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Report Name: Food Processing Ingredients

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Report Highlights:

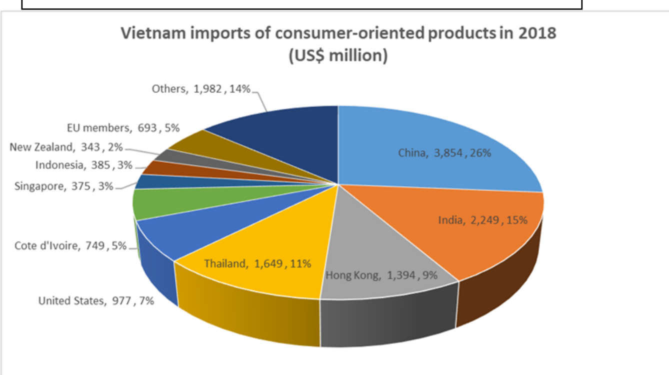
With a young and growing middle-class and rising incomes, food and beverage processing in Vietnam has shown strong growth in the past five years. The increased consumption of packaged food products, ready-to-eat-meals, bakery products, and sauces is driving the demand for ingredients. Promising food processing ingredients to export to Vietnam include; minced pork, poultry products, beef, processed fruits, tree nuts, peanuts, and potatoes.

Market Fact Sheet: Vietnam

Executive Summary

Vietnam is a lower middle-income country in South East Asia, with a total population of 96.2 million. More than 55 percent of the population is between the ages of 18 to 50, with a median age of 31. Annual GDP growth over last five years is 6 percent. In 2018, Vietnam's GDP reached $240 billion with a growth rate of 7.1 percent, which was the highest in the past ten years. Vietnam is a major producer and exporter of rice, coffee, fishery products, and processed cashew products. In 2018, Vietnam's agricultural exports of the top ten agricultural products reached $35.5 billion, equivalent to 15 percent of total exports (Vietnam GSO). Vietnam's imports of agricultural products was $27.2 billion. U.S. agricultural and related products exports to Vietnam were $4.5 billion (GTA/USDA). Vietnam became the 6th largest agricultural export market for the United States in 2018.

Imports of Consumer-Oriented Products



Market Situation

In 2018, Vietnam imported consumer-oriented products valued at $14.6 billion (GTA/USDA). China, India, Hong Kong, Thailand, and the United States were the five countries making up 69 percent of the total import value. U.S. exports of consumer-oriented products were $980 million equivalent to 7 percent of total Vietnamese imports.

Food Processing Industry

The Food and Beverages (F&B) manufacturing industry registered 9,428 companies in 2016 with more than 600,000 employees. Food manufacturing sales were $54 billion in 2016, accounting for 19 percent of total revenue of the processing (manufacturing) industry. Food manufacturing and consumption growth has been steadily increasing year-on-year with 8 percent growth in 2017.Vietnam food retail sales reached $44 billion and accounted for 30.6 percent of total retail sales of goods in 2018. The growth of food retail industry is steadily increasing and gained 12.7 percent in 2018.

Quick Facts CY 2018

Imports of Consumer-Oriented Products *(US $million)*

- Imports from the world: $14.6 billion
- Imports from the United States: $977 million (7% of market share)

List of Top 10 Growth Products in Host Country

1) Tree Nuts	2) Dairy Products
3) Poultry Meat & Prods (ex. eggs)	4) Fresh Fruits
5) Beef & Beef Products.	6) Non-Alcoholic Bev. (ex. juices)
7) Prepared Food	8) Pork & Pork Products
9) Processed Vegetables	10) Chocolate & Cocoa Products

Food Industry by Channels (U.S. billion) 2018

Food Industry Output	$ 54 (2016)
Fisheries Exports	$ 8.8
Fruit and vegetables exports	$ 3.8
Coffee Exports	$ 3.5
Fish Imports	$ 1.72
Dairy imports	$ 0.96
Fruit and vegetables imports	$ 1.74
Food Retail	$ 44
Food and lodging service	$ 23.4

Total retail sale of goods and services 2018: US $192 billion
Total retail of goods: US $144 billion

Top 10 Retailers

VinCommerce (Vinmart)	Aeon Mart
Central Group (Big C)	Lotte Mart
CoopMart	Satra Mart
HAPRO	Lanchi Mart
MM Mega Mart	Circle K

GDP/Population

Population *(millions)*: 96.2 (2019)
GDP *(billions USD)*: 240 (2018)
GDP per capita *(USD)*: 2,587 (2018)

Sources: GTA, GATS, Vietnam's GSO, MOIT, Post Vietnam

Strengths/Weaknesses/Opportunities/Challenges

Strengths	**Weaknesses**
U.S. products are perceived as safe and premium quality	Higher prices
Opportunities	**Threats**
Retail market is growing fast. Middle class population is increasing	Competition from FTAs (CPTPP. EVFTA) and technical barriers (MRLs)

Data and Information Sources: GTA, GATS, Vietnam's GSO, MOIT, Vietnam Customs, Post Vietnam

SECTION I. MARKET SUMMARY

Vietnam's GDP reached $240 billion with a GDP per capita of $2,587 in 2018. The GDP growth rate in 2018 was 7.1 percent. Vietnam's total retail sales of goods and services stood at $192 billion in 2018, an increase of 12 percent compared to the year before. Food retail sales reached $44 billion in 2018, up 12.7 percent compared to 2017. Vietnam's urban population as of April 2019 was 33 million, equivalent to 34.4 percent of the total population. The rate of urbanization in Vietnam reached 38 percent in 2018 and Vietnam added six new cities in 2017, reaching a total of 819 cities. All these factors contribute to the dynamic food market in Vietnam.

Vietnam's imports of consumer-oriented products in 2018 increased 4.5 percent compared to 2017, with the United States as the fifth largest exporter after China, India, Thailand, and Hong Kong. The U.S. market share was 7 percent. Food and beverage processing in Vietnam has shown strong growth in the past five years. Both the young population and growing middle class are driving the strong demand in the food and beverage sector (Boston Consulting Group).

Promising food processing ingredients to Vietnam include; minced pork, poultry products, other edible bovine products, processed fruits, tree nuts, peanuts, and potatoes. These products are used for items such as; sausages, meatballs, snacks, and bakery productions. Imports of poultry meat and products (ex. eggs) showed very strong growth in 2018 over the previous year, with increased demand from canteens in economic and industrial zones. See Table 3 for more details.

Table 1: Advantages and Challenges for U.S. Suppliers in Food Processing Ingredients

Advantages	Challenges
Growing youth and middle class population with rapid urbanization is leading more eating out, traveling, shopping in supermarkets and hypermarkets, and increased consumption of convenience and processed foods.	Uncertainty of government regulations negatively impacts local importers of food and food ingredients. Registration with Government of Vietnam (GVN) authorities for new food and food ingredient products, especially functional foods, is very costly and burdensome.
High-end shops, restaurants, luxury hotels, and resorts target niche consumer groups and tend to use higher quality imported food and ingredients.	Increased sanitary and phytosanitary (SPS) barriers on animal and plant origin products persist.
Modern retailers focus on quality and safety favors U.S. brands.	More and more international brands are entering Vietnam from the EU and Asia.
Vietnam has robust e-commerce sales due to the young population and the growth of internet and smart phone penetration.	U.S. food ingredients are high cost and many Vietnamese consumers and small food processors are not yet ready to accept significant price differences.
U.S. food ingredients are considered safe and premium quality.	U.S. products are at a competitive disadvantage due to preferential FTAs including, CPTTP and EVFTA
Increasing interest and demand for organic and healthy foods with natural ingredients.	Vietnamese authorities have intensified customs measures to control the imports of agricultural products. Reference prices are usually higher than sale contract prices.
Local food processors are increasing production capacity, food quality, and packaging initiatives with marketing strategies and new products to	Significantly higher shipping costs and longer transportation time from the United States than from Asia and Oceania.

meet growing demand of consumers and export markets.	
In some subsectors, locally produced food ingredients cannot meet the demand of processors due to seasonality, especially in the dairy, bakery, and other food processing sectors.	Limited infrastructure and distribution for perishable products in Vietnam (such as cold chain).
Growing retail networks of franchises of western-style fast food restaurant chains, bakeries, and coffee shops are modernizing food retail.	The GVN promulgated a new regulation on special consumption tax (SCT) calculation reform impacting imported spirits and wines. This is a critical change in the SCT calculation from the import price to the selling price.

SECTION II. ROAD MAP FOR MARKET ENTRY

Entry Strategy

FAS strongly encourages potential U.S. exporters to review related GAIN Reports. In particular, the Exporter Guide report, Food Agricultural Import Regulations and Standards (FAIRS) report, Retail Food Sector report, and Hotel and Restaurant Industry (HRI) Food Service Sector report are highly recommended. In addition, the United States Department of Commerce is another important source of information about the Vietnam market, the Country Commercial Guide Report for Vietnam is available in at: https://www.export.gov/search#/search/?q=vietnam&countries=Vietnam&offset=0&_k=x5svuo. Additionally, the Department of Commerce can conduct due diligence research on foreign companies: https://www.export.gov/International-Company-Profile

FAS/Vietnam recommends conducting intensive research to understand market demand, local business customs, import requirements, and identify potential buyers. FAS/Vietnam and USDA Cooperators provide assistance to new-to-market U.S. exporters, including lists of importers/traders/processors, market insights, and information on import procedures. Contact information is available in the 2017 Exporter Guide. Exporters can also benefit from engaging with State Departments of Agriculture and State Regional Trade Groups.

Participation in trade shows and trade missions offer good opportunities to better understand the market and engage directly with potential importers/distributors or local partners. Please visit http://www.foodnhotelvietnam.com for further information on upcoming events.

Import Procedures

U.S. new-to-market exporters are advised to look into export requirements for Vietnam updated by USDA agencies, including the Food Safety Inspection Service (FSIS) (www.fsis.usda.gov), the Animal and Plant Health Inspection Service (APHIS) (www.aphis.usda.gov), and the Agricultural Marketing Service (AMS) (www.ams.usda.gov).

GAIN report **VM8016** provides a summary and unofficial translation of Decree 15, the Food Safety Law, which made changes to registration procedures for prepackaged and processed foods and the import inspection regime. It also consolidated existing registration regulations for the import of food derived from terrestrial animals, aquatic animals, and plants.

Distribution Channels

Distribution usually follows one of the following basic models:

1. Exporters→ Food Processors as direct local importers
2. Exporters→ Local importers/Distributors→ Wholesalers→ Food Processors
3. Exporters→ Local importers/Distributors→ Food Processors

4. Exporters→ Local importers→ Wholesalers/Distributors→ Food processors
5. Exporters→ Local importers→ Wholesalers/Distributors→ Traditional sales channels and/or modern sales channel
6. Exporters→ Agent→ Food Processors

Model Numbers 1, 3, and 6 are the most common in Vietnam. Most food importers are also distributors.

Hanoi and Ho Chi Minh City (HCMC) are the largest and most important markets in Vietnam. The majority of goods, including food ingredients, are imported to Hanoi or HCMC, and then delivered to food processors across the country.

To end-users/customers

By the end of 2018, there were over 540,000 restaurants in Vietnam, including, 7,000 fast-food restaurants, 22,000 coffee shops, and more than 80,000 modernly-equipped restaurants. The number of restaurants keeps increasing year-on-year. (*Economic Forecast at MPI*).

Vietnam has had remarkable growth of hyper/super markets, convenience stores, and commercial centers (malls) in Vietnam since 2010, although wet markets still far outnumber these newer markets.

1. Wet markets: 8,539
2. Supermarkets: 957
3. Commercial Centers: 189

Source: GSO/MPI - 2017

Market Structure

Food processors in Vietnam use both locally produced raw materials and imported food ingredients in their operations. Large processors tend to directly import specific ingredients, such as wheat flour, milk powder, and malt. Processors usually purchase minor ingredients, additives, flavors, or preservatives through importers or distributors. GAIN report VM8053 provides additional information about the market structure in Vietnam.

Share of Major Segments in the Food Processing Industry (details in Annex 2)

Table 2: Production Growth of Food and Beverage Manufacturing Industries

Unit: percent	**2014**	**2015**	**2016**	**2017**	**2018**
Manufacture of food products	104.8	107.8	108.2	105.3	108
Manufacture of beverages	110	107.4	110.5	110	111

Source: General Statistics Office (GSO) and MOIT

Sector Trends

- Demand for packaged food products is increasing in response to modern, busier lifestyles, increased exposure to Western, Korean, and Japanese culture and cuisines, as well as the perception of packaged food being safer. Sales of packaged food in modern channels such as convenience stores, supermarkets, and hypermarkets are increasing. Sales of packaged food to foodservice channels has also been rising in recent years due to the booming number of fast food chains, restaurants, cafes, bars, and pubs.
- Consumption of ready-to-eat meals including, shelf stable ready-to-eat meals, chilled lunch kits, chilled pizza, chilled ready-to-eat meals, dinner mixes, dried ready-to-eat meals, frozen pizza, frozen ready-to-eat meals, prepared salads, and other ready meals, has been increasing in recent years, especially in large cities such as Ho Chi Minh City and Hanoi.
- Growth of chilled and frozen meat is on the rise as more consumers are willing to spend more on prepared sausage, ham, smoked meats, and meatballs.
- Retail value of sauces, dressings, condiments, soy sauce, and Western-originated sauces such as salad dressings, mustard, and mayonnaise is increasing.

- Bakery products, sweet biscuits, snack bars, fruit and mixed snacks continue to rise in sales value due to increasing consumer demand for these products as gifts. Imported raisins used for bakeries, cereal products, mixed dried fruits and nuts, and other processed food.
- Demand for healthier dried fruit products is increasing.
- Consumers increasingly require traceability and production information.
- Government supports organic products, but demand for organic products remains limited due to high price and lack of clarity on traceability and standards.

SECTION III. COMPETITION

Market demand is growing, but so is competition. Reduced and eliminated tariffs for Vietnam's FTA partners threaten the competitiveness of U.S. food and agricultural exports, including the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and Europe-Vietnam FTA (EVFTA). Through FTAs, Vietnam boosts exports and attracts more FDI. In exchange, Vietnam is committed to lowering import tariffs, eliminating quotas, increasing market access for goods and services, strengthening protections for intellectual property rights (IPR), enhancing legislative and regulatory transparency, and improving commercial dispute settlement and the trade facilitation processes.

Competition between the United States and other countries for consumer-oriented products is growing more intense. Besides the FTA factor, culture also plays an important role in leading consumers buying behaviors. This is a critical competitive advantage for South Korea, Japan, and Thailand. Another important feature that is reshaping Vietnam's food retail sector is the inflow of capital from those countries. This has resulted in the proliferation of Asian-branded products on the shelves of food retail outlets across Vietnam.

Competition between imported and locally produced consumer-oriented products is also growing. Vietnam is a large producer of agricultural products including, pork, fish and seafood, coffee, spices, fruits, and vegetables. The country is also developing a burgeoning food processing and agro-industrial base. Leading multinational food processors have also established food-processing operations and are able to offer a range of western-style products at reasonable prices.

Additionally, many Asian countries also enjoy lower shipping costs and quicker delivery due to their proximity to Vietnam. Most of the suppliers from ASEAN countries are also more responsive and flexible to importers' demands for smaller shipment sizes, consolidated product shipments, or product specification modifications to meet Vietnamese regulations.

Table 3: Competition in Major Food Processing Ingredients

Product Category	Vietnam's imports of major ingredients and market share of key suppliers	Strengths of Key Supplier Countries	Advantages and Disadvantages of Local Suppliers
Pork and products	Minced Pork (HS: 020329) In the first 4 month of 2019, there was an increase of minced pork exports to Vietnam. The United States was the third largest exporter after Poland and Brazil.	EU countries enjoy lower tariffs than the United States (2.5 percent versus 15 percent). Poland, Spain, Italy, Germany, and Russia are strong producers and suppliers of pork and pork products.	African Swine Fever in Vietnam is leading to lower local pork production and the higher production cost of local pork and pork products. However, high local demand of minced pork continues for sauces and meatball processing.

Beef & beef products (0202)	2018 imports valued at $2.45 billion in imports, down 11 percent compared to 2017. India (72 percent) Hong Kong (15 percent) USA (3 percent) Offal Of Bovine Animals, Edible, Nesoi, Frozen (HS: 020629) India, Hong Kong, Australia and Paraguay have increased exports to Vietnam	India, Hong Kong, and Australia enjoy lower tariffs and have cheaper prices than the United States. The majority of India's exports is buffalo meat, usually sold as beef at wet markets, or used as a main ingredient for the production of beef-related products including beef balls (bo vien) or dried beef (kho bo).	Local beef is not as tender as imported beef. Local supply cannot meet the growing market demand. Growing modern retail and food service sectors seek quality and safe food ingredients for processing.
Poultry and poultry products	Total Vietnamese imports were $738 in 2018, up 89 percent in comparison to 2017. This growth has continued into 2019. Hong Kong (52 percent) USA (15 percent) Russia (6 percent) South Korea (4 percent) Netherland (4 percent)	In 2018, The United States was the leading supplier of drumsticks and leg quarters. Substantial supply, consistent and hygienic quality, and competitive prices are United States' strengths. Korean, The Netherlands and Russian exports growth rate of poultry products to Vietnam was 881 percent, 119 percent and 47 percent respectively. In early 2019, the United States is the largest supplier.	Poultry production costs depend on feed ingredient prices and local producers have become less competitive.
Dairy products	2018 imports valued at $841 million, up one percent in comparison to 2017 New Zealand (31 percent) Singapore (9 percent) EU (18 percent) USA (17 percent) Japan (6 percent) Australia (5 percent)	New Zealand's strengths are substantial supply, good quality, and more competitive prices due to lower import tariffs from its FTA. New Zealand, Australia, and the EU are competitive suppliers of milk powder along with the United States. Australia is a competitive supplier of fresh milk products. The EU is a prominent supplier of artisanal cheese products. U.S. strengths are consistent and premium quality.	Local production is inadequate. Many local dairy processors rely on imported ingredients: milk powders, cream, sweet whey, lactose, butter, and cheese.
Tree nuts	2018 imports valued at $1.824 billion, down 16 percent vs 2017 Cote d'Ivoire (41 percent) USA (16 percent), value down 7 percent vs 2017 Hong Kong (15 percent) Ghana (10 percent) Australia (5 percent)	Cote d'Ivoire and Ghana are the largest suppliers of cashews to Vietnam. The majority of imported nuts are for further processing for exports. The United States is a leading supplier of almond, hazelnuts, walnuts, and pistachios.	Vietnam is a leading exporter of cashews worldwide, but the country faces a shortage of raw materials.
Peanuts (HS code: 1202)	2018 imports valued at $104 million, down 38 percent in comparison to 2017. India (33 percent)	India and Brazil peanuts have very competitive prices. China enjoys duty free imports into Vietnam and short	Local production is inadequate to meet domestic consumption and process demand. Vietnamese consumer

	China (62 percent) Brazil (3 percent) USA (1 percent)	transportation times via border trade in the Vietnam off-season. U.S. strengths are consistent and good quality.	preference is for locally-produced peanuts. Local food processors rely on imported ingredients, especially in the off-season.
Processed Fruits	2018 imports valued at $384 million, a little down 0.26 percent in comparison to 2017. Thailand: 66 percent China: 9 percent Iran: 7 percent USA: 4 percent First 04-month of 2019: $100 million, 1 percent up vs the same period of 2018 Thailand: 65 percent China: 13 percent Iran: 6 percent USA: 2 percent	Thailand and China have advantages on tariffs, proximity, and exports of tropical dried fruits like longans, lychees, and tamarinds. Iran and Turkey have their own strength in figs (dried or fresh). The United States is strong in raisins.	Local production is inadequate to meet domestic consumption and processing demand for yogurt and healthy dried fruit products.
Potatoes, including french fries, prepared or preserved, frozen (HS code: 200410)	2018 imports were valued at $24.2 million, up 46 percent in comparison to 2017 USA (76 percent) Netherland (17 percent) Belgium (10 percent)	U.S. strengths are premium quality that goes to food service.	Local potato varieties are not suited to processing. Fresh chipping potatoes are an ingredient for the snack industry and potentially for the seafood industry. Dehydrated potato products are also popular for the snack food industry (extruded snack products).

Source: GTA and Cooperators

SECTION IV. BEST PRODUCT PROSPECTS CATEGORIES

Despite the strong competition, some U.S. consumer-oriented products are making inroads into the growing Vietnamese market for various reasons, including increased consumer awareness of U.S. product quality and price competitiveness. Below are products that show strong sales potential in Vietnam.

Products Currently Present in the Market

- Soybeans,
- soybean meal
- tree nuts (almonds, pistachios, walnuts, pecans and hazelnuts),
- dairy products, especially milk powder/cream,
- poultry meat and products,
- beef and beef products,
- fresh fruits (apples, cherries, grapes, pears, blueberries),

- prepared food,
- processed vegetables,
- processed fruit, and
- non-alcoholic beverages (excluding juices).

Products Not Present in Significant Quantities

- Fresh and processed potatoes (excluding French fries),
- cheese and butter,
- dried fruits,
- shelled peanuts,
- green peas,
- live seafood (geoduck, lobster, king crab),
- live and frozen shellfish, frozen wild salmon, and
- other intermediate products, such as sugar, sweeteners, and beverage bases

Products Facing Trade Barriers

Fresh fruit from the United States, other than six approved products (oranges, apples, cherries, grapes, blueberries, and pears) are not eligible for export into Vietnam. However, demand for other fresh fruit, such as plums, strawberries, and avocados is increasing.

Table 4: Top 10 consumer-oriented products imported to Vietnam in 2018 (US $ million)

No	Product group	2018	2017	Change
1	Beef & beef products	2,449	2,761	-11 percent
2	Fresh Fruit	2,018	2,050	-2 percent
3	Tree nuts	1,824	2,167	-16 percent
4	Processed Vegetables	1,671	1,224	37 percent
5	Fresh Vegetables	921	914	1 percent
6	Dairy Products	841	825	2 percent
7	Poultry Meat & Prods. (ex. eggs)	738	391	89 percent
8	Prepared Food	735	595	24 percent
9	Non-Alcoholic Bev. (ex. juices)	580	517	12 percent
10	Processed Fruit	384	385	0 percent

Source: GTA

SECTION VI. KEY CONTACTS AND FURTHER INFORMATION

Please refer to the FAS/Vietnam Exporter Guide 2017 for links to additional sources of information, including Post contacts, USDA Cooperators, Vietnamese government agencies, Vietnamese databases, and industry organizations.

FAS Hanoi, Vietnam
Agricultural Affairs Office
Rose Garden Tower, 3rd Floor, 170 Ngoc Khanh, Ba Dinh District, Hanoi
Tel: (84.24) 3850 5000; Fax: (84.24) 3850 5130; Email: aghanoi@fas.usda.gov

FAS Ho Chi Minh City, Vietnam
Agricultural Affairs Office
8th floor, Diamond Plaza, 34 Le Duan Blvd, District 1, HCMC
Tel: (84.28) 3520 4630; Fax: (84.28) 3520 4633; Email: atohochiminh@fas.usda.gov

Ministry of Agriculture and Rural Development (MARD)
2 Ngoc Ha Street, Ba Dinh, Hanoi, Vietnam
Tel: (84.24) 3846 8161; Fax: (84.24) 3845 4319; Website: www.mard.gov.vn

Ministry of Industry and Trade (MOIT)
54 Hai Ba Trung street, Hoan Kiem, Hanoi, Vietnam
Tel: (84.24) 22202108 **Fax**: (8424) 22202525
Website: http://www.moit.gov.vn

General Statistics Office of Vietnam (GSO)
Address: 54 Nguyen Chi Thanh, Hanoi
Tel: (84.24) 37332997; Website: http://www.gso.gov.vn/

General Department of Vietnam Customs
Address: 162 Nguyen Van Cu, Long Bien, Hanoi
Tel: (84.24) 4452-0206/4452-0207; Fax: (84.24) 3872-5959; Website: http://www.customs.gov.vn

Annex 1: Company names and web-links

Company	Website
Red Meat and Poultry	
VISSAN Limited Company (VISSAN)	www.vissan.com.vn
Ha Long Canned Food Joint Stock Corporation (JSC) (Halong Canfoco)	http://canfoco.com.vn
Duc Viet Foods Company	http://ducvietfoods.vn
C.P. Vietnam Corporation	http://www.cp.com.vn
Dabaco Foods Company	http://dbcfood.com
Ha Long Foods Import Export Co., Ltd.	http://halongfoods.com.vn/
Fish and Seafood Products	
Vinh Hoan Corporation	www.vinhhoan.com
Sao Ta Foods Joint Stock Company (FIMEX VN)	www.fimexvn.com
Ben Tre Aqua-product Import and Export Joint Stock Company (Aquatex Ben Tre)	www.aquatexbentre.com
An Giang Fisheries Import Export Co (Agifish Co.)	http://agifish.com.vn
Special Aquatic Products JSC (SEASPIMEX VIETNAM)	http://seaspimex.com.vn
Hung Vuong Corporation	https://www.hungvuongpanga.com
Dairy Products	
Vietnam Dairy Products JSC (Vinamilk)	www.vinamilk.com.vn
Friesland Campina Vietnam Co. Ltd.	www.frieslandcampina.com.vn;
Nestlé Vietnam Ltd.	www.nestle.com.vn
Nutifood Nutrition Food JSC	www.nutifood.com.vn
TH Milk JSC	http://www.thmilk.vn
Dalat Milk JSC	http://www.dalatmilk.vn
Moc Chau Milk JSC	http://mocchaumilk.com
Ba Vi Milk JSC.	http://bavimilk-jsc.com.vn/
International Dairy JSC (IDP)	http://www.idp.vn
NUTRICARE CO., LTD (Nutricare)	www.nutricare.com.vn
Hanoi Milk JSC.	http://hanoimilk.com.vn
Vita Dairy	http://vitadairy.com.vn
Prepared Food, Fruits, Vegetables, Oilseed Products (i.e. sauces, oils and other frozen, canned and dried products)	
Masan Consumer Holdings Company Limited	http://www.masanconsumer.com
Cai Lan Oils & Fats Industries Co Ltd.	www.calofic.com.vn
Tuong An Vegetable Oil JSC (TAC)	www.tuongan.com.vn
Golden Hope Nha Be Edible Oils Co. Ltd.	www.marvela.vn; www.ghnb.com.vn
Tan Binh Vegetable Oil JSC.	www.nakydaco.com.vn; dauan.com.vn
Wilmar Agro Viet Nam Co Ltd.	www.wilmar-agro.com.vn
Confectionary Products and Breakfast Cereals	

Mondelez Kinh Do Vietnam	www.kinhdo.vn
Nestlé Vietnam Ltd.	www.nestle.com.vn
Bibica Joint Stock Company (Bibica)	www.bibica.com.vn
Orion Food Vina Food Co., Ltd.	www.orionworld.com
Hai Ha Confectionery Jsc. (Hahaco)	http://www.haihaco.com.vn/
Trang An Confectionery Company	http://www.trangan.com.vn
Snack Foods (savory and sweet snacks, nuts)	
Tan Tan Food & Foodstuff Co.	http://www.tantan.com.vn
Liwayway Food Industry Co., Ltd.	www.oishi.com.ph
Suntory PepsiCo Vietnam Beverage (SPVB)	http://www.suntorypepsico.vn
Orion Food Vina Food Co., Ltd.	http://www.orionworld.com
VINAMIT Joint Stock Company	http://www.vinamit.com.vn
Long An Food processing Export Joint Stock Company (Lafooco)	www.lafooco.vn; www.lafooco.com.vn
Beverages, Beers and Liquor, Tea, Coffee, other Drinking Products	
Sai Gon Beer-Alcohol-Beverage Corporation (Sabeco)	http://sabeco.com.vn
Hanoi Alcohol and Beverage JSC Corporation (Habeco)	http://www.habeco.com.vn
Ladofoods Group	http://www.ladofoods.vn
Suntory PepsiCo Vietnam Beverage (SPVB)	http://www.suntorypepsico.vn
Coca Cola Vietnam	coca-cola.vn
Tan Hiep Phat Beverage Group	http://www.thp.com.vn
Masan Consumer Holdings Company Limited (MCH)	http://www.masanconsumer.com
Vietnam Coffee Corporation (Vinacafe) TNI Corporation	www.vinacafe.com.vn http://www.tnikingcoffee.com
Trung Nguyen Group	www.trungnguyen.com.vn
Vietnam Tea Corporation (Vinatea)	www.vinatea.com.vn
Asia Tea Co., Ltd.	http://asiatea.com.vn
Vietnam Dairy Products JSC (Vinamilk)	www.vinamilk.com.vn
Nestlé Vietnam Ltd.	www.nestle.com.vn
Nafoods Group	http://www.nafoodsgroup.com.vn
Liwayway Food Industry Co., Ltd.	www.oishi.com.ph
Vinasoy Corporation	http://www.vinasoycorp.vn
Dry goods, Condiments, and Sauces	
Nam Duong International Foodstuff Corporation	www.namduong.com.vn
Ajinomoto Vietnam Co. Ltd.	http://www.ajinomoto.com.vn
Nestlé Vietnam Ltd.	www.nestle.com.vn
Cholimex Food Joint Stock Company	http://www.cholimexfood.com.vn
Specialized Food Ingredients (i.e. additives, preservations, thickeners, sugar, sweeteners and others)	
Asia Chemical Corporation (ACC)	www.asia-chemical.com
Golden Frog Company Ltd.	www.goldenfrog.com.vn
Asia Saigon Food Ingredient(AFI)	http://www.afi.vn/
Hoang Lam Trading and Foods Technology Jsc.(Holafoods)	www.holafoods.com.vn

Hoang Anh Flavors and Food Ingredients, Ltd.	www.hoanganh.com.vn
My Uc Science Technology Development JSC	www.std.com.vn
TMA Foods Co., Ltd.	www.tmafoods.com
Lam Son Sugar Cane Joint Stock Corporation (Lasuco)	http://www.lasuco.com.vn
Thanh Thanh Cong Tay Ninh Joint Stock Company - TTCS	http://ttcsugar.com.vn
Prepared Meals (mixed ingredient "ready-to-eat" or "ready-to-heat," retail and food service meals and entrees, noodles)	
Acecook Vietnam JSC.	https://acecookvietnam.vn
Asia Food Industry Co. Ltd. (ASIA FOODS)	www.asiafoods.vn
Vietnam Food Industries Joint Stock Company (VIFON)	http://www.vifon.com.vn
Uni-President Vietnam	http://www.uni-president.com.vn
Colusa Miliket Foodstuff JSC (COMIFOOD JSC)	http://comifood.com
Meizan CLV Corporation	mcc@vn.wilmar-intl.com
Milling Products (rice, wheat flour, potato flour, starch)	
VINAFOOD 1 Flour Co. Ltd.	vnf1flour.com.vn
Vimaflour Ltd.	www.vimaflour.com.vn
Uni–President Vietnam Co., Ltd.	http://www.uniflour.vn
Vietnam Flour Mills Ltd.	vfmvn.com.vn
Gentraco Corporation	gentraco.com.vn

Source: Company websites

Annex 2: Vietnam's Production of Main Industrial Food Products and Food Ingredients

Main industrial food products	**2014**	**2015**	**2016**	**2017**	**2018**
Canned meat (thousand tons)	5	4	4	4.1	
Processed seafood products (thousand tons)	2,023	2,092	2,786		
Canned aquatic products (thousand tons)	104	100	101	109	
Frozen aquatic products (thousand tons)	1,587	1,666	1,978	1,974	
Fish sauce (million liters)	334	340	368	380.2	
Canned vegetables (thousand tons)	63	65	69	74	
Canned fruits and nuts (thousand tons)	48	49	52	57	
Refined vegetable oils (thousand tons)	863	966	1,114	1,081	
Fresh milk (million liters)	847	1,028	1,106	1,187	
Powdered milk (thousand tons)	90	99	111	127	138
Milled rice (thousand tons)	41,017	40,773	38,991	39,504	
Refined sugar (thousand tons)	1,863	1,842	1,654	1,719	
Roast, ground, and instant coffee (thousand tons)	91	88	94	104	
Processed tea (thousand tons)	180	168	164	169	
Sodium Glutamate (thousand tons)	253	263	278	296	
Liquor (million miters)	318	313	305	310	
Beer (million liters)	3,287	3,526	3,835	4,370	4,676

Source: General Statistics Office (GSO)/Ministry of Planning and Investment (MPI), MOIT and MARD

Attachments:

No Attachments