

# Vietnam Glufosinate-ammonium Herbicide Import Guide 2023-2026

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## Abstracts

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

The types of importing companies are diverse, including large agricultural groups, regional distributors of agricultural inputs, pesticide 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 Glufosinate-ammonium Herbicide Import Guide 2023-2026' aims to provide pesticide 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

Glufosinate is a broad-spectrum, selective systemic herbicide commonly used to control annual and perennial weeds, exhibiting good control efficacy against various broadleaf weeds and some grassy weeds.

Due to its unique mechanism of action (interference with the glutamate metabolic pathway), glufosinate is one of the three major herbicides in modern herbicide systems (glyphosate, paraquat, and glufosinate), particularly suitable for field weed control management of several major crops such as rice, corn, rapeseed, and vegetables.

With the advancement of agricultural mechanization and modernization, glufosinate, with its rapid action, broad spectrum, and selectivity, is widely used in agricultural field management, especially in post-transplanting rice, direct-seeding systems, and crop rotation periods, holding a significant market position.

Furthermore, glufosinate exhibits advantages in terms of lower environmental risk and shorter safety intervals amidst increasing environmental and pesticide safety requirements, leading to steady demand growth in certain high-end vegetable fields and facility agriculture.

Currently, Vietnam's local production capacity of glufosinate technical grade is relatively weak, and domestic chemical or pesticide companies have not yet established a large-scale, self-sufficient technical grade supply system. Therefore, the industry's supply mainly relies on imports of technical grade and finished formulations through international trade.

In the medium to long term, with the increase in agricultural output, the deepening of technology application, and the tightening of export quality standards in Vietnam, the glufosinate-ammonium herbicide market will continue to maintain steady growth.

## **Import Market Overview**

The import of glufosinate herbicide is large and the growth rate is rapid in Vietnam.

According to CRI analysis, Vietnam lacks large-scale domestic manufacturing capacity for glufosinate technical grade, therefore the market supply mainly relies on imports of technical grade (TC) and finished formulations. In recent years, with the expansion of agricultural production in Vietnam, the import scale of glufosinate herbicide has continued to increase.

According to CRI statistics, approximately 130 buyers in Vietnam imported glufosinate-ammonium herbicide in 2024, totaling US\$ 44.10 million. In 2025, Vietnam's total glufosinate-ammonium herbicide imports reached US\$ 63.85 million, a 44.8% increase

compared to the same period in 2024.

China is Vietnam's largest source of glufosinate-ammonium herbicide imports.

According to CRI analysis, China and India were the top two sources of Vietnam's glufosinate-ammonium herbicide imports, accounting for approximately 99.9% of total imports in 2025.

With the expansion of crop planting and the increase in agricultural production inputs, Vietnam's herbicide imports will continue to grow.

## Overview of Foreign Investment in Vietnam's Glufosinate-ammonium Herbicide Industry

**Investment Background** Vietnam is an agricultural country with extensive cultivation of crops such as rice, corn, melons, and vegetables. Influenced by its tropical monsoon climate, weed problems are severe and highly seasonal. Traditional weeding methods are inefficient and costly, while glufosinate-ammonium, due to its broad-spectrum herbicidal action, strong systemic activity, and relatively high crop safety, has gradually become one of the important weed control products in modern agriculture.

With the promotion of facility agriculture, the increase in mechanization of farming, and the acceleration of agricultural modernization, farmers and agricultural enterprises are increasingly demanding high-efficiency herbicides, providing a clear demand background for the development of glufosinate-ammonium herbicides in the Vietnamese market and 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

According to Vietnam's Investment Law and other regulations, pesticide production in Vietnam is a conditional investment sector, 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. Before establishing a project, foreign investors must complete necessary procedures such as investment registration, company registration, and land use approval, and obtain registration and permits related to pesticide production and sales from the agricultural authorities.

### Guide Highlights:

#### Comprehensive Coverage:

This directory includes major importers in Vietnam, including large agricultural groups, regional distributors of agricultural inputs, pesticide 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 glufosinate-ammonium herbicide 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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