

PERSPECTIVE

Taiwan: the partner India overlooks

A USD 10.6 billion relationship, and the less obvious opportunity beyond chips

India's trade with Mainland China is USD 127.7 billion. Taiwan's trade with Mainland China is USD 230.8 billion. India's trade with Taiwan is USD 10.6 billion. When India thinks of Taiwan, it thinks of semiconductors. The less obvious opportunity is wider and closer to hand: Taiwan's mid-sized specialists in drone parts, rail systems, ruggedised devices and electric-vehicle electronics, which India needs now. The gap is not capability. It is execution.

USD 10.6Bn

India–Taiwan trade

21%

trade growth a year, 2020–2024

USD 15Bn+

potential Taiwanese investment in India

What Taiwan offers India

A broad, technically strong, competitively priced portfolio: drone components, surveillance systems, ruggedised devices, railway sub-systems, electric-vehicle electronics, automated guided vehicles and artificial-intelligence edge computing. It is the sweet spot of quality, trust and cost, and its products are widely compliant with the US National Defense Authorization Act (NDAA).

Taiwan wins where Chinese brands face restriction in India, such as drones (import ban since February 2022) and CCTV (certification wall since April 2025), and where Japanese products are too expensive.

Why the trade stays small

Few established Indian relationships, and little awareness of India among Taiwan's many mid-sized manufacturers. India and Taiwan work through trade and cultural offices rather than formal diplomatic relations, so business has to carry more of the weight. Language, distance and unfamiliar buyers do the rest.

What India should do

- **Name Taiwan a priority** in industrial programmes for electronics, semiconductors, rail and drones.
- **Make entry simple** for Taiwanese mid-sized manufacturers, with clear approvals and a point of contact.
- **Pair Taiwanese suppliers with Indian anchor buyers**, so supply, then ventures, follow demand.
- **Build through ventures**, not one-off trade: distribution first, then licensing, joint ventures and local manufacturing.

OUR ROLE

Taiwan is portfolio-wide, quick to transact and cost-competitive. We pursue both distribution and strategic ventures there, and bring Indian demand to Taiwanese companies that are ready to build in India.

Taiwan's technology is what India needs. The gap is execution.

Sources: bilateral trade figures (2020–2024 growth), Taiwan–China trade, and investment potential as used across The Guild Co. materials.