

## ENTENTES VERTICALES

Les fabricants SCHNEIDER ELECTRIC et LEGRAND  
ainsi que leurs distributeurs REXEL et SONEPAR sanctionnés à hauteur de 470 millions d'euros

### UN MARCHÉ CONCENTRÉ

Le marché du matériel électrique basse tension est concentré, tant à l'amont qu'à l'aval

#### LES FABRICANTS

SCHNEIDER ELECTRIC et LEGRAND



#### LES DISTRIBUTEURS

REXEL et SONEPAR



#### LES CLIENTS FINAUX (PROFESSIONNELS)

Entreprises, collectivités...

### LES PRATIQUES REPROCHÉES

La maîtrise de la chaîne des prix par les fabricants dans le cadre d'un système dit de « dérogations »



- Fixation du prix de détail que devra pratiquer le distributeur
- Détermination de la marge distributeur

### POURQUOI DES SANCTIONS ?

Des pratiques graves qui ont permis le maintien de prix élevés en France



- Deux ententes sanctionnées :
  - entre Schneider Electric et les distributeurs Rexel et Sonepar
  - entre Legrand et le distributeur Rexel
- Un impact d'autant plus important que les pratiques ont été mises en œuvre massivement et concomitamment par les 4 leaders du secteur
- Les clients professionnels ont été dans l'incapacité de faire jouer la concurrence entre les distributeurs pour obtenir de meilleurs prix

# La Procédure Concurrence Et Pratiques Du Marché

**LP Steffe**



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