NORTHERN KEY ECONOMIC ZONE INDUSTRIAL MARKETS

Q4 2025 Market Beat

Better never settles

MARKETBEAT

NORTHERN KEY ECONOMIC ZONE(*)

INDUSTRIAL Q4 2025

(*): The Northern Key Economic Region includes Phu Tho Province and the Red River Delta Region, which, after the provincial merger, comprises Hanoi, Quang Ninh, Hai Phong, Bac Ninh, Hung Yen, and Ninh Binh.

INDUSTRIAL PARK (IP) LAND

MARKET FUNDAMENTALS

	QoQ Chg	YoY Chg
66% Occupancy Rate	▼	▼
23,990 Total Supply,ha	▲	▲
USD135 Average Asking Rent, USD/m2/lease term	▲	▲

ECONOMIC INDICATORS Q4 2025

	YOY
8.46% GDP Growth	▲
3.31% Inflation(CPI)	▲
38.42 FDI (Billion USD)	▲

Source: GSO

SUPPLY: CONTINUED GROWTH WITH THE ENTRY OF LARGE-SCALE PROJECTS

As of the end of Q4 2025, the total accumulated supply of industrial land in the Northern market reached approximately 23,990 ha. The market in the final quarter continued its vibrant growth momentum with the addition of about 640 ha of new industrial land from three strategic projects: Phuc Son IP (125 ha), Que Vo 2 IP – Phase 2 (277.64 ha), and Dong Van V IP in Ninh Binh (237 ha). The continuous implementation of industrial infrastructure projects not only consolidates the leading positions of existing industrial hubs like Bac Ninh with 5,452 ha and Hai Phong with 5,796 ha but also demonstrates a powerful expansion into potential satellite areas such as Ninh Binh and Phu Tho.

Compared to the scale of 16,800 ha recorded in Q4 2024, the total regional supply achieved a breakthrough growth of approximately 42.8% YoY. This sharp increase is largely due to the redefinition of administrative boundaries and the inclusion of new provinces into the study area since the previous quarter, combined with the accelerated pace of new project licensing throughout 2025.

DEMAND: NET ABSORPTION REMAINS STABLE AMID SURGING SUPPLY

The Northern industrial land market in Q4 2025 recorded a net absorption area of approximately 63 ha. The average regional occupancy rate adjusted to 65.74%. This figure represents a slight decrease from the 67% recorded in the previous quarter and a decline of about 2.26 percentage points compared to the 68% in Q4 2024. The drop in occupancy rate does not reflect weakening demand but is primarily due to the pressure of massive new supply entering the market, meaning actual absorption has yet to keep pace with the expansion of existing land funds.

The primary demand drivers this quarter remained focused on high-tech industries, electronic component manufacturing, and circuit boards, typified by large-scale investment projects in the industrial hub of Bac Ninh. By locality, Hanoi continued to maintain an absolute occupancy rate of 100% due to land scarcity, while Bac Ninh held its appeal with an occupancy rate of 74.1%. Newly added areas following the merger, such as Quang Ninh (49.27%) and Phu Tho (52.87%), currently have average occupancy rates, creating significant room to attract investors seeking large leasable areas at optimized costs.

RENT: INDUSTRIAL LAND RENTS CONTINUE TO RISE

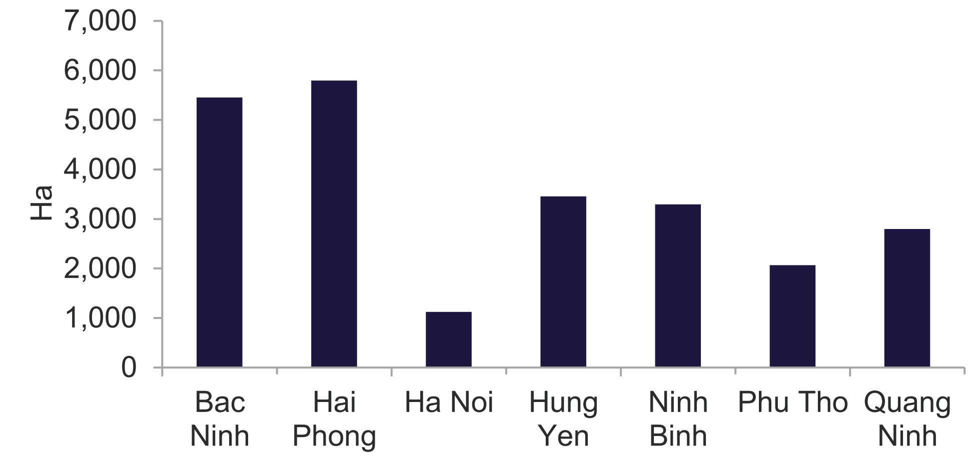
The average asking rent for industrial land across the Northern region in Q4 2025 recorded slight growth, reaching 135 USD/sqm/lease term. Compared to the 133 USD recorded in the previous quarter, rents increased by approximately 1.5% QoQ. When compared to the same period last year, the market maintained sustainable growth of 3.8% YoY against the 130 USD mark of Q4 2024.

MARKET OUTLOOK

During the 2026–2029 period, the market is expected to welcome approximately 5,050 ha of new industrial land from projects currently in the planning stages. This expansion is not only concentrated in traditional industrial hubs but is also spreading strongly to satellite areas, helping to consolidate the North's position as a vital manufacturing and logistics center for the country.

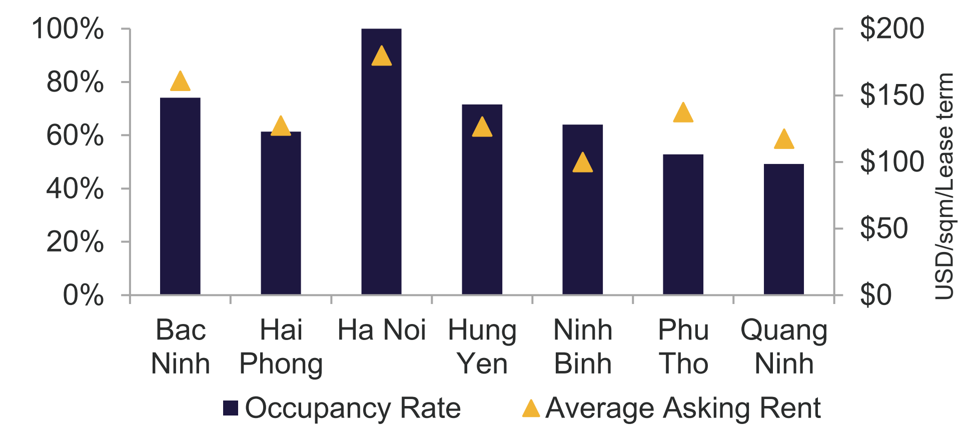
The main growth engine is bolstered by the completion of strategic infrastructure projects such as Gia Binh International Airport and the expansion of the North-South Expressway, which will optimize logistics networks and regional connectivity. Furthermore, the synchronization of administrative policies following provincial mergers will remove legal barriers, creating a transparent investment environment to attract multinational corporations in high-tech and electronic component sectors.

EXISTING IP LAND SUPPLY, Q4 2025



Source: Cushman & Wakefield

MARKET PERFORMANCE



Source: Cushman & Wakefield

Note: The average primary industrial park rental rate refers to the asking price directly from industrial park developers, excluding management fees and VAT.
The USD/VND exchange rate in Q4 2025 = 26,500.

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INDUSTRIAL Q4 2025

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READY-BUILT FACTORY (RBF)

MARKET FUNDAMENTALS

	QoQ Chg	YoY Chg
86% Occupancy Rate	▼	▲
~5.3 mil Total Supply, sqm	▲	▲
USD5.0 Avg Asking Rent, USD/sqm/month	▬	▲

ECONOMIC INDICATORS Q4 2025

	YOY
8.46% GDP Growth	▲
3.31% Inflation(CPI)	▲
38.42 FDI (Billion USD)	▲

Source: GSO

SUPPLY: NEW GROUNDBREAKING WAVE EXPANDS MARKET SCALE

As of the end of Q4 2025, the total accumulated supply of Ready-Built Factories (RBF) in the Northern market reached 5,286,087 sqm of Net Leasable Area (NLA). Compared to the same period in 2024, the market recorded an impressive growth of 22.42% YoY. Even when compared to the previous quarter, existing supply maintained a growth momentum of 3.66% QoQ, with Hai Phong continuing to lead the market share at nearly 45% of the total region, followed by Bac Ninh at 23%.

A strategic highlight in Q4 2025 was a wave of simultaneous groundbreaking ceremonies across key locations, creating momentum for future supply. Specifically, Ninh Binh province led the scale of new developments with a total area of 92,728 sqm, followed by Bac Ninh province with 84,000 sqm, and Hai Phong city with an additional 35,000 sqm of leasable factory area.

DEMAND: POSITIVE MARKET ABSORPTION AMID RISING NEW SUPPLY

In Q4 2025, the Northern RBF market recorded an impressive net absorption area of approximately 189,747 sqm, a sharp increase of nearly 47.6% compared to the 128,600 sqm in Q4 2024. Thanks to strong demand, the regional occupancy rate reached 86%, marking a significant breakthrough from the 79% recorded in the same period last year, and a slight decrease of 1 percentage point compared to the 87% in the previous quarter. This result confirms that market absorption remains proactive despite the continuous entry of new supply, proving the North's position as a preferred destination in the global manufacturing chain.

The primary demand drivers remained focused on spearhead sectors such as electronic components, high-tech equipment, and precision engineering. By locality, Hanoi continued to maintain an absolute occupancy rate of 100% due to land scarcity, while neighboring areas such as Hung Yen (95%), Ninh Binh (90%), and Hai Phong (87%) continued to record steady appeal. The high occupancy rates in these industrial hubs demonstrate the effective shift of investors from the center to satellite regions, creating a dynamic and seamlessly connected RBF manufacturing belt across the area.

RENT: FACTORY RENTS INCREASE SLIGHTLY YEAR-ON-YEAR

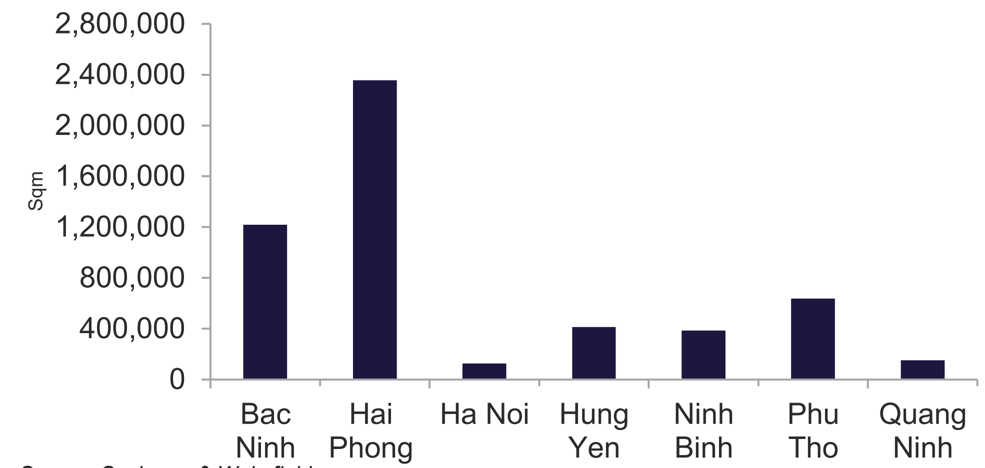
The average rental rate for RBF in the Northern market in Q4 2025 remained steady at 5.0 USD/sqm/month, unchanged from the previous quarter. Compared to the same period in 2024 (4.9 USD), the rent recorded a slight growth of approximately 2.04% YoY.

MARKET OUTLOOK

The 2026–2029 period will witness the continuous addition of new supply, totaling nearly 1,000,000 sqm of leasable area, particularly in 2026 with over 643,000 sqm. The distribution of future supply through 2029 helps the market maintain balance, meeting the timely leasing demand from FDI enterprises in the electronics and high-tech sectors in areas such as Hai Phong, Bac Ninh, and Phu Thọ.

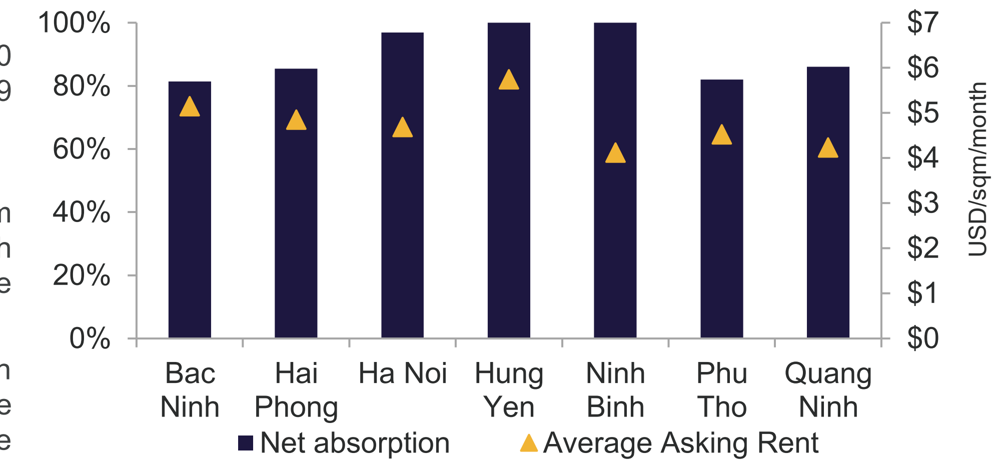
This growth is strongly amplified by the roadmap to complete strategic infrastructure, such as Gia Binh International Airport and the expansion of the North-South Expressway, which will help optimize the regional logistics supply chain. The shift toward green manufacturing (ESG) and high technology will be the main drivers of demand, while the synchronization of administrative procedures following provincial mergers will help remove investment barriers. With a large reserve of land and increasingly high construction standards, the North is consolidating its position as a leading regional hub for electronic components and semiconductors, attracting high-quality FDI inflows in the long term.

EXISTING RBF SUPPLY, Q4 2025



Source: Cushman & Wakefield

MARKET PERFORMANCE



Source: Cushman & Wakefield

Note: All rental rates for RBF/RBW are inclusive of service charges (SC) but exclusive of VAT.
The USD/VND exchange rate in Q4 2025 = 26,500

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INDUSTRIAL Q4 2025

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READY-BUILT WAREHOUSE (RBW) & READY-BUILT HYBRID (RBH)(*)

MARKET FUNDAMENTALS

	QoQ Chg	YoY Chg
83% Occupancy Rate	▲	▲
~3.6 mil Total Supply,sqm	▲	▲
USD4.9 Avg Asking Rent, USD/sqm/month	▬	▲

ECONOMIC INDICATORS Q4 2025

	YOY
8.46% GDP Growth	▲
3.31% Inflation(CPI)	▲
38.42 FDI (Billion USD)	▲

Source: GSO

(*): Including Ready-Built Hybrid (RBH) models.

SUPPLY: HAI PHONG AND BAC NINH CONTINUE TO LEAD MARKET SCALE

As of the end of Q4 2025, the total accumulated supply of Ready-Built Warehouses (RBW) in the Northern market reached approximately 3,575,000 sqm of Net Leasable Area (NLA). The market structure shows a clear concentration in logistics hubs, led by Bac Ninh with a 43.76% market share. Other strategic locations include Hai Phong at 23.67%, Hung Yen at 19.39%, and Hanoi at approximately 6.60%. Satellite areas such as Quang Ninh and Ninh Binh currently contribute 3.73% and 2.85% respectively to the total existing supply, reaffirming the role of the coastal economic corridor in meeting operational storage needs.

The highlight of new supply in Q4 2025 was heavily concentrated in the Hai Phong area with the commencement of high-quality projects, notably CORE5 Vietnam (Phase 2) adding approximately 34,000 sqm and the KCN Vietnam An Phat project contributing an additional 31,000 sqm. The continuous push by major developers to provide modern warehouse supply at seaport gateways not only anticipates the wave of imports and exports but also serves the storage standards of multinational high-tech and e-commerce enterprises.

DEMAND: STABLE ABSORPTION AMID SCALE EXPANSION

In Q4 2025, the Northern RBW market recorded a net absorption area of 57,770 sqm. The regional occupancy rate made a leap to 83.03%. Compared to the 77% in the previous quarter, the occupancy rate increased by 6.03 percentage points and recorded a strong growth of 18.03 percentage points when compared to the 65% in the same period of 2024. This robust increase reflects the high demand for year-end inventory stockpiling and supply chain optimization.

The primary demand drivers were concentrated in gateway areas and major consumption centers where infrastructure connectivity plays a decisive role. Hanoi recorded an occupancy rate approaching absolute levels at 98.94%, while Hai Phong continued to maintain high operational performance at 94.64% thanks to its advantage of direct connection to the deep-sea port system. Conversely, Bac Ninh—the locality holding the region's largest warehouse scale with over 1.56 million sqm—currently has an occupancy rate of 69.90%. Although this rate is lower than the regional average, with its abundant land fund, Bac Ninh remains the top choice for large-scale logistics firms seeking centralized storage space to serve nearby high-tech industrial parks.

RENT: RENTS REMAIN STABLE

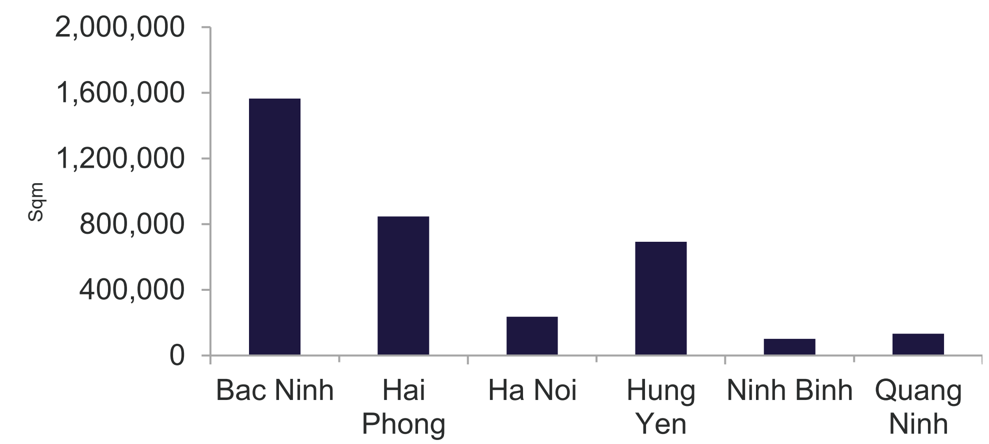
The average asking rent for RBW in Q4 2025 remained steady at 4.9 USD/sqm/month, flat compared to the previous quarter. However, compared to the 4.6 USD/sqm/month in the same period of 2024, the rent recorded a growth of 6.5% YoY.

MARKET OUTLOOK

For the 2026–2029 period, the North is expected to welcome 656,000 sqm of Ready-Built Warehouses (RBW). Hung Yen, Ninh Binh, and Hai Phong will be the localities leading the new land supply, while Bac Ninh continues to consolidate its position as a future logistics hub with nearly 400,000 sqm of floor area.

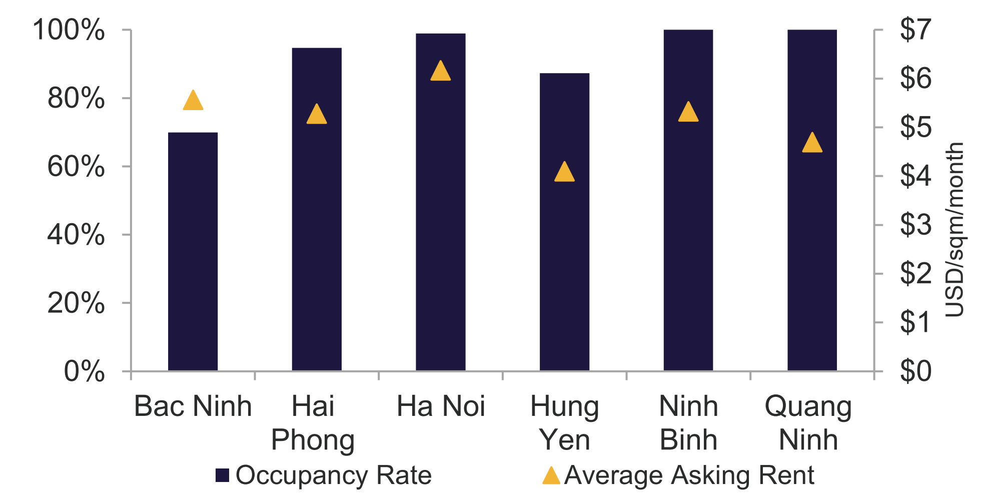
Market resilience is expected from the breakthrough of the Free Trade Zone (FTZ) model associated with modern deep-sea port planning and Gia Binh Airport. The combination of superior transport infrastructure, preferential policies from the FTZ, and the green development trend (ESG) will be the key to attracting global supply chains, helping the North strengthen its position as a strategic link in the world logistics map.

EXISTING ACCUMULATED SUPPLY, Q4 2025



Source: Cushman & Wakefield

MARKET PERFORMANCE



Source: Cushman & Wakefield

Note: The rental rate is inclusive of Management Fees and exclusive of VAT.
The USD/VND exchange rate in Q4 2025 = 26,500.

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NORTHERN KEY ECONOMIC ZONE

INDUSTRIAL Q4 2025

MARKET STATISTICS

	INDUSTRIAL PARK (IP) LAND				READY-BUILT FACTORY (RBF)				READY-BUILT WAREHOUSE (RBW)			
	TOTAL SUPPLY (Ha)	OCCUPANCY RATE	NET ABSORPTION (Ha)	AVG PRIMARY ASKING RENT (USD/sqm/lease term)	TOTAL SUPPLY (sqm)	OCCUPANCY RATE	NET ABSORPTION (sqm)	AVERAGE ASKING RENT (USD/sqm/month)	TOTAL SUPPLY (sqm)	OCCUPANCY RATE	NET ABSORPTION (sqm)	AVERAGE ASKING RENT (USD/sqm/month)
Q4 2025	23,990	66%	63	$ 135	5,286,000	86%	189,747	$ 5.0	3,575,000	83%	57,770	$ 4.9
QoQ	▲1.8%	▼1.0 ppts		▲1.5%	▲ 3.6%	▼ 1.0 ppts		◄►	▲4.9%	▲6.0 ppts		◄►
YoY	▲42.8%	▼2.0 ppts	▼24.1%	▲3.8%	▲ 22.42%	▲ 7.0 ppts	▲ 47.5%	▲ 2.0%	▲23.02%	▲18 ppts	▲6.2%	◄►

The average primary industrial park (IP) rental rate refers to the asking price directly from IP developers, excluding management fees and VAT.
Rental rates for Ready-Built Factories (RBF) and Ready-Built Warehouses (RBW) are inclusive of management fees but exclusive of VAT.
The USD/VND exchange rate in Q4 2025 = 26,500

PLANNED & UNDERCONSTRUCTION SUPPLY, 2025 - 2029

PROPERTY	TOTAL FUTURE SUPPLY	CAGR (2025 – 2029)
Industrial Park (IP) Land	5,050 ha	4.89 %/year
Ready-built factory (RBF)	1,000,000 m2	4.39%/year
Ready-built warehouse (RBW)	656,000 m2	4.30%/year

KEY NEW LAUNCH PROJECTS Q4 2025

PROJECT	PROVINCE/CITY	TYPE	SCALE	DEVELOPER
Phuc Son IP	Bac Ninh	IP	125 ha	Le Delta Joint Stock Company
Que Vo 2 IP – Phase 2	Bac Ninh	IP	277,64 ha	Nhan Dat Tien Co., Ltd.
Dong Van V IP	Ninh Binh	IP	237 ha	Western Pacific Group
Core5 Hai Phong – Phase 2	Hai Phong	RBF&RBW	80,000 sqm	Core5
KCN Vietnam An Phat	Hai Phong	RBF&RBW	62,000 sqm	KCN Vietnam
BW VSIP 2 Bac Ninh	Bac Ninh	RBF	84,000 sqm	BW Industrial
Osaka Dong Van III	Ninh Binh	RBF	38,128 sqm	Osaka Group
Ovaon Taseco Dong Van III	Ninh Binh	RBF	54,600 sqm	Novaon Taseco

NOTABLE UPCOMING PROJECTS 2025 – 2027

PROJECT	TYPE	PROVINCE/CITY	SCALE	DEVELOPER	EXPECTED YEAR LAUNCH
Industrial Park No. 01 – Phase 1	IP	Hung Yen	217 ha	Viglacera Joint Stock Company	2026 - 2027
RBF X1 & X2 Hai Phong	RBF	Hai Phong	348,796 sqm	HTM Investment Group Joint Stock Company	2026 - 2027
Ly Thuong Kiet IP	IP	Hung Yen	235 ha	Hoa Phat Group	2026 - 2027

Note: Information is subject to change or update depending on the developer's future plans.

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