

U.S. Soybean Export Council (USSEC) signs MOU with PSAV to strengthen U.S.-Vietnam agricultural cooperation and facilitate trade

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U.S. Soybean Export Council (USSEC) and the Partnership for Sustainable Agriculture Development in Vietnam (PSAV) sign a Memorandum of Understanding (MOU) to strengthen U.S.-Vietnam agricultural cooperation, facilitate trade and enhance awareness of U.S. Soy sustainability programs.

USSEC on 18th June commemorated three decades of partnership between U.S. Soy and Vietnam at a milestone event in Ho Chi Minh City. The special event, titled "USSEC 30th Anniversary in Vietnam: Sustainable Solutions with U.S. Soy!", recognizes the strength of this enduring relationship and its role in supporting Vietnam's food, feed, and livestock sectors.

The event brings together leading agribusiness stakeholders, technical experts, and sustainability advocates from Vietnam and across Southeast Asia. The program features keynote remarks, industry panel discussions, and interactive breakout sessions focused on sustainable food and feed solutions. A strategic roundtable on sustainability highlights shared goals in climate-smart agriculture, responsible sourcing, and long-term supply chain resilience—reinforcing the commitment of both U.S. and Vietnamese partners to collaboration, innovation, and environmental stewardship.

Over the years, U.S. soy farmers and Vietnam's feed, food processing, and aquaculture sectors have built a resilient partnership focused on improving food production, sharing knowledge, and promoting sustainability.

Vietnam has become Southeast Asia's third-largest U.S. Soy importer and the world's 13th-largest soy consumer. In marketing year 2023/24 overall Vietnam imported an estimated 2.2 million metric tons of whole soybeans and 5.9 million metric tons of soybean meal to meet growing demand^[1].

Vietnam's rapidly modernizing feed sector and soybean crush facilities are creating more opportunities for U.S. Soy to support local production of pork, poultry, aquaculture products, and soybean oil. These trends are fueled by urbanization, a rising middle class, and shifting consumer preferences toward protein-rich diets.

The sustainable soybean production practices provide Vietnamese customers with access to responsibly produced soy products that meet global sustainability, and reliability standards. With a transparent and reliable supply chain, U.S. Soy ensures consistent, timely delivery—providing Vietnamese customers with confidence and continuity as demand for sustainable food and feed solutions continues to grow.

Elevation in market potentials: Vietnam is now the world's sixth-largest pork producer and fourth-largest aquaculture produce. Aquaculture alone contributes 4% of national GDP. Soy has become a vital component of aquafeed, offering a high-quality, plant-based protein source to support the sector's continued growth. As demand increases, soybean meal consumption is forecasted to grow to 6 MMT in 2025, reflecting a recovery in feed demand and long-term market momentum. At the same time, Vietnamese consumers are showing growing interest in plant-based options and soy-based foods. U.S. Soy's nutritional profile, origin traceability, and sustainability credentials make it well-positioned to support this evolving demand.

Forging the Next Chapter in U.S.-Vietnam Soy Cooperation

The anniversary of U.S. Soy's partnership with Vietnam aligns with the 30th anniversary of bilateral relations between the two nations. Agricultural trade has been a cornerstone of this broader relationship, advancing food security, sustainability, and economic resilience on both sides.

Marking a new chapter in U.S.-Vietnam agricultural engagement, USSEC and the Partnership for Sustainable Agriculture Development in Vietnam (PSAV) - a unit under Vietnam's Ministry of Agriculture and Environment signed a Memorandum of Understanding (MOU) during the conference to strengthen trade ties, foster industry collaboration, and support Vietnamese enterprises in accessing high-quality, sustainably produced soy products from the U.S. The MOU outlines efforts to strengthen Vietnam's agricultural sector by facilitating trade, promoting technical cooperation, and enhancing awareness of U.S. Soy sustainability programs such as the U.S. Soy Sustainability Assurance Protocol (SSAP).