

## Infrastructure Operation Sector: FY2024 Update

# Stronger traffic demand, higher fee schemes and increasing public investment drive strong financial performance

In 2024, infrastructure operators' profitability and cash flow improved significantly, while debt levels remained stable. We expect 2025 to remain a strong year for infrastructure companies. The government plans to increase public investment by 32% in 2025, which will further accelerate infrastructure project completion and thereby create new cash flows for the sector. Buoyed by increasing economic activities to achieve a higher GDP growth target in 2025, traffic demand will accelerate, supporting sales growth and enhancing the financial performance of infrastructure companies in 2025.

**Listed infrastructure companies reported FY2024 revenue growth of 19% year-over-year (YoY) and a 26% YoY increase in net income, driven by higher traffic demand and increased fee schemes.** Strong economic activities, substantial recovery of foreign tourism, and improved connectivity between provinces have pushed passenger and cargo transportation to increase 10% YoY in 2024, significantly higher than the average 2% YoY during 2018 - 2023.

In Jan 2024, the government approved a 10% increase in toll fees for 44 toll road projects. Subsequently, in Feb 2024, the government increased the floor rates for seaport services by about 25% to curb increasing price competition among international and local operators. The fee hikes enhanced the sector's gross margin from 32.7% in 2023 to 34.7% in 2024. Looking ahead, we expect the operating results of infrastructure companies will continue to improve, driven by stronger business conditions and continuously increasing traffic demand.

**Seaport and toll road operators saw strong earnings growth from higher fees and traffic demand, while airport operators reported lower growth due to capacity limits.** In 2024, seaport pass-through volume (including cargo and passenger) grew the most (16% YoY), followed by toll roads (10% YoY). In addition, significant increases in toll road and seaport service fees led to double-digit revenue and profit growth in these segments. Seaport operators saw revenue increase by 18% YoY, while net income surged by 37% YoY. Meanwhile, toll road operators recorded revenue and net income growth of 15% YoY and 29% YoY, respectively.

On the other hand, airport pass-through volume grew by only 3% YoY. Extensive aircraft maintenance schedules in 2024 and capacity constraints at major airports like Tan Son Nhat and Noi Bai led to a 7% YoY drop in the number of flights operated in 2024. As a result, revenue growth of airport operators like ACV, SCS, and AST slowed to 9% YoY; income growth similarly slowed to 13% YoY. In 2025, we expect seaport and toll road operators' earnings to remain strong. We also anticipate stronger growth in airport operators' earnings as several ongoing projects, including Tan Son Nhat Terminal 3 and Noi Bai Terminal 2 expansion, will commence operation from Q2/2025.

**The sector's cash flow improved significantly under stronger operating cash flow and significant equity fundraising, while the debt level remained stable in 2024.** Over the last year, infrastructure operators saw a modest 3% YoY increase in total debt, supported by stronger operating cash flow and significant equity funding through share issuances. The sector's operating cash flow grew 37% YoY, driven by strong earnings and accelerated public investment disbursement. Several major infrastructure projects, such as the North-South Expressway components (Cam Lam Vinh Hao, Dien Chau Bai Vot), interstate highway (Tan Phu Bao Loc), and seaport expansion (Chu Lai, Lach Huyen) were completed ahead of schedule, strengthening cash flows for infrastructure companies.

Meanwhile, listed infrastructure companies, including GMD, CII, HHV, and VSC, raised 10% more equity through share issuances in 2024 to reduce debt and fund CAPEX. For 2025, we expect cash flow will continue to improve from increasing traffic and commercial commencement of new projects. We also expect the sector's debt level to remain stable in 2025 as some infrastructure companies have announced plans for equity fundraising to meet CAPEX demands or to refinance debts, such as HHV (VND 1.5 trillion) or VSC (VND 0.2 trillion).

### CONTACTS

Nguyen Ly Thanh Luong,  
CFA, ACCA, FMVA  
Lead Analyst  
[luong.nguyen@visrating.com](mailto:luong.nguyen@visrating.com)

Duong Duc Hieu, CFA  
Director - Senior Analyst  
[hieu.duong@visrating.com](mailto:hieu.duong@visrating.com)

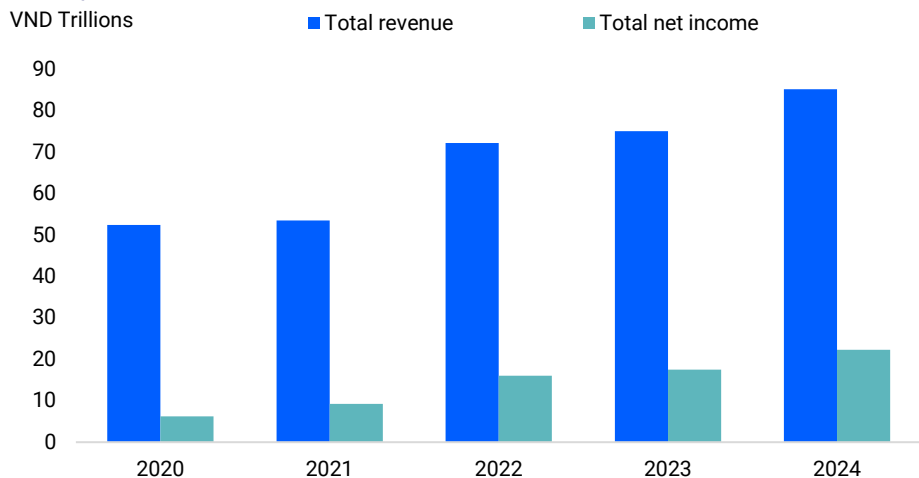
Simon Chen, CFA  
Head of Ratings & Research  
[simon.chen@visrating.com](mailto:simon.chen@visrating.com)



<https://visrating.com>

## Stronger traffic demand, higher fee schemes and increasing public investment drive strong financial performance

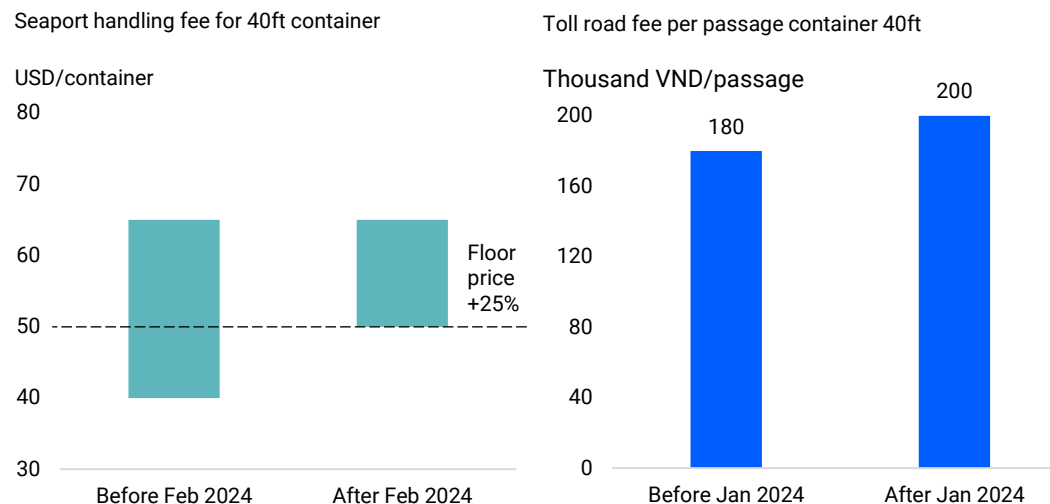
**Exhibit 1: Infrastructure companies reported FY2024 revenue and net income increases, driven by higher traffic demand and increased fee schemes**



Source: Company data, VIS Rating

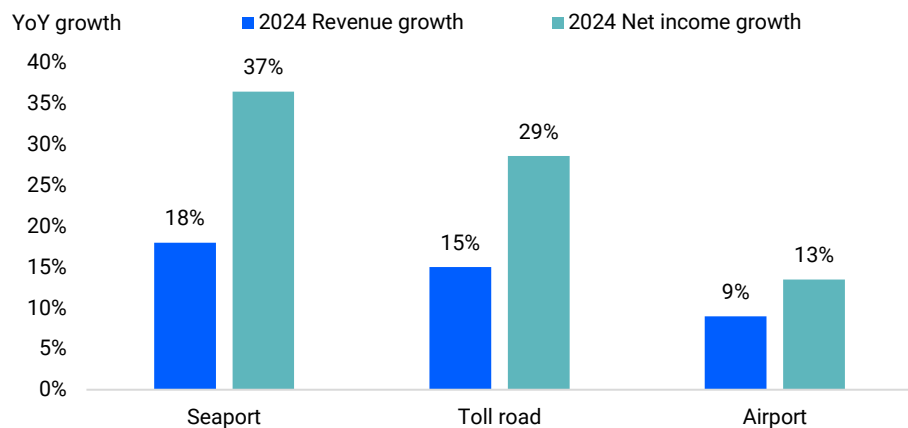
Note: Top 30 listed infrastructure companies in terms of revenue

**Exhibit 2: Fee hikes have enhanced the sector's gross margin from 32.7% in 2023 to 34.7% in 2024**



Source: Ministry of Transportation

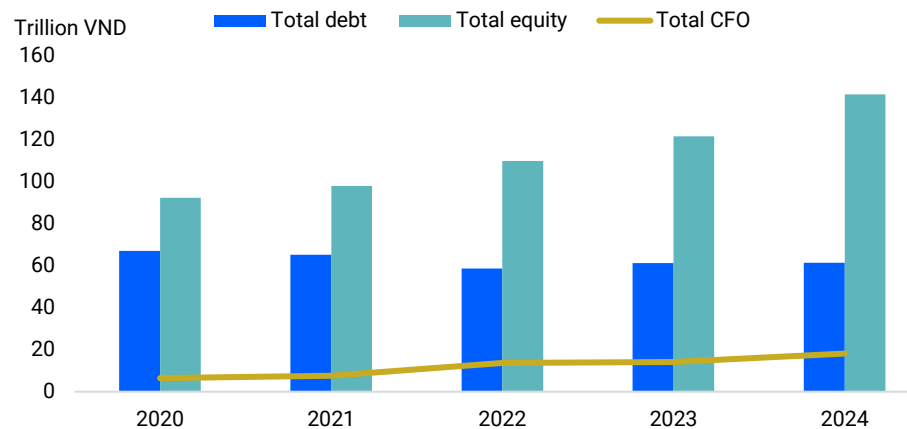
**Exhibit 3: Seaport and toll road operators saw strong earnings growth from higher fees and traffic demand, while airport operators reported lower growth due to capacity limits**



Source: VIS Rating

Note: Top 30 listed infrastructure companies in terms of revenue

**Exhibit 4: The sector's cash flow improved significantly under stronger operating cash flow and significant equity funding, while the debt level remained stable**



Source: Company data, VIS Rating

Note: Top 30 listed infrastructure companies in terms of revenue

**APPENDIX**

The companies included in our analysis are as follows:

	<b>Short name</b>	<b>Full name</b>
1	ACV	Airports Corporation of Vietnam
2	ASG	ASG Corporation
3	AST	Taseco Air Services JSC
4	CCR	Cam Ranh Port Joint Stock Company
5	CCT	Can Tho Port Joint Stock Company
6	CDN	Danang Port Joint Stock Company
7	CII	Ho Chi Minh City Infrastructure Investment JSC
8	CLL	Cat Lai Port Joint Stock Company
9	CMP	Chan May Port JSC
10	CQN	Quang Ninh Port Joint Stock Company
11	DVP	Dinh Vu Port Investment & Development Joint Stock Company
12	DXP	Doan Xa Port Joint Stock Company
13	GMD	Gemadept Corporation
14	HHV	Deo Ca Traffic Infrastructure Investment JSC
15	HTI	IDICO Infrastructure Development Investment Joint Stock Company
16	ILB	ICD Tan Cang Long Binh Joint Stock Company
17	LGC	CII Bridges & Roads Investment JSC
18	MAS	Danang Airports Services Joint Stock
19	MVN	Vietnam Maritime Corporation
20	NCS	Noi Bai Catering Services JSC
21	NCT	Noi Bai Cargo Terminal Services Joint Stock Company
22	PDN	Cong Dong Nai Port Joint Stock Company
23	PHP	Hai Phong Port Joint Stock Company
24	PSN	PTSC Thanh Hoa Port Joint Stock Company
25	QNP	Quy Nhon Port Joint Stock Company
26	SCS	Saigon Cargo Service Corporation
27	SGP	Saigon Port Joint Stock Company
28	VGP	Vegetable Forwarding and Warehousing Enterprise
29	VGR	VIP Green Port Joint Stock Company
30	VSC	Vietnam Container Shipping Joint Stock Corporation

© 2025 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.

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