

Vietnam Penicillin Import Guide 2023-2026

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Abstracts

Introduction

To help global penicillin manufacturers, exporters, and related suppliers efficiently expand into the Vietnamese market, CRI releases the 'Vietnam Penicillin Import Guide 2023-2026.' The guide provides an overview of the Vietnamese penicillin industry, import market, and import company information for the period.

The types of importing companies are diverse, including licensed drug importers, large pharmaceutical distributors, hospital centralized procurement agencies, foreign pharmaceutical companies, large medical groups, local pharmaceutical companies 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 Penicillin Import Guide 2023-2026' aims to provide penicillin 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 Vietnamese market trends, mitigate potential risks, and enhance their international competitiveness.

Industry Overview

The penicillin industry in Vietnam is a crucial component of the national pharmaceutical system, primarily encompassing the production and import of oral formulations, injectable formulations, and active pharmaceutical ingredients (APIs).

Penicillin antibiotics are used clinically to treat a variety of bacterial infections and are commonly used drugs in hospitals, clinics, and pharmacies. With the improvement of Vietnam's healthcare system, population growth, and increasing demand for disease prevention and control, the market demand for penicillin continues to grow steadily.

Vietnam's penicillin industry is characterized by import dominance supplemented by local production. High-end injectables and specialty formulations largely rely on imports, with importers including large pharmaceutical distributors, foreign-invested pharmaceutical companies, and some local agents.

Vietnamese pharmaceutical companies primarily produce oral formulations and some injectable formulations, but they still lag behind international brands in terms of purity, stability, and the variety of product specifications, resulting in a high reliance on imports.

Downstream demand for penicillin in Vietnam mainly comes from public and private hospitals, pharmacies and retail markets, and local pharmaceutical companies. With the modernization of Vietnam's healthcare system and the scaling up of hospitals, the market share of high-end formulations is continuously increasing.

Overall, the Vietnamese penicillin industry is characterized by market stability, high import dependence, and sustained demand growth. In the future, with the development of Vietnam's healthcare system, population growth, and increasing demands for disease prevention and control, the import demand for high-end injectable formulations and special-specification formulations is expected to continue to grow.

Import Market Overview

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

According to CRI analysis, Vietnam's penicillin import market mainly consists of finished formulations and raw materials. The import market has seen continuous growth in recent years, primarily driven by factors such as hospital demand, public health policies, limitations in local production capacity, and trust in foreign brands. Finished formulations account for approximately 40-50% of the total market, mainly supplying hospitals, private clinics, and large pharmaceutical groups. Raw materials are imported for local pharmaceutical companies' formulation production, accounting for approximately 30-35%. Overall, Vietnam has a high dependence on penicillin imports, especially for

high-end injectable formulations and high-purity raw materials.

Vietnam's imports of Penicillin continue to increase, China is the largest source of imports.

According to CRI statistics, approximately 130 importers in Vietnam imported penicillin in 2024, totaling US\$126 million, an increase of 21.8% year-on-year. According to CRI analysis, Vietnam's total imports of penicillin reached US\$101 million from January to September 2025, an increase of 8.4% compared to the same period in 2024. United Kingdom, France, Italy are Vietnam's top three sources of penicillin imports, accounting for approximately 27.3%, 24.1% and 7.9% of total imports respectively from January to September 2025.

Overview of Foreign Investment in Vietnam's Penicillin Industry

Investment Background

The Vietnamese penicillin market has maintained steady growth in recent years, primarily driven by medical demand, population growth, and public health policies. With the modernization of Vietnam's healthcare system, the expansion of hospitals, and the increasing clinical demand for antibiotics, high-end injectables and specialty formulations require higher quality and stability, while local production capacity remains limited. Therefore, foreign companies have significant opportunities in the penicillin and related antibiotics 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

Foreign investors can establish pharmaceutical companies, branches, or representative offices in Vietnam, but they must register and obtain an investment permit. Foreign pharmaceutical companies must comply with Vietnam's Good Manufacturing Practices (GMP) and Good Supply Practices (GSP).

Guide Highlights:

Comprehensive Coverage:

This directory includes major importers in Vietnam, including licensed drug importers, large pharmaceutical distributors, hospital centralized procurement agencies, foreign pharmaceutical companies, large medical groups, local pharmaceutical companies 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 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 penicillin 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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