Gwo Lian Machinery President AHung Chen:

Taiwan Should Seize India's Growth with 3 Core Strengths

▲ Gwo Lian Machinery President AHung Chen (left)

From "Giving Up" to Re-engaging: A New Golden Era for the Indian Market

"There was a time when we had almost given up on the Indian market." Reflecting on India's transformation, AHung Chen, President of Gwo Lian Machinery Industry, does not shy away from discussing past frustrations. He recalled that years ago India had made an impression as a market requiring substantial investment with only limited returns. Local customers frequently requested quotations, technical data, and factory details, while multiple rounds of discussions often failed to materialize into actual business. As a result, many Taiwanese companies became increasingly refrained from investing in India. Today, however, President Chen sees a very different landscape.

"India is gradually changing," he said. A new generation of business leaders is placing greater emphasis on integrity, contract fulfillment, and international collaboration, bringing their management mindset closer to global business standards. Meanwhile, government initiatives—including tariffs, industrial protection measures, and manufacturing policies—have significantly strengthened India's manufacturing environment. Combined with global supply chain restructuring, U.S.-China trade dynamics, and the impact of Trump tariffs, increasing numbers of European and American orders are finding their way to India, creating unprecedented opportunities for Indian manufacturing. "India is no longer simply a market with potential—it is becoming a market where real opportunities are emerging," said the President.

Rising Demand from Construction and Automotive Industries to Drive the Next Growth Cycle

During Fastener Fair India 2026 in Greater Noida, he observed that India's fastener industry is entering a rapid growth phase. "Many Indian companies are still taking their first step toward modernization by purchasing second-hand machinery," he explained.

"Taiwanese machinery enjoys an excellent reputation locally thanks to its reliability and durability. Although India is capable of making screw-manufacturing machines and wire drawing equipment, there remains a noticeable gap in terms of technology, precision, and long-term stability."

Throughout the exhibition, construction fasteners—including self-tapping and self-drilling screws—as well as automotive fasteners attracted significant buyer interest, reflecting robust demand driven by India's expanding infrastructure projects and automotive sector. He pointed to the ongoing development surrounding Delhi International Airport as a clear example. Numerous new hotels, commercial complexes, and transportation projects are under construction, demonstrating that India has entered a new stage of urban development. Supported by favorable demographics, massive infrastructure investment, and continued industrial expansion, many Indian manufacturers believe

The World's First Lights-out Unmanned Factory AI Intelligence Wire Drawing Smart Factory

the country's fastener industry will continue growing over the next two decades, benefiting suppliers of machinery, materials, and technical services alike.

Mid- to Low-End Products Still Dominate, While High-Value Manufacturing Offers Significant Upgrade Potential

Despite the optimistic outlook, he cautioned that India's fastener manufacturing remains concentrated on the mid- and low-end segments, leaving substantial room for improvement in both material application and manufacturing processes. Although certain products closely resemble international counterparts in appearance, the materials used often differ. For example, some socket head cap screws are manufactured using alternative steels rather than alloy steel, resulting in lower product performance. Nevertheless, he believes this also highlights India's enormous upgrade potential. As more high-end products begin to be manufactured domestically and import protection measures remain in place for selected product categories, international brands—including Taiwanese suppliers of premium equipment—will have opportunities to participate in India's industrial upgrade.

Taiwan's True Competitive Edge Lies in Integration and System-level Thinking

On Taiwan's strengths, "the first one is the ability to master one's own expertise," he explained. "The second is cross-disciplinary integration." Rather than focusing solely on equipment automation, manufacturers must integrate materials engineering, manufacturing processes, quality management, production control, and business operations into one cohesive system. This includes robotics, automated guided vehicles, PLCs, MES, ERP, WMS, and other digital management platforms to establish highly efficient manufacturing systems.

"Within 5 years, Taiwan will no longer have traditional but only AI industries"

AI has become the focus across global manufacturing. However, President Chen believes many so-called "AI factories" today have merely achieved logistics automation or information transparency. "A truly intelligent factory powered by generative AI should function like the human nervous system," he said. "It should be capable of autonomously connecting data, analyzing information, making decisions, and continuously learning and optimizing itself—not simply linking different software systems together."

The intricate handling of detail in "connecting the dots", he noted, is most intellectually demanding but represents Taiwan's third essential competitive edge. In his view, the greatest transformation in the future will not simply involve upgrading machinery, but fundamentally reshaping management philosophies and corporate culture.

Gwo Lian Machinery is currently developing an AI Wire Drawing Smart Factory incorporating 26 patented inventions, with the goal of building an intelligent manufacturing model that combines these 3 competitive strengths. Whether manufacturing fasteners or equipment, he believes companies that leverage AI to improve operational efficiency and supply chain integration will become key players in the AI era.

Building Industrial Resilience Together to Keep Taiwan Competitive

Looking ahead, President Chen encourages Taiwanese companies to continue toward higher-value-added products while strengthening their presence in mature markets such as Europe, North America, and Japan. At the same time, they should prepare for emerging opportunities arising from the future reconstruction of Ukraine as well as growing demand in neighboring countries such as Türkiye and Poland. He also called on the Taiwanese government and larger enterprises to continue supporting small and medium-sized businesses, emphasizing that the fastener and machinery industries remain fundamental pillars of Taiwan's industrial competitiveness.

Finally, on succession, he stressed that younger generations bring strengths in digital technology, AI applications, and innovative thinking, while senior generations contribute invaluable industry knowledge and market insight. "True succession is not about handing over authority," he concluded. "It is about integrating experience with innovation." Only through mutual respect and collaboration between generations, he believes, can Taiwan's manufacturing sector continue upgrading and seize the next wave of global industrial opportunities. ■