

# Vietnam Ultrasonic Scanning Device Import Guide 2023-2026

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## Abstracts

### Introduction

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

The types of importing companies are diverse, including medical equipment importers and distributors, foreign-invested medical equipment companies, hospitals, large medical groups, private hospitals, research and educational institutions 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 Ultrasonic Scanning Device Import Guide 2023-2026' aims to provide ultrasonic scanning device 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

Vietnam's ultrasound scanning equipment industry has maintained rapid growth over

the past decade, driven by factors such as demographic changes, increasing healthcare needs, government healthcare reforms, and the expansion of private healthcare.

Ultrasound equipment is widely used in Vietnamese hospitals and clinics, serving as essential equipment in obstetrics and gynecology, cardiology, emergency medicine, and primary care systems.

Vietnam's healthcare system is dominated by public hospitals. However, the growth of private hospitals and chain clinics has further expanded the demand for high-end color Doppler ultrasound, portable ultrasound machines, and point-of-care (POCUS) devices.

The Vietnamese market has gradually upgraded from being dominated by black-and-white ultrasound and low-end portable ultrasound to digital color Doppler ultrasound, 3D/4D ultrasound, cardiac ultrasound, and portable wireless ultrasound probes.

Vietnamese companies are mainly concentrated in the supply of basic medical equipment and lack complete manufacturing capabilities for high-precision ultrasound equipment. The high-end market is almost entirely reliant on imported equipment.

The Vietnamese market continues to experience growth in demand. With a population exceeding 100 million and a high birth rate, Vietnam enjoys a stable demand for obstetric and gynecological ultrasound equipment. Meanwhile, government initiatives to improve primary healthcare capabilities, requiring hospitals at all levels to equip themselves with basic imaging equipment, have created opportunities for mid-to-low-end ultrasound machines.

With the expansion of the healthcare system, increased investment in private hospitals, and the advancement of digitalization in primary healthcare, ultrasound equipment will be expected to maintain strong growth in the future. High-end color Doppler ultrasound and portable ultrasound will be market highlights.

## **Import Market Overview**

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

According to CRI analysis, the ultrasonic scanning device market is highly dependent on imports in Vietnam. Imports account for over 80% of the market supply, especially in

the mid-to-high-end and specialized ultrasound device sectors, where international brands almost completely dominate. Vietnam lacks the domestic manufacturing capacity for high-end medical imaging equipment. Currently, Vietnam's healthcare system is continuously expanding, including the upgrading of equipment in public hospitals, the expansion of private hospitals, and the modernization of primary healthcare, leading to a sustained increase in demand for imported ultrasound equipment.

Vietnam's imports of ultrasonic scanning device continue to increase, South Korea is the largest source of imports.

According to CRI statistics, approximately 130 importers in Vietnam imported ultrasonic scanning device in 2024, totaling US\$105 million, a 120% year-on-year increase. According to CRI analysis, Vietnam's total imports of ultrasonic scanning device reached US\$43.62 million from January to September 2025. South Korea, China, the United States, Australia and Japan are Vietnam's top five sources of imported ultrasonic scanning device, accounting for approximately 35.6%, 18.0%, 12.2%, 8.3%, and 6.0% of total imports respectively from January to September 2025.

## **Overview of Foreign Investment in Vietnam's Ultrasonic Scanning Device Industry**

### ***Investment Background***

Vietnam's healthcare system is rapidly expanding, with overcrowded public hospitals and continued expansion of private hospitals driving sustained demand for high-end imaging equipment. Meanwhile, clinical departments such as obstetrics and gynecology, cardiology, and emergency medicine are highly reliant on ultrasound equipment.

These driving factors provide long-term, stable growth momentum. Furthermore, the government's promotion of healthcare digitalization and the modernization of primary healthcare is creating greater demand for mid-to-low-end portable ultrasound and bedside point-of-care (POCUS) equipment, presenting significant market opportunities for foreign investment.

### ***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 allows 100% foreign ownership in the trade, distribution, repair services, and technical support of medical devices. Medical devices are regulated by the Ministry of Health (MOH) and the Department of Pharmaceuticals and Medical Devices (DMEC). Ultrasound equipment is classified as a medium-risk medical device and requires registration, conformity assessment, and import licenses.

### **Guide Highlights:**

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

This directory includes major importers in Vietnam, including medical equipment importers and distributors, foreign-invested medical equipment companies, hospitals, large medical groups, private hospitals, research and educational institutions.

#### ***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 ultrasonic scanning device industry, an overview of the import market, and a brief analysis of market demand trends, helping global suppliers seize the Vietnamese market and opportunities.

## Contents

### **1 INDUSTRY OVERVIEW**

- 1.1 Industry Definition and Classification
- 1.2 Current Status of the Vietnamese Ultrasonic Scanning Device Industry
  - 1.2.1 Supply Situation of the Vietnamese Ultrasonic Scanning Device Industry
  - 1.2.2 Downstream Market Demand Situation of the Vietnamese Ultrasonic Scanning Device Industry
- 1.3 Overview of Foreign Investment in the Vietnamese Ultrasonic Scanning Device Industry

### **2 IMPORT MARKET OVERVIEW**

- 2.1 Import Scale of Ultrasonic Scanning Device in Vietnam
- 2.2 Major Import Sources of Ultrasonic Scanning Device in Vietnam

### **3 OVERVIEW OF IMPORTERS (2023-2026)**

- 3.1 Importers Overview of Ultrasonic Scanning Device in Vietnam (2023)
  - 3.1.1 Total Scale of Importers
  - 3.1.2 Top 5 Importers
- 3.2 Importers Overview of Ultrasonic Scanning Device in Vietnam (2024)
  - 3.2.1 Total Scale of Importers
  - 3.2.2 Top 5 Importers
- 3.3 Importers Overview of Ultrasonic Scanning Device in Vietnam (2025)
  - 3.3.1 Total Scale of Importers
  - 3.3.2 Top 5 Importers
- 3.4 Importers Overview of Ultrasonic Scanning Device in Vietnam (2026)
  - 3.4.1 Total Scale of Importers
  - 3.4.2 Top 5 Importers

### **4 LIST OF THE TOP 10 IMPORTERS IN 2026**

- 4.1 Company
  - 4.1.1 Introduction to Company
  - 4.1.2 Import Status of Company 1, 2023-2026
- 4.2 Company
  - 4.2.1 Introduction to Company

- 4.2.2 Import Status of Company 2, 2023-2026
- 4.3 Company
  - 4.3.1 Introduction to Company
  - 4.3.2 Import Status of Company 3, 2023-2026
- 4.4 Company
  - 4.4.1 Introduction to Company
  - 4.4.2 Import Status of Company 4, 2023-2026
- 4.5 Company
  - 4.5.1 Introduction to Company
  - 4.5.2 Import Status of Company 5, 2023-2026
- 4.6 Company
  - 4.6.1 Introduction to Company
  - 4.6.2 Import Status of Company 6, 2023-2026
- 4.7 Company
  - 4.7.1 Introduction to Company
  - 4.7.2 Import Status of Company 7, 2023-2026
- 4.8 Company
  - 4.8.1 Introduction to Company
  - 4.8.2 Import Status of Company 8, 2023-2026
- 4.9 Company
  - 4.9.1 Introduction to Company
  - 4.9.2 Import Status of Company 9, 2023-2026
- 4.10 Company
  - 4.10.1 Introduction to Company
  - 4.10.2 Import Status of Company 10, 2023-2026

## **5 SUGGESTIONS OF INVESTMENT AND COOPERATION**

- 5.1 Investment Suggestions
- 5.2 Cooperation Suggestions
- Disclaimer

## List Of Charts

### LIST OF CHARTS

Chart 2023-2026 Ultrasonic Scanning Device Market Size in Vietnam  
Chart 2023-2026 Ultrasonic Scanning Device Import Market Size in Vietnam  
Chart 2023-2026 Major Import Sources of Vietnam's Ultrasonic Scanning Device  
Chart 2023 Ultrasonic Scanning Device Import Companies and Total Import Value  
Chart 2024 Ultrasonic Scanning Device Import Companies and Total Import Value  
Chart 2025 Ultrasonic Scanning Device Import Companies and Total Import Value  
Chart 2026 Ultrasonic Scanning Device Import Companies and Total Import Value  
Chart List of the Top 10 Importing Companies in 2026  
Chart Company 1 Profile  
Chart Import Scale of Company 1, 2023-2026  
Chart Major Import Sources of Company 1, 2023-2026  
Chart Major Suppliers of Company 1, 2023-2026  
Chart Company 2 Profile  
Chart Import Scale of Company 2, 2023-2026  
Chart Major Import Sources of Company 2, 2023-2026  
Chart Major Suppliers of Company 2, 2023-2026  
Chart Company 3 Profile  
Chart Import Scale of Company 3, 2023-2026  
Chart Major Import Sources of Company 3, 2023-2026  
Chart Major Suppliers of Company 3, 2023-2026  
Chart Company 4 Profile  
Chart Import Scale of Company 4, 2023-2026  
Chart Main Import Sources of Company 4, 2023-2026  
Chart Main Suppliers of Company 4, 2023-2026  
Chart Company 5 Profile  
Chart Import Scale of Company 5, 2023-2026  
Chart Main Import Sources of Company 5, 2023-2026  
Chart Main Suppliers of Company 5, 2023-2026  
Chart Company 6 Profile  
Chart Import Scale of Company 6, 2023-2026  
Chart Main Import Sources of Company 6, 2023-2026  
Chart Main Suppliers of Company 6, 2023-2026  
Chart Company 7 Profile  
Chart Import Scale of Company 7, 2023-2026  
Chart Main Import Sources of Company 7, 2023-2026

Chart Main Suppliers of Company 7, 2023-2026  
Chart Company 8 Profile  
Chart Import Scale of Company 8, 2023-2026  
Chart Major Import Sources of Company 8, 2023-2026  
Chart Major Suppliers of Company 8, 2023-2026  
Chart Company 9 Profile  
Chart Import Scale of Company 9, 2023-2026  
Chart Major Import Sources of Company 9, 2023-2026  
Chart Major Suppliers of Company 9, 2023-2026  
Chart Company 10 Profile  
Chart Import Scale of Company 10, 2023-2026  
Chart Major Import Sources of Company 10, 2023-2026  
Chart Major Suppliers of Company 10, 2023-2026

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