

# Vietnam Express Industry Research Report 2023-2032

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## Abstracts

The Vietnam courier, express and parcel (CEP) services market is valued at US\$710 million in 2021, reaching US\$900 million in 2022 and is expected to exceed the US\$4.9 billion mark by 2030, growing at a CAGR of about 23.8% from 2023 to 2030.

Vietnam Courier Services offers a range of services including same or next day delivery, international delivery and specialized services such as refrigerated transport of perishable goods. Courier services in Vietnam use a variety of transportation methods, including motorcycles, trucks and airplanes, to ensure fast and efficient delivery of packages.

According to the Ministry of Trade and Industry, in 2022, Vietnam's retail e-commerce market is estimated to be US\$16.4 billion, accounting for 7.5% of the country's total retail market sales and the second highest percentage of online shopping in Southeast Asia, after Singapore. The CAGR of Vietnam's e-commerce retail sales from 2018-2022 reached 19.3%. In 2022, Shopee, Lazada, Tiki and Sendo are the top four e-commerce platforms in Vietnam with a total revenue of VND135 trillion (approximately US\$5.75 billion). Vietnam's e-commerce industry is ranked by eMarketer as one of the top 5 countries in the world for e-commerce growth with an annual growth rate of 20%. According to the 2022 Vietnam E-Commerce White Paper, Vietnam's e-commerce economy 2022 will set a number of annual records. Specifically, the number of online shoppers in Vietnam will reach 57 million for the first time in 2022, and 74.8% of Vietnam's Internet users will shop online. In addition, for the first time, Vietnam's online shopping transactions reached US\$260-285 per capita, and the market share of B2C e-commerce in Vietnam's total retail sales of consumer goods and services exceeded 7%, reaching 7.5%.

According to CRI, the retail sales of e-commerce will reach US\$ 50.94 billion in 2032 and the CAGR in 2023 to 2032 is 12%.

Currently, Vietnam's retail market size is about US\$250 billion, providing vast space for e-commerce development. The Vietnamese government has proposed a target to increase the share of e-commerce sales to 20% of total retail sales. According to the Vietnam E-Commerce White Paper 2022, Vietnam's e-commerce market will reach US\$39 billion by 2025, ranking second in Southeast Asia in terms of e-commerce growth. The growing e-commerce sector will provide opportunities for the country's foreign and local logistics services, particularly courier services. The Vietnam E-Commerce and Digital Economy Agency (iDEA) predicts that Vietnam's e-commerce market will reach \$23 billion by 2025. According to the Vietnamese government's plan, by 2025, the number of online shoppers will account for about 55% of the country's total population and the average annual spending will reach \$600.

## 2018-2022 Vietnam e-commerce retail sales

### Topics covered:

Vietnam Express Industry Overview

The economic and policy environment of Vietnam's express industry

What is the impact of COVID-19 on the courier industry in Vietnam?

Vietnam courier industry market size, 2023-2032

Analysis of major Vietnamese courier industry producers

Key Drivers and Market Opportunities in Vietnam's Express Industry

What are the key drivers, challenges and opportunities for the express industry in Vietnam during the forecast period 2023-2032?

Which companies are the key players in the Vietnam courier industry market and what are their competitive advantages?

What is the expected revenue of Vietnam courier industry market during the forecast period of 2023-2032?

What are the strategies adopted by the key players in the market to increase

their market share in the industry?

Which segment of the Vietnam courier industry market is expected to dominate the market by 2032?

What are the main unfavorable factors facing the express industry in Vietnam?

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