

Vietnam Antibiotics Import Guide 2023-2026

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Abstracts

Introduction

To help global antibiotics manufacturers, exporters, and related suppliers efficiently expand into the Vietnamese market, CRI releases the 'Vietnam Antibiotics Import Guide 2023-2026.' The guide provides an overview of the Vietnamese antibiotics industry, import market, and import company information for the period.

The types of importing companies are diverse, including licensed drug importers, large pharmaceutical distributors, hospital centralized procurement agencies, foreign pharmaceutical companies, large medical groups, local pharmaceutical companies 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 Antibiotics Import Guide 2023-2026' aims to provide antibiotics 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 Vietnamese market trends, mitigate potential risks, and enhance their international competitiveness.

Industry Overview

The antibiotic industry is a crucial component of Vietnam's national pharmaceutical system, encompassing the production and import of oral formulations, injectables, and active pharmaceutical ingredients (APIs).

Antibiotics are used clinically to treat a wide range of bacterial infections and are core medications in hospitals, clinics, pharmacies, and the public health system. With the modernization of Vietnam's healthcare system, population growth, and increasing demands for disease control, the market demand for antibiotics continues to grow steadily.

Vietnam's antibiotic market has maintained an average annual growth rate of 5%–8% in recent years. The medical sector accounts for approximately 60%, while veterinary and feed antibiotics account for about 40%.

Vietnam's domestic antibiotic manufacturers are mostly concentrated in the northern and southern industrial zones. Some of these companies possess GMP certification and can produce commonly used antibiotics such as penicillin, cephalosporins, and aminoglycosides.

Vietnam relies heavily on imports for high-end antibiotics and some raw materials, primarily from China, India, Thailand, and parts of Europe. Imported drugs account for a significant portion of the hospital market and the supply to large veterinary drug companies.

The Vietnamese government has gradually tightened its regulations on the pharmaceutical industry, particularly in areas such as prescription drug management, imported drug registration, and GMP (Good Manufacturing Practice) certification, strengthening the standardization of antibiotic production and distribution.

With the scaling up of livestock farming and increasing export demand, the market for veterinary antibiotics will be expected to continue to expand.

With the upgrading of Vietnam's pharmaceutical technology and the strengthening of cooperation with international multinational pharmaceutical companies, the market for high-value-added antibiotic products and combination preparations has great development potential.

Import Market Overview

The demand for antibiotics is growing in Vietnam, but local production capacity is limited, and the country is highly dependent on imports.

According to CRI analysis, Vietnam's antibiotic import market primarily serves the

medical and veterinary sectors. With Vietnam's population growth, improved healthcare, and large-scale livestock development, the demand for high-end antibiotics and certain intermediate pharmaceutical products is constantly increasing. Vietnam's domestic production capacity has increased, but it cannot meet the demand for innovative, broad-spectrum, or high-value-added antibiotics, resulting in a high dependence on imports.

Vietnam's imports of antibiotics continue to increase, China is the largest source of imports.

According to CRI statistics, approximately 285 importers in Vietnam imported antibiotics in 2024, totaling US\$349 million, an increase of 4.1% year-on-year. According to CRI analysis, Vietnam's total imports of antibiotics reached US\$229 million from January to September 2025, a decrease of approximately 10.5% compared to the same period in 2024. Greece, Switzerland, Italy, India, and China are Vietnam's top five sources of antibiotic imports, accounting for approximately 12.3%, 12.2%, 11.7%, 10.2%, and 6.4% of total imports respectively from January to September 2025.

Overview of Foreign Investment in Vietnam's Antibiotics Industry

Investment Background

Vietnam's antibiotic industry is experiencing stable market growth, with continued expansion in demand for medical and veterinary drugs, particularly second- and third-generation cephalosporins, broad-spectrum antibiotics, and veterinary antibiotics. With the development of large-scale, export-oriented livestock farming in Vietnam, and the continuous improvement of its domestic healthcare system, the market potential for high-end antibiotics and innovative drugs is significant, providing important market opportunities for foreign investment.

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

Foreign investment in pharmaceutical production, import, and distribution must comply with the provisions of the Investment Law and the Pharmaceutical Law, with some high-end pharmaceutical sectors requiring government approval. Enterprises must obtain an Investment Registration Certificate (IRC) and an Enterprise Registration Certificate (ERC). Pharmaceutical production requires GMP certification, and imported drugs must complete the drug registration process. Eligible pharmaceutical projects can enjoy investment incentives, including corporate income tax reductions, tax exemptions for imported equipment, and preferential land use policies.

Guide Highlights:

Comprehensive Coverage:

This directory includes major importers in Vietnam, including licensed drug importers, large pharmaceutical distributors, hospital centralized procurement agencies, foreign pharmaceutical companies, large medical groups, local pharmaceutical companies 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 supply. 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 antibiotics 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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