

# **Vietnam Dental Materials Market, By Type (Metallic Biomaterials, Ceramic Biomaterials, Dental Polymers, Natural Biomaterials, Others), By Application (Implant, Prosthetics, Orthodontics), By End User (Hospitals & Clinics, Dental Laboratories, Others), By Region, Competition, Forecast and Opportunities, 2019-2029F**

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## **Abstracts**

Vietnam Dental Materials Market was valued at USD 30.57 Million in 2023 and is anticipated to project impressive growth in the forecast period with a CAGR of 5.01% through 2029. The Vietnam Dental Materials Market is experiencing significant growth driven by several key factors. Rising awareness about oral health and the increasing prevalence of dental issues such as cavities, periodontal diseases, and tooth loss are fueling the demand for dental treatments and, consequently, dental materials. The growing middle class and increasing disposable income are enabling more people to afford dental care, including cosmetic dentistry, which is driving the market for advanced dental materials.

Technological advancements in dental materials, such as the development of biocompatible and durable composites, ceramics, and polymers, are enhancing the quality and effectiveness of dental treatments. These innovations are appealing to both dental professionals and patients seeking long-lasting and aesthetically pleasing solutions. The expansion of dental clinics and the increasing number of trained dental professionals in urban and rural areas are also contributing to market growth. Supportive government policies and initiatives aimed at improving healthcare infrastructure and access to dental care are further propelling the Vietnam Dental Materials Market. This dynamic environment indicates a positive outlook for the continued expansion and evolution of the market in the coming years.

## Key Market Drivers

### Rising Awareness About Oral Health

In recent years, there has been a significant increase in awareness about oral health in Vietnam. This is largely due to educational campaigns conducted by both government and non-governmental organizations that emphasize the importance of dental hygiene and regular check-ups. Schools and community centers are often the venues for such educational initiatives, which have successfully conveyed the message about the benefits of preventive dental care. Social media and digital platforms have played a crucial role in spreading information about oral health, reaching a broader audience. As a result, more people are seeking dental treatments to prevent and address oral health issues, driving demand for a wide range of dental materials, from basic fillings to advanced implants.

### Increasing Prevalence of Dental Issues

The prevalence of dental issues such as cavities, gum diseases, and tooth loss is on the rise in Vietnam. Poor dietary habits, high consumption of sugary foods and beverages, and inadequate dental hygiene practices contribute to this trend. According to health surveys, a significant portion of the Vietnamese population suffers from untreated dental conditions, which can lead to more severe health problems if not addressed. This increasing prevalence of dental problems necessitates a higher demand for dental treatments, thereby driving the market for dental materials. Dental professionals require a variety of materials for procedures such as fillings, crowns, bridges, and orthodontic applications, ensuring steady market growth.

### Growing Middle Class and Increased Disposable Income

Vietnam's economy has seen robust growth over the past few decades, leading to the emergence of a substantial middle class with higher disposable income. This economic upliftment has led to increased spending on healthcare, including dental care. People are now more willing to invest in dental treatments for both health and aesthetic reasons. Cosmetic dentistry, in particular, has seen a surge in demand, with more individuals opting for procedures like teeth whitening, veneers, and smile corrections. This shift towards elective dental treatments significantly boosts the demand for high-quality dental materials, including advanced composites, ceramics, and other aesthetic materials.

## Technological Advancements in Dental Materials

The dental materials market in Vietnam is benefiting greatly from technological advancements. Innovations in materials science have led to the development of new dental materials that offer improved properties such as biocompatibility, durability, and aesthetic appeal. For instance, modern composite resins and ceramics provide better color matching and strength, making them preferable for restorations and cosmetic procedures. Digital dentistry technologies, including CAD/CAM systems, have revolutionized the fabrication of dental prosthetics, allowing for more precise and efficient production. These advancements not only enhance the quality of dental care but also drive the adoption of these new materials among dental professionals.

## Key Market Challenges

### High Cost of Advanced Dental Materials

One of the significant challenges in the Vietnam Dental Materials Market is the high cost associated with advanced dental materials. While there is a growing demand for high-quality and innovative dental products, the cost of these materials can be prohibitive for many dental practices, especially smaller clinics and those in rural areas. Advanced materials such as biocompatible composites, ceramics, and high-strength alloys often come with a hefty price tag due to the sophisticated technology and research involved in their development. This financial burden can be a deterrent for dental professionals who wish to offer the latest treatments but are constrained by budget limitations. Consequently, many dentists might opt for cheaper, lower-quality materials, which can affect the overall quality of dental care. Patients might also be deterred by the higher costs of treatments using advanced materials, limiting the market's growth potential.

### Lack of Skilled Professionals

The lack of adequately trained dental professionals proficient in using advanced dental materials poses another challenge. While Vietnam has made significant strides in expanding its healthcare workforce, there remains a gap in specialized training and expertise required for handling sophisticated dental technologies and materials. Dental professionals need continuous education and training to keep up with the rapid advancements in dental materials science. However, opportunities for such professional development are often limited, particularly in rural areas. This gap can lead

suboptimal use of advanced materials, reduced treatment efficacy, and patient dissatisfaction. The improper use of high-tech materials due to lack of training can result in complications, further deterring dentists from adopting new materials. Bridging this skill gap requires significant investment in education and training programs, collaboration with international experts, and the establishment of advanced training facilities.

## Key Market Trends

### Increasing Focus on Cosmetic Dentistry

Cosmetic dentistry is gaining popularity in Vietnam, driven by the desire for improved aesthetics and a perfect smile. Procedures such as teeth whitening, veneers, and orthodontics are in high demand, particularly among the younger population and professionals who place a high value on appearance. This trend towards cosmetic dentistry has significantly boosted the demand for specialized dental materials that offer superior aesthetic outcomes. High-quality ceramics, advanced composites, and innovative bonding agents are examples of materials that are increasingly sought after for cosmetic procedures. This focus on aesthetics not only drives market growth but also encourages continuous innovation in dental materials.

### Rising Medical Tourism

Vietnam is emerging as a popular destination for medical tourism, including dental tourism. The country offers high-quality dental services at a fraction of the cost compared to Western countries. Tourists from Australia, Europe, and other parts of Asia are increasingly choosing Vietnam for dental treatments, ranging from basic procedures to complex surgeries. The influx of international patients boosts the demand for premium dental materials that meet global standards. Dental clinics catering to medical tourists often invest in the latest materials and technologies to ensure top-notch care, further driving the market for advanced dental materials. This trend not only supports market growth but also positions Vietnam as a competitive player in the global dental tourism industry.

## Segmental Insights

### Type Insights

Based on the type, Dental Polymers are currently dominating, driven by their versatility,

cost-effectiveness, and the wide range of applications they offer in modern dentistry. Dental polymers encompass a variety of materials including composite resins, dental adhesives, and acrylics, which are extensively used for restorative and prosthetic procedures. The dominance of dental polymers can be attributed to several key factors that make them the material of choice for dental professionals across the country. The versatility of dental polymers allows for their use in numerous dental applications, from fillings and crowns to dentures and orthodontic appliances. Composite resins, for instance, are widely favored for their aesthetic appeal and ease of application. They can be precisely color-matched to the natural teeth, providing a visually pleasing outcome for patients, which is particularly important in cosmetic dentistry. This aesthetic advantage has made composite resins highly popular for procedures such as tooth-colored fillings and veneers.

The advancements in polymer technology have significantly improved the properties of dental polymers, making them more durable, biocompatible, and resistant to wear and tear. Modern composite resins, for example, have enhanced mechanical properties and can withstand the forces of mastication better than older materials. These improvements ensure that restorations made with dental polymers have a longer lifespan, which is a critical factor for both patients and dental practitioners aiming for long-term solutions. Cost-effectiveness is another crucial factor contributing to the dominance of dental polymers. Compared to other materials such as ceramics and metallic biomaterials, dental polymers are relatively inexpensive, making them accessible to a broader segment of the population. This affordability is particularly important in Vietnam, where economic disparities can limit access to high-cost dental treatments. The lower cost of dental polymers allows more patients to receive necessary dental care, thereby improving overall oral health outcomes in the country.

## End User Insights

Based on the end user segment, Hospitals & Clinics are currently dominating, serving as the primary distribution channel for dental materials across the country. Hospitals and dental clinics play a pivotal role in the provision of dental care, offering a wide range of services from routine check-ups to complex restorative procedures. As key stakeholders in the dental healthcare ecosystem, these institutions are responsible for the procurement and utilization of dental materials, making them a significant driving force in the market.

One of the primary reasons for the dominance of Hospitals & Clinics in the dental materials market is their direct interaction with patients and their ability to influence

treatment decisions. Dental professionals working in hospitals and clinics have the autonomy to choose the most suitable materials for each patient based on factors such as clinical indications, patient preferences, and budget constraints. This decision-making authority gives hospitals and clinics considerable control over the types and volumes of dental materials purchased, thereby shaping market demand. Hospitals & Clinics often have larger budgets and procurement capabilities compared to other dental stakeholders, such as dental laboratories. This financial capacity enables them to invest in a diverse range of dental materials, including advanced polymers, ceramics, and metallic biomaterials, to meet the diverse needs of their patient population. Hospitals and clinics benefit from economies of scale when purchasing dental materials in bulk, allowing them to negotiate favorable pricing and procurement terms with suppliers.

## Regional Insights

In the Vietnam Dental Materials Market, the Southern region, particularly Ho Chi Minh City, emerges as the dominant hub for the distribution and utilization of dental materials. Several factors contribute to the Southern region's dominance, making it a pivotal player in shaping market dynamics and driving innovation in dental materials. Ho Chi Minh City serves as the economic and commercial center of Vietnam, boasting a dense concentration of hospitals, clinics, and dental laboratories. The city's vibrant healthcare ecosystem, coupled with its robust infrastructure and well-established supply chain networks, makes it an ideal hub for the distribution and procurement of dental materials. Dental professionals in Ho Chi Minh City have access to a wide range of materials, including advanced polymers, ceramics, and metallic biomaterials, sourced from both domestic manufacturers and international suppliers.

The Southern region benefits from a large and diverse patient population, comprising urban residents, expatriates, and medical tourists seeking dental care services. As the demand for dental treatments continues to grow, driven by factors such as increasing awareness of oral health and rising disposable incomes, hospitals and clinics in Ho Chi Minh City have a steady demand for dental materials to meet patient needs. This sustained demand incentivizes suppliers and manufacturers to prioritize the Southern region, ensuring the availability of a comprehensive range of dental materials.

Ho Chi Minh City is home to several leading dental schools, research institutions, and professional associations, contributing to the region's dominance in the dental materials market. These educational and research institutions play a crucial role in



training the next generation of dental professionals, fostering innovation in dental materials, and disseminating best practices across the industry. The presence of academic centers and research facilities creates a conducive environment for collaboration between academia and industry, leading to the development of cutting-edge dental materials and technologies.

### Key Market Players

3M Vietnam Limited

Thanh Dental Laboratory

D.O.E Company

Dentsply Sirona Vietnam Co.

Dental Materials Co.

Biotech Dental Vietnam

### Report Scope:

In this report, the Vietnam Dental Materials Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Vietnam Dental Materials Market, By Type:

Metallic Biomaterials

Ceramic Biomaterials

Dental Polymers

Natural Biomaterials

Others

### Vietnam Dental Materials Market, By Application:

Implant

Prosthetics

Orthodontics

### Vietnam Dental Materials Market, By End User:

Hospitals & Clinics

Dental Laboratories

Others

### Vietnam Dental Materials Market, By Region:

South Vietnam

North Vietnam

Central Vietnam

### Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Vietnam Dental Materials Market.

### Available Customizations:

Vietnam Dental Materials Market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

### Company Information

Detailed analysis and profiling of additional market players (up



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