

# Vietnam's Trade Pulse

## What Shipping Data Reveals About the Country's Supply Chain Dynamics

Analysis of 200 Vietnamese companies across 4 sectors — 10-year shipping history vs. 2025 performance



April 2026

**Current context:** Since 28 February 2026, the Strait of Hormuz has been largely blocked, disrupting ~20% of global seaborne oil trade and triggering Maersk, CMA CGM and Hapag-Lloyd to suspend transits. Vietnam's energy and chemical import chains — critical inputs for manufacturing and agriculture — now face elevated cost and re-routing pressure. The shipping data below provides the baseline from which these new stresses must be measured.

**\$920B** Vietnam total trade turnover 2025

Source: Vietnam Customs, Dec 2025

**+16.9%** Year-on-year trade growth 2025

Exports \$470.6B | Imports \$449.4B

**8.0%** GDP growth 2025, highest since 2022

Source: GSO Vietnam, Jan 2026

**\$27.6B** FDI disbursed 2025, 5-year record

Source: Ministry of Finance

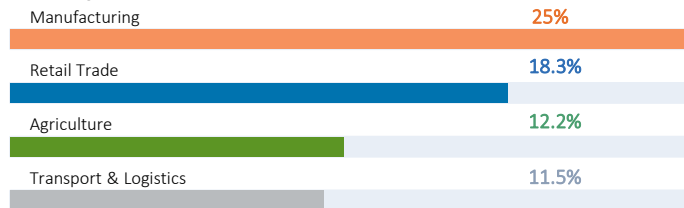
**200** Vietnamese companies in this dataset

4 sectors | 50 firms each | Dun & Bradstreet verified

### 1 THE ACCELERATION STORY

#### Which Sectors Are Shipping More?

By comparing a company's 2025 shipments against its full 10-year cumulative volume, we derive an **acceleration ratio** — a leading indicator of whether trade activity is growing, stable, or declining.

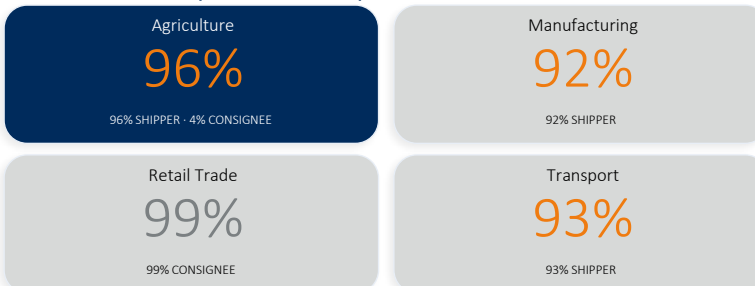


Share of 10-year DUNS-level shipping volume occurring in 2025 alone.

**Manufacturing stands out:** one quarter of its entire decade of recorded activity compressed into a single year — consistent with the \$27.6B FDI surge and Korean/Taiwanese tech-cluster expansion across Bac Giang, Hai Phong & Thai Nguyen.

### 2 THE ROLE STORY

#### Vietnam as Exporter vs. Importer

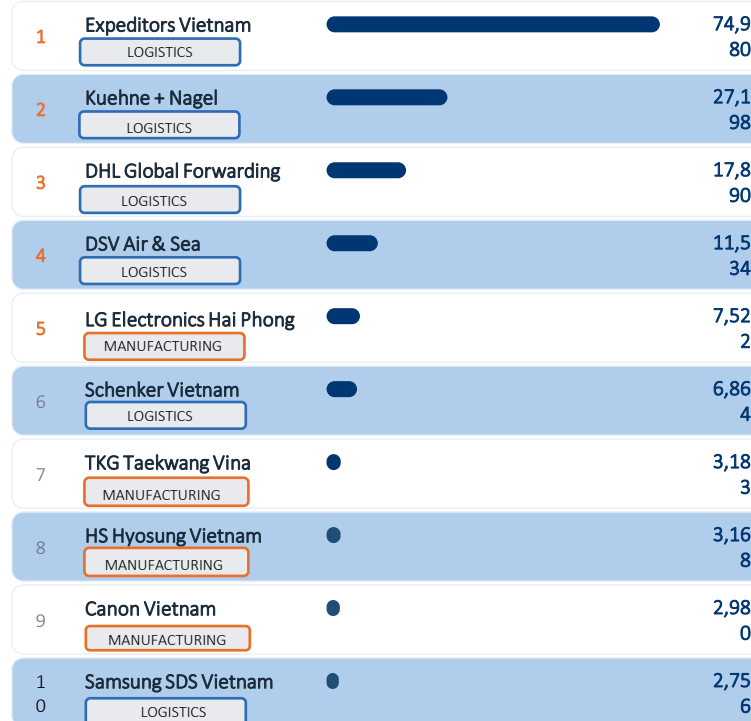


Three sectors act almost purely as outbound shippers. **Retail Trade is the mirror image:** 99% consignee — the import channel absorbing consumer goods for the domestic market.

### 3 CONCENTRATION STORY

#### Who Moves Vietnam's Goods?

Top 10 companies by 2025 DUNS-level shipments — the backbone of Vietnam's trade machine.



The top 4 slots are held by **international freight forwarders** — Expeditors alone handles 53% of the Transport sector's volume. Among manufacturers, the top 5 are all foreign-invested: Korean electronics, Korean industrial and Japanese precision.

### 4 ACCELERATION OUTLIERS

#### Companies Scaling Fastest in 2025

Companies where 2025 accounts for an unusually high share of their 10-year cumulative volume — a leading indicator for trade finance, logistics capacity and industrial real estate demand.

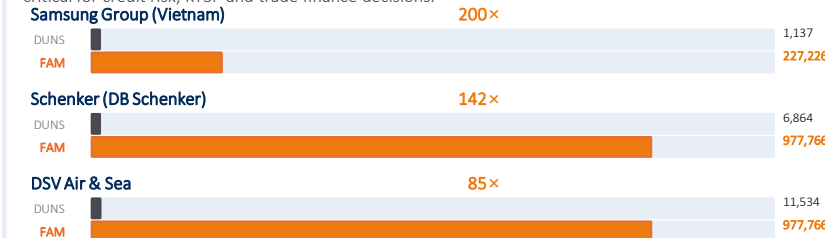


BYD Electronics (EV components) and Goertek/Luxshare (Apple supply chain in Bac Giang) are the new-economy signals. Foxconn's \$1.5B investment and Luxshare's 40,000-employee footprint show up directly in these ratios.

### 5 THE HIDDEN SCALE STORY

#### Family vs. Entity: What You Miss

DUNS-level data captures a single legal entity. Corporate linkage reveals the full group footprint - critical for credit risk, KY3P and trade finance decisions.



A single legal entity is rarely the full story. For Korean & Japanese conglomerates, the **entity-level view misses 85–200x the actual group shipping activity.**

- Corporate Linkage via CRIF Vietnam

## The *Macro Story* Behind the Numbers

The shipping data doesn't exist in isolation. In 2025, Vietnam's total trade turnover surpassed **\$920 billion for the first time** — a 16.9% year-on-year increase that placed the country among the world's 25 largest trading economies (WTO rank: 21st in exports, 20th in imports). Manufacturing's outsized acceleration ratio of 25% maps directly onto a record **\$27.6B in FDI disbursements**, concentrated in Korean- and Taiwanese-led electronics clusters. `Samsung alone contributed an estimated \$54B to Vietnam's exports in 2024; LG has announced a further \$4B commitment. BYD Electronics' 79% ratio signals EV supply chain buildout — a new vector barely visible in traditional trade statistics but clear in shipment-level data.

## The *Geopolitical Signal*: Reading the Hormuz Shock

The acceleration ratios were calculated on 2025 data — before the **Strait of Hormuz blockade (28 February 2026)** disrupted approximately 20% of global seaborne oil and 20% of global LNG flows. For Vietnam's manufacturing sector, which depends heavily on imported petrochemical feedstocks (MEG for textiles, plastics, and packaging), the timing is significant. Vietnam is among the Asian economies now redirecting procurement toward US suppliers — a shift that will likely change consignee profiles and shipping lanes in 2026 data. **The 2025 baseline captured here is therefore the pre-shock reference point** from which supply chain stress will be measured. UNCTAD (March 2026) noted that developing economies face amplified exposure — which makes real-time shipping intelligence, not annual customs summaries, the more useful instrument.

## The *Structural Pattern* No One Talks About

The family vs. entity divergence (Story 5) is underappreciated in Vietnamese financial markets. A bank extending trade finance to **Samsung Display Vietnam** based on its entity-level shipments (3 in 2025) is looking at a wholly different risk picture than one evaluating the 227,226 family-level shipments of the broader Samsung group. Similarly, Schenker Vietnam's 6,864 DUNS-level shipments represent just 0.7% of its global family footprint of 977,766. **This is the gap that corporate linkage closes** — and it has direct implications for trade finance, KYC/KY3P, and ESG supply chain assessments.

## The *Agriculture Paradox*

Agriculture's 12.2% acceleration ratio and 96% shipper profile confirm Vietnam's export-orientation in rice, coffee, seafood and cashew — but the slower acceleration relative to manufacturing warrants attention. Vietnam's agri-exports benefited from CPTPP and EVFTA preferential tariffs, yet the Hormuz disruption now threatens fertilizer supply chains (46% of global urea trade originates from Gulf states). If fertilizer input costs spike in Q2–Q3 2026, the agriculture sector's outbound shipping velocity — robust in 2025 — may face a structural headwind that pure export data would lag by months. Shipping data provides the earlier signal.

### HOW CRIF VIETNAM CAN HELP?

The intelligence in this publication is derived from a modular API-based data service that integrates into your existing credit, compliance, or trade finance platforms.



#### Credit Journey Solutions

End-to-End solutions for financial platform, new customer acquisition, onboarding, loan origination, customer management and collection with powerful decision engine.



#### Corporate Data & Credit Reports

Deliver clear insight into a company's financial health and credit risk, enabling businesses to assess counterparties, set appropriate credit limits and prevent bad debts. Support safer trade decisions and sustainable growth with reliable, independent risk intelligence.



#### ESG solutions

End-to-End solutions for financial platform, new customer acquisition, onboarding, loan origination, customer management and collection with powerful decision engine.



#### Compliance

KYC/KYB workflow for Vietnamese banks and securities firms — PEP, sanctions & adverse media screening in one platform. Includes UBO resolution to global ultimate parent for complex corporate structures.

### WHO BENEFITS FROM THIS DATA

- **Trade Finance Teams:** Validate counterparty shipping history before issuing LCs or supply chain finance. Entity-level data alone understates exposure for conglomerates.
- **Procurement & Sourcing:** Identify which Vietnamese suppliers are accelerating — and which are new entrants vs. established exporters — before onboarding.
- **Risk & Credit:** Use acceleration ratios as early-warning indicators of over-extension or capacity stress before financial statements reflect it.

### METHODOLOGY NOTE

200 Vietnamese companies (50 per sector) sourced via the Shipping Insights Data Blocks API.

Sectors: Manufacturing, Retail Trade, Agriculture & Forestry, Transport & Utilities.

Acceleration ratio = 2025 DUNS shipments ÷ 10-year cumulative DUNS shipments × 100.

Minimum 100 cumulative shipments for outlier inclusion.

Macro figures: GSO Vietnam (Jan 2026), GDVC Customs (Dec 2025), MOF Vietnam.

Hormuz impact data: UNCTAD (March 2026), IEA (February 2026).