

Chilean company sells fiber optic cable at high price



Article Overview

Fiber optic cables in Chile are often sold at high prices due to limited competition, infrastructure investment costs, and the dominance of a few major providers.

Market Structure and Ownership

Chile's fiber optic market is dominated by a small number of large telecommunications companies, including Telefónica, Entel, Claro, and WOM, which control most of the infrastructure . In 2021, KKR acquired a 60% stake in Telefónica Chile's fiber network, creating the first open-access wholesale fiber company in the country . Despite this move toward open access, the market remains concentrated, which can limit competitive pricing and keep wholesale and retail fiber prices high.

Infrastructure and Investment Costs

Deploying fiber optic networks requires significant capital investment. The acquisition of Telefónica Chile's network was valued at \$1 billion USD, with the network generating \$54.3 million in EBITDA, implying a high multiple of 18.4x EBITDA . These costs reflect the expense of building and maintaining high-quality, ultra-broadband networks capable of delivering fast and reliable service across urban and rural areas . Companies often pass these costs onto consumers and businesses, contributing to higher prices.

Quality and Service Considerations...

Article Content

Chile's Entel to sell fiber optic assets for \$358 million

Chilean telecoms giant Entel said on Saturday it would sell the assets of its fiber optic

109 Fiber Optic Cable Manufacturers in 2026

This section provides an overview for fiber optic cables as well as their applications and principles. Also, please take a look at the list

KKR to Purchase Control of Telefonica Chile Fiber

Fiber optic service offers very high reliability and speeds 10-1000 times faster than cable and legacy

Chile Optical Fiber Market (2025-2031) | Companies & Industry

Chile Optical Fiber Market Top 5 Importing Countries and Market Competition (HHI) Analysis Chile's optical fiber import market saw

Chile Telecommunications Subsea Fiber-Optic Cables

Chile will finance the construction through pre-sales of cable capacity to telecom companies, internet service providers, and private

Fiber Optic Cables Suppliers from Chile

Access 55 verified Fiber Optic Cables Suppliers in Chile with shipment-level prices, volumes, routes, buyer networks, and verified

Chile Telecommunications Subsea Fiber-Optic Cables

The cable is being developed by Desarrollo País, the state-owned company that develops infrastructure projects and H2 Cable, a

Top 43 Fiber Optic Cable Manufacturers in Chile (2026) | ensun

The company specializes in advanced fiber optic telecommunications and is dedicated to deploying fiber optic networks throughout

KKR to Acquire Telefónica Chile's Wholesale Fiber Optic Network to

Fiber optic service offers very high reliability and speeds 10-1000 times faster than cable and legacy

Connect with Verified Fiber Optical Cable Buyers in Chile | Volza

Access over 456 verified Fiber Optical Cable buyers in Chile with detailed shipment insights — including pricing, volumes, trade

Telefónica optimizes its assets' value after closing the sale of its ...

Telefónica and KKR closed the transaction for 100% of InfraCo, an independent company that will operate Chile's first

From Santiago to Sydney, opening Latin America with fibre-optic cable ...

Last month, the government of Chile announced that the route for its planned transoceanic fibre-optic cable would run

Chile Fiber Optic Cable Market (2022-2031) | Trends & Size

In the Chile Fiber Optic Cable Market, some of the key challenges faced include high installation costs, limited infrastructure in rural

Top 43 Fiber Optic Cable Manufacturers in Chile (2026) | ensun

Discover all relevant Fiber Optic Cable Manufacturers in Chile, including ONNET FIBRA and Fiberlines

Entel and OnNet Fibra deal can go ahead, says Chile's FNE

Chile's antitrust authority Fiscalía Nacional Económica (FNE) has now approved the US\$432 million sale of fibre optic

Google and Chile sign deal to build a trans-Pacific

Google has signed an agreement with Chile to build an undersea fiber optic cable connecting South

Chile Fibre Optic Cable Market | Size, Share & Outlook 2032

Chile Fibre Optic Cable Market faces challenges such as infrastructure costs, regulatory hurdles, and competition impacting growth

Fiber Optic Cables

We are committed to providing high-performing fiber optic cables through professional and reliable capabilities. Equipped with the

Chile, Google sign first-of-its-kind deal for undersea cable

Chile and Google on Wednesday signed an agreement to install the first-ever submarine fiber optic cable between

Ranking of Chilean optical fiber cables

ABC Stimulo Photonics designs and manufactures fiber optic cables, optical transceivers, ODF frames, data center cabling solutions,

Top Fiber Optic Cable Manufacturing Companies in Chile

Chile's fiber optic cable manufacturing industry presents several key considerations for potential investors

Humboldt Cable

Humboldt Cable is a planned fiber optic submarine communications cable that will connect Chile with Australia, becoming the first

20 Largest Fiber Optic Cable Companies in... | AIMIFIBER

Company Profiles & Key Projects 1. Prysmian Main Products: Optical fibers, fiber-optic cables, and connectivity solutions. Primary

Top 24 Fiber Optic Cable Manufacturing Companies

Want to Find More Fiber Optic Cable Manufacturing Companies? If you want to find more companies that provide optical cables and

Chile's Optical Fiber Cables Market Report 2026

This report is designed for manufacturers, distributors, importers, wholesalers, investors, and advisors who need a

Chilean manufacturer of optical cables for smart buildings

Access 52 verified Fiber Optic Cables Suppliers in Chile with shipment-level prices, volumes, routes, buyer networks, and verified

Internet in Chile

Internet in Chile The Internet in Chile has its roots in experimental tests conducted in 1986 between the Universidad de Chile and the

Telefonica sells majority stake in fiber optic network in Chile to KKR ...

February 23, 2021 Telefonica has agreed to sell majority stake in Chile's existing fiber optic network, the largest fiber optic network in

KKR to Acquire Telefónica Chile's Wholesale Fiber Optic Network to ...

Under the agreement, KKR will acquire a majority stake in Telefónica Chile's existing fiber optic network, the largest fiber optic

Chile and Google Sign Deal for Direct Fiber-Optic Link

On June 4, 2025, Chile's government and Google formalized an agreement to build the Humboldt Cable, a submarine fiber-optic line

Sky-High Prices Contribute to Rising Fiber Optic Cable Costs

Input costs for fiber optic cable are adding upward pressure on fiber optic cable prices at a time when demand for fiber technology is

Chile to Connect South America and Asia-Pacific with First-Ever Cable

The Humboldt project, born from the collaboration between the Chilean Government and the multinational Google, will span more

Chilean government partners with Google to launch

The Chilean government announced a partnership with Alphabet's Google on Wednesday

Chile's Entel to sell fiber optic assets for \$358 million to ON*NET ...

Chilean telecoms giant Entel (which this author consulted for in 2002 and 2005) said on Saturday it would sell the

Chile's First Submarine Fiber Optic Cable Linking South America

Chile has announced a partnership with Google to build the first submarine fiber optic cable connecting South America

Humboldt Cable: The Collaborative Effort Between Google and the Chilean ...

Humboldt Cable: The Collaborative Effort Between Google and the Chilean Government to Enhance Connectivity Across Latin

Chilean government partners with Google to launch Asia-Pacific fiber ...

The Chilean government announced a partnership with Alphabet's Google on Wednesday to build the first undersea

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