

Vietnam Ammonium Nitrate Import Guide 2023-2026

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Abstracts

To help global ammonium nitrate manufacturers, exporters, fertilizer distributors, traders and related chemical companies efficiently expand into the Vietnamese market, CRI releases the 'Vietnam Ammonium Nitrate Import Guide 2023-2026.' The guide provides an overview of the Vietnamese ammonium nitrate industry, import market, and import company information for the period.

The types of importing companies are diverse, including large agricultural groups, chemical companies, regional distributors, fertilizer traders and key end buyers etc. This guide features the top 10 importing companies, including company profiles, contact information, and important information such as import volume, value, price, import resources, and major suppliers for 2023-2026 (including Excel data source).

The publication of the 'Vietnam Ammonium Nitrate Import Guide 2023-2026' aims to provide ammonium nitrate exporters with precise customer acquisition channels, helping them expand into the Vietnamese market more efficiently. It also provides valuable decision-making insights for international trading companies and investment institutions, helping them optimize their regional supply chain strategies. This guide will help suppliers stay abreast of market trends in Vietnam, mitigate potential risks and enhance their international competitiveness.

Industry Overview

Ammonium nitrate is a nitrogen-containing fertilizer widely used in agriculture as a highly efficient nitrogen source to enhance crop nutrient absorption and yield. It also has important applications in industrial sectors (such as mining and blasting).

In Vietnam's domestic fertilizer industry, urea and ammonium sulfate are traditional main nitrogen fertilizers, while ammonium nitrate production has not yet reached a large-

scale domestic scale. Vietnam currently lacks mature industrial production capacity for ammonium nitrate and therefore relies almost entirely on imports to meet domestic demand for agricultural and industrial applications.

Vietnam is a major agricultural country with a huge scale of grain cultivation. The demand for nitrogen fertilizer in agricultural production continues to grow steadily, providing a market foundation for highly efficient fertilizers like ammonium nitrate. In addition, industrial demand for ammonium nitrate (such as in mining blasting) also constitutes another part of the industry's market.

Vietnam's ammonium nitrate market is highly dependent on imports, has insufficient domestic production capacity, and its demand is concentrated in agricultural fertilizers and some industrial applications. Furthermore, the market is significantly affected by fluctuations in global nitrogen fertilizer raw material prices, logistics, and international supply policies.

Overall, Vietnam currently relies primarily on imports for ammonium nitrate, with supply meeting the growing agricultural and industrial demand through multiple international channels. However, with the advancement of potential local projects and agricultural modernization, it is foreseeable that the industry may develop towards localized supply and market structure optimization in the future.

Import Market Overview

The import market for ammonium nitrate is steady growing in Vietnam.

According to CRI analysis, while Vietnam's ammonium nitrate import market is not the largest fertilizer category, it maintains a stable and growing import trend, driven by agricultural modernization and the continued increase in fertilizer demand. Due to the lack of large-scale local production facilities, Vietnam relies almost entirely on the international market for its ammonium nitrate supply.

According to CRI statistics, approximately 80 buyers in Vietnam imported ammonium nitrate in 2024, totaling US\$ 28.31 million, an increase of 56.1% year-on-year. In 2025, Vietnam's total Ammonium Nitrate imports reached US\$29.74 million, a 5.0% increase compared to the same period in 2024.

China is Vietnam's largest source of ammonium nitrate imports.

According to CRI analysis, China and South Korea are the top two sources of Vietnam's ammonium nitrate imports, accounting for approximately 65.2% and 34.8% of total imports respectively in 2025.

CRI predicts that, influenced by factors such as the rapid development of Vietnam's agriculture and insufficient domestic supply, Vietnam's ammonium nitrate imports will continue to rise steadily in the future.

Overview of Foreign Investment in Vietnam's Ammonium Nitrate Industry

Investment Background Vietnam is a major agricultural country with consistently high fertilizer consumption, particularly for nitrogen-based fertilizers, where demand remains stable and continues to grow. Driven by policies promoting agricultural modernization and increasing grain production, the domestic fertilizer supply chain is gradually expanding, making high-efficiency fertilizer production and the chemical industry key areas of focus for investors.

Vietnam's chemical industry is gradually expanding, and the government has issued policies to encourage agricultural input and chemical manufacturing companies to expand their production capacity. This has provided a market foundation for foreign investment in ammonium nitrate production and fertilizer-related projects.

Investment Advantages

1. Political stability and rapid economic development. The Vietnamese government has strong governing capabilities, consistent policies, and a focus on economic development and improving people's livelihoods.
2. Relatively low labor costs.
3. Strategically located in the eastern part of the Indochina Peninsula, with a 3,260-kilometer coastline and numerous ports, transportation is convenient.
4. Relatively relaxed policies and regulations provide foreign investors with comprehensive legal protections and generous preferential policies.
5. Vietnam has a high level of openness to the outside world, with 19 free trade agreements signed or in progress. Investors can use platforms such as RCEP and the China-ASEAN Free Trade Area to explore a broader international market.

Investment Regulations

According to Vietnam's Investment Law and other regulations, fertilizer production is a

conditional investment sector in Vietnam, but there are no absolute restrictions on foreign investment. Foreign investors can establish wholly foreign-owned enterprises or joint ventures with local companies in accordance with the Investment Law and the Enterprise Law. Ammonium nitrate production enterprises must comply with the Fertilizer Management Regulations and relevant technical standards, obtain a production license, and meet environmental approval (Environmental Impact Assessment Report, EIA) requirements.

Guide Highlights:

Comprehensive Coverage:

This directory includes major importers in Vietnam, including large agricultural groups, chemical companies regional distributors, fertilizer traders and key end buyers etc.

Detailed Information:

Including basic information of the TOP10 importers, contact information, import quantity, import value, price, import source and main suppliers.

Product Focus:

With data-driven and market-oriented approach, we focus on key industries and conduct in-depth analysis of Vietnam's import policies, market demand and major sources of imports. Whether you are a foreign trade company, an investment institution, or a practitioner upstream or downstream of the industrial chain, you can quickly find reliable information and practical strategies here.

Efficient Connectivity:

The guide has a clear format and includes Excel data, which facilitates quick screening, group management and batch contact, helping global suppliers to efficiently connect with the Vietnamese market.

Market Value:

The guide includes an overview of Vietnam's ammonium nitrate industry, an overview of the import market, and a brief analysis of market demand trends, helping global suppliers seize the Vietnamese market and opportunities.

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