

Viet Nam

Basic statistics

Current diversification (number of products)	14,158	Potential new products more complex (percentage)	87
Potential new products	1,195	Export opportunity in more complex products (percentage)	43
Potential new products more complex than the country's average	1,037	Import replacement opportunity in more complex products (percentage)	45

Potential new sectors for diversification (All products)

Sectors with higher export opportunities (percentage of export opportunities)

Product	Percent
Organic chemicals	21
Vehicles other than railway, tramway	18
Pharmaceutical products	11
Machinery & mech appliance etc	8
Inorganic chemicals, precious metal compound, isotopes	5
Iron and steel	5
Optical, photo, technical, medical, etc apparatus	3
Meat and edible meat offal	3
Arms and ammunition, parts and accessories thereof	3
Electrical, electronic equipment	3
Sum of others with smaller share	21

Top markets for potential new products (percentage of export opportunities)

By countries

Country	Percent
USA	12
China	10
Germany	8
United Kingdom	5
France	5
Thailand	4
Japan	4
Italy	4
Russian Federation	3
Belgium	3
Netherlands	3
Switzerland	3
Rep. of Korea	3
Others	24

By regions

Region	Percent
Asia	32
Western Europe	24
Northern America	14
Northern Europe	10
Eastern Europe	7
Southern Europe	7
South America	3

Potential new sectors for diversification (Agri-business products)

Sectors with higher export opportunities (percentage of export opportunities in agri-business)

Product	Percent
Meat and edible meat offal	33
Cereal, flour, starch, milk preparations and products	13
Dairy products, eggs, honey, edible animal products	12
Tobacco and manufactured tobacco substitutes	10
Live animals	9
Animal, vegetable fats and oils, cleavage products, etc	7
Milling products, malt, starches, inulin, wheat gluten	4
Cereals	3
Fish, crustaceans, molluscs, aquatic invertebrates	2
Oil seed, oleaginous fruits, grain, seed, fruit, etc,	2
Residues, wastes of food industry, animal fodder	2
Edible vegetables and certain roots and tubers	1
Sugars and sugar confectionery	1
Meat, fish and seafood food preparations	1
Sum of others with smaller share	1

Top markets for potential new agri-business products (percentage of export opportunities)

By countries

Country	Percent
China	24
Japan	11
Germany	10
Italy	5
Austria	5
United Kingdom	4
Netherlands	4
USA	3
Romania	3
Others	15

By regions

Region	Percent
Asia	45
Western Europe	20
Southern Europe	10
Eastern Europe	9
Northern Europe	8
Northern America	4

Potential new products for diversification

Potential new products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6
	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7

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	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Inorganic chemicals, precious metal compound, isotopes	(280429) Rare gases other than argon, \$0-12	CN 158	JP 115.3	FR 103.4	687.1
	(282520) Lithium oxide and hydroxide, \$12-38	JP 402.5	KR 161.6	ES 3.5	581.8
	(283691) Lithium carbonates, \$11-27	KR 376.7	US 57.9	DE 20.4	467.7
	(284390) Precious metal compounds except gold, silver, amalgam, \$195-8501	IN 80.4	DE 74.9	FR 74.2	271.8
	(281820) Aluminium oxide, except artificial corundum, \$0-7	US 59.4	IN 53.3	IT 35	254.2
Organic chemicals	(290121) Ethylene, \$0-6	BE 646.9	NL 163.6	DE 59.9	969.3
	(293490) Heterocyclic compounds, nes, \$326-777	DE 165.8	RU 152.6	CA 117.7	711.5
	(290220) Benzene, \$0-13	BE 331.1	ES 233.1	SA 56.2	706.8
	(293390) Heterocyclic compounds with N-hetero-atom(s) only, nes, \$278-660	IE 383.8	SI 116.7	DE 64.2	699.9
	(293339) Heterocyclic compounds with unfused pyridine ring, nes, \$354-848	IT 305.4	DE 236.5	CH 111.6	696.0

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Pharmaceutical products	(300439) Hormones nes, except contraceptives, in dosage, \$505-1158	US 844.6	IT 451.6	DE 321.4	2570.1
	(300290) Blood, toxins, cultures, medical use, nes, \$1702-2452	RU 606.7	GR 305.7	KR 270.6	2090.5
	(300420) Antibiotics nes, in dosage, \$466-1644	US 781	CH 482.5	FR 91.6	1590.4
	(300431) Insulin, in dosage, \$99-344	CN 253.2	DE 81.2	RO 44.5	728.8
	(300432) Adrenal cortical hormones, in dosage, \$219-467	FR 325.8	BE 70.7	GB 48.9	693.9
Iron and steel	(721912) Hot rolled stainless steel coil, w >600mm, t 4.75-10m, \$0-2	FR 186.5	IT 142.9	TR 34.9	447.2
	(722490) Semi-finished products of alloy steel except stainless, \$0-1	US 312.5	FR 23.9	CN 18.9	384.9
	(720441) Waste from the mechanical working of iron or steel ne, \$0-0	IT 213.8	DE 114.3	VN 17.2	373.9
	(722540) Hot rolled alloy-steel, not in coil width >600mm, nes, \$0-2	KR 47.3	VN 44.4	RU 40.9	320.9
	(720110) Pig iron, non-alloy, <0.5% phosphorus, \$0-1	DE 92.8	KR 54	BY 42.7	288.5
Machinery & mech appliance etc	(841182) Gas turbine engines nes of a power > 5000 kW, \$27700-2143688	CA 195.2	GB 96.3	SG 78.4	725.2
	(842710) Self-propelled works trucks, electric motor, \$18192-36024	GB 243.9	CN 68.1	NO 43.8	490.9
	(843410) Milking machines, \$673-51879	DE 109	FR 68.7	NL 30.2	374.1

Catalogue of Diversification Opportunities 2022

	(847982) Machines to mix, knead, crush, grind, etc, nes, \$6557-15791	CN 141.1	US 32	NO 24.5	274.3
	(842620) Tower cranes, \$63322-117540	RU 68.5	SG 31.8	GB 19.9	268.4
Electrical, electronic equipment	(854511) Carbon and graphite furnace electrodes, \$0-5	RU 155.3	IT 64.9	IN 61.5	712.3
	(850230) Electric generating sets, nes, \$54215-102223	US 99.2	UA 65.9	MY 44.6	300.0
	(853120) Indicator panels incorporating electronic displays, \$348-846	PH 187.1	CH 1.6	CL 1.1	193.3
	(851629) Electric space heating nes and soil heating apparatus, \$182-402	CN 75.4	AU 12.6	IE 10.1	115.5
	(852910) Aerials and aerial reflectors, \$300-392	KR 48.5	GB 40.9	DK 2.3	100.9
Vehicles other than railway, tramway	(870390) Automobiles nes including gas turbine powered, \$34827-71594	CN 2503.4	DE 2123	GB 1078.3	9187.7
	(870120) Road tractors for semi-trailers (truck tractors), \$76646-164705	US 1178.2	AT 429.4	GB 163.6	2866.2
	(870600) Motor vehicle chassis fitted with engine, \$2299-71767	NG 387.2	FR 87.5	PH 68.5	884.4
	(870130) Track-laying tractors (crawlers), \$10200-147074	US 494.9	FR 9.5	ET 6.5	540.3
	(870600) Motor vehicle chassis fitted with engine, \$71767-175970	CO 104.8	PT 73.6	IL 63.2	398.4
Optical, photo, technical, medical, etc apparatus	(900130) Contact lenses, \$0-1	US 445.7	JP 124.8	BE 79.7	886.2

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	(902211) Medical X-ray apparatus, \$51451-121637	RU 136.6	FR 114.7	BR 88	680.8
	(902720) Chromatographs, electrophoresis instruments, \$5199-18958	SG 80.2	RU 49.4	NL 10.4	203.4
	(900661) Photographic discharge lamp flashlight apparatus, \$0-113	CN 153.8	DE 6.7	CA 3	173.7
	(902830) Electricity supply, production and calibrating meters, \$521-1630	IT 154.9	SG 2.8	CN 2.5	167.9
Arms and ammunition, parts and accessories thereof	(930690) Munitions of war, ammunition/projectiles and parts, \$12-71	TH 2113.9	PH 55.8	AO 44.4	2419.3
	(930630) Cartridges nes, parts thereof, \$17-52	DE 24.1	LV 11.3	NZ 3.9	75.8
	(930621) Cartridges, shotgun, \$5-24	NE 22	NP 4.5	ES 3.8	53.1
	(930390) Signal pistols, etc, humane killers, etc, \$51-909	TH 35.3	IN 3.7	AU 1.4	43.2
	(930330) Rifles, sporting, hunting or target-shooting, nes, \$390-976	BE 4.7	RU 4.6	NZ 4.4	40.7

Potential new agri-business products with higher export opportunity and top 3 growing markets

Product category	(HS code) Product description, unit price range	Top growing markets (USD million)			Export opportunity (USD million)
		#1	#2	#3	
Live animals	(010391) Swine, live except pure-bred breeding < 50 kg, \$62-82	DE 405.1	PL 93.9	ES 74	656.5
Meat and edible meat offal	(020319) Swine cuts, fresh or chilled, nes, \$2-4	AT 213.7	JP 129.5	RO 110.1	1216.6

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	(020322) Hams, shoulders and cuts, of swine, bone in, frozen, \$1-3	CN 412.3	NL 10.5	MO 6.5	477.7
	(020311) Swine carcasses and half carcasses, fresh or chilled, \$2-3	AT 64.3	IT 57.1	CZ 46.6	272.6
	(020710) Poultry, domestic, whole, fresh or chilled, \$1-5	HK 24.3	GB 23	ES 16.1	120.6
	(020312) Swine hams, shoulders & cuts bone in, fresh or chilled, \$0-2	NL 29.2	PL 20.8	GB 8.7	80.0
Fish, crustaceans, molluscs, aquatic invertebrates nes	(030322) Salmon Atlantic or Danube, frozen, whole, \$5-10	KZ 27.7	PH 26.1	DK 16.4	109.8
Dairy products, eggs, honey, edible animal product nes	(040130) Milk and cream not concentrated nor sweetened < 6% fa, \$1-3	CN 95.9	GB 60.7	RU 50.7	294.5
	(040490) Natural milk products nes, \$1-5	IT 56.7	EG 15.6	KR 14.3	207.9
	(040620) Cheese, grated or powdered, of all kinds, \$4-8	GB 41.4	GT 22.9	HN 12.6	165.8
	(040610) Fresh cheese, unfermented whey cheese, curd, \$6-10	AE 11.5	NZ 7.3	US 6.4	51.0
	(040229) Milk and cream powder sweetened < 1.5% fat, \$7-14	IT 16.5	CN 3.9	AU 3.1	33.4
Edible vegetables and certain roots and tubers	(071021) Peas, frozen, uncooked steamed or boiled, \$0-1	GB 10.2	US 6.3	CN 4.7	44.6
Cereals	(100400) Oats, \$0-1	CN 58.8	ES 7.9	DO 6.3	100.1
	(100200) Rye, \$0-1	US 75.3	BY 2.8	ES 2.7	88.4

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	(100810) Buckwheat, \$0-2	FR 1.9	ES 1.2	KR .9	6.4
Milling products, malt, starches, inulin, wheat gluten	(110813) Potato starch, \$0-0	NL 49.3	GB 37.7	KR 30.5	205.4
	(110811) Wheat, starch, \$0-0	NL 19.2	FR 11.5	DE 8.5	58.6
Oil seed, oleagic fruits, grain, seed, fruit, etc, nes	(120925) Seed, rye grass, for sowing, \$1-2	DE 22.8	KR 11.5	GB 3.1	53.6
	(120921) Seed, lucerne (alfalfa), for sowing, \$3-6	SA 33.1	DE 3.4	IT 3.2	50.3
	(120791) Poppy seeds, \$0-3	AT 13.6	NL 8.3	UA 4.9	38.7
	(120922) Seed, clover, for sowing, \$2-5	CA 4.8	DE 4.8	US 3.9	20.9
Animal,vegetable fats and oils, cleavage products, etc	(152010) Glycerol (glycerine), crude and glycerol waters & lye, \$0-0	CN 229.3	IN 12.4	DK 11	261.1
	(151530) Castor oil or fractions not chemically modified, \$0-1	CN 31.8	DE 30.7	NL 11.1	112.8
	(151610) Animal fats, oils, fractions, hydrogenated, esterifie, \$1-21	GB 6.8	DE 6.5	AU 6.1	27.6
	(151912) Oleic acid, \$1-3	JP 10.4	MY 2.5	ZA .8	16.4
	(150100) Lard, other pig fat and poultry fat, rendered, \$0-3	CZ 3.3	GB 2.2	JP 1.3	15.5
Meat, fish and seafood food preparations nes	(160210) Homogenized preparations of meat and meat offal, \$2-8	SA 39.7	BE 10.5	DE 2.6	67.6
	(160412) Herrings, prepared or preserved, not minced, \$3-6	CZ 3.7	UA 3.4	FI 2.8	18.6

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Sugars and sugar confectionery	(170220) Maple sugar and maple syrup, \$3-10	US 17.6	NL 5.8	DE 5.5	48.3
	(170260) Fructose, syrup > 50% fructose, not pure fructose, \$0-1	US 4.1	PL 2.4	FR 1.8	19.8
	(170210) Lactose and lactose syrup, \$5-11	IE 6.8	US 3.3	CN 2.6	19.4
	(170199) Refined sugar, in solid form, nes, pure sucrose, \$6-25	SA .8	FR .7	IN .7	3.8
	(170220) Maple sugar and maple syrup, \$10-21	IT 1	NL .5	ID .1	2.2
Cereal, flour, starch, milk preparations and products	(190110) Infant foods of cereals, flour, starch or milk, retail, \$10-21	CN 657.8	KH 73.3	SA 68.9	898.6
	(190510) Crispbread, \$6-11	FR 3.6	FI .8	US .7	8.4
Residues, wastes of food industry, animal fodder	(230310) Residues of starch manufacture and similar residues, \$0-1	EG 83.8	CL 12.1	RU 11.7	143.2
Tobacco and manufactured tobacco substitutes	(240399) Products of tobacco, substitutes, extract, essence, \$67-157	JP 505.6	LV 47	LT 42.2	667.1