

Industrial Park Sector – 2H2026 Outlook

Strong leasing demand and stable funding access sustain developers' credit profiles

Listed developers' credit profiles remain stable, underpinned by healthy cash flow generation and moderate leverage, although non-core investments may weaken operating cash flow for some developers. Supportive FDI policies, including land rent incentives and streamlined investment procedures, will continue to strengthen demand for industrial parks (IPs). Strong FDI inflows and a sharp rebound in land leasing activity in 1H2026 supported high occupancy rates and modest rental growth despite an expanding supply pipeline. However, U.S. trade actions could pose downside risks to Vietnam's FDI outlook. Financing conditions are improving, supported by increased bank lending capacity and a recovery in bond issuance, which will help developers meet capex and refinancing needs.

CONTACTS

Hoang Thi Hien
 Sector Lead Analyst
hien.hoang@visrating.com

Duong Duc Hieu, CFA
 Senior Director – Head of
 Corporate Ratings & Research
hieu.duong@visrating.com

● Improved
 ● Stable
 ● Deteriorated

Indicator Trend

Key Highlights



Policy
measures



Recent policy measures to attract foreign direct investment (FDI) continue to strengthen IP leasing demand

- Decree 20/2026, issued and effective in January 2026, provides detailed guidance on implementing a 30% land rent reduction for five years for eligible sectors, further strengthening future demand for IP space.
- The Investment Law 2025, effective in March 2026, and related policy guidance streamline procedures for issuing investment registration certificates and establishing enterprises. They also expand incentivized sectors to include semiconductors, artificial intelligence (AI), big data, biotechnology, new energy, green industries, and advanced logistics services. We view these new policies as supportive of further FDI inflows, which will continue to benefit IP developers.



Market
conditions



Robust FDI inflows support leasing recovery and supply expansion

- In 8M2026, total registered FDI reached USD40.6 billion, up 55% year on year (YoY), while disbursements reached USD17.3 billion, up 12% YoY. Going forward, we expect FDI inflows to Vietnam remain strong and continue to be a key driver of IP development. However, U.S. potential trade actions related to intellectual property protection and stricter scrutiny of transshipment practices pose downside risks to Vietnam's FDI outlook over the next 12-18 months.
- After declining by 30% in 2025, IP land leasing surged by 60% YoY in 1H2026, reaching 500 hectares, driven by expansion from electronics and semiconductor manufacturers. The IP land occupancy rate remained high at 82%. In the ready-built factory and warehouse segment, newly leased space declined by 8% YoY in 1H2026 to around 0.9 million square meters, as new tenants in high-tech sectors prioritized IP land leases.
- In 1H2026, asking rents across segments remained stable, with slight increases in northern IP land rents (USD143 per square meter, up 2.9% YoY), southern IP land rents (USD184 per square meter, up 1.7% YoY), and ready-built factory and warehouse rents, which averaged around USD5 per square meter per month, up 2% YoY.
- On the supply side, we expect new IP launches to accelerate following the effective operation of the new provincial administration model. For instance, BCM (A, Stable) is expected to launch two new industrial parks in Q3 2026 after completing the necessary legal approvals.



Financing
conditions



Broader access to bank funding will support growing capex and refinancing needs

- Industrial real estate credit expanded 32% quarter on quarter (QoQ) in Q2 2026, driven by large developers, including IDC, KBC, and BCM, whose total debt increased by 55%, 25%, and 18%, respectively. Looking ahead, bank financing for developers will benefit from the SBV's 2026 policy allowing incremental loans to IP projects to be excluded from real estate credit growth limits, creating additional lending capacity for 25 participating banks.
- Developers continued to access the bond market in 1H2026, issuing VND2.3 trillion. With bond maturities remaining high at VND3.5 trillion in 2H2026, we expect bond issuance to accelerate to support refinancing and project investment.

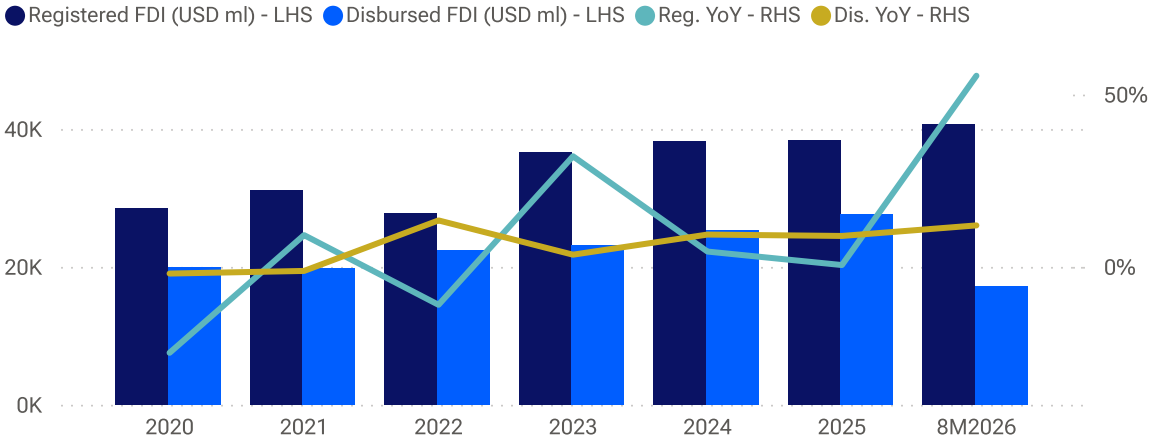
**Financial
strength****Stable cash flow generation and low leverage support credit resilience**

- In 1H2026, listed IP developers reported stable average revenue growth of 3% YoY and a gross margin of 30%. However, operating profit declined by 11% YoY, mainly because of a 33% increase in interest expense. Total debt rose by 14%, resulting in a slight deterioration in average Debt/EBITDA to 2.6x from 2.2x in 1H2026. Overall, we expect the sector's leverage to remain moderate and supportive of credit quality.
- Most developers maintained healthy operating cash flow generation in 1H2026, while KBC and BCM reported the largest operating cash flow deficits because of substantial investments in ongoing residential and infrastructure projects.
- Going forward, we expect credit metrics to remain stable for developers focused on core IP development, supported by sizeable leasable land banks, such as VGC, IDC, PHR, and SIP. In contrast, developers with significant investment commitments in non-core business segments, such as BCM and KBC, may face elevated cash flow constraints.

Source: VIS Rating

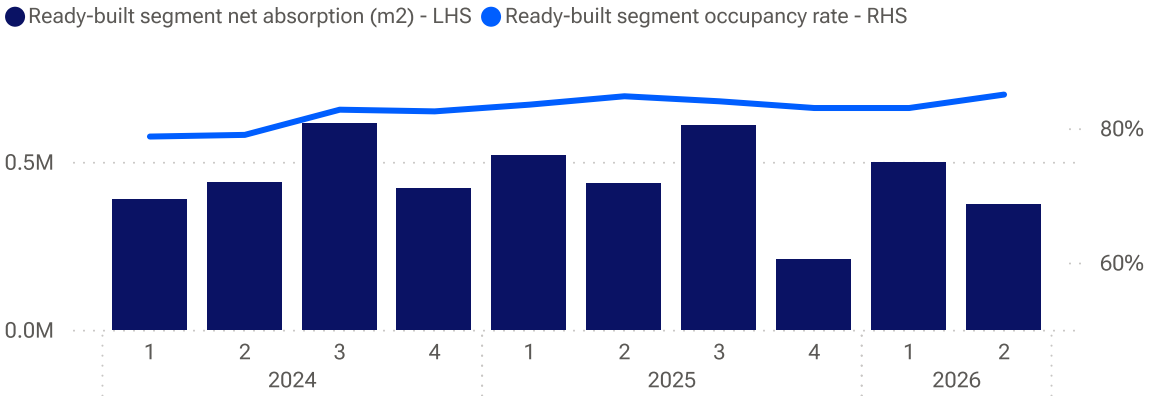
Robust FDI inflows support leasing recovery and supply expansion

Exhibit 1: FDI inflows to Vietnam remain strong and continue to a key driver of IP development



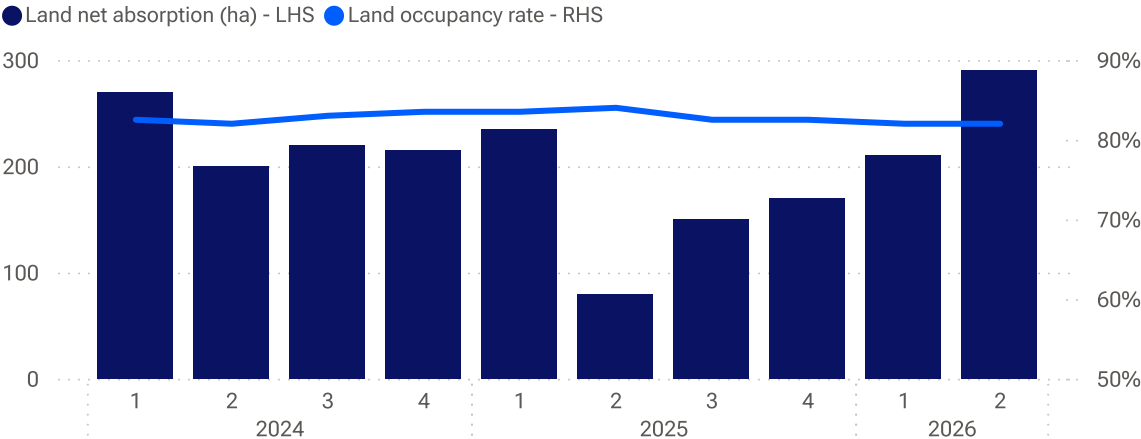
Source: General Statistics Office of Vietnam (GSO), VIS Rating

Exhibit 3: Ready-built segment leasing declined as new tenants in high-tech sectors prioritized industrial land leases



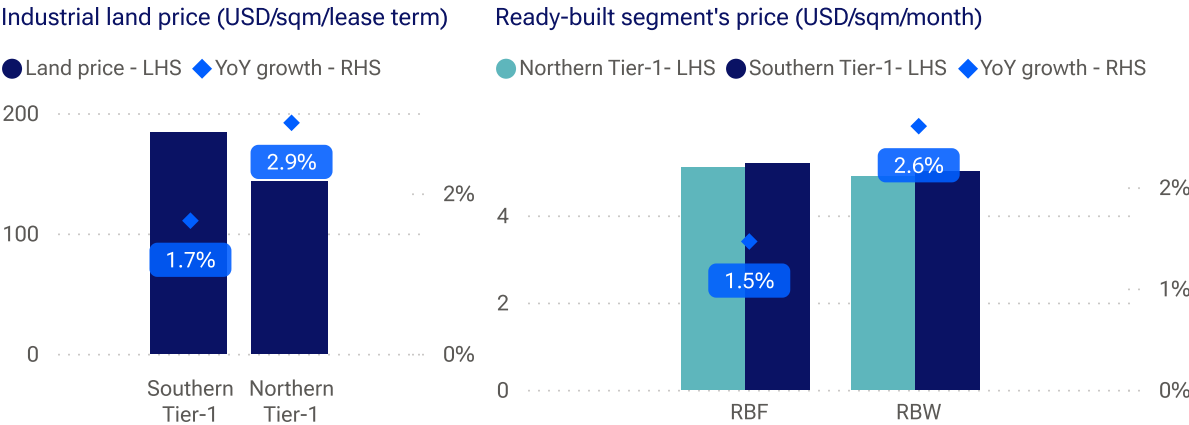
Source: CBRE, VIS Rating

Exhibit 2: Industrial land leasing surged in 1H2026, driven by expansion from electronics and semiconductor manufacturers



Source: CBRE, VIS Rating

Exhibit 4: Asking rents across segments remained stable with slight increases

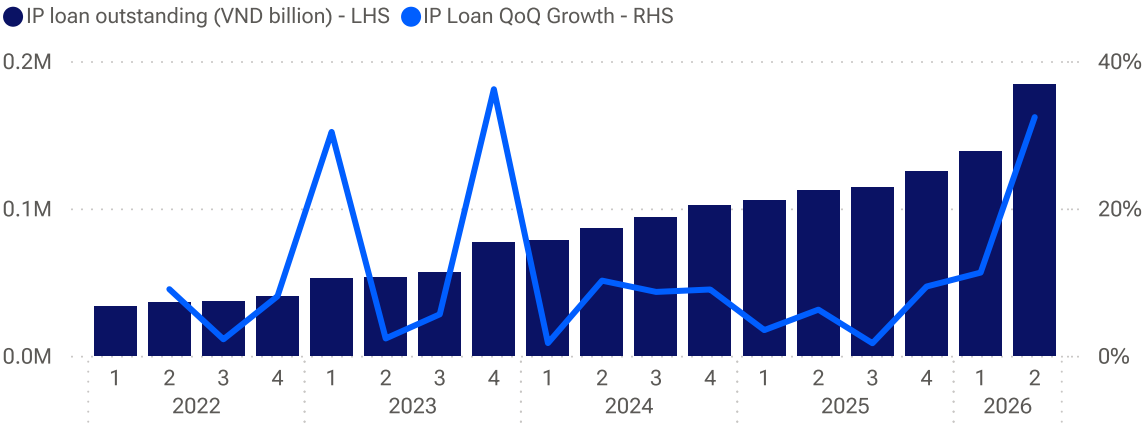


Source: CBRE, VIS Rating

Note: Northern Tier-1 includes Hanoi, Hai Phong, Bac Ninh and Hung Yen; Southern Tier-1 includes Ho Chi Minh, Dong Nai, Tay Ninh; RBF stands for ready-built factory; RBW stands for ready-built warehouse

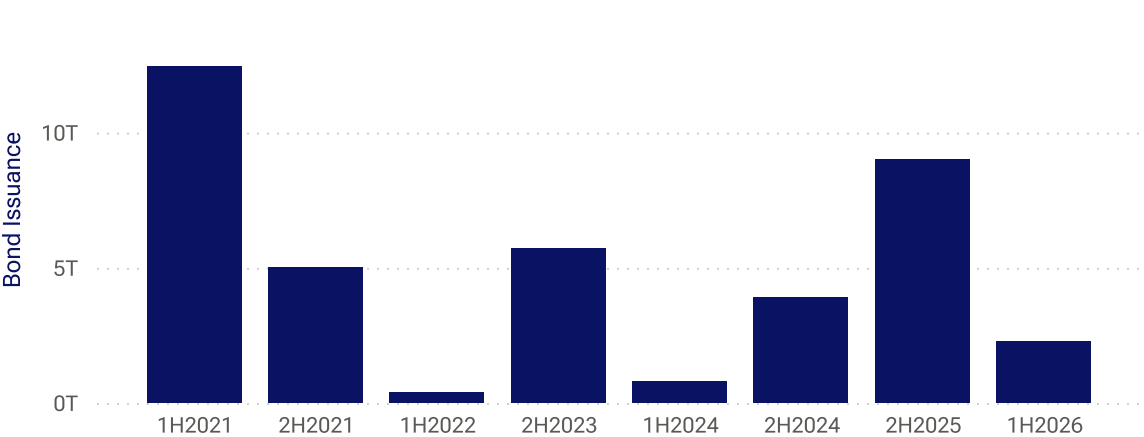
Broader access to bank funding will support growing capex and refinancing needs

Exhibit 5: Industrial park (IP) credit continue expanding, supported by SBV's 2026 policy allowing incremental loans to industrial park projects to be excluded from real estate growth limits



Source: Ministry of Construction (MOC), VIS Rating

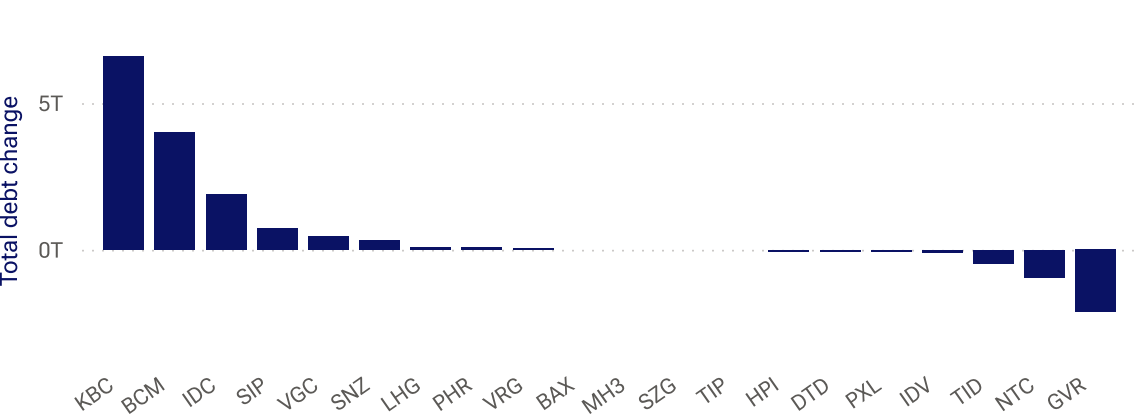
Exhibit 7: Developers continued to access the bond market in 1H2026



Source: Hanoi Stock Exchange (HNX), VIS Rating

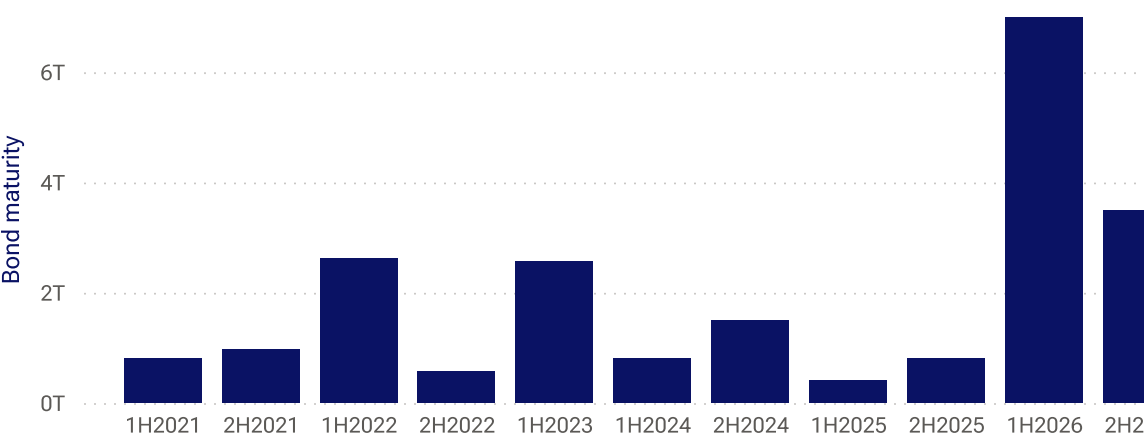
This publication does not announce a credit rating action

Exhibit 6: Debt growth was concentrated among large developers, particularly KBC, BCM, and IDC



Source: Company data, VIS Rating

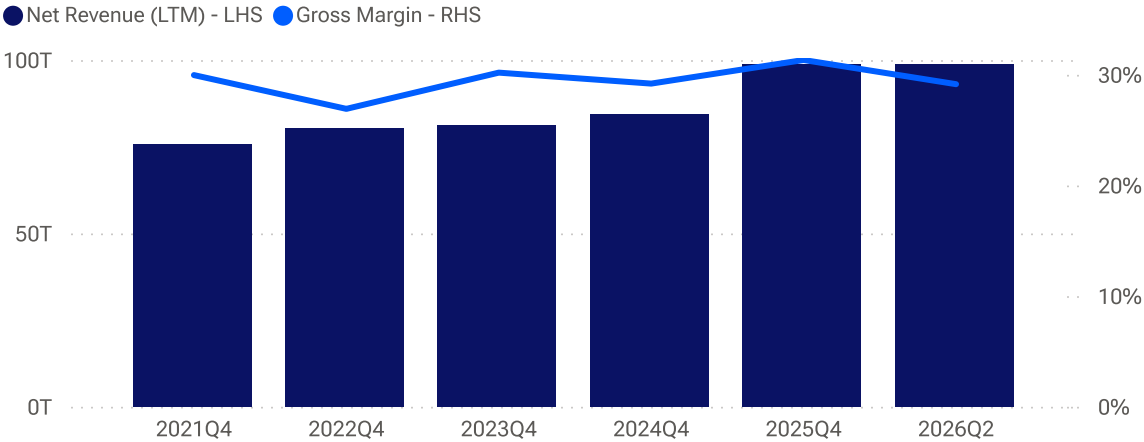
Exhibit 8: Bond issuance to accelerate for refinancing and project investment purpose as bond maturities remain high in 2H2026



Source: HNX, VIS Rating

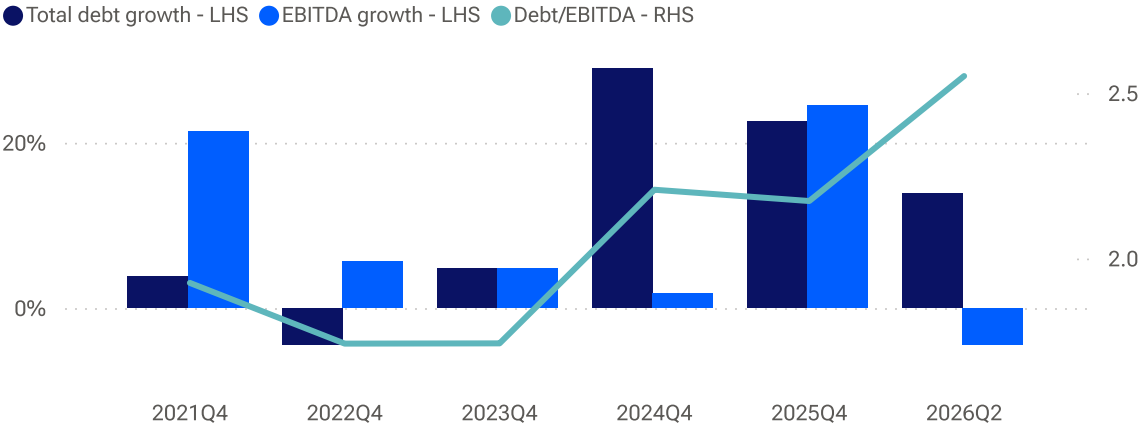
Stable cash flow generation and low leverage support credit resilience

Exhibit 9: Revenue and gross margins remained stable



Source: Company data, VIS Rating
Note: LTM stands for last twelve months

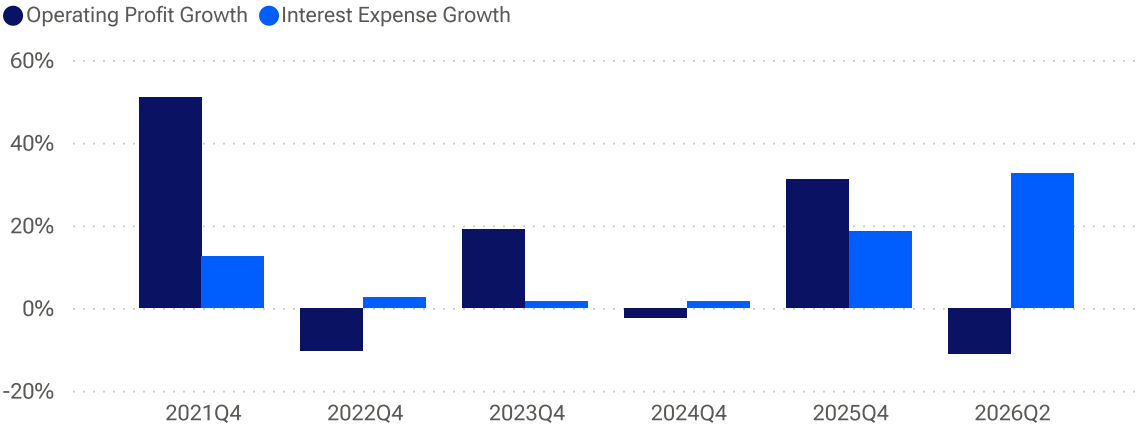
Exhibit 11: Leverage remained low despite a modest deterioration driven by 14% debt growth



Source: Company data, VIS Rating

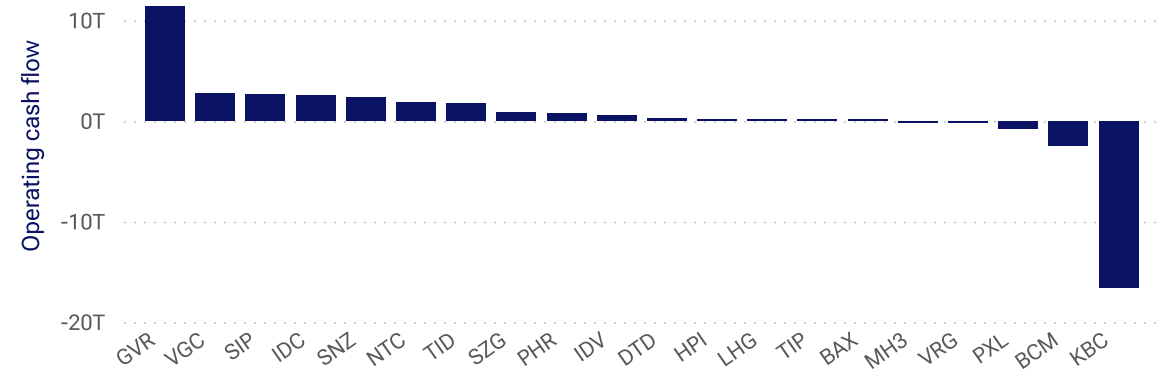
This publication does not announce a credit rating action

Exhibit 10:....Meanwhile, operating profit declined because of rising interest expense



Source: Company data, VIS Rating

Exhibit 12: Most developers maintained healthy operating cash flow generation, while BCM and KBC reported the largest deficits amid heavy project investments



Source: Company data, VIS Rating

APPENDIX

The companies included in our analysis are as follows:

	Short name	Full name
1	BAX	Thong Nhat Joint Stock Company
2	BCM	Investment and Industrial Development Joint Stock Corporation
3	DTD	Thanh Dat Investment Development JSC
4	GVR	Viet Nam Rubber Group - Joint Stock Company
5	HPI	Hiep Phuoc Industrial Park Joint Stock Company
6	IDC	IDICO Corporation - JSC
7	IDV	Vinh Phuc Infrastructure Development Joint Stock Company
8	KBC	Kinh Bac City Development Holding Corporation
9	LHG	Long Hau Corporation
10	MH3	Binh Long Rubber Industrial Park Corporation
11	NTC	Nam Tan Uyen Joint Stock Corporation
12	PHR	Phuoc Hoa Rubber Joint Stock Company
13	PXL	Long Son Petroleum Industrial Zone Investment Joint Stock Company
14	SIP	Sai Gon VRG Investment Corporation
15	SNZ	Sonadezi Corporation
16	SZG	Sonadezi Giang Dien Joint Stock Company
17	TID	Tin Nghia Corporation
18	TIP	Tin Nghia Industrial Park Development Joint Stock Company
19	VGC	Viglacera Corporation - JSC
20	VRG	Viet Nam Rubber Industrial Zone and Urban JSC

© 2026 Vietnam Investors Service And Credit Rating Agency Joint Stock Company (“Công Ty Cổ Phần Xếp Hạng Tín Nhiệm Đầu Tư Việt Nam” in Vietnamese) (“VIS Rating”). All rights reserved.

Moody's holds a 49% ownership stake in VIS Rating. A Technical Services Agreement is in place between the two companies, under which Moody's provides certain services, including technical assistance, to VIS Rating. However, Moody's is not involved in any particular VIS Rating credit rating or research processes. This report and the opinions expressed herein represent the independent views of VIS Rating and should not be attributed to any Moody's entities, directors, officers, or employees.

DISCLAIMER

CREDIT RATINGS ISSUED BY VIS RATING ARE OUR CURRENT OPINIONS OF THE RELATIVE FUTURE CREDIT RISK OF ENTITIES, DEBT OR FINANCIAL OBLIGATIONS, DEBT SECURITIES, PREFERRED SHARES OR OTHER FINANCIAL INSTRUMENTS OR OF ISSUER OF SUCH DEBTS OR FINANCIAL OBLIGATIONS, DEBT SECURITIES, PREFERRED SHARES OR OTHER FINANCIAL INSTRUMENTS IN VIETNAM AND MATERIALS, PRODUCTS, SERVICES AND INFORMATION PUBLISHED BY VIS RATING (COLLECTIVELY, “PUBLICATIONS”) MAY INCLUDE SUCH CURRENT OPINIONS. VIS RATING DEFINES CREDIT RISK AS THE RISK THAT AN ENTITY MAY NOT MEET ITS CONTRACTUAL FINANCIAL OBLIGATIONS AS THEY COME DUE AND ANY ESTIMATED FINANCIAL LOSS IN THE EVENT OF DEFAULT OR IMPAIRMENT. SEE APPLICABLE VIS RATING'S RATING SYMBOLS AND DEFINITIONS PUBLICATION FOR INFORMATION ON THE TYPES OF CONTRACTUAL FINANCIAL OBLIGATIONS ADDRESSED BY VIS RATING'S CREDIT RATINGS. APART FROM FUNDAMENTAL RISKS NEEDED TO BE ASSESSED AS REQUIRED UNDER THE VIETNAMESE LAW (INCLUDING DECREE 88/2014 DATED 26 SEPTEMBER 2014 OF THE GOVERNMENT) ON CREDIT RATING SERVICES FROM TIME TO TIME, CREDIT RATINGS DO NOT ADDRESS ANY OTHER RISK, INCLUDING BUT NOT LIMITED TO: LIQUIDITY RISK, MARKET VALUE RISK, OR PRICE VOLATILITY. CREDIT RATINGS, NON-CREDIT ASSESSMENTS (“ASSESSMENTS”), AND OTHER OPINIONS INCLUDED IN VIS RATING'S PUBLICATIONS ARE NOT STATEMENTS OF CURRENT OR HISTORICAL FACT. VIS RATING'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS ARE FOR REFERENCES ONLY AND DO NOT CONSTITUTE OR PROVIDE INVESTMENT OR FINANCIAL ADVICE. VIS RATING'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS ARE NOT AND DO NOT PROVIDE RECOMMENDATIONS TO INVEST INTO, CONTRIBUTE CAPITAL, PURCHASE, SELL, OR HOLD PARTICULAR DEBT INSTRUMENTS OR FINANCIAL INSTRUMENTS. VIS RATING'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS DO NOT COMMENT ON THE SUITABILITY OF AN INVESTMENT FOR ANY PARTICULAR INVESTOR. VIS RATING ISSUES ITS CREDIT RATINGS, ASSESSMENTS AND OTHER OPINIONS AND PUBLISHES ITS PUBLICATIONS WITH THE EXPECTATION AND UNDERSTANDING THAT EACH INVESTOR WILL, WITH DUE CARE, MAKE ITS OWN STUDY AND EVALUATION OF EACH SECURITY OR DEBT INSTRUMENT THAT IS UNDER CONSIDERATION FOR PURCHASE, HOLDING, OR SALE.

VIS RATING'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS, AND PUBLICATIONS ARE NOT INTENDED FOR USE BY NON-PROFESSIONAL INVESTORS AND IT WOULD BE RECKLESS AND INAPPROPRIATE FOR NON-PROFESSIONAL INVESTORS TO USE VIS RATING'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS OR PUBLICATIONS WHEN MAKING AN INVESTMENT DECISION. IF IN DOUBT YOU SHOULD CONTACT YOUR FINANCIAL OR OTHER PROFESSIONAL ADVISER.

ALL INFORMATION CONTAINED HEREIN (INCLUDING INFORMATION OF VIS RATING AND/OR THIRD PARTIES WHO LICENSE VIS RATING TO INCORPORATE THE INFORMATION HEREIN (“VIS RATING'S LICENSORS”)) IS PROTECTED BY LAW, INCLUDING BUT NOT LIMITED TO, COPYRIGHT LAW, AND NONE OF SUCH INFORMATION MAY BE COPIED OR OTHERWISE REPRODUCED, REPACKAGED, FURTHER TRANSMITTED, TRANSFERRED, DISSEMINATED, REDISTRIBUTED OR RESOLD, OR STORED FOR SUBSEQUENT USE FOR ANY SUCH PURPOSE, IN WHOLE OR IN PART, IN ANY FORM OR MANNER OR BY ANY MEANS WHATSOEVER, BY ANY PERSON WITHOUT PRIOR WRITTEN CONSENT OF VIS RATING OR VIS RATING'S LICENSORS. VIS RATING'S CREDIT RATINGS, ASSESSMENTS, OTHER OPINIONS AND PUBLICATIONS ARE NOT INTENDED FOR USE BY ANY PERSON AS A BENCHMARK AS THAT TERM IS DEFINED FOR REGULATORY PURPOSES AND MUST NOT BE USED IN ANY WAY THAT COULD RESULT IN THEM BEING CONSIDERED A BENCHMARK.

All information contained herein is obtained by VIS Rating from sources believed by it to be accurate and reliable. Because of the possibility of human or mechanical error as well as other factors, however, all information contained herein is provided “AS IS” without warranty of any kind. VIS Rating adopts all necessary measures so that the information it uses in assigning a credit rating is of sufficient quality and from sources VIS Rating considers to be reliable including, when appropriate, independent third-party sources. However, VIS Rating is not an auditor and cannot in every instance independently verify or validate information received in the rating process or in preparing its Publications.

To the extent permitted by law, VIS Rating and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability to any person or entity for any indirect, special, consequential, or incidental losses or damages whatsoever arising from or in connection with the information contained herein or the use of or inability to use any such information, even if VIS Rating or any of its directors, officers, employees, agents, representatives, licensors or suppliers is advised in advance of the possibility of such losses or damages, including but not limited to: (a) any loss of present or prospective profits or (b) any loss or damage arising where the relevant financial instrument is not the subject of a particular credit rating assigned by VIS Rating.

To the extent permitted by law, VIS Rating and its directors, officers, employees, agents, representatives, licensors and suppliers disclaim liability for any direct or compensatory losses or damages caused to any person or entity, including but not limited to by any negligence (but excluding fraud, willful misconduct or any other type of liability that, for the avoidance of doubt, by law cannot be excluded) on the part of, or any contingency within or beyond the control of, VIS Rating or any of its directors, officers, employees, agents, representatives, licensors or suppliers, arising from or in connection with the information contained herein or the use of or inability to use any such information.

NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE ACCURACY, TIMELINESS, COMPLETENESS, MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE OF ANY CREDIT RATING, ASSESSMENT, OTHER OPINION OR INFORMATION IS GIVEN OR MADE BY VIS RATING IN ANY FORM OR MANNER WHATSOEVER.

VIS RATING MAY MAKE MODIFICATIONS AND/OR CHANGES TO ITS PUBLICATION AT ANY TIME, FOR ANY REASON. HOWEVER, VIS RATING UNDERTAKES NO OBLIGATION (NOR DOES IT INTEND) TO PUBLICLY SUPPLEMENT, UPDATE OR REVISE ITS PUBLICATION ON A GOING-FORWARD BASIS. YOU ASSUME THE SOLE RISK OF MAKING USE OF AND/OR RELYING ON VIS RATING'S ASSESSMENTS, OTHER OPINIONS AND PUBLICATION.

VIS Rating maintains policies and procedures to address the independence of VIS Rating's credit ratings and credit rating processes. Information regarding, among others, entities holding more than 5% of the contributed charter capital of VIS Rating, any change to the shareholding ratios of entities holding more than 5% of the contributed charter capital of VIS Rating and a list of rated entities with a credit rating service charge accounting for over 5% of VIS Rating's total revenue from credit rating activities in the fiscal year prior to the time of information disclosure, are posted at <https://visrating.com> under the heading “Corporate Disclosure”.



Empowering Better Decisions