

# Vietnam Vaccine Import Guide 2023-2026

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## Abstracts

### Introduction

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

The types of importing companies are diverse, including licensed drug importers, foreign pharmaceutical companies, hospitals, large medical groups, and private pharmaceutical wholesale 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 Vaccine Import Guide 2023-2026' aims to provide vaccine 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 has long implemented the National Extended Immunization Program (NEPI/EPI), maintaining a high vaccination coverage rate among ASEAN countries and continuously expanding immunization coverage for children and adults.

With population growth, accelerated urbanization, an expanding middle class, and increased awareness of disease prevention, Vietnam's overall vaccine market demand continues to grow, driving the parallel development of imported and locally produced vaccines.

Vietnam's domestic vaccine production capacity has improved in recent years, enabling the production of basic childhood vaccines. However, for high-end vaccines such as HPV, pneumococcal (PCV), meningitis, pentavalent/hexavalent vaccines, influenza vaccines, and mRNA vaccines, Vietnam remains heavily reliant on imports.

Vietnam's vaccine market demand is primarily comprised of government procurement and commercial vaccines. Government-procured vaccines are mainly used for the national immunization program; the commercial vaccine market has grown rapidly in recent years, primarily driven by middle- and high-income families and employees of foreign companies. Childhood vaccines remain the largest segment, but adult vaccines are growing even faster, driven by the expansion of the private healthcare system.

The government, through the Ministry of Health (MOH) and the Drug Administration (DAV), strictly regulates vaccine registration, import, distribution, and cold chain systems, gradually promoting the improvement of the vaccine quality system, while also encouraging foreign companies to invest in research and development, technology transfer, and localized production.

With increasing healthcare spending in Vietnam and upgraded government vaccine policies, the Vietnamese vaccine industry will be expected to continue its growth and move towards high-end products, technological upgrades, and modernized cold chain logistics.

## **Import Market Overview**

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

According to CRI analysis, Vietnam's vaccine import market has seen continuous growth in recent years, primarily driven by demand for high-end vaccines, out-of-pocket vaccinations, and public health needs. Although Vietnam possesses some basic vaccine production capacity, it still relies on imports for over 60% of its vaccine categories, particularly multivalent vaccines, pneumococcal vaccines (PCV), HPV vaccines, meningitis vaccines, and influenza vaccines. These categories are almost

entirely supplied by multinational pharmaceutical companies, making Vietnam one of the fastest-growing vaccine import markets in Southeast Asia.

Vietnam's imports of vaccine continue to increase, with United States is the largest source of imports.

According to CRI statistics, approximately 22 importers in Vietnam imported vaccine in 2024, totaling US\$771 million, an increase of 64.1% year-on-year. According to CRI analysis, Vietnam's total imports of vaccine reached US\$741 million from January to September 2025, an increase of approximately 45.7% compared to the same period in 2024. United States, Belgium and France are Vietnam's top three sources of vaccine imports, accounting for approximately 29.0%, 26.3% and 16.7% of total imports respectively from January to September 2025.

## **Overview of Foreign Investment in Vietnam's Vaccine Industry**

### ***Investment Background***

Driven by factors such as population growth, modernization of the healthcare system, and government initiatives to increase vaccine self-sufficiency, Vietnam's vaccine market is becoming increasingly attractive. The Vietnamese government explicitly encourages international vaccine companies to enter the market through joint ventures, technological cooperation, or local production to enhance national immunization security. Therefore, there is room for foreign investment in areas such as vaccine research and development, production, and cold chain logistics.

### ***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***

The Vietnamese government explicitly encourages international vaccine companies to enter the market through joint ventures, technological cooperation, or local production. At the same time, the country has introduced measures such as import tariff preferences, preferential policies for biomedical industrial parks, and simplified technology transfer approvals to further reduce the barriers to foreign investment.

### **Guide Highlights:**

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

This directory includes major importers in Vietnam, including licensed drug importers, foreign pharmaceutical companies, hospitals, large medical groups, and private pharmaceutical wholesale 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 vaccine 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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