

Is India Becoming a Real Electronics Supplier?

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India is a real electronics supplier for big brands, mostly smartphones assembled for global names. For a smaller importer, the proven Indian lines are industrial electrical goods such as transformers, cable and switchgear, while consumer gadgets and components still come mainly from China.

Key takeaways

- Electronics (HS 85) was 28.4% of all US imports from India in 2025, and India rose to 7th of 192 US suppliers.
- Most of that is smartphones made for a few global brands, not a supply base a small importer can walk into.
- In Australia, India holds 4 to 8% of imports in transformers, cable and switchgear, but only about 1% of headphones and speakers.
- Buyers report the most trouble in precision work from newer exporters, so test samples and witness production.
- Domestic value added in Indian phones is put at 18 to 20%, with about 60% of inputs imported.

Yes for big brands, and only partly for everyone else. Electronics is now the largest thing the US buys from India, and India is the US's seventh-largest electronics supplier, but most of that is smartphones assembled for global brands. For a smaller importer, India's proven electronics lines are industrial electrical goods such as transformers, cables and switchgear, while consumer gadgets and components still come overwhelmingly from China.



I get asked this a lot by buyers looking for a China+1 option. The honest answer has two halves, and mixing them up is how people waste a sourcing trip. Here's what the trade data shows, and where I'd point a small buyer.

SourcingFrom Intelligence

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- 01 **The US now buys more electronics from India than anything else.** US imports of electrical machinery and electronics (HS 85) from India were US\$30.5 bn in 2025, 28.4% of all US imports from India. India's share of US HS 85 imports rose from 0.6% in 2019 to 5.9%, 7th of 192 suppliers. *(UN Comtrade, our analysis)*
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- 02 In Australia the picture is industrial.** India's biggest electronics lines into Australia in 2025 were transformers and converters (4.9% of Australia's imports of the heading), insulated cable (5.4%) and low-voltage switchgear (4.1%). Phones were 0.8%, chips 0.1% and printed circuits 0.4%. (*UN Comtrade, our analysis*)
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- 03 Value added is still low in phones.** India's industry body puts domestic value added at 18 to 20%, with about 60% of inputs imported. (*ICEA via Business Today, April 2026*)

What's Behind the Headline Numbers?

Phones. Smartphones were India's top single export in 2025 at US\$30.13 bn (PIB, March 2026), and India supplied 42.3% of US smartphone imports in 2025 (UN Comtrade, our analysis). That's a real industrial success, built by a few global brands and their contract manufacturers in very large factories.

It isn't a supply base a small importer can walk into. Those lines make one customer's product. If you want 3,000 units of your own Bluetooth speaker, the phone boom doesn't help you directly, though it is slowly building the component suppliers and skilled workers that will.



Is India Catching Up With China in Electronics?

Not yet, outside phones. China leads electronics imports in every market we track, with India's share running from 1.4% in Australia to 8.6% in the UAE (UN Comtrade, 2025 and 2023). In the US, Mexico, China and Viet Nam all supply more than India. The side-by-side is on [India vs China](#).

New Zealand's 2026 numbers show the trend is real, though. Phones from India rose 190% in January to August 2026 against the same months of 2025, and switchgear 31% (Stats NZ, our analysis). Growth from a small base, but growth.

What Can a Smaller Importer Actually Source?

Look at what Australia, a market of mostly small and mid-sized importers, already buys from India. The top electronics headings are transformers and

power converters, insulated wire and cable, switchgear and its parts, generating sets and high-voltage switching gear. India holds 4 to 8% of Australian imports in each (UN Comtrade, 2025). These are industrial and electrical-trade products, made to standards, often by established firms that already export.

Consumer electronics are thin. India supplied about 1% of Australia's headphones and speakers, 0.3% of small domestic appliances and 0.2% of batteries in 2025 (UN Comtrade). That doesn't mean nobody makes them. It means few foreign buyers have found a reliable source yet, and you'd be early.

So my rough rule. If your product is electrical (cable, power supplies, switches, motors, lighting fittings, panels), India is worth a proper RFQ. If it's consumer electronics with your own design, expect to work harder and to lean on imported components. If it's components themselves (chips, displays, boards), buy them elsewhere for now.

Your product	Examples	Where India stands
Electrical and industrial	Cable, power supplies, switches, motors, lighting fittings, panels	Worth a proper RFQ
Consumer electronics, your own design	Speakers, headphones, small appliances	Possible, but harder and leaning on imported components
Components	Chips, displays, boards	Buy elsewhere for now



What Goes Wrong When Buyers Try?

Buyers report the most trouble in precision work - machining, tooling, medtech and electronics. One medtech buyer described factories that were "well equipped and capable on paper, but the reality when audited was very poor" ([r/manufacturing, November 2025](#), from our forum log). Others report suppliers saying yes to every specification and then missing the tolerance.

To be fair to Indian makers, the same buyers say the established export-only firms are a different class from domestic factories trying their first export. That's the distinction to make early. Ask who else they export to, ask for test reports against your market's standard, and pay for a sample before you trust a capability claim. If your design relies on imported parts, also read [made in India with Chinese inputs](#), because component origin can change the duty rate you pay. The [rules of origin guide](#) explains the test.

Ready to act

Need hands-on help?

Auditing an electronics or electrical maker's line, witnessing tests and checking the first production run is execution work. SourcingSync can do it on the ground.

[Talk to SourcingSync](#) ↗

If you are weighing India as a second source, the [China plus one guide](#) and [what India is good at making](#) put electronics next to the other options.

FAQ

Can I source electronics from India instead of China? ^

For electrical and industrial products, often yes. For consumer gadgets and components, China is still far deeper. Phones are made in India at scale, but for big brands.

What electronics does India export the most? v

Are Indian electronics good quality? v

Is India's electronics share still growing? v