

# Vietnam NP Fertilizer Import Guide 2023-2026

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## Abstracts

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

The types of importing companies are diverse, including large compound fertilizer manufacturers, large agricultural groups, 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 NP Fertilizer Import Guide 2023-2026' aims to provide NP fertilizer 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

NP fertilizer is a crucial component of Vietnam's fertilizer system, holding a key position in agricultural production and the NPK compound fertilizer industry chain. It is characterized by stable demand, a coexistence of domestic and imported products, and a primary role as an intermediate raw material.

Vietnam is a typical agricultural country, with a long-standing demand for phosphate

and nitrogen fertilizers for crops such as rice, coffee, rubber, pepper, and fruits. NP fertilizers can not only be used directly as fertilizer but are also a core intermediate raw material in the production of NPK fertilizers. As agriculture shifts towards high-yield and cash crops, the demand for high-concentration, nutrient-stable NP fertilizers is gradually increasing.

Vietnam possesses a certain capacity for NP fertilizer production, primarily relying on local phosphate rock resources and its state-owned chemical industry system. However, the overall scale and raw material supply capabilities are limited, making it difficult to fully meet market demand. During periods of rising raw material costs or peak demand, Vietnam still needs to supplement its production through imports.

In recent years, Vietnamese agriculture has gradually shifted towards cash crops, high-value-added crops, and export-oriented production, placing higher demands on the nutrient balance, stability, and application efficiency of fertilizers. This has led to the evolution of traditional single-nutrient fertilizers towards compound and functional formulations.

In the future, driven by agricultural modernization, the upgrading of the compound fertilizer industry, and policy standardization, market demand is expected to maintain a steady upward trend. Companies with advantages in technology, quality, and supply chain will have better development prospects.

## **Import Market Overview**

The import market for NP fertilizer is growing rapidly in Vietnam.

According to CRI analysis, Vietnam is a major agricultural country with a consistently high demand for fertilizers, especially NP fertilizers. Due to limited local NP fertilizer production capacity, Vietnam needs to import a large amount of fertilizer annually to meet agricultural production needs. Vietnam's NP fertilizer import market is influenced by a combination of factors, including agricultural production demand, insufficient domestic supply, and international trade conditions. With the continued advancement of agricultural modernization, NP fertilizer imports will be expected to maintain an upward trend.

According to CRI statistics, approximately 48 buyers in Vietnam imported NP fertilizer in 2024, totaling US\$ 52.15 million, an increase of 36.1% year-on-year. In 2025, Vietnam's total NP fertilizer imports reached US\$124 million, a 138.4% increase compared to the

same period in 2024.

China is Vietnam's largest source of NP fertilizer imports.

According to CRI analysis, China, South Korea and Chile are the top three sources of Vietnam's NP fertilizer imports, accounting for approximately 94.9%, 4.5%, and 0.3% 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 NP fertilizer imports will continue to rise steadily in the coming years.

## Overview of Foreign Investment in Vietnam's NP Fertilizer Industry

**Investment Background** Vietnam is a major agricultural country, with crops such as rice, coffee, and fruits and vegetables having consistently stable nitrogen and phosphorus nutrient requirements. NP fertilizers not only support traditional fertilization but are also widely used as an important raw material for NPK fertilizers.

As Vietnam's agricultural structure shifts towards high-value-added crops and intensive management, it places higher demands on the nutrient balance, stability, and quality standards of compound fertilizer products. While existing domestic production capacity can meet basic needs, imports are still necessary to supplement the supply of high-quality, high-concentration, and functional products. This provides an entry point for foreign investment in the industry.

## 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. NP fertilizer 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 compound fertilizer manufacturers, large agricultural groups, 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 NP fertilizer 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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