Uponor Unipipe system – one pipe for all applications

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The MLCP market

The concept of MLCP – not a pipe but a system

- With MLCP not only a new pipe generation has emerged, but a completely new system philosophy

- Today, the customer is not just paying for two components, but the system know-how that makes these components fit together

- With the development of MLCP also a new fitting technology was born: the press fitting

- The press fitting has become the most preferred technology on the plumbing and heating market
The MLCP market

Development of the European market for plumbing and underfloor heating pipes and MLCP market share

Source: KWD
The MLCP market

MLCP shares of total market for plumbing and underfloor heating pipes 2004 in selected countries

European average

Market share in %

Source: KWD
The MLCP market

Market coverage of fitting technologies in Germany
(considering all types of pipe materials)

Source: Querschiesser
The Unipipe history

History 1984 - 2004

1984: Foundation of UNICOR Rahn Plastmaschinen

1992: Development of a manufacturing process for MLC pipes

1995: Market launch of the Unipipe Systems

1999: Development and production of fittings

2004: Integration in the Uponor Group

300m metres of pipe + 100m fittings

Strong export orientation

International expansion

Continuous system development

Development of fittings

Conclusion

- The success of multi-layer composite pipes reminds of a similar quantum leap in the plumbing and heating history:

  In the early 70s copper pipes started to replace galvanised steel pipes as the number 1 choice in plumbing and heating installations. Thread-cutting was replaced by a new fitting technology: solder fittings. Copper pipes gained significant market share, but have in the meantime hit their peak.

- Multi-layer composite pipe systems have just started their lifecycle with growth accelerating quickly.

- Within a period of about 10 years, a completely new pipe philosophy changed the entire European market.
Contents

The Unipipe system
The Unipipe system

- Multi-layer composite pipes
- Fittings
- Tools
- Accessories
- Pre-wall installation
The Unipipe system

Applications: Plumbing

**Tap Water**

Pipes, fittings and accessories from the riser to the fixture

**Radiator Connection**

Fast and safe solutions for all kinds of requirements
The Unipipe system

Applications: Heating / Cooling

Underfloor heating

Wall heating

Thermally activated building structures

Comfort and cosiness, energy saving and protection of the environment – these are the maxims on which our heating / cooling systems are designed.
The Unipipe System

Strengths of Uponor's Unipipe

- One pipe for all applications
- Easy installation
- Available in 12 dimensions from 14 up to 110 mm
- Comprehensive offering
- Innovative system solutions
- Pioneer and market leader in multi-layer composite pipe systems
- Highest competence due to own production of pipe and fittings
- Professional sales organisation
- Always close to the customer
Unipipe worldwide

References: Germany

Uptown Munich

Dom Aquarée Berlin

Bundeskanzleramt Berlin

Soccer stadium Energie Cottbus
Unipipe worldwide

References: international

Kempinski San Lawrenz
Resort & Spa, Gozo, Malta

Lot Spa Hotel
in Israel at the Dead Sea

Al Kalaa hotel
Jeddah, Saudi-Arabia

Fachadas Life Square e Le Parc
Porto Alegre, Brasil

Apartment Building
in Astana, Kazakhstan
The concept behind Unipipe

**Customer-targeted market approach**

- Planer
  - service
  - software
  - data
  - training
  - security

- Wholesaler: Uponor
  - delivery service
  - sales support
  - marketing

- Installer
  - know-how
  - warranty
  - training
  - complete system
  - partnership
  - availability
  - on-site service

- End user
  - service
  - software
  - data
  - training
  - security
Contents

The story how to sell Unipipe
As a master craftsman, I am not only an installer but also a consultant to my customers.
A young couple is planning to build a home.
Unipipe – one system for all applications
The advantages of the Unipipe system:

- One multi-layer composite pipe system for all applications
- Comprehensive product program for tap water, radiator connection and underfloor heating installations
Unipipe advantages:

- The ideal combination of all advantages of metal and plastic pipes
- 5-layer composite pipe
- Inner and outer layer made of plastic
- Overlapped welded aluminium pipe
Unipipe advantages:

- no corrosion

- no incrustation due to insignificant pipe roughness
Unipipe advantages:

- absolutely oxygen tight
- photo resistant, thus no danger of germ penetration
- insignificant heat expansion
The fitting technology
Unipipe advantages:

- well-fitting press, compression or screw connections

- highest user friendliness

- meets the most stringent regulations for tap water installations

- a fitting technology for all requirements in practice
Unipipe advantages:

- highest reliability in pressure testing
- new, innovative fitting technology
- easy to install
- with optical control and pressing jaw guidance
- tin-plated surface
Unipipe advantages:

- As soon as a fitting has not been properly pressed, water will leak during the pressure test.
- Just press the fitting – the connection will be tight permanently!
System safety
Unipipe advantages:

- Highest quality from the market leader
- Long life-time with long-term experience
- Tested and permanently monitored, also by independent institutions
- High temperature and pressure resistance
Unipipe advantages:

- 10-year-warranty
- Patent-protected and constantly optimised
- Meets the prevailing regulations for tap water installations (e.g. TrinkwV in Germany)
The installation
Cutting, ...
... bevelling, ....
... insert the fitting, ....

Advantages for the installation:
- Fast, easy and safe installation
- Adjustments of the pipe possible even after pressing
... pressing, ....
... done!
Advantages for the installation:

- Pipe can be bent very easily
- Flexible pipes for the distribution
- Rigid pipes for the risers
Advantages for the installation:

- With the new fitting generation, the installation is even easier
- No sawing, soldering, welding, thread-cutting or the like
- System tools for all requirement
- Manual, electrical and battery pressing tools
Unipipe – the safe and durable installation
Advantages for the customer:

- odourless
- tasteless
- hygienically harmless
- reliable
- durable
Unipipe service:

- On-site service
- Planning service
- Delivery service
With Unipipe I get everything I need to be the number 1 choice for my customers!
Bringing comfort to life

uponor