



**Subject:**

**Export of fermented milk products,  
vegetable oils, fish and seafood from  
Russia to Vietnam**

**Author:**

**Sokolov Vladimir Aleksandrovich**



**Contacts:**



**Vladimir.sokolov@bhorse.ru**



**+7 (925) 300-60-50**

# About BLACK HORSE

Black Horse has been on the market for over 15 years and supplies equipment for the construction and industrial sectors.

In 2023, Black Horse will open a new division - exporting food products to Vietnam, such as fermented milk products, vegetable oils, fish and seafood



# Sectors of food industry



# Advantages over competitors

Wide range of products

Speed of delivery

Robust packing

Quality control

Competitive prices

Cooperation with various soft drink producers

Guarantee during transport and storage

A personalised approach to the customer

Develops and implements new logistics schemes to optimise customer solutions





# PRODUCT DESCRIPTION

Product characteristics: fermented milk products, vegetable oils, fish and seafood packaged in plastic, vacuum and glass containers.

Handing over the goods to customers in accordance with all the requirements specified by the product manufacturer: proper storage, packaging and transport. The company plans to use marine and air transport, as it is the best option for transporting such products, especially over long distances.

The company plans to cooperate only with proven Russian producers of fermented milk products, vegetable oils, fish and seafood, so all products will be fully certified and will meet all stated requirements.

# COMMERCIAL OFFER

Deliveries to Vietnam are planned mainly by sea and by air, the cost will depend on the volume of the shipment.

Black Horse will make all deliveries to Vietnam within 5-60 days, depending on each individual order.

As for order payment, Black Horse is planning to perform its activity on 100% prepayment and it will be possible to settle accounts in rubles and yuan.



# Certificates



- Certificate of state registration
- Certificate of conformity

# Factors, which will contribute to the development of Russian-Vietnamese trade relations

**Demographic trends**

**Shortage of quality food products on vietnamese market**

**Free trade zone agreement**





# Overview of the fermented dairy products market of Vietnam

- The fermented dairy products market in Vietnam was valued at approximately USD 276.8 million in 2021, and it is projected to grow at a compound annual growth rate (CAGR) of around 6% from 2023 to 2026.
- The most commonly consumed fermented dairy products in Vietnam are yogurt and kefir.
- Other fermented dairy products, such as sour cream, cottage cheese and cheese, have a much smaller market share in Vietnam.
- The average import duty rate is 0.1%-7%.
- Under the Free Trade Agreement for the EAEU countries, including Russia, duties on dairy products, kefir, cheese and cottage cheese are reduced to 0%.
- In 2021, Russia exported sour-milk products to Vietnam worth \$18 thousand.



# Prospects for the export of Russian fermented milk products to Vietnam

Quality

Diversity

Price  
competitiveness

Government  
support

Growing  
market



# Overview of vegetable oil market of Vietnam



# Prospects for the export of Russian vegetable oil to Vietnam



**1**

Vietnam is one of the fastest-growing economies in Southeast Asia, with a large and growing population of over 97 million people.

**2**

Russia is one of the world's leading producers of vegetable oil, with a strong export capacity.

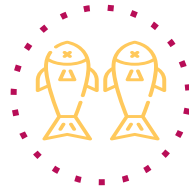
**3**

It is unlikely that Vietnam will be able to meet its growing demand for vegetable oil through domestic production alone, creating opportunities for imports from Russia.

# Overview of the fish and seafood market of Vietnam



Fish is the most popular type of seafood in Vietnam, accounting for 70% of total seafood consumption



The top seafood species consumed in Vietnam are shrimp, fish, squid, and crab



In 2020, Vietnam's seafood imports reached around \$1.6 billion



The per capita consumption of fish and seafood in Vietnam was around 25 kg in 2020

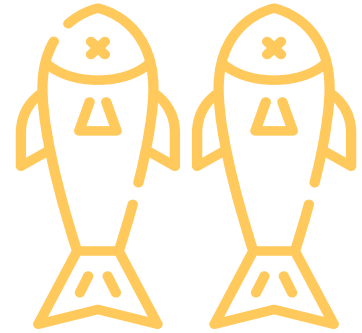
# Prospects for the export of russian fish and seafood to Vietnam

Growing seafood demand in Vietnam

Complementary seafood products

Favorable trade policies

Product diversification



# Thank you for your attention!

- MON. – FR.: 9 A.M. – 6 P.M.
- Address: Russia, Moscow,  
Volgogradskiy Prospekt 47
- Tel./Fax: 8 (499) 502-88-47
- Email: [info@bhorse.ru](mailto:info@bhorse.ru)

