

Competition and Disruption in Postal and Telecom markets

27th Conference on Postal and Delivery
Economics
24 May 2019, Dublin, Ireland

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25.6.2019

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The idea of my paper... To make a database

Of the main factors in letter, parcel and mobile markets

- Volumes
- Revenues
- Price levels
- Competition
- Disruption i.e. internet access penetration

The idea of my paper...to make a database, examples

| Letter volumes | 2017 | 2016 | 2015 | 2014 | 2013 |
|----------------|------|------|------|------|------|
| Poland | 39 | 41 | 45 | 45 | 48 |
| Portugal | 75 | 79 | 82 | 84 | 87 |
| Italy | 75 | 81 | 82 | 83 | 84 |
| Netherlands | 171 | 187 | 207 | 222 | 239 |
| United Kingdom | 171 | 181 | 185 | 195 | 201 |
| Greece | 29 | 31 | 35 | 42 | 40 |

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| Parcel prices | 2017 | 2016 | 2015 | 2014 | 2013 |
|----------------|--------|--------|--------|--------|------|
| Poland | 3,78 € | 3,78 € | 3,64 € | 2,65 € | |
| Portugal | 5,70 € | 6,10 € | 4,70 € | 4,50 € | |
| Italy | 9,00 € | 9,00 € | 9,00 € | 9,10 € | |
| Netherlands | 6,95 € | 6,95 € | 6,95 € | 6,95 € | |
| United Kingdom | 6,21 € | 6,21 € | 7,71 € | 9,27 € | |
| Greece | 1,50 € | 1,50 € | 1,50 € | 1,50 € | |

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| Mobile disruption | 2016 | 2013 | Mobile d |
|-------------------|------|------|-----------|
| Australia | 55 % | 57 % | Korea |
| Austria | 58 % | 50 % | Latvia |
| Belgium | 57 % | 48 % | Luxemb |
| Canada | 50 % | 47 % | Mexico |
| Chile | 27 % | 17 % | Netherla |
| Czech Republic | 47 % | 37 % | New Zea |
| Denmark | 82 % | 75 % | Norway |
| Estonia | 56 % | 37 % | Poland |
| Finland | 67 % | 63 % | Portugal |
| France | 66 % | 60 % | Slovak Re |
| Germany | 74 % | 67 % | Slovenia |
| Greece | 31 % | 22 % | Spain |

The idea of my paper...and then make regression analyses, examples

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | ,455 ^a | ,207 | ,178 | ,5064937971 |

a. Predictors: (Constant), Market Share letter

Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients Beta | t | Sig. |
|-------|---------------------|-----------------------------|------------|-----------------------------------|--------|------|
| | | B | Std. Error | | | |
| 1 | (Constant) | 2,951 | ,813 | -.455 | -2,656 | ,001 |
| | Market Share letter | -2,479 | ,933 | | | |

a. Dependent Variable: Price per letter

The idea of my paper...and then make regression analyses, examples

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | ,819 ^a | ,671 | ,654 | 6,138721904 |
| 2 | ,864 ^b | ,746 | ,720 | 5,524740183 |

a. Predictors: (Constant), Internet access penetration

b. Predictors: (Constant), Internet access penetration, Market Share Parcels

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Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | | |
|-------|-----------------------------|-----------------------------|------------|---------------------------|--------|------|
| | | B | Std. Error | Beta | t | Sig. |
| 1 | (Constant) | -52,503 | 9,805 | | -5,355 | ,000 |
| | Internet access penetration | 77,742 | 12,186 | ,819 | 6,380 | ,000 |
| 2 | (Constant) | -59,503 | 9,299 | | -6,399 | ,000 |
| | Internet access penetration | 92,794 | 12,652 | ,977 | 7,334 | ,000 |
| | Market Share Parcels | -11,586 | 4,856 | -,318 | -2,386 | ,028 |

a. Dependent Variable: Parcel Volumes

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Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | ,517 ^a | ,267 | ,254 | 15,64621821 |
| 2 | ,641 ^b | ,410 | ,388 | 14,16759802 |
| 3 | ,710 ^c | ,504 | ,475 | 13,12041273 |
| 4 | ,738 ^d | ,545 | ,509 | 12,69113046 |

- a. Predictors: (Constant), Telecom revenues per capita
- b. Predictors: (Constant), Telecom revenues per capita, Competition
- c. Predictors: (Constant), Telecom revenues per capita, Competition, Mobile broadband penetration
- d. Predictors: (Constant), Telecom revenues per capita, Competition, Mobile broadband penetration, Investment rate

The idea of my paper...and then make regression analyses, examples

Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | | t | Sig. |
|-------|------------------------------|-----------------------------|------------|---------------------------|--|--------|------|
| | | B | Std. Error | Beta | | | |
| 4 | (Constant) | 47,079 | 12,352 | | | 3,811 | ,000 |
| | Telecom revenues per capita | 16,585 | 4,680 | ,367 | | 3,544 | ,001 |
| | Competition | -,011 | ,003 | -,356 | | -3,730 | ,000 |
| | Mobile broadband penetration | ,230 | ,070 | ,339 | | 3,280 | ,002 |
| | Investment rate | 47,790 | 22,337 | ,204 | | 2,139 | ,037 |

a. Dependent Variable: Internet purchases