

# Vietnam NPK Fertilizer Import Guide 2023-2026

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## Abstracts

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

The types of importing companies are diverse, including 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 NPK Fertilizer Import Guide 2023-2026' aims to provide NPK 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.

## Industry Overview

NPK fertilizer is a highly market-oriented and diversified segment of Vietnam's fertilizer industry, characterized by stable demand, fragmented competition, and structural upgrading.

NPK fertilizer is widely used in the cultivation of crops such as rice, coffee, pepper, rubber, fruits, and vegetables. It is an important input for increasing yield and improving soil structure.

As Vietnamese agriculture shifts from traditional extensive farming to a high-value-

added, export-oriented model, farmers' demand for compound fertilizers, specialized fertilizers, and high-efficiency fertilizers is constantly increasing. This is driving the upgrading of NPK products from low-end blended fertilizers to high-concentration, functional, and customized products.

Vietnam has a large number of NPK production enterprises, including state-owned or large chemical groups, as well as numerous small and medium-sized private blending companies. In recent years, large enterprises have enhanced their market competitiveness by improving automation levels, developing specialized crop-specific fertilizer formulations, and strengthening brand building.

NPK production relies heavily on imports for essential components such as urea, ammonium phosphate, and potassium chloride, with a particularly high dependence on imported potash resources. Therefore, the industry's costs are significantly affected by fluctuations in international commodity prices.

Overall, the market demand for NPK fertilizer is solid in Vietnam, but competition is fierce. Companies with advantages in technology, brand, and distribution channels will have greater long-term development potential.

## **Import Market Overview**

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

According to CRI analysis, Vietnam's NPK fertilizer import market is primarily for structural supplementation rather than large-scale replacement of domestic production. Imported products are typically concentrated in high-end compound fertilizers, water-soluble fertilizers, specialty crop fertilizers, and high-potassium or special functional products, used to supplement the insufficient domestic production capacity of low- and mid-range blended fertilizers.

According to CRI statistics, in 2024, approximately 140 buyers in Vietnam imported NPK fertilizer, totaling US\$226 million, an increase of 46.0% year-on-year. In 2025, Vietnam's total NPK fertilizer imports reached US\$272 million, a 20.4% increase compared to the same period in 2024.

Russia is Vietnam's largest source of NPK fertilizer imports.

According to CRI analysis, Russia, Norway, and South Korea are the top three sources

of Vietnam's NPK fertilizer imports, accounting for approximately 57.1%, 12.6%, and 7.9% 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 NPK fertilizer imports will continue to rise steadily in the coming years.

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

**Investment Background** Vietnam is a typical agricultural country with extensive cultivation areas for rice, coffee, pepper, rubber, and fruit, resulting in a long-term and stable demand for compound fertilizers, especially customized NPK fertilizers. In recent years, Vietnamese agriculture has been transitioning towards high value-added and export-oriented models, leading to a continuous increase in demand for specialized formula fertilizers, functional fertilizers, and high-concentration compound fertilizers.

At the same time, the government has strengthened its supervision of fertilizer quality and rectified low-end blended products. This is beneficial for foreign companies with technological and brand advantages to enter the mid-to-high-end market.

### **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. NPK compound 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 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 NPK 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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