

Cooking Ingredients and Meals in Vietnam

November 2025

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EXECUTIVE SUMMARY

Tradition meets innovation, with safety paramount

KEY DATA FINDINGS

INDUSTRY PERFORMANCE

Sustained growth driven by tradition

Health innovations and VAT reduction drive sales

Food safety and informed choices drive consumer behaviour

WHAT'S NEXT?

Dynamic growth to be driven by convenience, health, and local specialities

Stricter regulations and industry compliance to drive consumer confidence

Healthy living will be a catalyst for innovation in cooking ingredients and meals

COMPETITIVE LANDSCAPE

Strategic expansion and robust distribution extend Calofic's leading position

Tho Phat leverages Kido's network for enhanced reach

Masan Consumer Corp's growth fuelled by innovation and strong brand portfolio

Regional specialities and local brands gain traction

CHANNELS

Small local grocers remains key to distribution despite pressures

Dynamic growth for retail e-commerce, but increased regulatory scrutiny

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Counterfeit crackdown, health trends, and digital growth reshape edible oils

INDUSTRY PERFORMANCE

Counterfeit crackdown fuels growth for genuine brands, while consumer demand evolves Soy oil leads growth in edible oils due to healthy profile

WHAT'S NEXT?

Affordability and wellness set to drive robust growth for edible oils

Premium and functional products set to drive health innovation in edible oils

Online channels set to reshape edible oils retailing in Vietnam

COMPETITIVE LANDSCAPE

Calofic Corp dominates edible oils with strong brand portfolio and vertical integration Calofic Corp sustains growth through health messaging and product innovation

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2025 DEVELOPMENTS

Convenience, health, and digitalisation drive growth in meals and soups

INDUSTRY PERFORMANCE

Demand for convenience drives robust growth in meals and soups Convenience and quality drive the rise of frozen ready meals in Vietnam

WHAT'S NEXT?

Convenience and innovation set to drive robust growth in meals and soups Frozen ready meals will be a healthy and convenient choice for consumers Doorstep delivery and supermarket expansion to reshape meals and soups

COMPETITIVE LANDSCAPE

Asia Foods Corp faces modern rivals and navigates shifting consumer tastes Kido Group acquisition fuels Tho Phat's dynamic growth in meals and soups

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2025 DEVELOPMENTS

Innovation, growth and evolving distribution channels

INDUSTRY PERFORMANCE

Affordability and convenience drive solid growth in sauces, dips and condiments Convenience and health drive dynamism for dry recipe sauces and pickled products

WHAT'S NEXT?

Innovation and convenience will drive growth for sauces, dips and condiments

Specific health benefits to shape the future of sauces, dips and condiments

Government oversight and need to maintain consumer trust will drive enhanced food safety

COMPETITIVE LANDSCAPE

Innovation and portfolio strength help extend Masan Consumer Corp's leadership Strategic expansion fuels Nam Duong's ascent in sauces, dips and condiments

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Sweet Spreads in Vietnam

KEY DATA FINDINGS

2025 DEVELOPMENTS

Dynamism in sweet spreads, impacted by health, local brands, and digital shifts

INDUSTRY PERFORMANCE

Sweet spreads sees strong growth, driven by expanding distribution

Honey leads growth in sweet spreads, driven by health perceptions and local supply

WHAT'S NEXT?

Sweet spreads poised for strong growth, driven by accessibility and convenience Sweet spreads to increasingly embrace health, with reduced sugar and natural ingredients Abundant fruit supply to fuel growth of local jams and preserves brands

COMPETITIVE LANDSCAPE

Golden Farm leads sweet spreads through extensive reach and competitive pricing Honey's surge in sales and Golden Farm's strength shape sweet spreads in Vietnam

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