



**M O F P I**  
MINISTRY OF FOOD PROCESSING INDUSTRIES  
GOVERNMENT OF INDIA

**WORLD**  
**FOOD INDIA**  
**2025** 25<sup>th</sup> to 28<sup>th</sup> September  
Processing for Prosperity



**COUNTRY PROFILE**  
**VIETNAM**

**FOOD PROCESSING**

TOWARDS SUSTAINABLE GROWTH OPPORTUNITIES





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# PREFACE

The food processing sector serves as a critical engine of economic growth, food security, and global trade, bridging agriculture with industry and innovation. As countries seek to build sustainable and resilient food systems, international cooperation plays a vital role in unlocking shared opportunities across borders.

This Country Profile on Vietnam has been prepared as part of the knowledge and engagement initiative under World Food India 2025 (WFI 2025), a flagship platform of the Ministry of Food Processing Industries (MoFPI), Government of India. Vietnam is the “Focus Country” in WFI 2025. The document provides a comprehensive overview of Vietnam’s evolving food processing ecosystem, its market size, trends, policies, trade dynamics, and investment potential with a focus on identifying synergies between India and Vietnam.

As one of Southeast Asia’s fastest-growing economies and a rising player in the agri-food sector, Vietnam presents significant opportunities for collaboration with India. With Vietnam’s increasing focus on food safety, value-added agriculture, and sustainable practices, and India’s strengths in agricultural innovation, dairy production, and food processing, the two nations are well-positioned to build a mutually beneficial partnership. This profile aims to serve as a strategic reference for investors, policymakers, researchers, and business leaders seeking to explore avenues for bilateral partnerships in food processing, technology, trade, and infrastructure development.

World Food India 2025 reaffirms India’s commitment to fostering global alliances, promoting inclusive innovation, and catalysing investments that contribute to a more sustainable and equitable global food system. We hope this Country Profile enables meaningful engagement and inspires impactful collaborations between India and Vietnam in the years to come.



## 01 OVERVIEW OF THE GLOBAL FOOD PROCESSING SECTOR

The food processing sector plays a pivotal role in transforming raw agricultural produce into value-added food products that are safe, nutritious, and suitable for consumption. This sector encompasses a wide range of activities, including harvesting, sorting, cleaning, packaging, preservation, and distribution. Advanced technologies and techniques such as grinding, cooking, pasteurization, canning, freezing, and dehydration are employed to enhance the quality, safety, and shelf life of food products. These processes often rely on specialized machinery, additives, and ingredients to optimize outcomes and meet consumer expectations.

The sector is essential in addressing global demand for diverse, convenient, and high-quality food products. It enables year-round availability of seasonal produce and facilitates the development of a wide array of food categories, including fruits and vegetables, grains, dairy, meat, poultry, seafood, baked goods, beverages, and ready-to-eat meals. Food processing enterprises range from small-scale units to large multinational corporations, all of which must adhere to strict international standards of food safety and quality control.

In 2024, the global food and beverages market was valued at USD 6,689.0 billion, representing a per capita consumption value of approximately USD 839.60. The sector contributed significantly to the global economy, accounting for 6.12% of the total global GDP<sup>1</sup>.

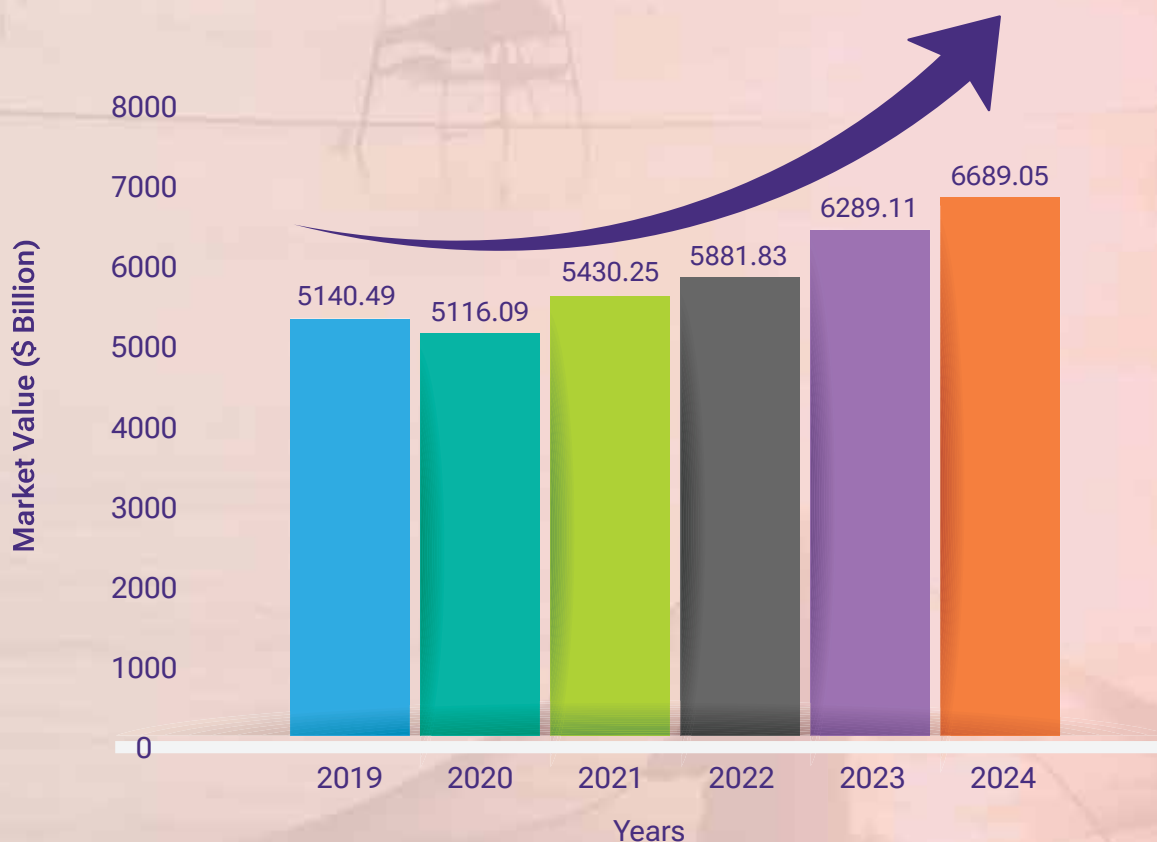
Among its segments, the meat, poultry, and seafood category held the largest share at 23.2%, followed by the bakery and confectionery segment at 13.6%, and the dairy segment at 12.3%. These figures reflect strong global demand and sustained growth across key categories within the food processing industry<sup>2</sup>.



<sup>1</sup><https://globalmarketmodel.com/DocViewer.aspx?id=165159>

<sup>2</sup>Ibid

**Figure 1: Global Food & Beverages Market, Historic Market Size, 2019-2024, \$ Billion**



- The global food and beverages market grew from USD 57.37 Bn in 2019 to USD 83.71 Bn in 2025<sup>3</sup>
- The market grew at a compound annual growth rate (CAGR) of 5.41%<sup>4</sup>

## Emerging Trends<sup>5</sup>

The food and beverages market are being shaped by several significant trends, including:

- Growing popularity of functional drinks for hydration and nutritional benefits
- Increasing demand for micro-distilled and artisan spirits
- Expansion of the alcohol e-commerce market
- Adoption of high-pressure pasteurization for fruits and vegetables
- Rising consumer preference for clean label products
- Advancements in Individual Quick Freezing (IQF) technology
- Integration of robotics and automation in meat processing
- Premiumization of pet food offerings

<sup>3</sup>Ibid  
<sup>4</sup>Ibid  
<sup>5</sup>Ibid

## 02 VIETNAM – COUNTRY OVERVIEW<sup>6</sup>

Vietnam, a vibrant country in Southeast Asia, is strategically located on the eastern edge of the Indochinese Peninsula. As the sentinel of the South China Sea, it shares borders with China to the north, Laos to the northwest, and Cambodia to the southwest, making Vietnam a crucial intersection of cultures and economies. Over the years, Vietnam has emerged as one of the most influential nations in the region, playing a pivotal role in both regional and global affairs.

From the bustling cities of Hanoi and Ho Chi Minh City to the serene rice paddies of the countryside, the country offers a rich history and dynamic culture. Its diverse topography includes the Northern Highlands, the fertile Red River Delta, and the vast Mekong Delta, along with numerous islands and archipelagos in its territorial waters.

Table 1: Vietnam - Key Facts

Capital

**Hanoi**

Population (2023 estimates)

**100,300,000**

Languages

**Vietnamese**

Head of State

**General Luong Cuong**

Head of Government

**Pham Minh Chinh**

Area

**331,344.82 Sq. km**

Currency

**Vietnamese Dong**

Life Expectancy

**74.8 years**

Global Population Rank

**16**

Urban – Rural Population (2022)

**Urban: 34% Rural: 66%**

<sup>6</sup><https://vietnam.gov.vn/>

## Vietnam Economy Overview as of 2025

Vietnam has a GDP per capita of USD 4,806. In the Global Peace Index 2025, Vietnam ranked 38th globally, showing a notable improvement. The country also secured the 44th position in the Global Innovation Index 2024, reflecting its growing innovation capacity. In terms of the Ease of Doing Business Index, Vietnam maintained its historical ranking of 70th, as the index was discontinued after 2021. Additionally, Vietnam was positioned at the 54th out of 166 countries in the UN Sustainable Development Goals Index in 2024, a ranking that is expected to hold steady in 2025.

**Table 2: Vietnam - Economy Key Facts**

|                                                              |                    |
|--------------------------------------------------------------|--------------------|
| Gross Domestic Product per capita (current USD) (as of 2025) | USD 35,057.20      |
| GDP (current USD)                                            | USD 465.81 billion |
| Total Final Consumption Expenditure (% of GDP)               | 63.7 %             |
| Household Saving ratio                                       | 37.2 %             |
| CPI Inflation                                                | 3.6 %              |
| Economic Growth                                              | 5%                 |
| Gross Domestic Product per capita (current USD)              | USD 4,806          |
| GDP (current USD) <sup>7</sup>                               | USD 465.81 billion |

Vietnam trade overview continues to establish itself as a resilient and dynamic force in global trade. In the first half of 2025, the country achieved a GDP growth of 7.52%, marking its fastest H1 pace in 15 years. This momentum is largely driven by robust export demand in electronics, manufacturing, and the agriculture sectors.

Trade activity has surged impressively. From January to July 2025, exports rose by 14.8% to USD 262.44 billion<sup>8</sup>, while imports increased by 17.9% to USD 252.26 billion, resulting in a trade surplus of USD 10.18 billion. Vietnam's agricultural export segment- spanning agro-forestry and fisheries- flourished with a 15.5% year-on-year rise, total of nearly USD 33.84 billion<sup>9</sup>.

Sector-wise, Vietnam's food processing industry recorded a value of approximately USD 79.3 billion in 2024, growing at 7.4%, and this trend has carried strong into 2025 amid resilient export demand. Vietnam's food & beverage manufacturing sector encountered mixed results in Q1 2025: domestic revenue dropped by 10.1% quarter-on-quarter due to seasonal post-Tet spending and inflation pressures but was partially offset by a 13.1% year-on-year growth in exports, particularly for products like flour, seafood, and processed foods.

<sup>7</sup><https://data.worldbank.org/country/viet-nam>

<sup>8</sup><https://oec.world/en/profile/country/vnm>

<sup>9</sup><https://vntr.moit.gov.vn/news/vietnam-asean-trade-reaches-usd-454-billion-in-first-half-of-2025>

Trade forecasts remain optimistic despite geopolitical headwinds. Total exports for 2025 are projected to grow by around 8.5%, following a robust 14% increase the prior year. Vietnam has also recently agreed on a rice export deal with Indonesia- crucial after shipments to that market plummeted by 97% in H1 2025- highlighting proactive market diversification efforts<sup>10</sup>.

Key Highlights

Table 3. Vietnam - Economy Key Facts

| Indicator                           | 2025 Data & Insight                                                                         |
|-------------------------------------|---------------------------------------------------------------------------------------------|
| GDP Growth (H1 2025)                | 7.52% - fastest pace in 15 years                                                            |
| Trade Turnover (Jan–Jul 2025)       | Exports: USD 262.44B (+14.8%)<br>Imports: USD 252.26B (+17.9%)<br>Trade surplus: USD 10.18B |
| Agri-Forestry-Fisheries Exports     | USD 33.84B (+15.5%)                                                                         |
| Food Processing Sector Value (2024) | USD 79.3B, grew 7.4% YoY                                                                    |
| F&B Manufacturing (Q1 2025)         | Domestic revenue –10.1% QoQ, but exports +13.1% YoY                                         |
| 2025 Export Growth Outlook          | ~8.5% growth projected                                                                      |
| Trade Strategy (Rice Export Deal)   | Agreement with Indonesia after 97% H1 export drop                                           |



<sup>10</sup>Ibid

## 03 VIETNAM: FOOD PROCESSING SECTOR OVERVIEW<sup>11</sup>

Food processing is a significant sub-sector within the thriving manufacturing industry of Vietnam. Vietnam's food processing industry comprises some 11,000 companies, valued at USD 73.8 billion in 2023. Growth in 2023 was 6.1%, down from a blistering 8.8% in 2021 and 2022. The sector contributed approximately USD 27.3 billion to Vietnam's GDP in 2024, marking a 16.6% increase from 2023. The industry experienced a 9.6% revenue growth in 2024, driven by rising consumer demand, urbanization, and tourism recovery<sup>12</sup>.

### 3.1 Food Production Trends

#### 3.1.1 Meat and Poultry Processing<sup>13</sup>

In 2024, Vietnam's imports of meat and meat products total of USD 1.78 billion, a year-on-year increase of 18.1% in value and 15.2% in volume, illustrating growing demand for both premium and affordable meats. India was the largest supplier, accounting for 22.14% of imports (194,060 tonnes, USD 645 million), up 23% in value. This trend underscores Vietnam's need to enhance domestic meat processing infrastructure- modern slaughterhouses and processing plants- to meet food safety standards and diversify product offerings. With import volumes rising, local capacity for processed meats- such as sausages, canned goods, and ready-to-cook meals- has strong export potential to neighbouring markets like Cambodia, Laos, and China.

#### 3.1.2 Dairy Processing

Vietnam continues to experience rapid domestic growth in milk, yogurt, and other dairy consumption. The expanding middle class is fuelling demand for infant formula and nutritional dairy products. Given Vietnam remains a net importer, scaling processing capacity could open export avenues to neighbouring markets.

#### 3.1.3 Seafood Processing

Vietnam is a global leader in seafood exports. In 2023, total seafood export revenue reached an estimated USD 9.2 billion, including USD 3.4 billion from shrimp, US\$1.8 billion from pangasius (catfish), and USD 845 million from tuna. In early 2024, seafood exports showed strong recovery: August alone saw a 20% year-over-year increase (~USD 953 million), and total exports in the first eight months reached USD 6.3 billion, up 9%. Production in H1 2024 reached 4.38 million tonnes, with aquaculture growing 4.1%, including pangasius (+5.4%), black tiger shrimp (+2.3%), and white leg shrimp (+5.6%). The industry's move toward value-added processing (e.g., frozen or ready-to-cook products), along with investment in cold-chain infrastructure and sustainable aquaculture, is key to maintaining quality and export competitiveness.

<sup>11</sup><https://ven.congthuong.vn/vietnam-spends-us178-billion-on-meat-and-meat-product-imports-56448.html>

<sup>12</sup><https://m365.cloud.microsoft/chat?fromcode=edgentp&redirectid=9ff0560290ce4695a6b09f132bc574b7&auth=2&handinClickTs=1756660275787>

<sup>13</sup><https://en.vneconomy.vn/2023-seafood-exports-estimated-at-9-2bln.htm>

### 3.1.4 Fruits and Vegetable Processing<sup>14</sup>

Vietnam boasts abundant tropical produce. During the year 2023, it produced 32.43 million Metric Tonnes<sup>15</sup> of Fruits and Vegetables. Mekong Delta provinces such as Đồng Tháp produce over thousands of tons of tropical fruits for export. Opportunities lie in processing these fruits into value-added products viz., canned, frozen, dried, or organic juice items with innovations in packaging (e.g., vacuum sealing) boosting shelf life and export readiness.

### 3.1.5 Rice and Grain Processing

Vietnam ranks among the world's top rice exporters. 43.50 million Metric Tonnes<sup>16</sup> of Rice was produced in 2023. The production has increased from the previous year. This is supported by a strong processing industry serving domestic and export markets. There remains significant scope for diversifying into higher-value rice products (e.g., noodles, rice paper, snacks), fortified or organic rice offerings, and targeting markets in the Middle East, Africa, and Southeast Asia.

### 3.1.6 Beverages Processing (Non-Alcoholic & Alcoholic)<sup>17</sup>

Vietnam's beverages sector- ranging from a large-established beer industry to expanding non-alcoholic products- continues to evolve. The rising health consciousness supports growth in low-sugar drinks, herbal teas, and functional beverages, while craft beer and premium alcoholic brands present niche investment opportunities. Sustainability in packaging remains an emerging focus.

### 3.1.7 Spices, Condiments & Sauces Processing<sup>18</sup>

Vietnam is a significant producer and exporter of spices and condiments, such as pepper (257.4 thousand tons), coffee (1.96 million tons), and fish sauce (4,243 million litres). Demand for value-added spice products and specialty sauces is growing, particularly in international markets. Investment in organic, sustainable sourcing and processing can elevate Vietnam's appeal on a global scale.



<sup>14</sup><https://www.thebusinessresearchcompany.com/report/food-product-machinery-global-market>

<sup>15</sup>FAOSTAT

<sup>16</sup>FAOSTAT

<sup>17</sup><https://www.thebusinessresearchcompany.com/report/food-and-beverages-global-market-report>

<sup>18</sup><https://www.thebusinessresearchcompany.com/report/food-and-beverages-global-market-report>

## 04 VIETNAM — FOOD PROCESSING SECTOR KEY GROWTH DRIVERS AND SUB-SECTORS<sup>19,20,21</sup>

Vietnam's food processing sector is experiencing robust growth, driven by a combination of domestic and international factors. Here are the key growth drivers shaping the industry:

### ● Favourable Agricultural Conditions and abundant raw materials

Leveraging fertile delta regions (Red River, Mekong), Vietnam continues strong production of rice, coffee, cashew, tropical fruits, seafood anchoring its processing expansion. This ensures a stable supply for processed products like instant coffee, frozen seafood, and canned fruits, etc.

### ● Rising Global Demand for High-Quality Processed Food

The global demand for high-quality processed food is rising sharply, particularly for clean, organic, and convenient products, creating a golden opportunity for Vietnam's food processing industry.

### ● Competitive Production Costs

Labor and industrial land costs are significantly lower than in neighbouring countries like Thailand and Malaysia. This cost advantage boosts profitability and attracts foreign investment

### ● Growing Domestic Consumer Market

Rising middle-class and urbanisation trends boost demand for convenient, health-oriented, and premium food products.

### ● Expansion of Export Markets

With 18 active FTAs - including ASEAN, RCEP, CPTPP, EVFTA, VIFTA, Vietnam enjoys reduced tariffs and growing access to international markets.

### ● Government Support and Policies

Strategic national initiatives like the Food Processing Industry Development Plan promote advanced cold chain logistics, food safety, and organic farming- encouraging private investment.

### ● Shift Towards Sustainable & Organic Agriculture

Programs like the Sustainable Coffee Program and V-SCOPE in the Central Highlands advance certification and eco-friendly produce in commodities like coffee and pepper.

<sup>19</sup><https://www.thebusinessresearchcompany.com/report/agriculture-construction-and-mining-machinery-global-market-report>

<sup>20</sup>Vietnam's Processed Food Sector: Key Drivers of Export Growth - VnCommEx

<sup>21</sup>Food Processing Ingredients Annual, USDA, 2025

### Key sub sectors:

Vietnam's food processing sector is diverse and rapidly expanding, with several key sub-sectors contributing significantly to its growth. Here's a breakdown of the main sub-sectors.

#### Seafood Processing:

Vietnam is among the top global exporters of seafood, especially shrimp, pangasius (catfish), and tuna. Major markets include the U.S.A, E.U, Japan, and South Korea. Strong aquaculture base, advanced cold chain infrastructure, government support for sustainable fishing and traceability are the strengths.

#### Fruit & Vegetable Processing:

Vietnam's tropical climate allows year-round cultivation of a wide variety of fruits and vegetables viz., Mango, dragon fruit, lychee, coconut, jackfruit. Major products include canned fruits, dried fruits, frozen vegetables, juices, and purees.

#### Meat Processing:

Growing domestic demand for hygienic, packaged meat products due to urbanization and health awareness and a gradual shift from traditional wet markets to supermarkets and convenience stores are the drivers of this sector's growth. Products viz., fresh cuts, frozen meat, sausages, ham, and ready-to-cook items are trending in markets.

#### Dairy Products:

Vietnam's dairy products sub-sector is witnessing dynamic growth, driven by rising consumer demand and evolving health trends. As the country's middle class expands and awareness of nutrition increases, consumption of milk, yogurt, cheese, and infant formula has surged.

#### Beverages (Non-Alcoholic, Coffee & Tea):

Vietnam's beverage sector is thriving, especially in non-alcoholic drinks like coffee, tea, and bottled water. As the world's second-largest coffee exporter, Vietnam has a strong global presence, particularly in instant coffee. Domestically, demand is rising for functional and health-oriented beverages, including herbal teas and low-sugar drinks. This blend of traditional ingredients and modern health trends makes the sector both culturally rich and commercially dynamic.

#### Bakery & Confectionery:

Fuelled by urbanization, rising disposable incomes, and changing consumer lifestyles, Vietnam's bakery and confectionery sector is growing rapidly. Products like bread, cakes, biscuits, and chocolates are in high demand, especially among younger consumers seeking convenience and indulgence. Western-style baked goods are gaining popularity, while health-conscious trends are driving interest in gluten-free and low-sugar options.

## Condiments & Seasonings:

Vietnam's condiments and seasonings sector is deeply intertwined with the country's culinary heritage and is emerging as a strong export category. Staples like fish sauce, soy sauce, chili paste, and MSG are essential in Vietnamese cooking, with fish sauce holding iconic cultural value in every household. The industry is evolving with trends toward premium, organic products and improved packaging for international markets.



## 05 FOOD PROCESSING: KEY STAKEHOLDERS IN VIETNAM<sup>22</sup>

### GOVERNMENT INSTITUTIONS:

| Name                                                                      | Objectives                                                                                                                                                                                                                                                                                                                                                             |
|---------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Ministry of Agriculture and Environment (MAE)                             | Responsible for state management of agriculture, forestry, aquaculture, irrigation, and rural/agricultural development. Oversees food safety in primary production, animal husbandry, fisheries, fruits, and cereals - implementing policies, standards, and inspection systems. Merged into MAE in February 2025 to enhance integration with environmental governance |
| Ministry of Industry and Trade (MOIT)                                     | Manages food safety and trade - related regulation for processed foods, beverages, alcohol, vegetable oils, starches, and market operations. Oversees trade promotion and business environment for food manufacturing.                                                                                                                                                 |
| Vietnam Food Administration (VFA) (under MOH)                             | Sets regulations for food safety standards, hygiene, licensing, inspection, and surveillance of processed food products. Manages the national food safety reporting system for real-time incident monitoring.                                                                                                                                                          |
| Vietnam Institute of Agricultural Sciences (VIAS)                         | Conducts R&D to improve agricultural practices, technology, and food processing methods to support sustainability and industrial innovation.                                                                                                                                                                                                                           |
| Vietnam National University of Agriculture (VNUA)                         | Educates and provides a research backbone to advance agriculture and food processing practices through a skilled workforce.                                                                                                                                                                                                                                            |
| Provincial Departments of Agriculture & Rural Development (DARDs)         | Deliver localized technical support, program implementation, and rural/agricultural governance in provinces. Also assist irrigation and processing infrastructure locally.                                                                                                                                                                                             |
| National Agro - Forestry Fisheries Quality Assurance Department (NAFIQAD) | A MARD - affiliated agency that enforces quality and food safety standards for agricultural, forestry, and fishery products – handles testing, certification, and export compliance with international norms                                                                                                                                                           |

<sup>22</sup><https://en.mae.gov.vn/>

## 5.2 Major Industry Players

**Table 7: Major industry players involved in Food Processing<sup>23,24</sup>**

| Companies               | Sector                        | Core Competency                                                              |
|-------------------------|-------------------------------|------------------------------------------------------------------------------|
| Vissan                  | Meat Processing               | Fresh and processed meat products; over 200 product lines                    |
| Vinamilk, TH True Milk. | Dairy Products                | Milk, yogurt, and infant formula                                             |
| Masan Group             | Packaged Foods & Beverages    | Instant noodles, condiments, and beverages                                   |
| CJ Cau Tre              | Ready-to-Eat & Frozen Foods   | Spring rolls, dumplings, and seafood-based products                          |
| Halong Canfoco          | Canned Foods                  | Pioneer in canned fish, meat, and vegetables                                 |
| DOVECO                  | Fruit & Vegetable Processing  | Large-scale tropical fruit processor                                         |
| VEGETIGI                | Fruit Juices & Frozen Produce | IQF fruits, purees, and canned products                                      |
| FM Logistic Vietnam     | Co-Manufacturing & Packaging  | Specializes in supply chain optimization and co-packing for food products    |
| Nutrispices             | Food Additives & Enhancers    | Focuses on productivity-enhancing additives for livestock and aquaculture    |
| GoodFood Vietnam        | Food Distribution             | Distributes high-quality imported food and beverages; has strong B2B network |
| DACE Farm               | Organic Spices                | Ginger, chilli, turmeric, and lemongrass                                     |
| Excellent Food Intl.    | Seafood Processing            | Fresh and frozen seafood                                                     |
| Halong Canfoco          | Canned Foods                  | Pioneer in canned fish, meat, and vegetables                                 |

<sup>23</sup>Top processed food companies in Vietnam

<sup>24</sup>Top 32 Food Processing Companies in Vietnam (2025) | ensun

## 06 VIETNAM: TRADE OVERVIEW

Vietnam's trade in food processing and agriculture remains a cornerstone of its economy, with strong global demand and rising domestic consumption. In 2024, agricultural exports reached over US\$62 billion, led by rice, coffee, seafood, and fruits, while the food processing industry contributed significantly to GDP and manufacturing value. Despite challenges, the sector is evolving through technology adoption, sustainable practices, and international trade agreements. With a growing middle class and expanding export markets, Vietnam is well-positioned to become a leading hub for processed and agricultural goods in Asia.

### Export Trends

- In the first quarter of 2025, Vietnamese exports reached USD 102.8 billion, a 10.6% increase year-over-year. Nearly USD 202.5 billion worth of trade was recorded, with a trade surplus of USD 4.67 billion in the first five months.
- Vietnam's trade surplus with the U.S. surged to USD 12.2 billion in May 2025, up 42% year-on-year, driven by export momentum ahead of potential tariff escalations.
- Electronics, textiles, footwear, and agri-food products remain the primary export drivers, supported by strong global demand.
- Free Trade Agreements (FTAs) such as the CPTPP, EVFTA, and RCEP have boosted competitiveness and tariff advantages for Vietnamese goods.
- Growing demand for processed and value-added agricultural products is strengthening Vietnam's position in the global supply chain.
- Exports of sustainable and environmentally friendly products are gaining traction as Vietnam adapts to global green trade standards.

### Import Trends

- In the same first five-month period, Vietnam reported USD 175.56 billion in imports- an increase of 17.4%- with 93.8% of those being production materials. Key developers and manufacturers are heavily reliant on these imports.
- Vietnam's manufacturing and processing industries are highly dependent on imported raw materials, components, and machinery.
- Imports are largely driven by the need to support export-oriented industries, particularly in electronics, textiles, and food processing.
- Capital goods and high-tech equipment imports are increasing as Vietnam upgrades its industrial capacity and modernizes infrastructure.
- Agricultural imports, including animal feed, dairy products, fruits, and meat, support domestic consumption and food processing demand.
- Vietnam is also importing advanced food processing technologies and cold-chain logistics solutions to meet international safety standards.

## Key Commodities Exported and Imported<sup>25</sup>

**Table 4: Below are Vietnam's major trade items**

### Export Trends

| HS Code  | Product                                               | Global Export Value (USD Million/Billion) |
|----------|-------------------------------------------------------|-------------------------------------------|
| 100630   | Semi - /wholly milled rice                            | 4.06 billion                              |
| 030617   | Frozen shrimps and prawns                             | 1.87 billion                              |
| 200819   | Prepared nuts and seeds                               | 936 million                               |
| 090111   | Coffee (unprocessed)                                  | 2.40 billion                              |
| 080390   | Bananas & plantains                                   | 723 million                               |
| Imports: |                                                       |                                           |
| HS Code  | Product                                               | Global Import Value (USD Million/Billion) |
| 230400   | Oilcake and other solid residues (e.g., soybean meal) | 2.52 billion                              |
| 210690   | Food preparations, n.e.s.                             | 1.02 billion                              |
| 151190   | Palm oil (refined, not chemically modified)           | 1.03 billion                              |
| 100590   | Maize (excluding seed)                                | 702 million                               |
| 030617   | Fishery products (various frozen categories)          | 619 million                               |

### 7.1 Key Import Partners for Top Products<sup>26</sup>

**Table 5: Vietnam Imports by Partner, (Top 5 commodities)**

| Partner Country | Main Commodity                     | Total Value from Partner (USD '000) | Total Commodity Value (USD '000) |
|-----------------|------------------------------------|-------------------------------------|----------------------------------|
| Argentina       | Oilcake/solid residues             | 1,294,637                           | 2,522,926                        |
| Brazil          | Oilcake/solid residues             | 735,227                             | 2,522,926                        |
| U.S.            | Food preparations (n.e.s.)         | 266,760                             | 1,026,586                        |
| China           | Animal feed preparations           | 168,382                             | 567,780                          |
| U.S.            | Brewing/distilling dregs and waste | 359,202                             | 497,251                          |

<sup>25</sup><https://www.trademap.org/>

<sup>26</sup><https://www.trademap.org/>

## 7.2 Key Export Partners for Top Products

Table 6: Vietnam Exports to Partner, (Top 5 commodities)

| Partner Country | Main Commodity                                            | Value to Partner (USD '000) | Total Commodity Value (USD '000) |
|-----------------|-----------------------------------------------------------|-----------------------------|----------------------------------|
| Philippines     | Semi - /wholly milled rice (HS 100630)                    | 1,691,552                   | 4,060,727                        |
| China           | Frozen shrimps & prawns (HS 030617)                       | 365,365                     | 1,878,088                        |
| China           | Nuts and seeds (HS 200819)                                | 408,527                     | 936,285                          |
| Japan           | Prepared shrimp/prawns in airtight containers (HS 160529) | 74,738                      | 935,566                          |
| China           | Fish meal/pellets (HS 230120)                             | 300,092                     | 519,819                          |



## 07 VIETNAM - INDIA TRADE

Vietnam and India share a strong and expanding trade relationship, underpinned by their strategic partnership and complementary agri-food trade. In 2025, Vietnam continues to be one of India's key partners in ASEAN, with bilateral trade in agricultural and processed food products showing resilience and growth despite global challenges.

In 2023, two-way agri-food trade between the two countries amounted to over USD 14.35 billion, with Vietnam exporting USD 8.49 billion worth of goods to India and importing USD 5.86 billion from India. While India is not yet among Vietnam's top three trading partners, its role in Vietnam's food and agri-commodity trade is steadily growing, particularly in cereals, oilseeds, and residues from the food industry.

### 7.2 Key Export Partners for Top Products

- Bilateral trade between the two nations reached nearly USD 15-16 billion in 2024-2025 with India's exports to Vietnam around USD 5.4 billion.
- Vietnam is India's 15th largest export destination and India is Vietnam's 8th largest trading partner.
- Major Indian exports include frozen bovine meat, fishery products, cereals, cotton, and animal fodder.
- Vietnam exports to India mainly comprises of coffee

### 8.1 Vietnam Exports to India<sup>27</sup>

Vietnam's key exports to India are dominated by coffee, spices, edible fruits, fishery products, oilseeds, and vegetable oils. In 2023, Vietnam's exports to India total of USD 8.497 billion, with India holding a notable share in Vietnam's global agri-food exports. The table below indicates Vietnam's top 5 agri-food exports to India over 2021–2023.

**Table 7: Top 5 Vietnam Exports to India over 2021–23**

| HS Code | Product                                                            | 2021    | 2022    | 2023    | Growth % | India's share % in Vietnam Agri-Food Exports (2023) |
|---------|--------------------------------------------------------------------|---------|---------|---------|----------|-----------------------------------------------------|
| 09      | Coffee, tea, maté and spices                                       | 240,640 | 261,788 | 264,497 | 9.91%    | 5.68%                                               |
| 08      | Edible fruit and nuts; peel of citrus fruit or melons              | 42,696  | 44,228  | 58,718  | 37.53%   | 0.84%                                               |
| 03      | Fish and crustaceans, molluscs and other aquatic invertebrates     | 15,873  | 25,525  | 19,725  | 24.27%   | 0.31%                                               |
| 12      | Oil seeds and oleaginous fruits; misc.                             | 20,447  | 25,955  | 27,811  | 36.02%   | 8.75%                                               |
|         | grains, seeds and fruit; industrial or medicinal                   |         |         |         |          |                                                     |
| 15      | Animal, vegetable or microbial fats and oils; prepared edible fats | 14,118  | 35,060  | 10,861  | -23.07%  | 1.76%                                               |

<sup>27</sup><https://www.trademap.org/>

## 8.2 Vietnam Imports from India<sup>28</sup>

India's agri-food exports to Vietnam have seen significant expansion, driven by cereals, residues from the food industry, meat, fishery products, and oilseeds. In 2023, Vietnam imported USD 5.860 billion worth of goods from India. Cereals, particularly rice and wheat, continue to dominate Vietnam's imports, accounting for over 11.2% of India's share in Vietnam's total agri-food imports.

**Table 8: Top 5 Vietnam Imports from India over 2021–23**

| HS Code | Product                                                                                 | 2021    | 2022    | 2023    | Growth % | India's share % in Vietnam Agri-Food Exports (2023) |
|---------|-----------------------------------------------------------------------------------------|---------|---------|---------|----------|-----------------------------------------------------|
| 10      | Cereals                                                                                 | 589,180 | 532,409 | 619,558 | 5.16%    | 11.23%                                              |
| 23      | Residues and waste from the food industries; prepared animal fodder                     | 269,136 | 339,877 | 507,765 | 88.65%   | 10.41%                                              |
| 02      | Meat and edible meat offal                                                              | 322,911 | 504,477 | 524,676 | 62.50%   | 34.84%                                              |
| 03      | Fish and crustaceans, molluscs and other aquatic invertebrates                          | 314,249 | 378,354 | 333,413 | 6.10%    | 14.85%                                              |
| 12      | Oil seeds and oleaginous fruits; misc. grains, seeds and fruit; industrial or medicinal | 146,457 | 164,912 | 249,566 | 70.39%   | 13.99%                                              |



<sup>28</sup><https://www.trademap.org/>

## 08 AREAS OF COLLABORATION

India and Vietnam have a growing trade relationship in processed foods and agricultural products, supported by several trade agreements including the “ASEAN-India Free Trade Area” and the “India-Vietnam Comprehensive Economic Cooperation Agreement”. Here are the key areas of collaboration:

### **Sourcing Opportunities:**

As India is the largest producer of, milk & milk products globally and second largest producer of cereals, fisheries, fruits and vegetables. Companies can be encouraged to source agri-food raw materials from India.

### **Meat, Marine and Poultry sector:**

India has been exporting raw marine and meat products to Southeast Asian countries including Vietnam while the raw materials are processed and exported globally from these countries. Companies in these subsectors can be encouraged to set up their manufacturing facility in India, which may reduce the cost of production and help in capture the markets of Middle East and European countries.

### **Processed food products:**

The consumers are slowly shifting towards processed food products, healthy alternatives, millets, organic foods. With a strong 500 million urban population base, the Indian market is one of the most opportune markets in the world of foreign companies to establish manufacturing footprint. Processing agricultural products to high value products like snacks, gluten free products, healthy snacking, ready to cook (RTC) / ready to eat (RTE) products, health drink, bakery products, frozen / packaged food etc.

### **Infrastructure opportunities:**

Establishment of infrastructure in the agriculture sector such as Cold chain & pack houses, Food testing labs with latest and niche equipment and technology, Mega Food Parks, Agro processing clusters etc.

### **Value-added dairy products:**

New product development in value added dairy products viz. cheese, smoothies, flavored milk, custard, yoghurt and other ethnic Indian products/Dietary products, whey proteins and infant foods, etc.

### **Nutraceuticals and Functional Foods:**

Growing awareness of preventive healthcare is driving demand for nutraceuticals, probiotics, herbal supplements, and fortified food products. Joint ventures in R&D and product development can address both domestic and export markets.

### **Beverage Innovation & Fermented Products:**

Beyond traditional dairy, opportunities exist in developing health-oriented beverages, plant-based alternatives, traditional fermented drinks, and novel functional beverages tailored to Indian and Asian consumer preferences.

## CONCLUSION

Vietnam's food processing industry is emerging as a dynamic hub of innovation, quality, and sustainable growth, drawing strength from its rich agricultural base and expanding manufacturing capabilities. With strong global recognition for seafood, rice, coffee, pepper, cashew, and tropical fruits, Vietnam's food sector is well-positioned to meet the evolving demands of international consumers.

The industry has gained a reputation for competitiveness, distinguished by increasing emphasis on quality, food safety, and sustainability. Vietnam has introduced stricter standards and traceability systems to align with global market requirements, thereby strengthening consumer trust. With growing adoption of modern processing technologies, circular economy practices, and eco-friendly packaging solutions, Vietnam is steadily upgrading its profile as a global supplier of safe and high-value food products. More than 60% of its food and agri-based output is linked to export markets, particularly Asia, the United States, and Europe. This outward orientation, coupled with rising domestic demand, positions Vietnam as a strategic partner for countries like India in advancing cooperation across the food value chain.

India, with its vast consumer base and rising demand for premium, nutritious, and processed foods, complements Vietnam's strengths in food production and export-oriented processing. Key areas of collaboration include Seafood & Fisheries (joint ventures in aquaculture and processing), Rice & Cereal-based Products (technology transfer for specialty and fortified rice varieties), Fruits & Vegetables (cold chain, storage, and value-added processing), and Technology & Food Safety Systems (sharing expertise in automation, digital traceability, and sustainable practices).

As India and Vietnam strengthen their economic partnership through trade agreements and joint working groups, the food processing sector emerges as a critical driver of bilateral cooperation. Together, both countries can promote innovation, enhance food security, and expand value-added product offerings for global markets.

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