

Article Overview

China Mobile's 2025-2026 optical cable procurement awarded top shares to ZTT, Hengtong, YOFC, and FiberHome, reflecting a competitive market with rising prices and emphasis on quality and ESG performance.

Tender Overview

China Mobile, the world's largest purchaser of optical fiber, conducted its centralized procurement for 2025-2026, covering loose-tube outdoor optical cables with a total tender volume of 98.8 million fiber-kilometers (F-km). The tender attracted 27 bids, of which 18 qualified, and 14 companies were ultimately awarded contracts. The procurement scale represents a 19.3% increase year-on-year, marking a record high in the past five years.

Top Suppliers and Market Shares

The top four suppliers captured a combined 60% of the tender, totaling 59.3M F-km :

- o ZTT: 19.36% share (19.1M F-km), bid value RMB 5,416 million, price RMB 54.80/F-km including VAT, ranked first due to strong product quality, delivery reliability, and ESG performance.
- o Hengtong: 15.48% share (15.3M F-km), bid value RMB 5,331 million, price RMB 53.94/F-km.
- o YOFC: 13.55% share (13.4M F-km).
- o FiberHome: 11.61% share (11.5M F-km). Other suppliers, such as Hangzhou Futong, saw a decline in awarded share to 3.33%, reflecting increased competition and differentiation based on non-price factors.

Pricing Trends

The procurement reflects a stabilizing and slightly rising price trend for optical cables. The single-core-kilometer limit price for ordinary optical cables is 69.3 yuan, up 0.6% from 2020. The increase is influenced by upstream raw material costs, domestic 5G network expansion, and international FTTH demand. In the 2026-2027 special optical cable procurement, prices reached a new peak, with most bidders hitting the maximum limit, confirming the trend of rising fiber optic cable prices.

Market Implications

- o Quality and ESG matter: Suppliers are increasingly evaluated on production capacity, R&D strength, delivery reliability, and ESG credentials, not just price.
- o Demand growth: Domestic 5G access and bearer network construction, along with international FTTH expansion, are driving higher optical fiber demand.

o Competitive landscape: ZTT, Hengtong, YOFC, and FiberHome maintain dominant positions, while smaller suppliers face declining shares .

Conclusion

China Mobile's optical cable procurement highlights a maturing market where value-added capabilities, ESG performance, and reliability are critical for securing contracts. The procurement volumes and rising prices indicate strong demand for optical fiber, driven by both domestic 5G infrastructure and global broadband expansion initiatives.

Today, China Mobile announced the results of centralized procurement of ordinary optical cable products from 2021 to 2022. The

Bid on readily available China Optical Fibre Cables Tenders with GlobalTenders, the biggest and best online tendering

It is understood that China Mobile's previous procurement scale for general optical cable products from 2025 to 2026

China Mobile Collects Ordinary Optical Cable Products And 14 Manufacturers Including

China Mobile's 2021-2022 annual butterfly optical cable collection scale is about 4.26 million

China Mobile released its optical cable procurement results from 2023 to 2024 earlier this

Financial Associated Press, September 8 (Reuters) - today, China Mobile's centralized procurement project of ordinary

In summary, the recovery of fiber optic cable prices, the implementation of large-scale operator procurement, and the

Telecom Industry Weekly Report: Optical Fiber Assemblies Solutions & Fiber Optic Cable Demand Surge Driven by AI

China Mobile recently revealed the winners of its 2025/2026 loose-tube optical cable tender. The top four winners - ZTT Group,

This week's industry review focuses on the recovery of fiber prices, the completion of China Mobile's special

optical

The Bid For China Mobile Ordinary Optical Cables Central Procurement (2021-2022) Of 9 Billion Yuan Won By YOFC And Other 14

China Mobile has issued a tender announcement for the centralized procurement of standard optical cable products for 2026-2027,

On June 24, 2025, China Mobile released a centralized procurement announcement on its official website, stating that the funds for

A major highlight this week is the official completion of China Mobile 2026-2027 Special Fiber Optic Cable

China's top four optical cable players--ZTT Group, Hengtong Group, Yangtze Optical Fibre and Cable Joint Stock Limited Company

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