

# Vietnam Small Diesel Generator Sets Import Guide 2023-2025

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## Abstracts

### Introduction

To help global small diesel generator sets manufacturers, exporters, and related suppliers efficiently expand into the Vietnamese market, CRI releases the 'Vietnam Small Diesel Generator Sets Import Guide 2023-2025.' The guide provides an overview of the Vietnamese small diesel generator sets industry, import market, and import company information for the period.

The types of importing companies are diverse, including energy companies, power and infrastructure companies, electromechanical equipment dealers, construction and electromechanical engineering contractors 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 2023-2025 (including Excel data source).

The publication of the 'Vietnam Small Diesel Generator Sets Import Guide 2023-2025' aims to provide small diesel generator sets exporters with precise customer acquisition channels, helping them expand into the Vietnamese market more efficiently. It also provides valuable decision-making insights into 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

Small diesel generator sets in Vietnam are primarily used in small factories, commercial

facilities, office buildings, shops, hotels, and as backup power for homes.

With accelerated urbanization, increased commercial activity, and a continuous rise in the number of SMEs, the market demand for small diesel generators is growing rapidly.

Compared to large generator sets, small diesel generators offer greater flexibility, easier installation, and lower maintenance costs, making them more suitable for SMEs and residential users.

Small diesel generators are supplied by both local assembly plants and imported brands. Local companies mainly handle the assembly, sales, and after-sales service of low-power units, while mid-to-high-end units still rely on imports, particularly from Japanese, Korean, German, and Chinese brands. These importers primarily provide small units with high stability, low noise, and low emissions to meet the reliability requirements of commercial and industrial users.

The high concentration of small businesses and commercial users in the southern industrial zones and economically developed cities such as Hanoi and Haiphong in the north is driving continued market growth. At the same time, small diesel generators are also widely used in remote areas, rural areas, and infrastructure projects to supplement insufficient power supply or as emergency power.

According to CRI analysis, Vietnam's small diesel generator set industry is expected to maintain rapid growth in the future, driven by industrial expansion, urbanization, and the development of small and medium-sized enterprises.

## **Import Market Overview**

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

According to CRI analysis, the Vietnamese market for small diesel generator sets is dominated by imported equipment. Due to limited local manufacturing capabilities, especially in the high-performance and low-emission small generator set sector, imported equipment holds a dominant market position. At the same time, with the expansion of SMEs and accelerated urbanization, the Vietnamese market for imported small diesel generators is steadily growing, and imports are expected to continue rising in the coming years.

Vietnam's imports of small diesel generator sets continue to increase. China is the largest source of imports.

According to CRI statistics, approximately 280 importers in Vietnam imported small diesel generator sets in 2024, totaling US\$20.74 million, a 37.5% year-on-year increase. According to CRI analysis, Vietnam's total imports of small diesel generator sets reached US\$22.65 million from January to September 2025, an increase of approximately 62.4% compared to the same period in 2024. China was Vietnam's the largest import source of static converter, accounting for approximately 77.2% of total imports from January to September 2025.

## **Overview of Foreign Investment in Vietnam's Small Diesel Generator Sets Industry**

### ***Investment Background***

Vietnam's small diesel generator industry is highly attractive to foreign investment, primarily due to its large market size, stable growth, and continuous demand for high-quality equipment. With accelerating urbanization and the increasing number of SMEs and commercial facilities, small diesel generators are widely used in industrial, commercial, and residential sectors. Foreign companies can gain a technological and brand advantage in the market by importing high-performance generator sets, providing advanced fuel control and low-emission technologies, and offering after-sales maintenance services.

### ***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***

Vietnam has largely opened its small diesel generator industry to foreign investment, allowing wholly foreign-owned enterprises to engage in generator production, assembly, trade, and after-sales service. Enterprises can establish factories or trading companies to conduct import and distribution. Imported equipment must comply with Vietnamese national standards (TCVN) and relevant international standards and undergo quality and technical safety inspections at the import stage.

### **Guide Highlights:**

#### ***Comprehensive Coverage:***

This directory includes major importers in Vietnam, including energy companies, power and infrastructure companies, electromechanical equipment dealers and professional generator agents, construction and electromechanical engineering contractors, industrial park developers and small manufacturing companies etc.

#### ***Detailed Information:***

Including basic information about 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 small diesel generator sets 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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