



# NORTHERN KEY ECONOMIC ZONE INDUSTRIAL MARKETS

Q1 2026 Market Beat

Better never settles

## INDUSTRIAL PARK (IP) LAND

### MARKET FUNDAMENTALS

	QoQ Chg	YOY Chg
<b>63%</b> Occupancy Rate	▼	▼
<b>25,122</b> Total Supply (ha)	▲	▲
<b>USD137.6</b> Avg. Asking Rent, USD/sqm/lease term	▲	▲

### ECONOMIC INDICATORS Q1 2026

	YoY Chg	Outlook
<b>7.8%</b> GDP Growth	▲	▲
<b>3.5%</b> Inflation(CPI)	▲	▲
<b>15.2</b> FDI (Billion USD)	▲	▲

Source: Cushman & Wakefield Research, Vietnam, Moody's Analytics

### SUPPLY: OVER 1,100 HA OF INDUSTRIAL LAND ENTERING THE MARKET

As of Q1 2026, the total accumulated industrial land supply in the region exceeded 25,100 hectares, (+4.7% QoQ; +17.9% YoY). During the quarter, the market recorded additional practical supply following the groundbreaking of five industrial parks in Hai Phong, Bac Ninh, and Ninh Binh, contributing more than 1,100 hectares of new leasable land.

Among the newly added supply, Hai Phong accounted for approximately 68% of total new supply, followed by Bac Ninh (~21%) and Ninh Binh (~11%). The ongoing development of IP infrastructure continues to support the scale and prominence of established industrial centers such as Hai Phong and Bac Ninh while also reflecting the gradual extension of industrial development into emerging satellite markets, including Ninh Binh.

### DEMAND: OCCUPANCY RATE DECLINES AMID SURGING SUPPLY

The average occupancy rate across the Northern industrial land market reached 63% in Q1 2026, representing a decline 2.4 ppts from Q4 2025. This trend was anticipated and does not signal a slowdown in demand. The decrease is largely attributable to the substantial influx of new supply from provinces within the Northern Key Economic Zones, where initial absorption rates tend to be lower and require a longer ramp-up period.

Underlying demand remains robust in established industrial hubs. Industrial land in Hanoi reached nearing full occupancy, while Bac Ninh continues to record a strong occupancy rate of approximately 74%. Leasing activity remains concentrated in high value-added industries, particularly technology, electronic components, and printed circuit board manufacturing.

### RENT: SUSTAINABLE ANNUAL GROWTH TREND

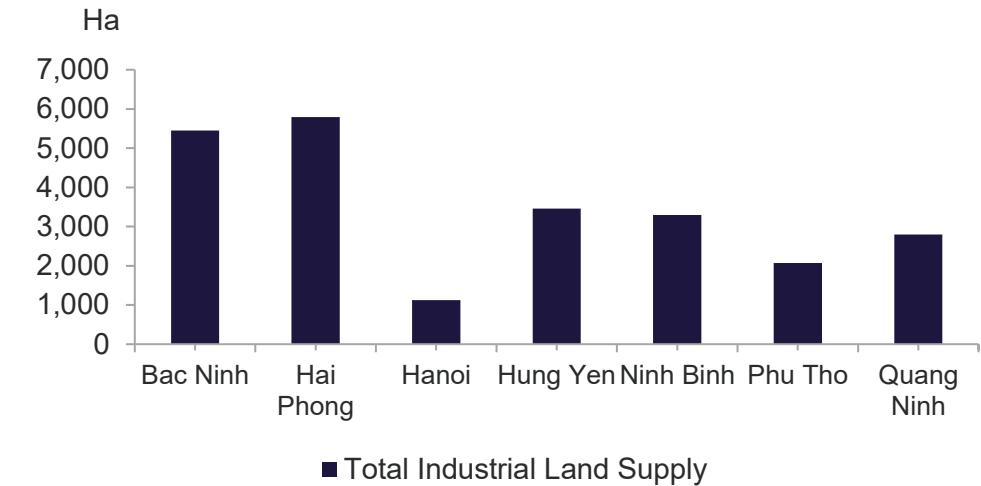
The average asking rent for industrial land in Q1 2026 was 137.6 USD/sqm/lease term, recording a slight 1.4% increase QoQ. On a YoY basis, rent still grew 5.0%, confirming a sustainable upward trend in key industrial zones.

### MARKET OUTLOOK: SUPPORTED BY INFRASTRUCTURE AND POLICY REFORM

Between 2026 and 2028, approximately 6,600 hectares of new industrial land are expected to enter the market from projects in the development pipeline. Supply growth will increasingly extend beyond established hubs into satellite and emerging locations, reinforcing Northern Vietnam's position as a key manufacturing and logistics center.

The outlook is underpinned by continued investment in strategic infrastructure, notably Gia Binh International Airport and upgrades to the North-South Expressway, alongside administrative streamlining following provincial consolidation, which is expected to improve market accessibility and support demand from high-tech and electronic components manufacturers.

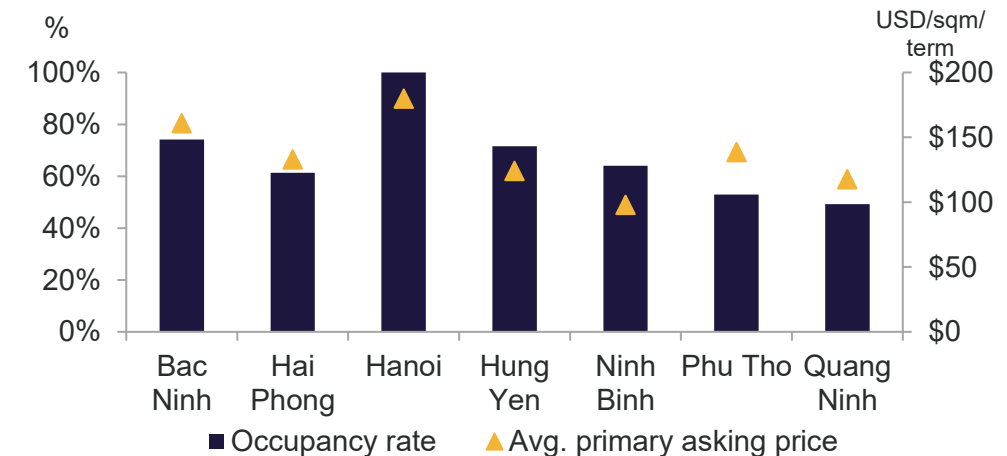
### EXISTING INDUSTRIAL LAND SUPPLY, Q1 2026



Source: Cushman & Wakefield Research, Vietnam

Note: The average primary industrial park rental rate refers to the asking price directly from Industrial Park Developers, excluding Management Fees and Value Added Tax (VAT).  
The USD/VND exchange rate in Q1 2026 = 26,200

### INDUSTRIAL LAND PERFORMANCE, Q1 2026



Source: Cushman & Wakefield Research, Vietnam

Note: The average primary industrial park rental rate refers to the asking price directly from Industrial Park Developers, excluding Management Fees and Value Added Tax (VAT).  
The USD/VND exchange rate in Q1 2026 = 26,200

# MARKETBEAT NORTHERN KEY ECONOMIC ZONE (\*)

INDUSTRIAL Q1 2026

(\*): 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.



## READY-BUILT FACTORY (RBF)

### MARKET FUNDAMENTALS

	QoQ Chg	YoY Chg
<b>86%</b> Occupancy Rate	▲	▲
<b>~5.6 mil</b> Total Supply (sqm)	▲	▲
<b>USD5.0</b> Avg. Asking Rent, USD/sqm/month	▲	▲

### ECONOMIC INDICATORS Q1 2026

	YoY Chg	Outlook
<b>7.8%</b> GDP Growth	▲	▲
<b>3.5%</b> Inflation(CPI)	▲	▲
<b>15.2</b> FDI (Billion USD)	▲	▲

Source: Cushman & Wakefield Research, Vietnam, Moody's Analytics

### SUPPLY: NEARLY 190,000 SQM ENTERING THE MARKET

In Q1 2026, the total accumulated stock of ready-built factories (RBF) in Northern Vietnam reached approximately 5.6 million sqm of leasable space (+3.5% QoQ; +12.0% YoY).

The market welcomed over 190,000 sqm of new leasable space, coming from three projects: SLP Tien Du in Bac Ninh Province, KCN Vietnam Phuc Dien Plot A8, and VNIC Hai Phong in Hai Phong Province.

### DEMAND: STABLE RBF OCCUPANCY SUPPORTED BY STRUCTURAL DEMAND

In Q1 2026, the average occupancy rate for ready-built factories (RBFs) in Northern Vietnam reached approximately 86%, (+0.7 ppts QoQ; +4.5 ppts YoY). Hanoi continued to lead the market, with occupancy nearing 100%, reflecting limited available supply and sustained tenant demand. Satellite provinces such as Hung Yen, Ninh Binh, and Phu Tho also recorded strong performance, with occupancy levels exceeding 88%, supported by their close proximity to Hanoi and improving connectivity. Meanwhile, occupancy in core industrial provinces such as Bac Ninh and Hai Phong moderated to approximately 80% and 84%, respectively, declining by around 3 ppts QoQ. This softening was largely attributable to the entry of new RBF supply in Q1 2026, all of which was concentrated in these two provinces and will require additional time for absorption. Leasing demand continues to be driven primarily by high-value manufacturing sectors, including electronic components, circuit board manufacturing, and selected traditional industries. These occupiers show a strong preference for RBF solutions due to their ability to shorten set-up timelines and accelerated operational commencement.

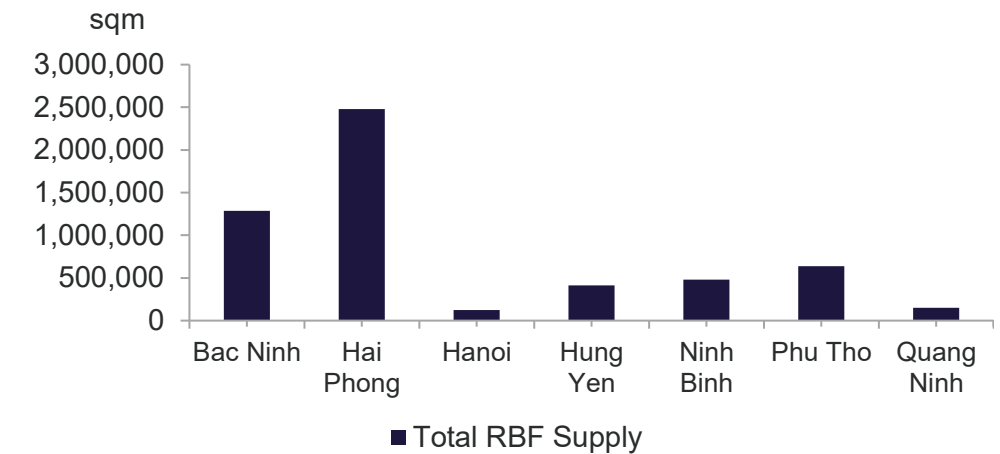
### RENT: SLIGHT GROWTH OBSERVED

The average asking rent Northern RBFs in Q1 2026 remained stable at USD 5.0 per sq m per month, (+0.9% QoQ; 1.8% YoY). The upward movement was partly driven by minor rental adjustments in selected projects within core industrial zones, notably Bac Ninh and Hai Phong, where demand remains strong. In addition, the market recorded the introduction of new, higher-quality RBF developments, which command higher average rents, contributing to the overall increase in asking rates across the Northern market.

### MARKET OUTLOOK: INFRASTRUCTURE-LED GROWTH

Between 2026 and 2028, Northern Vietnam is expected to add nearly 918,000 sq m of new leasable industrial floor space, with a supply peak in 2026, driven by more than 674,000 sq m of new completions. The phased delivery of supply through 2028 is expected to support market balance while meeting sustained demand from FDI manufacturers in the electronics and high-tech sectors, particularly in Hai Phong, Bac Ninh, and Phu Tho. The outlook is underpinned by continued progress on strategic infrastructure projects, including Gia Binh International Airport and upgrades to the North-South Expressway, which will enhance regional connectivity and logistics efficiency. Demand momentum is further supported by the shift towards ESG-compliant and high-tech manufacturing, alongside administrative streamlining following provincial consolidation, reinforcing Northern Vietnam's position as a leading regional hub for electronic components and semiconductor manufacturing and sustaining long-term high-quality FDI inflows.

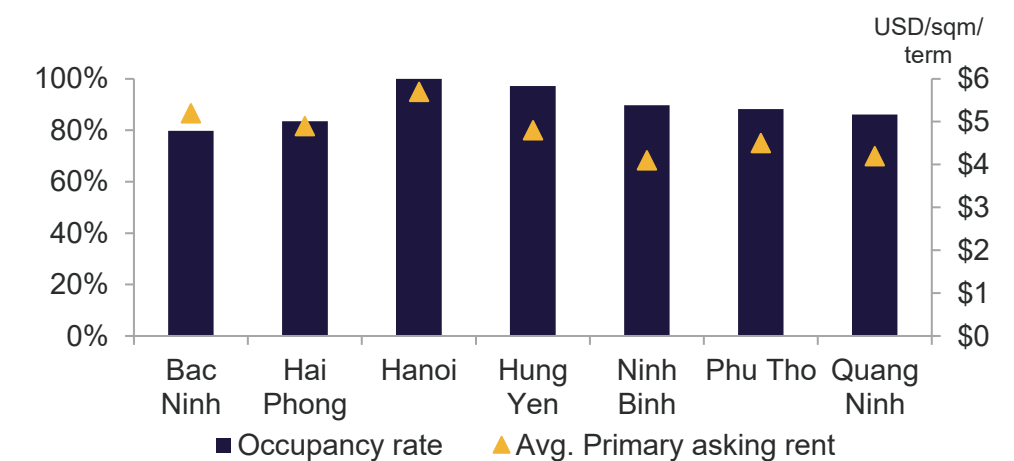
### EXISTING ACCUMULATED SUPPLY, Q1 2026



Source: Cushman & Wakefield Research, Vietnam

Note: The average primary industrial park rental rate refers to the asking price directly from Industrial Park Developers, excluding Management Fees and Value Added Tax (VAT).  
The USD/VND exchange rate in Q1 2026 = 26,200

### RBF PERFORMANCE



Source: Cushman & Wakefield Research, Vietnam

Note: The average primary industrial park rental rate refers to the asking price directly from Industrial Park Developers, excluding Management Fees and Value Added Tax (VAT).  
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# MARKETBEAT

# NORTHERN KEY ECONOMIC ZONE (\*)

## INDUSTRIAL Q1 2026



(\*): 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.

### READY-BUILT WAREHOUSES (RBW) (\*)

#### MARKET FUNDAMENTALS

	QoQ	YoY
<b>82%</b> Occupancy Rate	▲	▲
<b>~3.6 mil</b> Total Supply (sqm)	▬	▲
<b>USD4.9</b> Avg. Asking Rent, USD/sqm/month	▬	▬

\*Statistics including Ready-built warehouses (RBW) & Mixed-use Factories (RBH)

#### ECONOMIC INDICATORS Q1 2026

	YoY Chg	Outlook
<b>7.8%</b> GDP Growth	▲	▲
<b>3.5%</b> Inflation(CPI)	▲	▲
<b>15.2</b> FDI (Billion USD)	▲	▲

Source: Cushman & Wakefield Research, Vietnam, Moody's Analytics

#### SUPPLY: NO NEW SUPPLY ENTERING THE MARKET

No new RBW supply was delivered during Q1 2026. As of Q1 2026, the cumulative supply of ready-built warehouses (RBW) in Northern Vietnam stood at approximately 3.6 million sqm of net lettable area. The market remains highly concentrated in key logistics nodes, led by Bac Ninh, which accounts for 43.8% of total regional supply.

Other major markets include Hai Phong (23.7%), Hung Yen (19.4%), and Hanoi (approximately 6.6%), underscoring the close alignment between warehouse development and established industrial and logistics corridors.

#### DEMAND: MAINTAINING STABILITY

The occupancy rate of RBWs in Q1 2026 reached approximately 82%, (+2.5 pts QoQ; +10.4 pts YoY). Leasing demand remains concentrated in gateway locations and major consumption centres, where infrastructure connectivity is a key determinant of occupier decisions. Hanoi continues to record near-full occupancy at 100%, reflecting extremely limited supply conditions. Meanwhile, Hai Phong maintains strong operational performance with an occupancy rate of 85%, supported by its direct access to the deep-sea port system. In contrast, Bac Ninh, the largest warehouse market in Northern Vietnam with total stock exceeding 1.56 million sqm, currently records an occupancy rate of 72%. While this remains below the regional average, the province continues to attract large-scale logistics operators, underpinned by ample land availability and its strategic role in supporting storage and distribution needs for surrounding high-tech industrial clusters.

#### RENT: MAINTAINING STABILITY

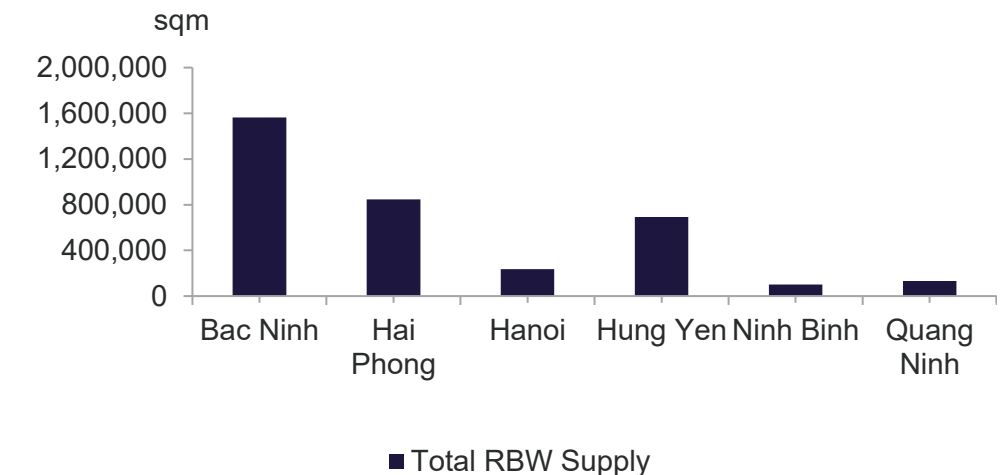
The average asking rent for RBWs in Q1 2026 remained at 4.9 USD/sqm/month, unchanged QoQ and YoY. Rental stability reflects a balanced market, as steady leasing demand continues to be offset by sufficient existing supply, particularly in established logistics locations.

#### MARKET OUTLOOK: BAC NINH AND HAI PHONG – KEY DRIVERS OF FUTURE SUPPLY

Over the next three years, the Northern Key Economic Region is projected to deliver approximately 656,000 sqm of new ready-built warehouse (RBW) space. Upcoming supply will be heavily weighted towards Bac Ninh (around 53%) and Hai Phong (approximately 26%), further strengthening their positions as primary international logistics gateways supporting manufacturing activities and import-export flows.

Market momentum is expected to gain further traction from the anticipated breakthrough of the Free Trade Zone (FTZ) model, closely aligned with the master planning of a modern deep-sea port system and Gia Binh Airport. The convergence of advanced transport infrastructure, FTZ-related policy incentives, and the accelerating shift towards green (ESG-aligned) development is expected to be a key catalyst in attracting global supply chains. Together, these factors will strengthen Northern Vietnam's position as a strategic node in the global logistics network.

#### EXISTING ACCUMULATED SUPPLY, Q1 2026

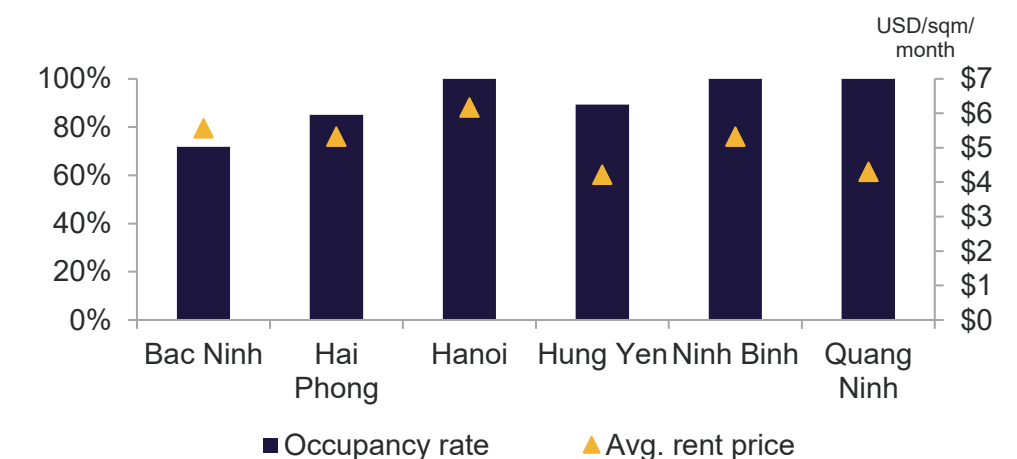


Source: Cushman & Wakefield Research, Vietnam

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#### RBW PERFORMANCE



Source: Cushman & Wakefield Research, Vietnam

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

MARKET STATISTICS

	INDUSTRIAL PARK (IP) LAND			READY-BUILT FACTORY (RBF)			READY-BUILT WAREHOUSE (RBW)		
	TOTAL SUPPLY (HA)	OCCUPANCY RATE	AVG PRIMARY ASKING RENT (USD/sqm/lease term)	TOTAL SUPPLY (HA)	OCCUPANCY RATE	AVG PRIMARY ASKING RENT (USD/sqm/lease term)	TOTAL SUPPLY (HA)	OCCUPANCY RATE	AVG PRIMARY ASKING RENT (USD/sqm/lease term)
Q1 2026	25,122	64%	\$ 137.6	5,569,000	86%	\$ 5.0	3,574,000	82%	\$ 4.9
QoQ	▲ 4.7%	▼ 2.4ppts	▲ 1.4%	▲ 3.5%	▲ 0.7 ppts	▲ 0.9%	◀▶	▲ 2.5 ppts	◀▶
YoY	▲ 17.9%	▼ 4.1ppts	▲ 5.0%	▲ 12.0%	▲ 4.5 ppts	▲ 1.8%	▲ 4.8%	▲ 10.4 ppts	◀▶

Average primary asking prices of IP land are prices offered directly from IP developers, exclusive of VAT and management fee

All rents of RBF/RBW are inclusive of SC but exclusive of VAT. Rents quoted in VND may vary depending on the prevailing exchange rate at the time of lease execution. USD/VND = 26,200 in Q1 2026

Rents quoted in VND may vary depending on the prevailing exchange rate at the time of lease execution.

PLANNED & UNDER CONSTRUCTION SUPPLY 2026 – 2028F

PROPERTY	TOTAL FUTURE SUPPLY	CAGR (2025 – 2028)
IP Land	6,566 ha	8.0 %/year
RBF	918,000 sqm	5.2 %/year
RBW	656,000 sqm	3.9 %/year

KEY NEW LAUNCH PROJECTS Q1 2026

PROJECT	PROVINCE / CITY	TYPE	SCALE	DEVELOPER
Tien Lang I	Hai Phong	IP	597 ha	Asia Pacific Sustainable Green Development Corporation
Tien Lang Airport Industrial Zone - Zone B	Hai Phong	IP	186 ha	CEO Industrial Park Development JSC
Hai Long IP	Ninh Binh	IP	180 ha	VSIP
KCN Vietnam Phuc Dien Plot A8	Hai Phong	RBF	93,500 sqm	KCN Vietnam
SLP Tien Du	Bac Ninh	RBF	68,856 sqm	SLP

NOTABLE UPCOMING PROJECTS 2026 – 2027

PROPERTY	TYPE	PROVINCE / CITY	SCALE	DEVELOPER	EXPECTED LAUNCH
Industrial Park No. 01 – Phase 1	IP	Hung Yen	217 ha	Viglacera JSC	2026 - 2027
RBF X1&X2 Hai Phong	RBF	Hai Phong	348.796 m2	HTM Investment Group JSC	2026 - 2027
Ly Thuong Kiet Industrial Park	IP	Hung Yen	235 ha	Hoa Phat Group	2026 - 2027

Note: Provided information is subject to change/updated depending on the developer's plan in the future

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