Kazakhstan Glass Equipment Overseas Market Analysis Report

Target Country: Kazakhstan | Main Category: Glass Equipment | Report Updated: June 22, 2026

Kazakhstan Glass Equipment Core Conclusions

In the first half of 2026, the Kazakhstan glass equipment market was characterized by "high import dependence, Chinese-dominated supply, and moderate price increases." Architectural glass deep-processing equipment accounted for over 60% of demand, with a significant local capacity gap and an import dependence rate of around 78%. KZT exchange rate fluctuations and logistics costs remain the main risks.

Import Dependence ~78% High

China Supply Share ~52%

Equipment CIF Price YoY ↑7%-9%

Core Demand Area Architectural Glass Deep Processing

⚠ **Key Risk:** The KZT/CNY exchange rate has depreciated by about 6% this year, driving up import equipment procurement costs; the National Bank of Kazakhstan's base rate remains high at 14%, with financing costs suppressing equipment investment willingness among small and medium-sized processing enterprises.

Source: General Administration of Customs of China (Jan-May 2026 Data), Bureau of National Statistics of Kazakhstan (2026Q1), World Bank (Updated Apr 2026)

Supply & Demand Fundamentals

Annual demand for glass equipment in Kazakhstan is approximately $180-220 million, with local production capacity meeting only about 22%. Complete float glass line equipment is almost entirely dependent on imports, and local assembly capabilities for deep-processing equipment are limited. The construction sector accounts for 64% of total consumption, followed by automotive glass.

Indicator	2024	2025	2026E
Market Demand Scale (100M USD)	1.72	1.95	2.10
Local Production (100M USD)	0.35	0.40	0.46
Import Value (100M USD)	1.37	1.55	1.64
Import Dependence	79.7%	79.5%	78.1%

Source: Bureau of National Statistics of Kazakhstan (2026Q1 Trade Flash Report), UN Comtrade (2025), General Administration of Customs of China (Jan-May 2026)

China Market Status

In the first half of 2026, the operating rate of China's glass equipment industry was approximately 72%, with capacity utilization at a medium-high level. Export orders for tempering equipment and insulating glass production lines grew about 11% year-on-year, with the fastest growth rate seen in exports to Central Asia. Domestic raw material prices stabilized, and factory-gate prices for equipment rose slightly by about 3% year-on-year.

Industry Operating Rate ~72% Jun 2026

Capacity Utilization Rate ~68%

Exports to Central Asia YoY ↑11.3%

Equipment Ex-Factory Price Index YoY +3.2%

Source: Zhuochuang Information (Jun 2026 Glass Equipment Industry Weekly), General Administration of Customs of China (Jan-May 2026 Export Statistics), Longzhong Information (Jun 2026)

Kazakhstan Market Status

The Kazakhstan glass equipment market is highly concentrated, with the top three source countries (China, Germany, Turkey) accounting for approximately 78% of total import value. China leads due to its cost-effectiveness and advantages in Central Asian logistics channels. The average CIF price of imported equipment in Q1 2026 rose about 8% year-on-year, primarily driven by exchange rate and freight cost transmission.

Source Country	Import Share	Main Categories	CIF Price Trend
China	~52%	Tempering/Insulating/Edging Equipment	↑8.5%
Germany	~15%	High-End Coating/Cutting Equipment	↑6.2%
Turkey	~11%	Float Glass Auxiliary Equipment	↑9.1%

Source: Bureau of National Statistics of Kazakhstan (2026Q1 Import Data), UN Comtrade (2025), Argus Media (May 2026 Logistics Freight Report)

Product Segmentation Structure

Glass deep-processing equipment accounts for approximately 68% of total imports, with tempering equipment holding the highest share (about 28%), followed by insulating glass production lines (about 22%), and cutting and edging equipment collectively accounting for about 18%. Due to high unit prices and low purchase frequency, float glass complete line equipment accounts for about 20% of value but only about 3% of unit volume.

Segment Category	Import Value Share	Demand Trend
Tempering Glass Equipment	~28%	↑ Strong (Driven by building curtain walls)
Insulating Glass Production Line	~22%	↑ Steady (Energy-saving building policies)
Cutting/Edging Equipment	~18%	→ Stable
Float Glass Complete Line Equipment	~20%	↑ (New capacity planning)

Source: General Administration of Customs of China (HS Code 8474/8475 Classified Statistics Jan-May 2026 Exports to KZ), China Glass Industry Association (2026 Industry Report)

Core End-Product Supply & Demand

Kazakhstan's flat glass production is approximately 4.2 million square meters per year, with demand at around 9.5 million square meters per year, leaving a deficit that relies on imports. The country has only one major float glass plant (Orda Glass), with a capacity utilization rate of about 75% in 2026. The self-sufficiency rate for deep-processed glass products is below 40%, and imports of tempered and insulating glass continue to grow.

Flat Glass Production ~4.2M sqm/year

Flat Glass Demand ~9.5M sqm/year

Deep Processing Self-Sufficiency <40%

Orda Glass Capacity Utilization ~75%

Source: Ministry of Industry and Infrastructural Development of Kazakhstan (2026Q1 Industry Brief), Orda Glass Public Capacity Data (2025 Annual Report), World Bank Kazakhstan Construction Sector Report (Apr 2026)

Intermediate & Raw Material Value

Core raw materials for glass equipment manufacturing include steel, refractory materials, and electrical components. In June 2026, the average price of hot-rolled coil (HRC) in China was approximately 3,850 RMB/ton, a slight year-on-year decrease of 2%; however, special refractory material prices increased by about 6% year-on-year. The comprehensive landed cost in Kazakhstan increased by approximately 12%-15% due to freight and customs clearance fees.

Raw Material / Intermediate	China Ex-Works Price	Kazakhstan Estimated CIF
HRC (CNY/MT)	~3,850	~4,600-4,800
Special Refractory Bricks (CNY/MT)	~8,200	~9,800-10,500
Electrical Control Module (Set)	~12,000-18,000	~15,000-22,000

Source: Zhuochuang Information (Jun 2026 Steel Prices), SunSirs (Jun 2026 Refractory Material Prices), General Administration of Customs of China (Jan-May 2026 China-Kazakhstan Freight Index)

Trade & Macro Indicators

In 2025, Kazakhstan's GDP growth rate was approximately 4.3%, with the construction sector accounting for about 7.2%. Bilateral trade between China and Kazakhstan reached $43.8 billion in 2025, with China's machinery equipment exports to Kazakhstan accounting for about 18%. In 2026, the KZT/CNY exchange rate fluctuated in the 62-68 range, and the applicable preferential import tariff rate for glass equipment is about 5%.

GDP Growth (2025) 4.3%

Construction as % of GDP ~7.2%

China-KZ Trade Volume (2025) $43.8B

KZT/CNY Exchange Rate 62-68 Range

Equipment Import Tariff ~5% (Preferential Rate)

Source: World Bank (Apr 2026 Kazakhstan Economic Update), General Administration of Customs of China (2025 Annual Statistics), National Bank of Kazakhstan (Jun 2026 Exchange Rate Data), EAEU Tariff Directory (2026 Edition)

Risk & Opportunity Window

Core risks include: KZT exchange rate fluctuations, geopolitical logistics channel uncertainty, and high interest rates in Kazakhstan suppressing investment. The window of opportunity lies in: Kazakhstan's "2050 Strategy" promoting industrialization, building energy-saving policies driving demand for insulating glass equipment, deepened bilateral cooperation under the China-Central Asia Summit mechanism, and policy dividends from localization substitution.

- FX Risk — KZT annual fluctuation up to 10%-15%
- Logistics Risk — China-Europe Railway Express capacity fluctuations affecting delivery
- Policy Opportunity — KZ building energy efficiency standard upgrades
- Cooperation Window — China-Central Asia Summit economic & trade framework

> **Strategic Reminder:** In the second half of 2026, Kazakhstan plans to launch the Phase II project of the Shymkent Glass Industrial Park, which is expected to release approximately $35 million in equipment procurement demand. Chinese equipment manufacturers should focus on bidding opportunities for tempering and insulating glass production lines.

Source: Ministry of Industry and Infrastructural Development of Kazakhstan (May 2026 Announcement), Department of Eurasian Affairs, MOFCOM (Jun 2026 Central Asia Trade & Economic Brief), Argus Media (May 2026 Central Asia Logistics Report)

Summary of Data Sources

General Administration of Customs of China — Jan-May 2026 Import & Export Statistics

Bureau of National Statistics of Kazakhstan — 2026Q1 Trade Flash Report & Industry Data

World Bank — Apr 2026 Kazakhstan Economic Update Report

UN Comtrade — 2025 Annual International Trade Database

Zhuochuang Information — Jun 2026 Glass Equipment Industry Weekly & Steel Prices

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