Red Meat and Poultry	
VISSAN Limited Company (VISSAN)	www.vissan.com.vn
Ha Long Canned Food Joint Stock Corporation (JSC) (Halong Canfoco)	http://canfoco.com.vn
Duc Viet Foods Company	http://ducvietfoods.vn
C.P. Vietnam Corporation	http://www.cp.com.vn
Dabaco Foods Company	http://dbcfood.com
Ha Long Foods Import Export Co., Ltd.	http://halongfoods.com.vn/
Fish and Seafood Products	
Vinh Hoan Corporation	www.vinhhoan.com
Sao Ta Foods Joint Stock Company (FIMEX VN)	www.fimexvn.com
Ben Tre Aqua-product Import and Export Joint Stock Company (Aquatex Ben Tre)	www.aquatexbentre.com
An Giang Fisheries Import Export Co (Agifish Co.)	http://agifish.com.vn
Special Aquatic Products JSC (SEASPIMEX VIETNAM)	http://seaspimex.com.vn
Hung Vuong Corporation	https://www.hungvuongpanga.com
Dairy Products	
Vietnam Dairy Products JSC (Vinamilk)	www.vinamilk.com.vn
Friesland Campina Vietnam Co. Ltd.	www.frieslandcampina.com.vn;
Nestlé Vietnam Ltd.	www.nestle.com.vn
Nutifood Nutrition Food JSC	www.nutifood.com.vn
TH Milk JSC	http://www.thmilk.vn
Dalat Milk JSC	http://www.dalatmilk.vn
Moc Chau Milk JSC	http://mocchaumilk.com
Ba Vi Milk JSC.	http://bavimilk-jsc.com.vn/
International Dairy JSC (IDP)	http://www.idp.vn
NUTRICARE CO., LTD (Nutricare)	www.nutricare.com.vn
Hanoi Milk JSC.	http://hanoimilk.com.vn
Vita Dairy	http://vitadairy.com.vn
Prepared Food, Fruits, Vegetables, Oilseed Products (i.e. sauces, oils and other frozen, canned and dried products)	
Masan Consumer Holdings Company Limited	http://www.masanconsumer.com
Cai Lan Oils & Fats Industries Co Ltd.	www.calofic.com.vn
Tuong An Vegetable Oil JSC (TAC)	www.tuongan.com.vn
Golden Hope Nha Be Edible Oils Co. Ltd.	www.marvela.vn; www.ghnb.com.vn
Tan Binh Vegetable Oil JSC.	www.nakydaco.com.vn; dauan.com.vn
Wilmar Agro Viet Nam Co Ltd.	www.wilmar-agro.com.vn
Confectionary Products and Breakfast Cereals	
Mondelez Kinh Do Vietnam	www.kinhdo.vn
Nestlé Vietnam Ltd.	www.nestle.com.vn
Bibica Joint Stock Company (Bibica)	www.bibica.com.vn
Orion Food Vina Food Co., Ltd.	www.orionworld.com
Hai Ha Confectionery Jsc. (Hahaco)	http://www.haihaco.com.vn/
Trang An Confectionery Company	http://www.trangan.com.vn
Snack Foods (savory and sweet snacks, nuts)	
Tan Tan Food & Foodstuff Co.	http://www.tantan.com.vn
Liwayway Food Industry Co., Ltd.	www.oishi.com.ph

Suntory PepsiCo Vietnam Beverage (SPVB)	http://www.suntorypepsico.vn
Orion Food Vina Food Co., Ltd.	http://www.orionworld.com
VINAMIT Joint Stock Company	http://www.vinamit.com.vn
Long An Food processing Export Joint Stock Company (Lafooco)	www.lafooco.vn; www.lafooco.com.vn
Beverages, Beers and Liquor, Tea, Coffee, other Drinking Products	
Sai Gon Beer-Alcohol-Beverage Corporation (Sabeco)	http://sabeco.com.vn
Hanoi Alcohol and Beverage JSC Corporation (Habeco)	http://www.habeco.com.vn
Ladofoods Group	http://www.ladofoods.vn
Suntory PepsiCo Vietnam Beverage (SPVB)	http://www.suntorypepsico.vn
Coca Cola Vietnam	coca-cola.vn
Tan Hiep Phat Beverage Group	http://www.thp.com.vn
Masan Consumer Holdings Company Limited (MCH)	http://www.masanconsumer.com
Vietnam Coffee Corporation (Vinacafe) TNI Corporation	www.vinacafe.com.vn http://www.tnikingcoffee.com
Trung Nguyen Group	www.trungnguyen.com.vn
Vietnam Tea Corporation (Vinatea)	www.vinatea.com.vn
Asia Tea Co., Ltd.	http://asiatea.com.vn
Vietnam Dairy Products JSC (Vinamilk)	www.vinamilk.com.vn
Nestlé Vietnam Ltd.	www.nestle.com.vn
Nafoods Group	http://www.nafoodsgroup.com.vn
Liwayway Food Industry Co., Ltd.	www.oishi.com.ph
Vinasoy Corporation	http://www.vinasoycorp.vn
Dry goods, Condiments, and Sauces	
Nam Duong International Foodstuff Corporation	www.namduong.com.vn
Ajinomoto Vietnam Co. Ltd.	http://www.ajinomoto.com.vn
Nestlé Vietnam Ltd.	www.nestle.com.vn
Cholimex Food Joint Stock Company	http://www.cholimexfood.com.vn
Specialized Food Ingredients (i.e. additives, preservations, thickeners, sugar, sweeteners and others)	
Asia Chemical Corporation (ACC)	www.asia-chemical.com
Golden Frog Company Ltd.	www.goldenfrog.com.vn
Asia Saigon Food Ingredient(AFI)	http://www.afi.vn/
Hoang Lam Trading and Foods Technology Jsc.(Holafoods)	www.holafoods.com.vn
Hoang Anh Flavors and Food Ingredients, Ltd.	www.hoanganh.com.vn
My Uc Science Technology Development JSC	www.std.com.vn
TMA Foods Co., Ltd.	www.tmafoods.com
Lam Son Sugar Cane Joint Stock Corporation (Lasuco)	http://www.lasuco.com.vn
Thanh Thanh Cong Tay Ninh Joint Stock Company - TTCS	http://ttcsugar.com.vn
Prepared Meals (mixed ingredient "ready-to-eat" or "ready-to-heat," retail and food service meals and entrees, noodles)	
Acecook Vietnam JSC.	https://acecookvietnam.vn
Asia Food Industry Co. Ltd. (ASIA FOODS)	www.asiafoods.vn
Vietnam Food Industries Joint Stock Company (VIFON)	http://www.vifon.com.vn
Uni-President Vietnam	http://www.uni-president.com.vn
Colusa Miliket Foodstuff JSC (COMIFOOD JSC)	http://comifood.com
Meizan CLV Corporation	mcc@vn.wilmar-intl.com
Milling Products (rice, wheat flour, potato flour, starch)	
VINAFOOD 1 Flour Co. Ltd.	vnf1flour.com.vn

Vimaflour Ltd.	www.vimaflour.com.vn
Uni–President Vietnam Co., Ltd.	http://www.uniflour.vn
Vietnam Flour Mills Ltd.	vfmvn.com.vn
Gentraco Corporation	gentraco.com.vn

Source: Company websites

Sector Trends

- Demand for packaged food products is increasing in response to modern and busier lifestyles, increased exposure to Western culture and cuisines, as well as the perception of packaged food being safer.
- Sales of packaged food in modern channels such as convenience stores, supermarkets, and hypermarkets are increasing.
- Sales of packaged food to foodservice channels has also been rising in recent years due to the booming number of fast food chains, restaurants, cafes, bars, and pubs.
- Consumption of ready meals including shelf stable ready meals, chilled lunch kits, chilled pizza, chilled ready meals, dinner mixes, dried ready meals, frozen pizza, frozen ready meals, prepared salads, and other ready meals, has been increasing in recent years, especially in large cities such as Ho Chi Minh City and Hanoi.
- The frozen processed meat and seafood sector continues to grow. Shelf stable processed meat and seafood covers a wide product range for retailers and distributors in both traditional and modern outlets.
- Growth of chilled processed meat and seafood is boosted by the increasing influence of Western cuisine, as more consumers were willing to spend on imported sausage, ham, and smoked meat.
- Retail value of sauces, dressings, and condiments, including traditionally familiar products such as soy sauce, chili sauce, and fish sauce, and Western-originated sauces such as salad dressings, mustard, mayonnaise, and ketchup is increasing.
- Sweet biscuits, snack bars, and fruit snacks continue to rise in sales value due to increasing consumer demand for these products as gifts. Demand for healthier dried fruit products is increasing. However, demand for sugar-free and diet biscuits remains insignificant.
- Consumption of rice noodles, pasta, and other noodles is slowly increasing. Consumption of instant noodles is falling, while rice noodles are continuing to increase. Many consumers have switched from unpackaged to packaged rice noodles.
- Consumers increasingly require traceability and production information.
- Vietnam remains a price-sensitive market, but more consumers are willing to pay higher for quality products, especially imported products.
- Government supports for organic products, but demand for organic products remains limited.

SECTION III. COMPETITION

Market demand is growing, but so is competition. Reduced and eliminated tariffs for Vietnam's FTA partners threaten the competiveness of U.S. food and agricultural exports. As a member of ASEAN, Vietnam is party to ASEAN-China, ASEAN-Korea, ASEAN-Japan, ASEAN- New Zealand-Australia, and ASEAN-India FTAs. Individually, Vietnam has signed the Vietnam-Japan FTA, Vietnam-Korea FTA, Vietnam-Chile FTA, the Vietnam-Eurasian Economic Union (EAEU), and the recent Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). The FTA with the EU is expected to be ratified soon. Through these FTAs, Vietnam boosts exports and attracts more FDI. In exchange, Vietnam is committed to lowering import tariffs, eliminating quotas, increasing market access for goods and services, strengthening protections for intellectual property rights (IPR), enhancing legislative and regulatory transparency, and improving commercial dispute settlement and trade facilitation processes.

In addition, many countries also enjoy lower shipping costs and quicker delivery due to their proximity to Vietnam. Most of the suppliers from ASEAN countries are also more responsive and flexible to importers'