

Note:

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Taiwan Fastener Industry's Future Markets: The “BRICS+5”

Part 3: Toward the 12 Nations – BRICS Future Blueprint

On January 1, 2024, the BRICS officially expanded from its original five members (Brazil, Russia, India, China, South Africa) to nine, adding Egypt, Ethiopia, Iran, and the UAE. This expansion significantly boosted BRICS' representation in the global economy and geopolitics. It not only symbolizes the rise of emerging market powers but also strengthens BRICS' appeal among Global South nations. In 2025, BRICS ramped up its next wave of expansion: Indonesia became a full BRICS member on January 6, formally establishing the "BRICS 10." This was followed by Nigeria joining as a BRICS partner country on January 17, and Vietnam on June 15, shaping the "BRICS 12."

Beyond Indonesia's formal membership, Nigeria and Vietnam stand out as the most promising candidates. These three new entrants boast massive populations, rapidly growing economies, and key roles in global manufacturing chains and infrastructure needs. For Taiwan's fastener industry, they represent the most potential emerging markets over the next decade. Table 1 summarizes basic data for these three new BRICS additions in 2025.

Indonesia

Indonesia has over 280 million people, making it the world's fourth-largest population and ASEAN's largest economy. Its demand has grown rapidly in recent years, driven by expansion in the automotive industry, home appliance manufacturing, construction projects, and infrastructure investments—positioning it as Southeast Asia's second-largest fastener market.

Local fastener production in Indonesia remains limited, particularly for high-strength fasteners, automotive-grade ones, and industrial-grade products, leaving it heavily reliant on imports. With the government's "New Capital Nusantara" project (Nusantara set to become Indonesia's political capital in 2028), the country will pour massive investments into infrastructure over the next decade, including roads, bridges, public buildings, and energy facilities—all requiring substantial fastener products. Meanwhile, **Indonesia's automotive sector is booming**, especially with deep-rooted Japanese automakers turning it into a key ASEAN manufacturing hub. Demand for automotive fasteners will keep rising, and **Taiwan's fasteners, backed by long-term supply chain experience, have a strong chance to enter via Tier 1 and Tier 2 suppliers.**

Nigeria

Nigeria is Africa's most populous nation and largest economy, with over 230 million people. Though its fastener market is still nascent, robust demand from construction, energy, oil equipment, and infrastructure makes it highly import-dependent. Local production falls short, especially for industrial-grade and high-strength fasteners.

Table 1: Basic Data for the 3 New BRICS Members in 2025

Country	Area (sq km)	Nominal GDP (USD)	Population	GDP per Capita (USD)	Total Exports (USD)	Major Industries/Products
Indonesia	1,904,569	~1.46 trillion	~287 million	~4,800	~300 billion	Coal, palm oil, natural gas, electronics, textiles
Nigeria	923,769	~470 billion	~233 million	~2,000	~630 billion	Crude oil, natural gas, agriculture (cocoa, sesame), solid minerals
Vietnam	331,212	~514 billion	~103 million	~5,000	~370 billion	Electronics (phones, computers), textiles/garments, footwear, aquatic/agricultural products



Nigeria's fastener needs stem from three main areas: construction projects, oil (and natural gas) equipment maintenance, and infrastructure/transport engineering. Taiwanese fasteners could enter via regional hubs like the UAE, South Africa, or Türkiye to cut logistics costs and boost market penetration. Challenges include political instability, currency fluctuations, and import restrictions, but its vast scale and growth potential make it a market that Taiwan's fastener industry can't ignore over the next decade. Nigeria's market is characterized by "high volume but price-sensitive," so **strategies should focus on standard and mid-range fasteners first, gradually introducing high-strength options.**

Vietnam

Among the three new BRICS nations, Vietnam has the most mature and fastest-growing fastener market. Its demand primarily comes from automotive, machinery equipment, construction, and electronics manufacturing. In 2024, Vietnam's fastener market was worth about USD500 million, projected to expand at a 5% CAGR.

Vietnam has emerged as a Southeast Asian manufacturing hub, with its fastener industry growing rapidly and playing a bigger role in global supply chain restructuring. Many multinationals are shifting production from China to Vietnam, making it one of the region's most competitive manufacturing centers. Local capabilities for high-quality, high-value fasteners remain limited, especially for high-strength and precision types, driving a large amount of import. **Taiwan's challenges in Vietnam include low-priced Chinese fasteners and government pushes for local manufacturing, but Taiwanese fasteners hold an edge in high-end products.**

Table 2 below summarizes Taiwan's steel fastener (HS 7318) exports to these three new BRICS markets in 2024. Taiwanese fasteners show a "low volume, high price" pattern here. Exports to Indonesia account for 0.22% of national totals, with unit prices 0.99 USD above the average—indicating quality recognition in a stable, expandable market despite modest volumes. Nigeria takes just 0.001% of totals, with prices well below average, highlighting price sensitivity; Taiwan's entry requires low-cost strategies or supply reliability. Vietnam accounts for 0.41% of totals, with prices 2.62 USD above average, signaling strong demand for premium quality—positioning Taiwan as a high-value supplier worth deep cultivation.

Overall, Taiwan's fastener export strategy for these new BRICS markets should prioritize: Vietnam as the core market, bolstering brand and technical marketing; Indonesia as secondary, leveraging volume and regional partnerships; and Nigeria as a potential growth area, assessing low-price

or differentiated entry. **This mix underscores the need for Taiwan's industry to balance "deep penetration in high-value markets" with "exploration of emerging ones" to stay agile and competitive in global supply chains.**

As the BRICS builds into a twelve nation structure, Indonesia, Nigeria, and Vietnam are expected to become among the world's most promising emerging markets. For Taiwan's fastener industry, these three countries represent three distinct types of market opportunities: Indonesia offers a demographic dividend and infrastructure driven demand; Nigeria provides a large, import dependent market through Africa's biggest economy; Vietnam functions as a high growth manufacturing hub in Southeast Asia. If Taiwan's fastener manufacturers can read the industrial rhythms of these three markets and combine high value product development, low carbon manufacturing processes, and regional collaboration strategies, they will be able to secure more strategic positioning and growth space within the future BRICS economic bloc. This is not only an opportunity for Taiwan's fastener market to expand, but also a critical moment to reposition itself within the ongoing reshaping of global supply chains.

Although the BRICS continues to enlarge in scale, it still faces many internal challenges. The members differ greatly in political systems, economic structures, and levels of development, making it difficult to form unified policies. For example, border tensions between India and China, as well as regional rivalry between Iran and the UAE, could weaken BRICS's cohesion. In addition, the inconsistency of their financial systems makes it extremely difficult to promote a common currency. Externally, the U.S. and the EU may try to weaken the influence of BRICS through financial and trade sanctions. These factors make BRICS integration a challenging path, but they also create more room for collaboration and repositioning among emerging markets.

On February 28, 2026, a war erupted between the U.S., Israel, and Iran. The U.S. and Israel launched joint air raids on Tehran, Iran's capital, resulting in the death of Iran's Supreme Leader Khamenei and triggering a full scale Iranian counterattack. Iran subsequently blocked the Strait of Hormuz, sparking a new energy crisis. As the U.S.–Iran war escalated, contradictions within BRICS became increasingly visible. The member states, differing in geopolitical orientation and economic interest, have shown clear divisions in their level of support for Iran.

Russia strongly supports Iran, given their close military and energy collaboration. The war has pushed Russia to use the BRICS platform to speak up for Iran and to strengthen its own influence in the Middle East. In contrast, China, while dependent on Iranian energy, also needs to maintain its economic and trade relations with the U.S. and Israel. Its stance has therefore been cautious, avoiding overt involvement in order not to disrupt global supply chains or its own economic stability.

Table 2: 2024 Export of Taiwan's Steel Fasteners (HS 7318) to the "Three New BRICS Nations"

Country	Total Value (USD thousand)	Total Weight (kg)	Unit Price (USD/kg)	Deviation from National Average Export Price (USD/kg)
Indonesia	12,343	2,749,787	4.49	+0.99
Nigeria	35	12,861	2.72	-0.778
Vietnam	31,427	5,132,418	6.12	+2.62
National Total Exports	4,373,848	1,250,321,770	3.50	—



India's position is particularly contradictory. It maintains strategic collaboration with the U.S. and Israel, yet still relies on Iranian energy. The war has made it harder for India to push for a unified BRICS policy and has left the country in a dilemma where it is being pulled in two directions. Brazil and South Africa, by contrast, tend to stay neutral, focusing on economic collaboration and refraining from taking sides in the Middle East conflict in order to preserve their flexibility on the international stage.

As a new BRICS member, Iran has actively promoted replacing the U.S. dollar with its own currency or the BRICS payment system after joining the bloc. After the war broke out, Iran hoped that BRICS would become its diplomatic backstop, but other members, mindful of their own interests, reacted in a relatively cautious manner. In addition, sanctions on Iran's financial system have intensified amid the war, weakening the momentum behind the BRICS common currency initiative. On the other side, the U.S. and the EU may strengthen financial sanctions, forcing BRICS members to rely more on alternative payment and settlement systems. This, however, further increases the difficulty of internal coordination. The U.S. and Israel may also use diplomatic and economic tools to split BRICS, reducing its influence on the international stage.

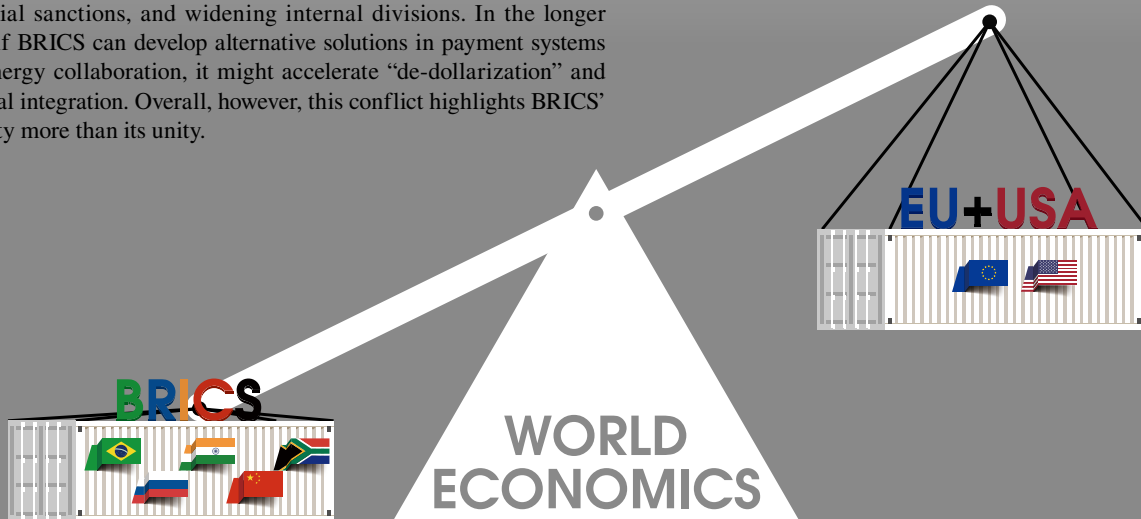
In summary, the war between the U.S. and Iran has not only deepened divisions within the BRICS group, but also highlighted its challenges in geopolitics and the global financial system. If BRICS wants to maintain cohesion in the future, it must find a compromise between "supporting Iran" and "preserving global trade and economic balance"; otherwise, its influence as a representative of the Global South will be weakened.

The war between the U.S., Israel, and Iran is a "stress test" for the BRICS countries. It exposes BRICS' limitations in security and foreign policy coordination and shows that the bloc still centers on economic cooperation rather than a unified geopolitical stance. In the short term, the war will cause energy market volatility, tougher financial sanctions, and widening internal divisions. In the longer term, if BRICS can develop alternative solutions in payment systems and energy collaboration, it might accelerate "de-dollarization" and regional integration. Overall, however, this conflict highlights BRICS' fragility more than its unity.

The future development of the BRICS 12 countries will be an important symbol of the "collective rise of the Global South." As membership expands, the BRICS system has evolved from the original five (Brazil, Russia, India, China, South Africa) to include emerging economies such as Egypt, Ethiopia, Iran, the UAE, and Indonesia, and it continues to attract countries like Nigeria and Vietnam. This expansion enables BRICS 12 to surpass the traditional Group of Seven (G7) in population, economic size measured by purchasing power parity (PPP), and energy control, gradually turning it into a major force in global governance that cannot be ignored.

On the economic side, BRICS 12 accounts for nearly half of the world's population, and its PPP based GDP has already surpassed that of the G7. In the future, China, India, and Indonesia are expected to become key pillars among the world's top five economies. In energy, Iran, Russia, and the Middle Eastern members control much of the global oil and gas supply, while Egypt and Ethiopia drive exports of steel and building materials through infrastructure demand, creating a "demand-supply complementarity" pattern. On the financial side, the BRICS New Development Bank (NDB) is gradually expanding infrastructure investment and promoting local currency settlement and digital payment platforms, challenging the dominance of the U.S. dollar and the SWIFT system.

In geopolitics, BRICS 12 represents the collective voice of the Global South, strengthening its policy influence in bodies such as the UN and the WTO and countering the "Global North" led by the U.S. and Europe. However, large differences in political systems and economic structures among the members make coordination difficult, while external sanctions and pressure from the energy transition agenda remain key challenges for future development.



Overall, the future of BRICS 12 will revolve around three pillars: demographic advantage, economic growth, and control over energy resources. It will gradually challenge the Western-led international order and become a counterweight to Western powers on the global stage. For Taiwan's fastener industry, this trajectory means that demand from emerging markets will continue to expand, especially in countries where infrastructure and manufacturing are growing rapidly. If Taiwan's fastener producers can enter these markets early and seize opportunities for regional collaboration, they will not only build new strategic positions within global supply chains, but also further strengthen their international competitiveness and continue to play an indispensable role in the global industrial network. ■

