

Vietnam Skimmed Milk Powder Import Guide 2023-2026

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Abstracts

To help global large dairy groups, dairy cooperative systems, professional milk powder processing companies, and traders efficiently expand into the Vietnamese market, CRI releases the 'Vietnam Skimmed Milk Powder Import Guide 2023-2026.' The guide provides an overview of the Vietnamese skimmed milk powder industry, import market, and import company information for the period.

The types of importing companies are diverse, including food processing companies, infant formula milk powder companies, beverage supply chain companies, milk powder distributors, and traders. 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 Skimmed Milk Powder Import Guide 2023-2026' aims to provide skimmed milk powder producers 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

Skimmed milk powder serves as a crucial foundational raw material for Vietnam's dairy and food industries, finding widespread application in the reconstitution of liquid milk, yogurt production, infant formula, baking, and beverages.

Driven by a steady rise in per capita dairy consumption—coupled with the rapid expansion of chain restaurants, bakeries, and the beverage sector—the demand for skimmed milk powder continues to exhibit stable growth.

Domestic dairy enterprises—exemplified by industry leaders such as Vinamilk and Nutifood—constitute the core consumer base for skimmed milk powder; they utilize the product for manufacturing dairy goods while also engaging directly in its procurement through imports.

Constrained by insufficient domestic raw milk supplies and relatively limited capabilities in advanced dairy processing, Vietnam remains heavily reliant on imports to meet its demand for skimmed milk powder, with primary import sources concentrated in major dairy-exporting nations such as New Zealand, the European Union, and the United States.

Market participants include leading domestic enterprises—such as Vinamilk—as well as foreign-invested brands like Nestlé and Abbott Laboratories; the overall market landscape is characterized by foreign brands dominating the premium segment, while domestic enterprises hold sway over the mass market.

Looking ahead, the market for skimmed milk powder is poised to continue expanding, driven by trends such as consumption upgrading, the ongoing development of the food industry, and heightened health consciousness among consumers.

Import Market Overview

Vietnam's demand for skimmed milk powder imports is increasing, leading to expanded imports.

According to CRI analysis, Vietnam's market for skimmed milk powder is a quintessential example of an import-driven market for raw materials. Driven by population growth, an expanding middle class, and the upgrading of dairy consumption, the demand for milk powder in Vietnam continues to rise, thereby fueling a steady increase in the volume of imports.

According to CRI statistics, approximately 86 buyers in Vietnam imported Skimmed milk powder in 2024, totaling US\$ 256 million. In 2025, Vietnam's total Skimmed milk powder imports reached US\$ 271 million, an increase of 6.1% year-on-year.

United States, Australia and New Zealand are Vietnam's top three sources for Skimmed milk powder imports.

According to CRI analysis, United States, Australia, New Zealand, Belgium and Germany were the top five sources of Vietnam's skimmed milk powder imports, accounting for approximately 22.9%?19.8%?15.5%?13.2% and 12.1% of total imports respectively in 2025.

Vietnam's import market for skimmed milk powder is a typical resource-dependent market, and it is unlikely to shed its reliance on foreign sources in the short term. CRI projects that, driven by consumer upgrading and the development of the food industry, the volume of skimmed milk powder imports will continue to grow in the future.

Overview of Foreign Investment in Vietnam's Skimmed Milk Powder Industry

Investment Background Demand within Vietnam's dairy market continues to grow. However, a shortage of domestic raw milk sources coupled with limited deep-processing capabilities has resulted in a long-standing reliance on imports for skimmed milk powder. This provides opportunities for foreign dairy companies, raw material suppliers, and food processing companies to enter the market.

Meanwhile, as an important manufacturing base in ASEAN, Vietnam has the characteristics of a young population, significant consumption upgrading, and outstanding location advantages. In addition, the tariff advantages brought by a number of free trade agreements (such as RCEP) have further enhanced the attractiveness of foreign investment in the dairy industry chain.

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, dairy products and food processing in Vietnam are not among the sectors restricted or prohibited from foreign investment. Foreign-invested enterprises may enter the market by establishing either wholly foreign-owned enterprises or joint ventures. When engaging in production or trading activities, enterprises are required to complete the necessary investment registration and business registration procedures, as well as comply with Vietnamese regulations regarding quality standards for food products.

Guide Highlights:

Comprehensive Coverage:

This directory includes major importers in Vietnam, including food processing companies, infant formula milk powder companies, beverage supply chain companies, milk powder distributors, and traders.

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 skimmed milk powder 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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