

**Vietnam Ophthalmic Drugs Market By Drug Class (Anti-Allergy, Anti-VEGF agents, Anti-inflammatory, Anti-glaucoma, Gene & Cell Therapy, and Others), By Drug Disease (Dry Eye, Allergies, Glaucoma Infection, Retinal Disorders, Uveitis, Others), By Route Of Administration (Topical, and Local Ocular), By Dosage Type (Gels, Eye solutions & suspensions, Capsules & Tablets, Eye drops, and Ointments), By Region, Competition, Forecast and Opportunities, 2020-2030F**

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**Report description:**

Vietnam Ophthalmic Drugs Market was valued at USD 478.32 Million in 2024 and is expected to reach USD 824.18 Million by 2030 with a CAGR of 9.45% during the forecast period. The Vietnam ophthalmic drugs market is driven by several key factors. The increasing prevalence of eye diseases, particularly glaucoma, cataracts, and diabetic retinopathy, is fueling demand for treatments. As Vietnam's population ages, the need for long-term eye care and management of chronic conditions has risen significantly. According to data from the Ministry of Health, as of October 2023, approximately two million people in Vietnam were affected by blindness. The primary causes include cataracts (66%), fundus diseases, glaucoma, and refractive errors. At the same time, the growing use of information technology has led to increased exposure of the eyes to electronic devices, as well as to harmful effects from sunlight and environmental pollution, contributing to a rise in eye diseases and earlier onset of conditions. Refractive errors, such as nearsightedness, farsightedness, and astigmatism, are particularly prevalent among adolescents, with 15-20% of students in rural areas and 30-40% in urban areas affected. Growing awareness of eye health, supported by government initiatives and healthcare campaigns, is encouraging individuals to seek regular eye exams and treatments. Advancements in ophthalmic drug formulations and delivery systems, such as more effective glaucoma medications and anti-VEGF therapies, are improving treatment outcomes and driving market growth. The expansion of healthcare infrastructure,

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particularly in urban areas like Ho Chi Minh City, further facilitates access to ophthalmic care. Economic growth, rising disposable incomes, and the increasing adoption of private healthcare services also contribute to the demand for ophthalmic drugs in Vietnam, making it a rapidly growing market.

#### Key Market Drivers

##### Increasing Prevalence of Eye Diseases

The rising prevalence of eye diseases in Vietnam is one of the most significant drivers of the ophthalmic drugs market. As the population ages, the incidence of age-related eye conditions such as cataracts, macular degeneration, diabetic retinopathy, and glaucoma is increasing. Younger populations are also showing a rise in conditions such as refractive errors, dry eye syndrome, and conjunctivitis. The increase in the number of people diagnosed with eye-related health issues is directly boosting the demand for ophthalmic drugs. Vietnam has a rapidly aging population, with projections indicating that the elderly segment will constitute a more substantial portion of the overall population in the coming decades. Age-related visual impairment, which is prevalent among older adults, contributes to the need for more specialized treatments in the form of ophthalmic drugs. According to a study titled, "The pattern of eye disease in a provincial ophthalmic hospital of Viet Nam", the most frequent cause of hospitalizations were disorders of the sclera, cornea, iris, and ciliary body, accounting for 55.0% of cases, followed by glaucoma at 29.2%, and disorders of the eyelid, lacrimal system, and orbit at 15.8%. Keratitis was the leading ocular morbidity, affecting 40.1% of patients, followed by glaucoma at 29.2% and iridocyclitis at 13.5%. The average age was highest among patients with disorders of the eyelid, lacrimal system, and orbit (67.3 ± 13.4 years), followed by those with glaucoma (62.2 ± 13.8 years), and lesions of the sclera, cornea, iris, and ciliary body (57.5 ± 17.9 years).

Environmental factors such as urbanization, air pollution, and increased screen time have also contributed to a surge in conditions like dry eye syndrome, which further increases the demand for effective drugs to manage these diseases. With these rising numbers, healthcare providers are focusing more on addressing ophthalmic conditions, pushing for better pharmaceutical solutions in the market.

##### Growing Healthcare Infrastructure and Investment

Vietnam's healthcare infrastructure has been rapidly improving, with increased investments in both public and private healthcare sectors. The government has recognized the importance of healthcare as part of its national development agenda, leading to more robust policies and funding aimed at improving the country's healthcare system. The increasing presence of modern medical facilities, along with the expansion of hospitals, clinics, and specialized eye care centers, has made ophthalmic treatments more accessible to a larger segment of the population. These advancements have led to greater availability of ophthalmic services and products, encouraging the growth of the ophthalmic drugs market. With improved healthcare infrastructure, there has been a rise in the adoption of advanced diagnostic and treatment technologies, including those used for eye care, such as laser surgeries and retinal treatments. As more hospitals are equipped with cutting-edge medical equipment, the demand for effective and modern ophthalmic drugs is becoming increasingly critical. The growing investment in the healthcare sector also means that pharmaceutical companies are incentivized to develop and distribute more innovative ophthalmic treatments, contributing to the overall market growth.

##### Rising Awareness and Education Regarding Eye Health

In Vietnam, there has been a marked increase in awareness about eye health, largely driven by government initiatives, non-governmental organizations (NGOs), and healthcare professionals. As more people become conscious of the importance of eye health, the demand for both preventive and therapeutic ophthalmic drugs has surged. Public health campaigns aimed at educating the population on the signs of eye diseases, proper eye care, and the benefits of early diagnosis have proven effective in increasing awareness. As a result, individuals are now more proactive in seeking eye care and using ophthalmic medications. An increasing number of people are getting routine eye checkups, especially as they age, contributing to early detection and treatment of eye conditions. Healthcare providers and eye care professionals are taking the lead in educating patients about the importance of regular eye exams and the use of prescribed ophthalmic drugs. This increase in education and awareness around eye health ensures that people are more likely to adopt preventive measures and seek proper treatment, when necessary, directly benefiting the ophthalmic drugs market.

##### Government Initiatives and Policies Supporting Eye Care

The Vietnamese government has implemented several initiatives and policies to support eye care and improve the overall

healthcare landscape. These policies have significantly impacted the ophthalmic drugs market by creating a conducive environment for the growth of eye care services and pharmaceutical products. The government's focus on improving access to healthcare, especially in rural areas, has made eye care more accessible, which, in turn, increases the demand for ophthalmic drugs. In May 2023, the Orbis Flying Eye Hospital conducted its first in-person surgical training program since the pandemic, arriving in Vietnam for three weeks of hands-on instruction. The program included simulation training, workshops, and practical surgical training on real patients. A total of 153 Vietnamese healthcare professionals took part in the initiative. Policies aimed at subsidizing certain healthcare costs and providing financial support for essential medicines have made ophthalmic drugs more affordable to a larger section of the population. In particular, the government's ongoing efforts to reduce the burden of blindness and visual impairment have been significant in driving the market for ophthalmic treatments. The National Program for Blindness Prevention, for example, focuses on offering screening and treatment for eye diseases, further boosting demand for ophthalmic drugs. Such initiatives not only help improve public health but also encourage the growth of the ophthalmic pharmaceutical market by increasing drug consumption among individuals in need of eye care.

#### Rising Incidence of Diabetes and Hypertension

The growing prevalence of chronic diseases such as diabetes and hypertension in Vietnam is also contributing to the rise in eye conditions and, subsequently, the demand for ophthalmic drugs. Both diabetes and hypertension are major risk factors for various eye diseases, particularly diabetic retinopathy and hypertensive retinopathy. According to a study titled, "Comorbidities of diabetes and hypertension in Vietnam: current burden, trends over time, and correlated factors", the prevention and control of non-communicable diseases (NCDs) has been a key health priority for Vietnam. This study utilized data from three STEPS surveys to assess the current burden of T2DM-HTN comorbidity, trends over time, and factors associated with the condition. The findings revealed that, in 2021, approximately 3.92% of Vietnam's population aged 25–64 years had both diabetes and hypertension. The prevalence was higher in men compared to women, with rates of 4.7% and 3.2%, respectively.

As the number of individuals suffering from these chronic conditions continues to rise, so does the incidence of associated ophthalmic complications. Diabetes, for instance, can lead to changes in the blood vessels of the retina, resulting in diabetic retinopathy, which can cause blindness if not treated promptly. Similarly, hypertension can affect the blood vessels in the eyes, leading to vision impairment. As the management of these chronic diseases improves, more people are being diagnosed with eye complications that require specific ophthalmic drugs for treatment. The growing prevalence of diabetes and hypertension, combined with increased awareness of the need for eye care, is contributing to a steady rise in the demand for specialized ophthalmic drugs.

#### Key Market Challenges

##### Limited Access to Eye Care in Rural Areas

A major challenge hindering the growth of the Vietnam ophthalmic drugs market is the limited access to eye care, particularly in rural and remote areas. Although Vietnam's healthcare infrastructure has improved in recent years, there remains a significant gap in healthcare services between urban and rural populations. In many rural areas, the availability of specialized ophthalmic care is still insufficient, with few trained eye care professionals or specialized eye care clinics. This lack of access results in delayed diagnoses and treatment of eye conditions, often leading to more severe complications and poorer health outcomes for patients. The challenge becomes more pronounced with conditions such as glaucoma or diabetic retinopathy, where early detection and timely treatment are critical to preventing irreversible damage to vision.

Rural populations are often less educated about the importance of regular eye checkups or the availability of effective ophthalmic treatments, leading to lower demand for eye care services and pharmaceutical products. While some urban areas in Vietnam benefit from state-of-the-art ophthalmic facilities and better healthcare access, people in rural settings may need to travel long distances to receive adequate care, which can be both time-consuming and costly. This disparity in healthcare access creates a barrier for ophthalmic drug manufacturers looking to expand their market reach and provide equitable solutions across the country. The lack of ophthalmic infrastructure in rural regions can also discourage investment from both local and international pharmaceutical companies, limiting the availability and distribution of ophthalmic drugs in these underserved areas.

##### Regulatory and Approval Barriers

The regulatory environment in Vietnam presents another challenge to the ophthalmic drugs market. While the government has made improvements in its healthcare policies and regulations, the approval process for new ophthalmic drugs can be lengthy and

cumbersome. Pharmaceutical companies must navigate complex regulatory frameworks to obtain approval for both domestic and imported drugs. The process involves various stages, including clinical trials, safety evaluations, and compliance with Good Manufacturing Practices (GMP). These regulatory hurdles can delay the launch of new drugs, limiting their availability to patients and prolonging market entry times for pharmaceutical companies.

For international pharmaceutical companies looking to enter the Vietnamese market, understanding and adhering to local regulatory standards can be a major barrier. The complexity of the regulatory system may require significant time and financial resources to ensure compliance, slowing down the introduction of innovative products and treatments. There may be inconsistencies in enforcement and occasional delays in regulatory approvals, which can disrupt market planning and delay the availability of critical ophthalmic drugs. Even after a drug is approved, its distribution can be affected by further bureaucratic challenges, such as the need for local distribution permits and marketing approvals. These regulatory barriers increase the costs and time required to introduce new drugs, thereby hindering the overall growth of the ophthalmic drugs market in Vietnam.

#### Key Market Trends

##### Technological Advancements in Ophthalmic Drug Development

The development of advanced technologies in ophthalmic drug formulation and delivery is another key driver of the market. Innovations in drug delivery systems, such as ocular implants, sustained-release devices, and new formulations of eye drops, have significantly improved the effectiveness and convenience of ophthalmic treatments. These advancements have led to better outcomes for patients with chronic eye conditions, such as glaucoma, age-related macular degeneration, and diabetic retinopathy. The increasing use of biotechnology and nanotechnology in ophthalmology is opening new doors for developing drugs that are more efficient and targeted. For example, targeted drug delivery systems can ensure that the drug is delivered directly to the affected area of the eye, minimizing side effects and improving therapeutic outcomes. These advanced technologies have enabled the development of drugs that can address complex eye diseases that were previously challenging to treat. As a result, the availability of such innovative treatments is fueling the demand for ophthalmic drugs in Vietnam.

##### Expansion of International and Local Pharmaceutical Companies

Both international and local pharmaceutical companies are increasingly focusing on the Vietnamese ophthalmic drugs market. This is a result of the growing demand for ophthalmic treatments, as well as the market's potential for future growth. Global companies are actively investing in Vietnam, entering into partnerships with local pharmaceutical firms, and establishing distribution networks to make ophthalmic drugs more widely available across the country. Local companies, on the other hand, are striving to develop innovative, cost-effective ophthalmic drugs tailored to the specific needs of the Vietnamese population. These companies are also working to improve the availability of ophthalmic drugs in both urban and rural areas. With increasing competition in the market, pharmaceutical companies are also pushing for product innovation and improving the quality of ophthalmic drugs to differentiate themselves from competitors. This expansion of both local and international companies is contributing to the overall growth of the ophthalmic drugs market in Vietnam.

#### Segmental Insights

##### Drug Class Insights

Based on the Drug Class, Anti-glaucoma drugs are currently dominating the ophthalmic drugs market. Glaucoma, a leading cause of blindness worldwide, is highly prevalent in Vietnam, particularly among the aging population. As the country experiences demographic changes with an increasingly older population, the incidence of age-related eye diseases such as glaucoma has risen significantly. This has resulted in a growing demand for effective treatments to manage the condition. Anti-glaucoma medications, including beta-blockers, prostaglandin analogs, alpha agonists, and carbonic anhydrase inhibitors, are commonly prescribed to control intraocular pressure (IOP) and prevent optic nerve damage associated with glaucoma. These treatments are crucial in slowing the progression of the disease and preserving vision, which has led to their widespread use in the country.

Vietnam's healthcare system has made strides in improving access to ophthalmic care, but glaucoma remains a major challenge. Early diagnosis and long-term management are essential, and anti-glaucoma drugs play a key role in treatment regimens. The increasing awareness about glaucoma, driven by both government initiatives and eye care professionals, has contributed to the rise in demand for these drugs. As more individuals are diagnosed with glaucoma, especially those with risk factors such as hypertension, diabetes, and a family history of the disease, the market for anti-glaucoma drugs has expanded further.

##### Drug Disease Insights

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Based on the Drug Disease, Glaucoma is currently dominating the ophthalmic drugs market. Glaucoma, a leading cause of blindness, has a significant prevalence in Vietnam, particularly as the population ages. The country is experiencing an aging demographic, and with this shift, there has been a rise in the incidence of glaucoma, making it one of the primary conditions driving demand for ophthalmic medications. Glaucoma is characterized by increased intraocular pressure (IOP) that can lead to optic nerve damage, resulting in vision loss. Early diagnosis and effective treatment are crucial to controlling the disease, and this has led to a substantial and growing market for anti-glaucoma drugs.

The treatment of glaucoma involves a variety of pharmaceutical interventions, most commonly medications designed to reduce intraocular pressure. These include beta-blockers, prostaglandin analogs, alpha agonists, carbonic anhydrase inhibitors, and rho kinase inhibitors. Among these, prostaglandin analogs have become particularly popular due to their effectiveness in lowering IOP with fewer side effects compared to other classes of drugs. The chronic nature of glaucoma necessitates long-term treatment, and this has ensured a steady demand for anti-glaucoma drugs in the Vietnamese market. The fact that many patients require ongoing medication for years, often for the rest of their lives, makes glaucoma one of the most significant contributors to the ophthalmic drug market in Vietnam.

#### Regional Insights

Southern Vietnam is currently the dominant region. This is due to a combination of factors including the region's larger population, more developed healthcare infrastructure, greater economic prosperity, and increased awareness of eye health. Southern Vietnam, particularly Ho Chi Minh City, the economic and commercial hub of the country, has a well-established healthcare system with a higher concentration of specialized medical centers, ophthalmologists, and advanced diagnostic tools. This has contributed to a more widespread adoption of ophthalmic drugs and treatments in the region compared to other parts of the country.

Ho Chi Minh City, being the largest city in Vietnam, has a significant proportion of the country's population. With a high concentration of both urban residents and healthcare professionals, it acts as the center for both pharmaceutical distribution and consumption of ophthalmic medications. Southern Vietnam is home to many private healthcare providers, which often offer more advanced treatments and facilities compared to the public healthcare sector. These private hospitals and clinics frequently stock a wide range of ophthalmic drugs, from basic treatments to more specialized medications such as Anti-VEGF agents or treatments for retinal disorders and glaucoma, which are in high demand in the region due to an aging population and rising awareness about eye health.

#### Key Market Players

- Bayer Vietnam Ltd.
- DHG Pharmaceutical Joint Stock Company
- Traphaco Joint Stock Company
- Pharmaceutical Corporation Ha Tay
- Domesco Medical Import Export Joint Stock Corporation (DOMESCO)
- OPC Pharmaceutical Joint Stock Company
- Sanofi-Aventis Vietnam
- Mekophar Chemical and Pharmaceutical JSC
- Merck Vietnam Company Ltd.
- Pymepharco Joint Stock Company

#### Report Scope:

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

- Vietnam Ophthalmic Drugs Market, By Drug Class:
  - o Anti-Allergy
  - o Anti-VEGF agents
  - o Anti-inflammatory
  - o Anti-glaucoma
  - o Gene & Cell Therapy

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- o Others
  - Vietnam Ophthalmic Drugs Market, By Drug Disease:
    - o Dry Eye
    - o Allergies
    - o Glaucoma Infection
    - o Retinal Disorders
    - o Uveitis
    - o Others
  - Vietnam Ophthalmic Drugs Market, By Route Of Administration:
    - o Topical
    - o Local Ocular
  - Vietnam Ophthalmic Drugs Market, By Dosage Type:
    - o Gels
    - o Eye solutions & suspensions
    - o Capsules & Tablets
    - o Eye drops
    - o Ointments
  - Vietnam Ophthalmic Drugs Market, By Region:
    - o Southern Vietnam
    - o Northern Vietnam
    - o Central Vietnam

#### Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Vietnam Ophthalmic Drugs Market.

Available Customizations:

Vietnam Ophthalmic Drugs 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).

#### Table of Contents:

1. Product Overview
  - 1.1. Market Definition
  - 1.2. Scope of the Market
    - 1.2.1. Markets Covered
    - 1.2.2. Years Considered for Study
    - 1.2.3. Key Market Segmentations
2. Research Methodology
  - 2.1. Objective of the Study
  - 2.2. Baseline Methodology
  - 2.3. Key Industry Partners
  - 2.4. Major Association and Secondary Sources
  - 2.5. Forecasting Methodology
  - 2.6. Data Triangulation & Validation
  - 2.7. Assumptions and Limitations
3. Executive Summary
  - 3.1. Overview of the Market
  - 3.2. Overview of Key Market Segmentations

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- 3.3. Overview of Key Market Players
- 3.4. Overview of Key Regions/Countries
- 3.5. Overview of Market Drivers, Challenges, Trends
4. Voice of Customer
5. Vietnam Ophthalmic Drugs Market Outlook
  - 5.1. Market Size & Forecast
    - 5.1.1. By Value & Volume
  - 5.2. Market Share & Forecast
    - 5.2.1. By Drug Class (Anti-Allergy, Anti-VEGF agents, Anti-inflammatory, Anti-glaucoma, Gene & Cell Therapy, and Others)
    - 5.2.2. By Drug Disease (Dry Eye, Allergies, Glaucoma Infection, Retinal Disorders, Uveitis, Others)
    - 5.2.3. By Route Of Administration (Topical, and Local Ocular)
    - 5.2.4. By Dosage Type (Gels, Eye solutions & suspensions, Capsules & Tablets, Eye drops, and Ointments)
    - 5.2.5. By Region
    - 5.2.6. By Company (2024)
  - 5.3. Market Map
6. Northern Vietnam Ophthalmic Drugs Market Outlook
  - 6.1. Market Size & Forecast
    - 6.1.1. By Value
  - 6.2. Market Share & Forecast
    - 6.2.1. By Drug Class
    - 6.2.2. By Drug Disease
    - 6.2.3. By Route Of Administration
    - 6.2.4. By Dosage Type
7. Central Vietnam Ophthalmic Drugs Market Outlook
  - 7.1. Market Size & Forecast
    - 7.1.1. By Value
  - 7.2. Market Share & Forecast
    - 7.2.1. By Drug Class
    - 7.2.2. By Drug Disease
    - 7.2.3. By Route Of Administration
    - 7.2.4. By Dosage Type
8. Southern Vietnam Ophthalmic Drugs Market Outlook
  - 8.1. Market Size & Forecast
    - 8.1.1. By Value
  - 8.2. Market Share & Forecast
    - 8.2.1. By Drug Class
    - 8.2.2. By Drug Disease
    - 8.2.3. By Route Of Administration
    - 8.2.4. By Dosage Type
9. Market Dynamics
  - 9.1. Drivers
  - 9.2. Challenges
10. Market Trends & Developments
  - 10.1. Merger & Acquisition (If Any)
  - 10.2. Product Launches (If Any)
  - 10.3. Recent Developments
11. Policy & Regulatory Landscape

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- 12. Vietnam Economic Profile
- 13. Vietnam Ophthalmic Drugs Market: SWOT Analysis
- 14. Porter's Five Forces Analysis
  - 14.1. Competition in the Industry
  - 14.2. Potential of New Entrants
  - 14.3. Power of Suppliers
  - 14.4. Power of Customers
  - 14.5. Threat of Substitute Products
- 15. Competitive Landscape
  - 15.1. Bayer Vietnam Ltd.
    - 15.1.1. Business Overview
    - 15.1.2. Company Snapshot
    - 15.1.3. Products & Services
    - 15.1.4. Financials (As Reported)
    - 15.1.5. Recent Developments
    - 15.1.6. Key Personnel Details
    - 15.1.7. SWOT Analysis
  - 15.2. DHG Pharmaceutical Joint Stock Company
  - 15.3. Traphaco Joint Stock Company
  - 15.4. Pharmaceutical Corporation Ha Tay
  - 15.5. Domesco Medical Import Export Joint Stock Corporation (DOMESCO)
  - 15.6. OPC Pharmaceutical Joint Stock Company
  - 15.7. Sanofi-Aventis Vietnam
  - 15.8. Mekophar Chemical and Pharmaceutical JSC
  - 15.9. Merck Vietnam Company Ltd.
  - 15.10. Pymepharco Joint Stock Company
- 16. Strategic Recommendations
- 17. About Us & Disclaimer



**Vietnam Ophthalmic Drugs Market By Drug Class (Anti-Allergy, Anti-VEGF agents, Anti-inflammatory, Anti-glaucoma, Gene & Cell Therapy, and Others), By Drug Disease (Dry Eye, Allergies, Glaucoma Infection, Retinal Disorders, Uveitis, Others), By Route Of Administration (Topical, and Local Ocular), By Dosage Type (Gels, Eye solutions & suspensions, Capsules & Tablets, Eye drops, and Ointments), By Region, Competition, Forecast and Opportunities, 2020-2030F**

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