2021 Fiber Optic Cable Bidding Announcement



Overview

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Key Takeaways

China Mobile's 2021 fiber optic cable tender involved approximately 143 million F-km of G. 652. D loose-tube optical cable, with 10–14 winners and a maximum bid value of RMB 9.

9 billion.

Tender Overview

China Mobile released its 2021/2022 tender for standard G. 652. D loose-tube optical cable, estimating a purchase volume of around 143 million F-km, marking a roughly 20% increase compared to the previous tender.

The tender was structured using a quota system, allowing 10–14 successful bidders, with the largest distributor share capped at 21. 57% of the total volume, equivalent to 30. 9 million F-km.

Eligible participants could obtain bidding documents online between 8–13 September 2021, and submissions were due by 10 AM local time on 11 October 2021. The tender aimed to satisfy China Mobile's fiber optic cable demand for approximately one year, though historically, previous tenders have sometimes covered longer periods.

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Pricing and Market Context

The maximum tender value was set at RMB 9. 9 billion excluding VAT, with a single-core-kilometer limit price of RMB 69. 3, slightly up from 2020, indicating a stabilizing price trend.

The tender reflected strong domestic and international demand, driven by 5G network expansion in China and FTTH deployment in Europe and the US, supported by initiatives like the EU Digital Ten-Year Plan and the US Infrastructure Investment Act.

Tender Awards

The final awards saw YOFC securing the largest share at 19. 96% (28. 6M F-km) with a bid price of RMB 64.

37/F-km excluding VAT. Other major winners included ZTT, which obtained 11. 97% (17.

1M F-km) at RMB 66. 20/F-km, and Hengtong, which increased its volume by 3. 8M F-km.

The tender resulted in a 58% increase in weighted average cable prices compared to the previous year, signaling a positive market shift and improved profitability for producers.

Market Implications

The 2021 tender had a significant impact on the domestic fiber optic market, encouraging higher utilization rates and potentially reactivating previously idle production capacity. The implied bare fiber price was estimated at around $3. 90/F-km excluding VAT, above the majority of production costs (~$3.

30/F-km), suggesting a favorable environment for manufacturers. This tender not only set a benchmark for fiber optic cable pricing but also reflected the growing demand for high-speed broadband infrastructure both domestically and internationally, influencing market strategies and investment decisions in the optical fiber industry.

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Article Content

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China Mobile Started the 2021 Centralized Procurement of Common

On September 8, 2021, China Mobile officially started its 2021 centralized procurement of common optical cable. According to its official announcement, the estimated scale of this procurement is

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China Mobile release details of 2021/''22 tender

The submission of e-bidding documents must be completed and submitted to China Mobile by 10am local time on 11 October. Summary details of this year''s tender compared to the prior tender can be

Tongding Internet: China Mobile ordinary optical cable procurement ...

The company is the relevant candidate for winning the bid. The winning share of ordinary optical cable products in the pre winning bid is 5.12%.

China Mobile Ordinary Optical Cables Central Procurement

Today, China Mobile announced the results of centralized procurement of ordinary optical cable products from 2021 to 2022. The major optical cable standard is about 9 billion.

ITEL Wins the Auction of Installation of Fiber Optic Cable Distance ...

The company won the bid by offering the lowest amount and expected a contract to be signed in November 2021. The project is planned to finish within 365 days from the contract date.

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The ECOC Exhibition is Europe''s largest exhibition in the fibre optic communication technology industry and in 2019, will once again

China Mobile starts centralized procurement of ordinary optical cables ...

Financial Associated Press, September 8 (Reuters) - today, China Mobile''s centralized procurement project of ordinary optical cables in 2021 was officially opened. The estimated scale of

BCDA opens bidding for first phase of national fiber backbone

The DICT''s national broadband program has six components: the national fiber optic cable backbone, cable landing stations, accelerated tower build, accelerated fiber build, satellite

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