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Prepared By: Nguyen Linh, Sarah Gilleski

Approved By: Robert Hanson

Report Highlights:

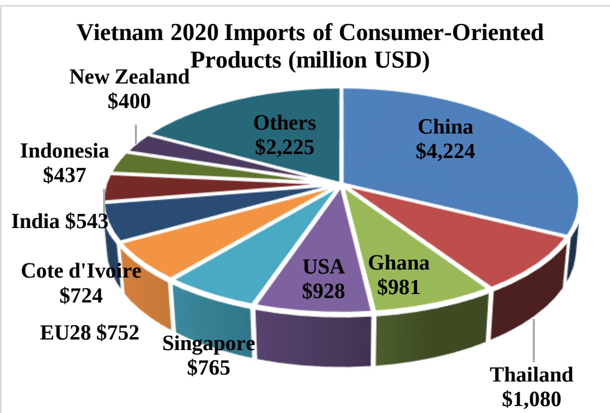
Vietnam imported $13.1 billion in consumer-oriented products in 2020. A young population, growing middle class and rapid urbanization are driving increased demand in the food and beverage sector. Food retail revenue and the food processing industry showed growth in 2020 but at a slower pace than the previous year, due to the COVID-19 pandemic. Food delivery and online shopping revenue increased as consumers switched to online options due to COVID-19. Promising food processing ingredients include tree nuts, minced pork, dairy products, other edible bovine products, processed fruits, peanuts, wheat, soybeans, and potatoes.

Market Fact Sheet: Vietnam

Executive Summary

Vietnam is a lower middle-income country in South East Asia, with a total population of 97.6 million. Vietnam's GDP reached $271 billion with a growth rate 2.91 percent in 2020. Vietnam's unemployment rate is about 2.51 percent in 2020. Vietnam is a major producer and exporter of rice, coffee, horticultural, fishery products, and processed cashew products. In 2020, Vietnam's agricultural exports of the top ten agricultural products reached $37.2 billion, equivalent to 13.2 percent of total exports (Vietnam GSO). Vietnam's imports of agricultural products were $25.9 billion in 2020 (TDM). U.S. agricultural products and related products reached $3.7 billion (GATS), making Vietnam the seventh largest market for U.S. agricultural and related products.

Imports of Consumer-Oriented Products



Market Situation

In 2020, Vietnam imported consumer-oriented products valued at $13.1 billion (TDM). China, Thailand, Ghana, the United States, and Singapore were the top five markets making up 61 percent of the total import value. U.S. exports of consumer-oriented products were $928 million equivalent to 7.1 percent of total Vietnamese imports.

Food Processing Industry

According GSO and MOIT, the food manufacturing industry grew at 5.3 percent in 2020 compared to 2019.

Vietnam's food retail sales reached about $55 billion in 2020, an increase of 10 percent compared to previous year, and accounted for 31.7 percent of total retail sales of goods in 2020. Due to COVID-19 impacts on the tourism sector, there was a 13 percent decrease in revenue in the food service and hotel sector compared to the previous year.

Quick Facts CY 2020

Imports of Consumer-Oriented Products *(US$)*
Imports from the world: $13.1 billion
Imports from the United States: $928 million (7.1% of market share)

List of Top 10 Growth Products in Host Country

1) Fresh fruit	2) Tree Nuts
3) Fresh Vegetables	4) Dairy Products
5) Food Preparations	6) Beef & Beef Products
7) Processed Vegetables	8) Non-Alcoholic Bev. (ex. juices, coffee, tea)
9) Pork and Pork products	10) Spices

Food Industry by Channels (U.S. billion) 2020
Total retail sale of goods and services 2020: USD $220 billion
Total retail of goods: US $174 billion

Top 10 Retailers

Masan (Vinmart)	Aeon Mart
Central Group (BigC, Top Markets, GO!)	Lotte Mart
Saigon Coop Mart	Satra Food
BRG Retails	Bach Hoa Xanh
MM Mega Mart	Circle K

GDP/Population 2020
Population *(millions)*: 97.6
GDP *(billions USD)*: 271
GDP per capita *(USD)*: 2,779

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

Strengths/Weaknesses/Opportunities/Challenges

Strengths	Weaknesses
U.S. products are perceived as safe and high quality	Higher prices and tariffs
Opportunities	**Challenges**
Retail market is growing fast. Middle class population is increasing	Free Trade Agreements (CPTPP, EVFTA, UKVFTA) and technical barriers

Data and Information Sources: TDM, GATS, Vietnam's GSO, Ministry of Industry and Trade, Vietnam Customs, Post Vietnam

SECTION I. MARKET SUMMARY

Vietnam's GDP reached about VND 6,293 trillion (equivalent to about $271 billion), with a GDP per capita of $2,779 in 2020, according to Vietnam General Statistics Office (GSO). The GDP growth rate in 2020 was 2.91 percent. As Vietnam was able to control the COVID-19 pandemic, it was the one of few countries in Asia that had a positive GDP growth rate in 2020. Vietnam's total retail sales of goods and services stood at $220 billion in 2020, an increase of 2.6 percent compared to the year before (source: GSO and MOIT). Food retail sales reached $55 billion in 2020, up 10 percent compared to 2019. Vietnam's urban population as of December 2020, was 35.9 million, equivalent to 36.8 percent of the total population. The rate of urbanization in Vietnam reached about 40 percent in 2020. All these factors contribute to the dynamic food market in Vietnam.

Vietnam's imports of consumer-oriented products in 2020, decreased 5.7 percent compared to 2019, with the United States as the fourth largest exporter after China, Thailand, and Ghana. The main Ghanaian export to Vietnam is cashews. The U.S. market share of consumer-oriented products was 7.1 percent. Despite COVID-19 and the decrease in imports in 2020, food processing production in Vietnam has shown growth of 5.3 percent in 2020 over 2019. Due to COVID-19's impacts on the tourism sector, revenue from lodging and food services in 2020 was about $22 billion, decreasing 13 percent compared to 2019 (source: GSO). Closure of restaurants and canteens during COVID-19 outbreaks in 2020, led to a decrease in beverage manufacturing production in 2020 (see Table 1 and 3). However, both the young population and growing middle class are driving the strong demand in the food and beverage sector.

Table 1: Vietnam's Production of Industrial Food Products and Food Ingredients

Main industrial food products	**2016**	**2017**	**2018**	**2019**	**2020**
Frozen aquatic products (thousand tons)	1,978	1,974	2,133.1	2,172.7	2,825.6
Fish sauce (million liters)	368	373.7	374.2	380.8	
Refined vegetable oils (thousand tons)	1,114	1,081	1,166.3	1,275	
Fresh milk (million liters)	1,106	1,211	1,258	1,305.6	1,702
Powdered milk (thousand tons)	107	112	121	120.7	131.6
Milled rice (thousand tons)	38,991	39,504	41,743	42,529	
Refined sugar (thousand tons)	1,654	1,719	1,927	1,913	
Roast, ground, and instant coffee (thousand tons)	94	100	107	122.2	
Processed tea (thousand tons)	164	170	169	169.5	
Sodium Glutamate (thousand tons)	278	280	186	327.7	
Liquor (million miters)	305	310	316	330	
Beer (million liters)	3,835	4,005	4,214	5,097	4,388

Source: General Statistics Office (GSO)/Ministry of Planning and Investment (MPI), MOIT and MARD
Note: 2020 statistics were not available for all products as of publication of this report

Promising food processing ingredients for U.S. exporters include, tree nuts, minced pork, poultry products, dairy products, other edible bovine products, processed fruits, peanuts, wheat, soybeans, and potatoes. These products are used for items such as sausages, meatballs, cheese, snacks, instant noodles, plant-based milks, and bakery products. See Table 4 and 5 for more details.

Vietnam continues to expand production capacity. Meizan CLV, a food processor of food flour, macaroni, and noodles, invested in the establishment of a new facility to double their food processing capacity. It will begin operating in mid-2021. Nutricare, a manufacturer and provider of nutritional products across Vietnam with brands such as MetaCare and Smarta, has opened a second manufacturing facility in Bac Ninh province, in late 2020.

Table 2: Advantages and Challenges for U.S. Suppliers in Food Processing Ingredients

Advantages	Challenges
A growing youth and middle-class population along with rapid urbanization is leading to 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 the 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, which 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 high quality.	U.S. products are at a competitive disadvantage due to Free Trade Agreements (FTAs) including, Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTTP), European Union-Vietnam FTA (EVFTA), and the United Kingdom- Vietnam FTA (UKVFTA).
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 meet growing demand of consumers and export markets.	Significantly higher shipping costs and longer transportation time from the United States than from Asia and Oceania.
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).

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.

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 2020 Exporter Guide. Exporters can also benefit from engaging with their 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 up-coming events.

Import Procedures
New-to-market U.S. 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 2019, 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. (*Economic Forecast at MPI*). The COVID-19 pandemic's impacts on the foodservice sector led to closure of restaurants in 2020. Per local media reports, many restaurant chains had to close restaurants or significantly reduce operating hours due to decreased demand paired with high rental costs.

Food service providers started collaborating with delivery services to promote the Restaurant-to-Consumer Delivery modality. Food delivery services significantly increased to meet accelerating online shopping demand in the context of the COVID-19 pandemic. The top on-line food shopping applications in Vietnam are GrabFood, Now, Lozi, Ahamove, GoFood, Lalamove and Foody. According to Statista, revenue in on-line food delivery reached $302 million in 2020, and is projected to reach $337 million in 2021 and $557 million by 2024.

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

1. Wet markets: 8,500
2. Supermarkets: 1,085
3. Commercial Centers: 240

Source: GSO/MPI - 2019

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 VM2020-0069 provides additional information about the market structure in Vietnam.

Share of Major Segments in the Food Processing Industry

Table 3: Production Growth of Food and Beverage Manufacturing Industries

Unit: percent	**2016**	**2017**	**2018**	**2019**	**2020**
Manufacture of food products	108.2	105.3	108	109.5	105.3
Manufacture of beverages	110.5	110	111	110.5	94.8

Source: General Statistics Office (GSO) and MOIT

Sector Trends

- Social distancing and other measures during COVID-19 outbreaks led to consumers using on-line shopping and delivery channels including Foody, Now, and Grab Food. Social media is getting more and more popular in Vietnam with more than 49 million social media users in 2020 accounting for nearly half of Vietnam's population, according to Statista.
- Clean eating and healthy diet are becoming more trendy amongst the younger generation in Vietnam
- 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 meat is on the rise, as more consumers are willing to spend more for safe food.
- 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 are 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.
- The GVN 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 CPTPP, EVFTA, and the

UKVFTA. Please refer to GAIN Report VM2020-0059 on the European Union-Vietnam Free Trade Agreement Ratification for further information. 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.

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.

Vietnam is a large producer of agricultural products including, pork, 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.

Competition between imported and locally produced consumer-oriented products is also growing. Masan Group, one of the largest private groups in Vietnam, which owns, Masan Consumer, Masan Meat Life and Vin Commerce. Masan Consumer specializes in instant noodles, cereals and soy sauce. Masan Meat Life is the integrated feed-farm-food business modality with 13 animal feed facilities and two chilled pork meat processing facilities. Vin Commerce is the largest retailer with a network of about 3,000 supermarkets and minimarts across Vietnam. Meat consumption per capita in Vietnam is projected to continue to increase, according to a local source. Recently, Masan invested $30 million to acquire a local farm-feed-food company, to enter into the poultry meat processing business. This occurred right after the inauguration of their second chilled pork meat processing facility in Long An province, in the south of Vietnam in October 2020. In December 2020, Charoen Pokphand (CP) Group, a multinational brand, and one of the largest animal feed and meat processing groups in Vietnam, inaugurated a CP food processing facility complex in Binh Phuoc province. The poultry processing facility is anticipated to begin operation with at a capacity of 50 million birds a year with its full design capacity at 100 million birds annually. Chilled meats became an option for Vietnam's consumers in supermarkets about six or seven years ago. They started gradually gaining the market share from fresh meat sold at traditional wet markets as consumers have started to understand the chilled meat process ensures food safety and hygiene. Large processors such as CP Food, Meat Deli, and Green Feed see the potential of growing chilled meat demand and are investing in chilled meat processing facilities and increased distribution through the top supermarkets including Vinmart, Top Markets, Big C, and Aeon and specialty shops including C.P. Shop, Fresh Mart, and G Kitchen.

Table 4: 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	Meat Of Swine, Nesoi, Frozen (HS: 020329) 2020 imports valued at $320.5 million USD, up 308 percent	Russia and the EU have lower tariffs than the United States. Poland, Spain, Italy, Germany,	African Swine Fever in Vietnam caused lower local pork production and the higher price of local pork and

	compared to 2019. The United States was the fourth largest exporter after Russia, Brazil, and the EU	and Russia are strong producers and suppliers of pork and pork products.	pork products leading to the increase of pork imports. However, high local demand for pork continues for sauces and meatball processing.
Beef & beef products (0202)	2020 imports were valued at $572 million, down 62 percent compared to 2019. India (70 percent) Australia (11 percent) USA (9 percent) Canada (5 percent)	India and Australia enjoy lower tariffs and have cheaper prices than the United States. The majority of India's exports are 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 is increasing but cannot meet the growing market demand. Vietnam's policy is promoting bovine fattening modalities. Growing modern retail and food service sectors seek quality and safe food ingredients for processing.
Poultry and poultry products	Imports were $299 million in 2020, down 38 percent in comparison to 2019. USA (43 percent) EU (18 percent) South Korea (17 percent) Brazil (17 percent)	In 2020, the United States was the leading supplier of poultry and poultry products to Vietnam.	Poultry production costs depend on feed ingredient prices and local producers have become less competitive.
Dairy products	2020 imports were valued at $1.1 billion, down 0.8 percent in comparison to 2019 New Zealand (24.2 percent) EU (18.7 percent) USA (16.5 percent) Japan (7.9 percent) Australia (8 percent)	New Zealand's strengths are substantial supply, good quality, and more competitive prices due to lower import tariffs from CPTPP. 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 supply 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	2020 imports were valued at $2.22 billion, up 89 percent vs 2019 Ghana (44 percent) Cote d'Ivoire (48.2 percent) USA (6 percent) Indonesia (5 percent)	Ghana and Cote d'Ivoire 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, pistachios, and walnuts.	Vietnam is a leading exporter of cashews worldwide, but the country faces a shortage of raw materials.
Peanuts (HS code:	2020 imports were valued at $174 million, down 13.8	China enjoys proximity and duty free imports via border trade in	Local production is inadequate to meet domestic

1202)	percent in comparison to 2019. India (86 percent) China (9 percent) USA (3 percent)	the Vietnam off-season. Indian peanuts have lower prices than U.S. peanuts. U.S. strengths are consistent supply and good quality.	consumption and process demand. Vietnamese consumer preference is for locally-produced peanuts. Local food processors rely on imported ingredients, especially in the off-season.
Processed Fruits	2020 imports were valued at \$123 million, down 43 percent in comparison to 2019. China (37.7 percent) Thailand (18.3 percent) Korea (12.2 percent) USA (7.4 percent)	Thailand and China have advantages on tariffs, proximity, and exports of tropical dried fruits like longans, lychees, and tamarinds. Korea has an advantage on tariffs and exports of dried persimmon. The United States is strong in raisins and prunes.	Local production is inadequate to meet domestic consumption and processing demand for yogurt and healthy dried fruit products.
Potatoes (Other Than Sweet Potatoes), Fresh Or Chilled (HS: 0701) Potatoes, including French Fries, Prepared or Preserved Otherwise Than By Vinegar Or Acetic Acid, Frozen (HS code: 200410)	2020 imports were valued at \$146.4 million, up 1.2 percent in comparison to 2019 China (81.6 percent) USA (10.5 percent) EU (6 percent)	U.S. strength is the premium quality for food service. China enjoys proximity and duty free access for chipping potatoes while the U.S. faces a high tariff of 12 percent for frozen potatoes.	Local potato varieties are not suitable for processing. Fresh chipping potatoes are an ingredient for the snack industry. Dehydrated potato products are also popular for the snack food industry (extruded snack products).
Wheat and Meslin, Not Durum Wheat, Other Than Seed HS code: 100199	2020 imports were \$699 million, up 21 percent in comparison to 2019. Australia (35.3 percent) USA (19.5 percent) Russia (15.1 percent) Canada (8.5 percent)	U.S. strength is premium quality. Australia enjoys duty free access. Russia has competitive prices.	Local production is negligible. Vietnam has strong demand for wheat for large processing sectors such as instant noodles and bakeries.

Source: TDM 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.

U.S. Products Present in the Market with Strong Sale Potential

- tree nuts
- dairy products, especially milk powder/cream and dairy ingredients
- Meat products: poultry meat and products, beef and beef products,
- fresh fruits (apples, cherries, grapes, pears, blueberries and oranges),
- Bakery ingredients
- prepared food,
- Seafood (geoduck, lobster, king crab),
- wheat and meslin, and
- soybeans and soybean meal.
- Syrup and sweeteners

U.S. Products Not Present in Market with Good Sale Potential

Ingredients used for functional foods products and ingredients with extended product self-life.

Products Not Present Because They Face Significant Barriers

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

Table 5: Top 10 Consumer-Oriented Products Imported to Vietnam in 2020 (US $ million)

No	Product group	2019	2020	Change
1	Fresh Fruits	2,495	2,669	7.0 percent
2	Tree Nuts	1,175	2,225	89.3 percent
3	Fresh Vegetables	1,135	1,169	3.0 percent
4	Dairy Products	1,133	1,124	-0.8 percent
5	Food Preparations	736	771	4.8 percent
6	Beef & Beef Products	1,894	673	-64.5 percent
7	Processed Vegetables	1,026	586	-42.9 percent
8	Non-Alcoholic Bev. (ex. juices, coffee, tea)	615	543	-11.7 percent
9	Pork and Pork products	213	445	108.4 percent
10	Spices	300	385	28.3 percent

Source: TDM

SECTION VI. KEY CONTACTS AND FURTHER INFORMATION

Please refer to the FAS/Vietnam Exporter Guide 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/
Meat Deli (Masan Group)	https://meatdeli.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	https://www.meizanclv.com.vn/en/about-us/
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

Attachments:

No Attachments