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# Vietnam Insulin Patch Pumps Market By Type (Disposable and Reusable), By Delivery Mode (Basal, Bolus, Basal & Bolus), By Distribution Channel (Hospitals, Retail Pharmacies, Private Clinics, Online Pharmacies, and Others), By Region, Competition, Forecast and Opportunities, 2020-2030F

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## Abstracts

Vietnam Insulin Patch Pumps Market was valued at USD 8.47 Million in 2024 and is expected to reach USD 14.68 Million by 2030 with a CAGR of 9.56% during the forecast period. The Vietnam Insulin Patch Pumps Market is experiencing significant growth due to several key drivers. The increasing prevalence of diabetes in Vietnam, particularly type 1 and type 2 diabetes, is fueling the demand for innovative solutions in diabetes management. As more individuals are diagnosed with diabetes, there is a growing need for effective and convenient insulin delivery systems, which insulin patch pumps provide. These devices offer discreet, continuous insulin delivery, improving patient comfort and enhancing blood sugar control. The increasing adoption of advanced medical technologies and the rising awareness of diabetes management options are further contributing to the market's expansion. Insulin patch pumps are seen as a more comfortable alternative to traditional insulin injections, appealing to a wide range of patients, especially those seeking better quality of life. According to WHO, in Vietnam, the prevalence of diabetes is rising rapidly, having nearly doubled in the past decade. Currently, it is estimated that one in every 20 adults in the country has diabetes. The number of individuals with pre-diabetes is three times greater than those living with diabetes.

Key Market Drivers

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## Increasing Prevalence of Diabetes

The growing prevalence of diabetes in Vietnam is a significant driving force for the insulin patch pumps market. According to data from the International Diabetes Federation (IDF), the prevalence of diabetes in Vietnam has been on the rise, driven largely by urbanization, changing dietary patterns, and increasingly sedentary lifestyles. As urban centers in Vietnam expand, many individuals are adopting unhealthy eating habits such as increased consumption of processed foods high in sugar and fat. In addition to poor dietary habits, a lack of physical activity and high levels of stress have contributed to a marked increase in diabetes cases, especially type 2 diabetes, which is heavily linked to these lifestyle factors. According to an article, Comorbidities of diabetes and hypertension in Vietnam: current burden, trends over time, and correlated factors, In 2021, approximately 3.92% of Vietnam's population aged 25–64 had both diabetes and hypertension. This analysis was based on data from three rounds of the STEPs surveys in Vietnam. The sampling methods, sample sizes, and study subjects (aged 18 to 69) were consistent across the STEPs 2015 and 2021 surveys. Both recent rounds employed a two-stage random systematic sampling method, with Enumeration Areas as the primary sampling unit. The sampling frame included 15% of the Vietnamese population, representing all 63 provinces and cities. In the STEPs 2015 survey, the final sample sizes for Steps 1, 2, and 3 were 3,758 (97.4% response rate), 3,036 (78.7% response rate), and 2,816 (73.0% response rate), respectively. The STEPs 2021 survey involved 4,738 subjects in Step 1 (94.76% response rate) and 3,712 subjects in Steps 2 and 3 (74.2% response rate).

The traditional treatment methods for diabetes, such as insulin injections, may be perceived as inconvenient or uncomfortable, particularly for those who require insulin multiple times per day. In this context, insulin patch pumps present a viable alternative. These devices offer continuous insulin delivery, which can be more effective than intermittent injections, ensuring a stable blood sugar level and reducing the risks of complications associated with fluctuating glucose levels. The increasing number of diagnosed diabetes patients in Vietnam, coupled with the need for more efficient and user-friendly treatment options, is directly driving demand for insulin patch pumps. The country's healthcare system is placing greater emphasis on preventing and managing chronic diseases, further fueling the market for insulin pumps as patients seek more reliable and modern ways to manage their diabetes.

## Increased Awareness of Diabetes Management Options

Raising awareness about diabetes and its management has become a key focus in

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Vietnam as the country deals with rising diabetes cases. Various healthcare organizations, both governmental and non-governmental, are working tirelessly to promote better education on diabetes prevention, early detection, and effective treatment. Public health campaigns are emphasizing the importance of healthy lifestyle choices, including regular physical activity and balanced diets. As more people become aware of the risks associated with unmanaged diabetes and the availability of modern diabetes management tools, they are seeking out better options to help manage their condition.

As part of this awareness drive, insulin patch pumps have gained recognition as an effective and patient-friendly alternative to traditional insulin injections. The growing awareness of the benefits of continuous insulin delivery, as well as the discreet nature of patch pumps, has contributed to their increasing popularity. With better access to information, more diabetes patients are turning to modern solutions, like insulin patch pumps, to help them control their blood glucose levels more effectively. Medical professionals in Vietnam are becoming more proactive in recommending these advanced delivery systems to their patients, which is helping to further boost the market’s growth. Awareness campaigns and educational initiatives that highlight the advantages of insulin patch pumps will continue to propel their adoption in the coming years.

Rising Demand for Non-Invasive and Comfortable Diabetes Solutions

Non-invasive diabetes management solutions are becoming more desirable in Vietnam as patients seek methods that do not involve daily needles or discomfort. The use of traditional insulin injections can be painful, time-consuming, and sometimes inconvenient, especially for individuals who need insulin multiple times per day. The process of injecting insulin can also be stigmatizing, making it difficult for people with diabetes to manage their condition in public or during social events. This is where insulin patch pumps are making a significant difference.

Insulin patch pumps are non-invasive and easy to use. They provide continuous insulin delivery through a small patch that adheres to the skin, offering patients the convenience of wearable technology without the need for daily injections. This discreet method of insulin delivery allows individuals to manage their diabetes more comfortably and efficiently, helping to improve adherence to treatment and quality of life. Non-invasive solutions like patch pumps also make it easier for children and elderly patients, who may be more sensitive to needles, to manage their condition. The ability to discreetly wear an insulin patch without the discomfort and visibility of injections is

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increasingly appealing to both young adults and individuals who are socially conscious about their health condition. As demand for comfortable, user-friendly, and non-invasive devices grows, insulin patch pumps are positioned to capture a larger share of the market.

Government Initiatives to Improve Healthcare Access

The Vietnamese government is taking proactive steps to enhance the country's healthcare infrastructure and improve access to quality healthcare services. As part of its efforts to combat the rising incidence of chronic diseases like diabetes, the government has made substantial investments in improving healthcare facilities, expanding insurance coverage, and increasing access to advanced medical devices. This commitment to expanding healthcare access is creating a more favorable environment for the growth of the insulin patch pumps market. In January 2022, a new research initiative based at the Department of Anthropology was set to intensify efforts against gestational diabetes mellitus (GDM), a rising concern globally, particularly in Southeast Asia. With a USD 0.70 million grant from the Danish Ministry of Foreign Affairs, the project 'Gestational Diabetes in Vietnam' will collaborate closely with local researchers and healthcare professionals to explore GDM in the northern Thai Binh province of Vietnam. GDM is estimated to affect around one in five pregnant women in Vietnam, yet little is understood about how it is managed by pregnant women, their families, and healthcare providers. The project is conducted in partnership with the Danish-Vietnamese strategic sector cooperation (SSC) in health and Novo Nordisk, a private sector collaborator. This new research expands on the previous project, 'Living Together with Chronic Disease: Informal Support for Diabetes Management in Vietnam,' which focused on type 2 diabetes. The earlier study examined the role of informal care from family and friends in managing chronic illness in Vietnam.

The Vietnamese government has also introduced several public health campaigns to raise awareness about diabetes prevention and management, encouraging individuals to seek proper treatment and adopt healthier lifestyles. The focus on improving healthcare infrastructure and making medical treatments more accessible ensures that innovative solutions like insulin patch pumps are more widely available to the population. Insurance policies are beginning to cover more diabetes-related products and advanced treatment options, which is making insulin patch pumps more affordable for a larger segment of the population. With ongoing governmental support for improving healthcare access and the growing emphasis on diabetes care, the insulin patch pumps market is likely to continue expanding.

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Key Market Challenges

High Initial Cost of Insulin Patch Pumps

One of the primary challenges hindering the growth of the Vietnam Insulin Patch Pumps Market is the high initial cost associated with purchasing these devices. While insulin patch pumps provide long-term benefits in terms of convenience and blood sugar control, the upfront cost of these devices is often considerably higher compared to traditional insulin delivery methods, such as injections or syringes. This can make insulin patch pumps less accessible to a significant portion of the population, especially those in lower-income groups or rural areas where access to healthcare resources is limited.

The high cost of insulin patch pumps often includes the device itself, along with maintenance costs, insulin reservoirs, and accessories needed to operate and maintain the device. These additional costs make the total cost of ownership over time significantly higher than traditional insulin options. In a country like Vietnam, where a large proportion of the population still faces economic challenges, the affordability of advanced medical devices remains a significant barrier. Although healthcare in Vietnam is improving, a large percentage of the population remains reliant on the more affordable insulin delivery methods, such as syringes or insulin pens, which can be significantly cheaper. According to a study, titled, Direct medical costs of diabetes and its complications in Vietnam: A national health insurance database study, The direct medical cost of type 2 diabetes mellitus (T2DM) and its complications in Vietnam was estimated in a study involving 1,395,204 individuals diagnosed with T2DM, of which 55% had diabetes-related complications. The most prevalent complication was cardiovascular diseases, affecting 34% of patients. The total direct medical cost amounted to USD 435 million, with 24% allocated to hospitalization, 20% to outpatient care, 7% to emergency care, 36% to non-diabetes-related medications, and 13% to antihyperglycemic drugs. Notably, approximately 70% of the total direct medical costs were associated with diabetes-related complications. Current projections for diabetes spending in Vietnam, based on international US dollars, indicate a total expenditure of USD 606,251,000, with this amount expected to rise to USD 1,114,430,000 by 2025.

Even though the government is taking steps to improve healthcare accessibility, insurance coverage for advanced diabetes management tools, including insulin patch pumps, remains limited in many cases. This creates a financial burden for individuals who wish to adopt these technologies but find them cost-prohibitive. Until the price of these devices decreases or more widespread insurance coverage is provided, the high

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initial cost of insulin patch pumps will remain a key challenge in Vietnam's market.

Limited Awareness and Education on Insulin Patch Pumps

Another significant challenge facing the Vietnam Insulin Patch Pumps Market is the lack of awareness and education about insulin patch pumps among both patients and healthcare professionals. While diabetes awareness in Vietnam has been growing, many people still rely on traditional insulin delivery methods, and there remains a knowledge gap regarding the benefits and functionalities of modern diabetes management technologies, including insulin patch pumps.

Many patients with diabetes are accustomed to managing their condition with insulin injections, which are perceived as a routine and widely accepted treatment. The shift from insulin injections to patch pumps requires not only technological adoption but also a mindset shift, which can be difficult for some individuals. There is often a lack of understanding about how insulin patch pumps can provide continuous insulin delivery, leading to more stable blood glucose levels and a better quality of life for diabetes patients. This low awareness translates to slower adoption rates, as many patients are simply unaware of the existence of such advanced diabetes management tools.

Healthcare providers, including doctors and nurses, may also lack sufficient knowledge and training regarding insulin patch pumps, hindering their ability to recommend these devices to patients. In some cases, medical professionals may prefer to prescribe traditional treatments, as they are more familiar with their functionality. This can create a vicious cycle where patients remain unaware of alternative options, and healthcare professionals are not equipped to guide them towards more effective diabetes management solutions. Overcoming this challenge requires significant investments in educational campaigns targeted at both patients and healthcare providers to promote the benefits and practical use of insulin patch pumps.

Key Market Trends

Increased Adoption of Digital Health and Remote Monitoring

Digital health solutions are gaining momentum in Vietnam, and the integration of remote monitoring technology with insulin patch pumps is becoming a significant trend. Many modern insulin patch pumps are now designed to sync with smartphones and other digital devices, allowing users to track their insulin usage, monitor blood sugar levels, and adjust their insulin delivery remotely. This shift toward smart insulin devices is

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contributing to the growth of the insulin patch pumps market as patients increasingly seek more digitally integrated solutions that allow for better management of their diabetes.

Patients with diabetes can now monitor their condition from the comfort of their homes, sharing real-time data with healthcare providers. This integration allows for personalized care, with adjustments to insulin delivery being made based on real-time data, helping to improve patient outcomes. The rise of telemedicine and digital health platforms also supports this transition, as patients are becoming more comfortable with using technology to manage their chronic conditions. The growing popularity of digital health solutions in Vietnam is helping to drive the demand for advanced diabetes management tools like insulin patch pumps.

## Technological Advancements in Insulin Delivery

Technological advancements in insulin delivery systems are playing a crucial role in driving the insulin patch pumps market. Over the past decade, there has been a surge in the development of more sophisticated, efficient, and compact insulin pumps that provide better control and ease of use. These advancements have led to the creation of smaller, lighter, and more discreet insulin patch pumps that make it easier for patients to manage their diabetes without drawing attention to their medical condition. Unlike traditional insulin injections, which require multiple daily needle pricks, insulin patch pumps deliver insulin continuously through a small patch that is placed on the skin, making it a more comfortable and convenient option for patients.

Modern insulin patch pumps often come equipped with smart technology that allows for real-time monitoring and data tracking. Many of these devices are now capable of syncing with smartphones and mobile apps, giving users the ability to monitor their insulin usage, blood glucose levels, and overall health metrics. This integration of technology enables patients to make more informed decisions about their diabetes management and adjust insulin delivery based on real-time data. As these devices continue to evolve with more advanced features, such as automated insulin adjustments and data analytics, their adoption is expected to grow rapidly. The availability of advanced, technologically integrated insulin pumps is making them an increasingly popular choice in the Vietnamese market.

## Segmental Insights

### Type Insights

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Based on the Type, the disposable insulin patch pumps are currently dominating the market segment, primarily due to several practical factors such as convenience, cost-effectiveness, and consumer preferences. Disposable insulin patch pumps offer a range of advantages that make them more accessible to the majority of diabetes patients in Vietnam, driving their widespread adoption.

One of the key reasons for the dominance of disposable insulin patch pumps is their cost-effectiveness. Disposable devices typically have a lower initial price compared to reusable insulin patch pumps, making them more affordable for a larger segment of the population, especially in a developing market like Vietnam. Given the economic constraints and the relatively lower income levels in the country, many patients are more inclined to choose the disposable option, as it aligns better with their budgetary constraints. These devices are designed for single-use, meaning they are replaced periodically, eliminating the need for maintenance and the associated costs that come with reusable devices.

Delivery Mode Insights

Based on the Delivery Mode, the Basal & Bolus insulin patch pumps are currently dominating the market segment. This dominance can be attributed to their ability to offer comprehensive diabetes management by delivering both basal and bolus doses of insulin, which is crucial for patients with Type 1 diabetes and Type 2 diabetes who need to maintain tight glucose control.

The Basal & Bolus insulin patch pumps provide a continuous basal insulin delivery throughout the day, which mimics the natural insulin secretion of a healthy pancreas, and also allows for bolus dosing when patients need an additional dose of insulin to manage blood sugar spikes from meals. This dual functionality makes these devices particularly effective in managing the wide-ranging needs of diabetic patients. Since they combine both insulin delivery modes, Basal & Bolus pumps enable patients to maintain more stable blood glucose levels and reduce the risks of hypoglycemia or hyperglycemia, a major concern for diabetes management. The market preference for Basal & Bolus insulin patch pumps in Vietnam can also be linked to the increasing prevalence of diabetes, particularly Type 1 diabetes, in the country. Type 1 diabetes requires both basal insulin for steady glucose control throughout the day and bolus insulin to handle blood sugar spikes after meals. As a result, patients with Type 1 diabetes are more likely to opt for these pumps to avoid the need for multiple daily injections and to achieve better glycemic control with the convenience of a single

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device.

Regional Insights

In the Vietnam Insulin Patch Pumps Market, Southern Vietnam is currently dominating the market, largely due to several factors, including economic development, urbanization, and higher healthcare accessibility. Southern Vietnam, particularly Ho Chi Minh City, is the economic hub of the country and houses a significant portion of the nation’s healthcare infrastructure, including advanced diabetes care facilities and medical equipment suppliers. The higher concentration of hospitals, clinics, and diabetes care centers in this region contributes to the increased availability and adoption of insulin patch pumps.

The region's economic vibrancy plays a crucial role in making advanced medical technologies, like insulin patch pumps, more accessible. Ho Chi Minh City, being the commercial capital, has a higher percentage of people with disposable income and a more informed population about advanced healthcare solutions. As a result, patients in Southern Vietnam are more likely to invest in technologically advanced devices, including insulin patch pumps, compared to other regions where economic disparities may limit access to these devices.

The healthcare sector in Southern Vietnam benefits from a more developed supply chain for medical devices, including insulin patch pumps, which are imported from international manufacturers. The presence of multinational healthcare companies and partnerships between local distributors and global manufacturers helps ensure a steady supply of these devices in Southern Vietnam. The region’s growing middle class is more likely to embrace cutting-edge healthcare technologies, including continuous glucose monitoring and insulin delivery systems, making it a prime market for insulin patch pumps.

Key Market Players

Medtronic Viet Nam Ltd.

Roche Vietnam Co. Ltd

Terumo Vietnam Co., Ltd.

Getz Healthcare (Vietnam)

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Omron Healthcare Manufacturing Vietnam Co. Ltd

B. Braun Vietnam Co., Ltd.

Intech Pumps Vietnam Joint Stock Company

Life Sciences Co., Ltd (BD)

Thien Viet Medical Device Service Trade Joint Stock Company

Tan Hieu Joint Stock Company

Report Scope:

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

Vietnam Insulin Patch Pumps Market, By Type:

Disposable

Reusable

Vietnam Insulin Patch Pumps Market, By Delivery Mode:

Basal

Bolus

Basal & Bolus

Vietnam Insulin Patch Pumps Market, By Distribution Channel:

Hospitals

Retail Pharmacies

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Private Clinics

Online Pharmacies

Others

Vietnam Insulin Patch Pumps Market, By Region:

Southern Vietnam

Northern Vietnam

Central Vietnam

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Vietnam Insulin Patch Pumps Market.

Available Customizations:

Vietnam Insulin Patch Pumps Market report with the given market data, TechSci 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 to five).

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