# VIETNAM

MISSOURI
Department of Economic Development

## Market Overview

Vietnam is a true emerging market, offering ground floor and growing opportunities for U.S. exporters and investors. Vietnam's economic growth rate has been among the highest in the world in recent years, expanding at an average about 7.0 percent per year during the period 2002-2011, while industrial production grew at an average of about 12 percent per year during the same period.

Vietnam registered a GDP growth rate of 5.9 percent in 2011 and is targeting a growth rate in the 5 percent range in 2012. Vietnam held its 11th Party Congress in January 2011 and underscored the country's commitment to continued economic reform.

Despite the continuing global economic recession in 2011, U.S. exports to Vietnam grew by an impressive 17.0 percent to $4.3 billion. During the same period, Vietnam's exports to the U.S. increased 17.6 percent to $17.4 billion resulting in a $13.1 billion bilateral trade deficit with Vietnam.

In 2011, U.S. exporters saw significant growth in agricultural products sectors, which accounted for roughly 40% of U.S. exports to Vietnam. Industrial inputs also continued to see steady growth as Vietnam continues to import machinery, chemicals, instrumentation and software to support its growing industrial sector.

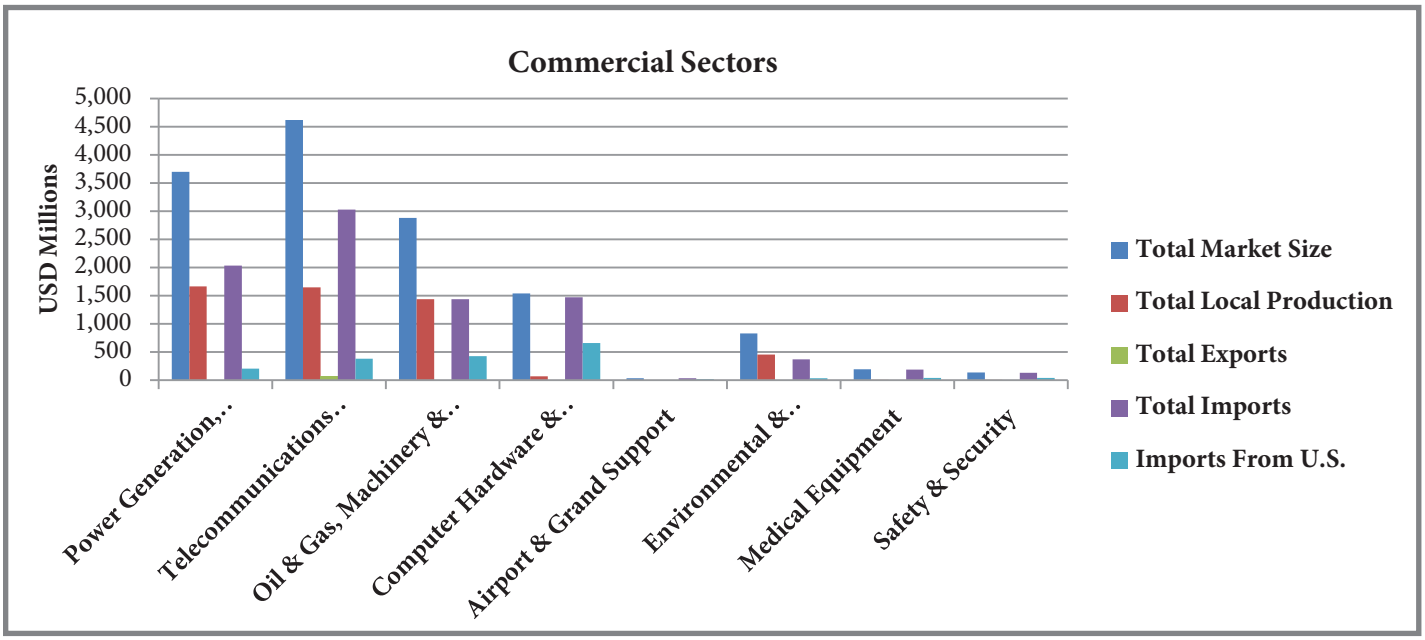
## Data Analysis for U.S. Export & Investment's Leading Sectors

### Commercial Sectors

- Power Generation, Transmission and Distribution
- Telecommunications Equipment and Services
- Oil and Gas Machinery and Services
- Computer Hardware and Software Services
- Airport and Ground Support
- Environmental and Pollution Control
- Medical Equipment
- Safety and Security
- Education and Training Services
- Franchising
- Industrial Equipment
- Architecture, Construction and Engineering

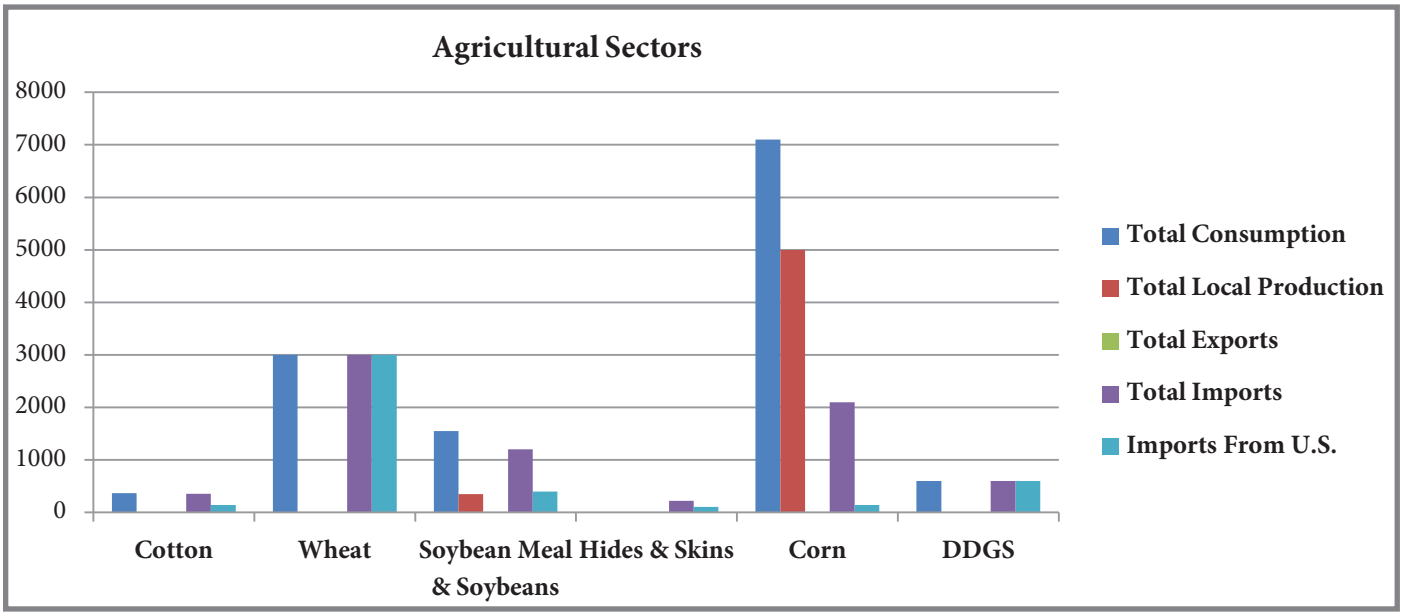
| Commercial Sector | Total Market Size | Total Local Production | Total Exports | Total Imports | Imports From U.S. |
|---|---|---|---|---|---|
| Power Generation, Transmission & Distribution | 3,700 | 1,665 | NA | 2,035 | 203 |
| Telecommunications Equipment | 4,620 | 1,650 | 67 | 3,027 | 380 |
| Oil & Gas, Machinery & Services | 2,880 | 1,440 | NA | 1,440 | 425 |
| Computer Hardware & Software Services | 1,540 | 70 | 0 | 1,470 | 660 |
| Airport & Grand Support | 32 | 0 | 0 | 32 | 14 |
| Environmental & Pollution Control Equipment | 830 | 455 | 0 | 370 | 31 |
| Medical Equipment | 195 | 7 | 0 | 188 | 40 |
| Safety & Security | 133 | 7.5 | 0 | 130 | 38.8 |

*(USD Millions) 2012 Est.*



## Agricultural Sectors

- Cotton
- Wheat
- Soybean Meal and Soybeans
- Hides and Skins
- Corn & Corn By-Products
- Dairy Products
- Red Meats (Beef and Pork)
- Poultry Meat
- Fresh Fruits (Apples and Grapes)
- Wine
- Forest Products

| Agricultural Sectors | Total Consumption | Total Local Production | Total Exports | Total Imports | Imports From U.S. |
|---|---|---|---|---|---|
| Cotton* | 366 | 8 | 0 | 358 | 143 |
| Wheat* | 3,000 | 0 | 0 | 3,000 | 3,000 |
| Soybean Meal & Soybeans* | 1,550 | 350 | 0 | 1,200 | 400 |
| Hides & Skins* | NA | NA | 0 | 220 | 103 |
| Corn* | 7,100 | 5,000 | 0 | 2,100 | 140 |
| DDGS* | 600 | 0 | 0 | 600 | 600 |
| Dairy Products | NA | NA | NA | $1,200 | $220 |
| Beef | NA | NA | $0 | NA | $190 |
| Pork | NA | NA | $0 | NA | $10 |
| Poultry | NA | NA | $0 | $140 | $108 |
| Fresh Fruit | NA | NA | $0 | $88 | $34 |
| Wine | NA | NA | $0 | NA | $21 |
| Forest Products | NA | NA | $0 | $1,452 | $150 |

*(Unit: 1,000 tons*; USD Millions)*