

India Telecom Equipment Market Assessment, By Component [Products-Public switching equipment (Analog, Digital), Transmission Equipment (Transmission Lines, Multiplexers, Base Transceiver Stations, Others), Customer Premises Equipment (Private Switches, Modems, Routers, Handsets, Others); Software-Cloud Service Model (PaaS, SaaS), Monitoring, Operating System], By Network Transmission [Wired, Wireless], By Technology [2G & 3G, 4G, 5G], By End-User Industry [Commercial-Malls and Shopping Complex, Shops & Stores, Hotels, Restaurants, Hospitals, Educational Institutes; Industrial-ICT, BFSI, Defence, Media & Entertainment, Electronics; Aerospace; Agriculture; Households], By Distribution Channel [Manufacturer/OEM, Retailers, Distributors, E-Commerce], By Business Model [Organised, Unorganised], By Region, Opportunities, and Forecast, FY2018-FY2032F

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Abstracts

The Indian telecom equipment market size was estimated at USD 22.5 billion in FY2024 and is projected to reach USD 49.7 billion in FY2032, growing at a CAGR of 10.41%

from FY2025 to FY2032. Increasing mobile subscriptions, coupled with rising demand for 5G services are some of the factors driving the Indian telecom equipment market.

Additionally, India is witnessing tremendous growth in the telecom equipment manufacturing owing to support from government in form of incentives and schemes being offered to telecom companies in India to make the country a new telecom equipment manufacturing hub.

Telecommunications equipment is now considered a part of networking equipment since they perform similar functions and serve comparable goals. Both rely on software to work effectively and hence require specialists that understand both hardware and software. Telecommunication equipment historically refers to telephone network equipment, but it also encompasses more sophisticated IT technology.

Digital India and BharatNet Projects Acting as a Catalyst for India Telecom Equipment Market

Digital India and BharatNet projects are significantly driving the telecom equipment market in India. These government initiatives aim to enhance digital connectivity across urban and rural areas, creating a demand for extensive telecom infrastructure. BharatNet focuses on providing high-speed internet to every village, necessitating investments in fiber optics, routers, and towers. Meanwhile, Digital India promotes e-governance, digital literacy, and financial inclusion through robust telecom networks. This push for nationwide digital engagement fuels the need for advanced telecom equipment, supporting the growth and innovation in the sector.

For Instance, In January 2025, the BharatNet Project received a significant boost with the government designating it as a 'special project' under the Telecommunications (Right of Way) Rules, 2024. This designation ensures automatic permissions for laying optical fiber in rural areas, streamlining the process and reducing delays. The project's objective is to connect rural regions with high-speed internet, creating a substantial demand for telecom equipment. By prioritizing BharatNet, the government aims to enhance digital connectivity across India, supporting the growth of the telecom equipment market and driving further investments in infrastructure.

Strategic Collaborations Driving Market Growth

A key trend propelling the Indian telecom equipment market is the strategic

collaborations between telecom operators and equipment manufacturers to upgrade and expand network infrastructure. These partnerships are essential for modernizing existing networks and facilitating the swift deployment of advanced technologies. For instance, in October 2024, Vodafone Idea Limited (Vi) strengthened its long-standing partnership with Ericsson by awarding significant contracts for 4G and 5G services. As part of this agreement, Ericsson committed to upgrading Vi's existing 4G infrastructure and deploying 5G across various Indian telecom circles, including Delhi, Kerala, Chhattisgarh, and Rajasthan. This collaboration will not only enhance Vi's network performance but will also significantly increase Ericsson's footprint and market share in India.

Increasing User-base of Smart Phones

The Indian telecom equipment market has seen significant growth in recent years, driven by increasing number of smartphone users in the country. With over a billion mobile phone users and rapidly growing internet penetration, India is one of the world's largest and fastest-growing markets for smartphones. As a result, there has been a surge in demand for telecom equipment, such as network infrastructure, antennas, and other components needed to support the growing number of smartphone users.

Increasing Demand for 5G

5G can alter India's socioeconomic landscape and development of the complete society. Establishing Pan-India FWA (Fixed Wireless Access) services have the potential to revolutionise the game, particularly in the countryside. 5G is anticipated to bring new opportunities for economic growth by enabling high-speed internet access across different verticals such as healthcare, insurance, banking, telecom etc.

Government Policies

The Indian government has launched several schemes and initiatives to support the growth of the Indian telecom equipment market such as BharatNet project, M-SIPS (Modified Special Incentive Package Scheme), NDCP 2018 (National Digital Communications Policy) and PLI scheme (Production Linked Incentive). The PLI scheme offers incentives to domestic and international telecom equipment manufacturers to produce in India. Under this scheme, eligible manufacturers can receive financial incentives for incremental production of telecom equipment over a period of five years which varies from 4 percent to 7 percent on the incremental sales of manufactured goods.

Impact of COVID-19 on India Telecom Equipment Market

The pandemic had a mixed impact on the Indian telecom equipment market. On the one hand, the lockdowns and disruptions caused by the pandemic have led to supply chain disruptions, which have impacted the availability of certain components and raw materials required for telecom equipment production. This has led to delays in equipment deployment and has affected the rollout of new services. On the other hand, the pandemic has also accelerated the shift towards digital technologies and remote working, which has led to increased demand for telecom services and equipment, including video conferencing, cloud-based services, and other digital solutions.

Impact of Russia-Ukraine War on India Telecom Equipment Market

The ongoing conflict between Russia and Ukraine is not expected to have a direct impact on the Indian telecom equipment market. India is largely self-sufficient in terms of telecom equipment production and has a well-established domestic industry, with both domestic and international players operating in the market. However, the conflict could have indirect effects on the Indian telecom industry, as it may lead to disruptions in global supply chains for components and raw materials used in telecom equipment production.

Key Players Landscape and Outlook

The market will continue to grow as majority of market players spend a significant amount of money on R&D and to diversify their product lines. Market players are engaging in a variety of strategic partnerships to strengthen their presence in response to key industry developments, such as product launches, contractual arrangements, M & A (mergers and acquisitions), increasing involvement, and partnership with other organisations. Competitors in the telecom equipment sector must offer reasonably priced products if they want to expand and survive in an industry that is getting more and more competitive.

In December 2022, Ericsson announced its plan to scale up its production India to cater the 5G network deployments, with its partner Jabil in Pune, India

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*Companies mentioned above DO NOT hold any order as per market share

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