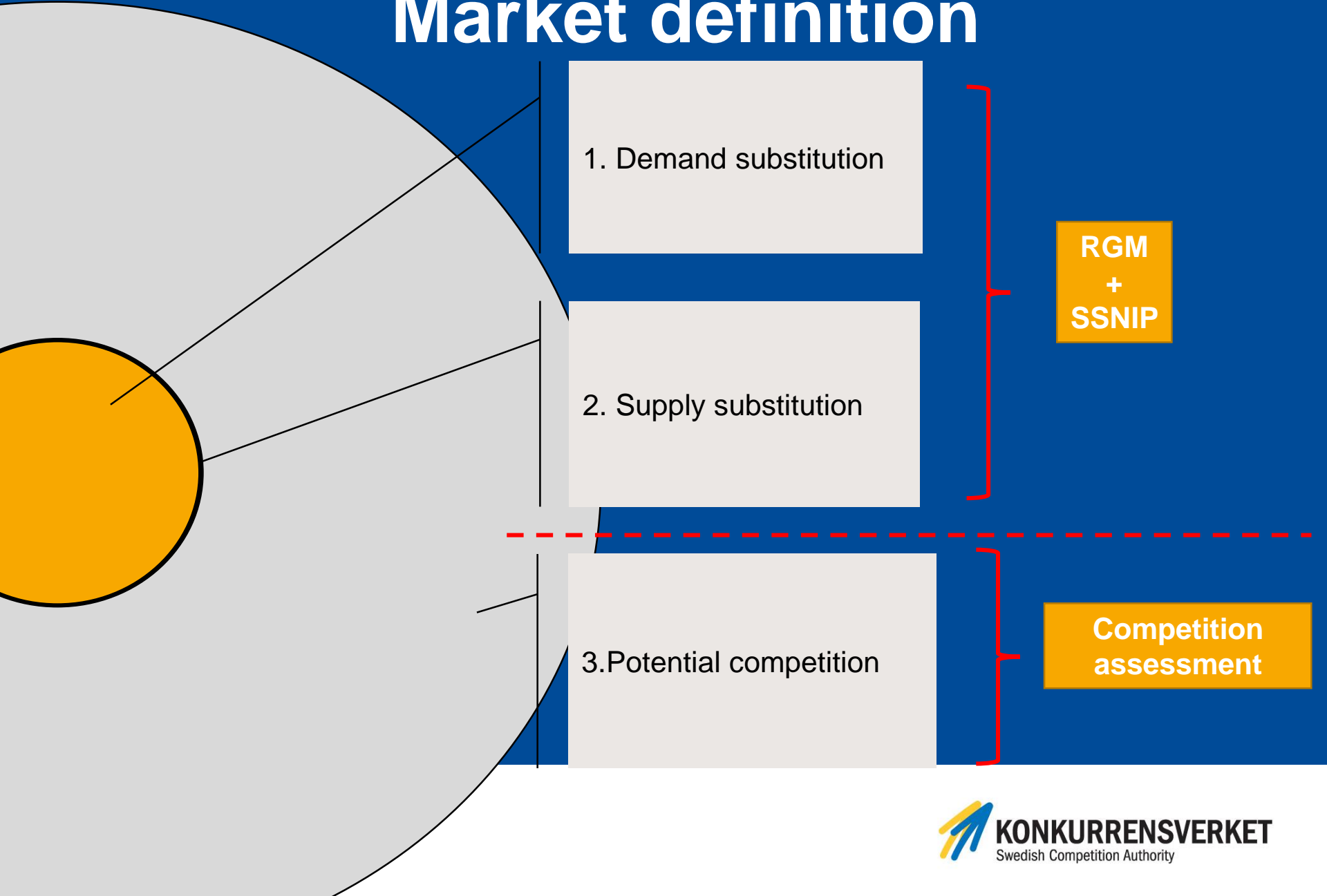


$$\frac{1}{3} \sum_{i=1}^3 p_i \quad ?? \quad \frac{1}{3} \sum_{j=4}^6 p_j$$

SSNIP-test



Market definition



Market definition

LOGSTOR

POWERPIPE

isOplus

Uponor

RGM
+
SSNIP

BRUGG

Inpal
Energy



RK Radius - Kelit
Infrastructure

ECOURE

POLIURS

GAL
SGG

izotermis

NEP



KE KELIT
INNOVATIVE PIPE SYSTEMS

KVL-PIPE

Competition
assessment