

Vietnam Disconnect Switch Import Guide 2023-2025

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Abstracts

Introduction

To help global disconnect switch manufacturers, exporters, and related suppliers efficiently expand into the Vietnamese market, CRI releases the 'Vietnam Disconnect Switch Import Guide 2023-2025.' The guide provides an overview of the Vietnamese disconnect switch industry, import market, and import company information for the period.

The types of importing companies are diverse, including Power companies, large manufacturing enterprises and foreign-invested factories purchasing their own equipment, power engineering general contractors and professional traders 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 2023-2025 (including Excel data source).

The publication of the 'Vietnam Disconnect Switch Import Guide 2023-2025' aims to provide disconnect switch exporters with precise customer acquisition channels, helping them expand into the Vietnamese market more efficiently. It also provides valuable decision-making insights into 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

Disconnect switches are widely used in power transmission, distribution, factory power systems, and large buildings, providing safe isolation for electrical equipment maintenance and line upkeep. They are an indispensable basic component of Vietnam's

power system.

With the continuous growth of Vietnam's national electricity load, EVN (Vietnam Electricity) and its regional power companies are continuously upgrading and transforming the transmission and distribution network, including the expansion of 110kV, 220kV, and 500kV high-voltage lines and the construction of substations throughout the country, leading to a sustained increase in demand for high-voltage disconnect switches.

The continued influx of foreign investment into the manufacturing sector has also driven the growth in demand for low- and medium-voltage disconnect switches. New factories in industries such as electronics, semiconductors, machinery manufacturing, automotive, steel, and chemicals are highly dependent on stable power distribution systems, leading manufacturers of industrial switchboards, ring main units, and transformers to purchase large quantities of disconnect switches for their production.

The construction of large data centers places extremely high demands on highly reliable power systems, driving up demand for imported and integrated high-end disconnect switches.

Vietnamese local enterprises are mostly engaged in the assembly of power distribution equipment or the production of low-voltage products, but there are still technical and certification restrictions in the field of high-voltage disconnect switches, so they are highly dependent on imported products.

Import Market Overview

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

According to CRI analysis, Vietnam's disconnect market is heavily reliant on imports, particularly in high-voltage (110kV, 220kV, 500kV) and specialized applications. Although Vietnamese domestic manufacturers can produce low- or medium-voltage models, they still lag international brands in terms of technology, certification, and durability. As a result, imported products dominate the high-end market.

Vietnam's imports of disconnect switch continue to increase, with a relatively rapid growth rate.

According to CRI statistics, approximately 380 importers in Vietnam imported disconnect switch in 2024, totaling US\$64.38 million, a 49.0% year-on-year increase. According to CRI analysis, Vietnam's total imports of disconnect switch reached US\$79.45 million from January to September 2025, an increase of approximately 60.7% compared to the same period in 2024. Belgium, China, and South Korea are Vietnam's top three sources of imported disconnect switches, accounting for approximately 36.3%, 31.3%, and 17.8% of total imports respectively from January to September 2025.

Overview of Foreign Investment in Vietnam's Disconnect Switch Industry

Investment Background

Vietnam's National Electricity Development Plan (PDP8) explicitly states the need for a significant increase in 500kV, 220kV, and 110kV transmission lines and substations by 2030, directly driving a substantial increase in demand for high voltage disconnect switches.

With large-scale foreign investment entering Vietnam's manufacturing sector (especially semiconductors, electronics, machinery manufacturing, and automotive industries), the construction of power distribution systems in industrial parks and factories has also generated substantial demand for medium- and low-voltage disconnect switches, making this sector one of the key power equipment markets attracting 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 protection 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

Vietnam has included electrical equipment manufacturing in its 'encouraging foreign investment' sector, allowing 100% foreign ownership in manufacturing enterprises or joint ventures. Foreign-invested enterprises investing in the manufacture of disconnect switches, circuit breakers, and other power distribution products in industrial parks and high-tech zones can enjoy incentives such as corporate income tax breaks and land rent reductions.

Guide Highlights:

Comprehensive Coverage:

This directory includes major importers in Vietnam, including power companies, large manufacturing enterprises and foreign-invested factories purchasing their own equipment, power engineering general contractors and professional traders.

Detailed Information:

Including basic information about 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 disconnect switch 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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