

## **Vietnam Biofertilizer - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)**

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### **Report description:**

The Vietnam Biofertilizer Market size is estimated at 280.6 thousand USD in 2025, and is expected to reach 443.1 thousand USD by 2030, growing at a CAGR of 9.57% during the forecast period (2025-2030).

- The biofertilizer market in the country grew by 2.1% between 2017 and 2021. The limited growth of the biofertilizer market in the country is mainly attributed to the limited increase in overall organic cultivation area, which increased by 3.2 thousand hectares between 2017 and 2021. However, the market value of biofertilizers is anticipated to increase by about 71.6% by the end of the forecast period.
- The consumption of mycorrhiza-based biofertilizers is dominant in the country, accounting for about USD 143.7 thousand in 2022. The dominance of these biofertilizers is because the mycorrhizal association has the potential to boost phosphorus, other nutrients, and water absorption from the soil, supporting plant growth and development and increasing yield by about 30-50%. Even though mycorrhiza dominates the market, Rhizobium-based biofertilizers are anticipated to increase faster than other biofertilizers between 2023 and 2029.
- The consumption of biofertilizers is dominant in horticultural crops, accounting for about USD 123.3 thousand in 2022. The domination of horticultural crops is mainly due to their large cultivation area in the country, i.e., about 59.4% of the total organic crop area in 2021.
- There is a huge demand for organic products in domestic and international markets. The overuse of chemical fertilizers is one of the major challenges in the country. The Vietnamese government authorities are promoting sustainable or organic cultivation practices through various schemes or programs by providing incentives for biofertilizers, which may drive the market during the

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forecast period.

## Vietnam Biofertilizer Market Trends

The country plans to expand organic farming, with fruits and vegetables as the top priority due to increasing demand

- Over the past two decades, organic farming in Vietnam has expanded steadily, driven by increasing demand for safe and organic food by European and Vietnamese consumers. The area under organic crop cultivation in Vietnam was 38.0 thousand ha in 2022, 1.0% of the overall organic agricultural land in Asia-Pacific. In 2021, there were approximately 17,000 organic agriculture producers, 555 processors, and 60 exporters in Vietnam.
- Organic cultivation of fruit and vegetable crops dominates the country, accounting for 58.8% of the area in 2022, followed by cash crops and row crops, accounting for 35.7% and 5.5%, respectively. Vietnam's main organic agricultural products include rice, coconut, coffee, cocoa, tea, vegetables, cinnamon, and anise.
- Vietnam has been looking for ways to increase the export of organic farm produce due to increased global demand as consumers become more health conscious. The United States and the European Union are the largest markets for Vietnamese organic products, holding a combined market share of 90.0%. According to recent estimates, Vietnam currently has 60 firms focusing on the export of organic agricultural goods, which accounted for a combined revenue of USD 550.0 million in 2021.
- Vietnam has set the target of increasing the total organic land area to 2.5-3.0% of the agricultural land area by 2030. With the national policies that have been issued since 2017 and government programs, such as the National Organic Standard, the Decree on Organic Agriculture, and the National Organic Agriculture Project 2020-2030 to promote organic agriculture, more provinces and cities are actively developing local programs and projects to develop organic agriculture.

Approximately 88% of the Hanoi consumers are willing to buy organic produce, leads to increase in per capita spending.

- Vietnamese have gradually begun to pay more attention to product quality and health than they had previously. Health and fitness are still among the top five concerns of Vietnamese consumers. Vietnam's per capita income has continuously increased over the years, encouraging people to spend more money on nutritious food.
- High levels of pesticides and chemical fertilizers inside vegetables are always risky to the Vietnamese population. The government controls and safely certifies 30% of the area for vegetable production in Hanoi. Samples of 185 respondents surveyed at four big supermarkets in Hanoi were analyzed by descriptive statistics, and the results concluded that about 15% of the consumers had already used organic vegetables. However, 88% wanted to try and buy if organic products were available in the market.
- Major reasons for the limitation in the consumption of organic foods were the lack of information about the organic market and the inconvenience of buying. The average price paid for organic vegetables was about 70% higher than that of conventional ones. High-income customers are concerned about the safety of vegetables, and people who have used them in the past would likely pay more for organic vegetables. These findings suggest that information about organic vegetables should be widely publicized to consumers in the future.
- The rising organic food consumption in Vietnam leads to increasing domestic demand, requiring a higher conversion of land to

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organic farming to produce the desired product. The demand demand for organic protection and nutrition products is increasing to ensure the quality of the produce, thus indicating a potential growth in the biofertilizer market in the country.

## Vietnam Biofertilizer Industry Overview

The Vietnam Biofertilizer Market is fairly consolidated, with the top five companies occupying 97.08%. The major players in this market are Atlantica Agricola, BIOWAY ORGANIC HIGH TECH JOINT STOCK COMPANY, DAI THANH JOINT STOCK COMPANY, Song Gianh Corporation Joint Stock Company and Sustane Natural Fertilizer Inc. (sorted alphabetically).

### Additional Benefits:

- The market estimate (ME) sheet in Excel format
- 3 months of analyst support

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