OVERSEAS MARKET ANALYSIS

Turkmenistan Coatings Overseas Market Analysis Report

 Report Updated: July 7, 2026 • Target Country: Turkmenistan • Main Category: Coatings

1 Turkmenistan Coatings Key Findings

Turkmenistan's coatings market relies on imports for about **75%** of its needs, with China as the largest source (approximately **38%** share). The 2024 market size was around **USD 210 million**, dominated by construction coatings. CIF prices are trending moderately upward due to cost pass-through of titanium dioxide and resins. ⚠ Risk Foreign exchange controls and complex import licensing procedures are the core trade barriers.

- Import dependence: ~75%, limited local capacity
- China import share: ~38%, ranking first
- 2024 market size: ~USD 210 million
- Price trend: CIF prices up ~4%-6% YoY

Source: General Administration of Customs of China, World Bank, China National Coatings Industry Association (2024-2025 composite data)

2 Supply and Demand Fundamentals

Annual coatings demand in Turkmenistan is approximately **85,000–90,000 tons**, while local production is under 25,000 tons, leaving a supply gap filled by imports. Construction coatings account for about 55% of consumption, industrial anti-corrosion coatings about 30%, and the remainder is wood and specialty coatings.

Metric	Value	YoY Change
Annual Demand	85,000–90,000 t	+3.2%
Local Production	~23,000 t	Flat
Net Imports	~65,000 t	+4.8%
Construction Coatings Share	55%	—

Source: Estimated data from the State Statistics Committee of Turkmenistan, industry projections (carried forward, 2024 baseline)

3 China Market Status

China's total coating output in 2024 was approximately **36.8 million tons**, with construction coatings accounting for about 45%. The average price of titanium dioxide (rutile type) in July was around

16,100 CNY/ton, up approximately 5% from the beginning of the year. China's coating exports to Turkmenistan continued to grow, with an estimated export value of about USD 82 million in 2024.

- 2024 total coating output: ~36.8 million tons
- TiO_2 (rutile) avg. price: 16,100 CNY/ton ▲5%
- Coatings export value to Turkmenistan: ~USD 82 million
- Architectural coating emulsion price: ~12,800 CNY/ton

Source: China National Coatings Industry Association (2024 Annual Report), Longzhong Info (updated Jan 2025), Shengyishe (2025 Q1)

4 Turkmenistan Market Status

The Turkmenistan coatings market is dominated by imported products, with construction coating retail prices at approximately USD 18–35 per bucket (15L packaging). The capital Ashgabat and surrounding areas account for about 60% of national consumption. Import sources are diversified, with China, Russia, Turkey, and Iran as the main suppliers.

Import Source	Share	Key Categories
China	38%	Construction & Industrial Coatings
Russia	22%	Industrial Anti-corrosion Coatings
Turkey	18%	Construction & Wood Coatings
Iran	12%	Economy Construction Coatings

Source: General Administration of Customs of China (2024 export statistics), Turkmenistan Customs estimates (carried forward, no latest public data)

5 Product Segmentation

Construction coatings (interior/exterior latex paints) are the largest segment, with annual imports of approximately 36,000 tons; industrial anti-corrosion coatings (oil & gas pipelines, steel structures) account for about 19,000 tons per year; wood coatings and specialty coatings total approximately 10,000 tons. Within construction coatings, interior wall paints account for about 65%.

- Construction coatings: ~36,000 t/yr, price range USD 18–35/bucket
- Industrial anti-corrosion coatings: ~19,000 t/yr, mainly epoxy-based
- Wood & specialty coatings: ~10,000 t/yr, stable demand
- Interior wall paint share within construction coatings: ~65%

Source: Industry projections and China Customs HS code classification statistics (2024 baseline, carried forward)

6 Core Finished Product Supply and Demand

Construction coatings (interior wall latex paint) are the core finished product in the Turkmenistan market, with annual consumption of approximately **30,000 tons**, almost entirely dependent on imports. CIF prices in 2024 were approximately **USD 2,200–2,800/ton**, up about 5% year-on-year. Inventory cycles are approximately 60–90 days, with distributors maintaining cautious stock levels.

- Interior latex paint annual consumption: ~30,000 tons
- CIF landed price: USD 2,200–2,800/ton ▲5%
- Distributor inventory cycle: 60–90 days
- Limited local filling capacity; mainly finished product imports

Source: China Customs export data and Turkmenistan market survey estimates (2024 Q4 baseline)

7 Intermediates and Raw Material Value

Ex-factory prices in China for titanium dioxide (rutile type) are approximately **15,800–16,500 CNY/ton**, and acrylic emulsion is about **12,500–13,200 CNY/ton**. Landed prices in Turkmenistan carry a premium of approximately **18%–25%** due to freight and customs clearance costs. Raw material costs account for about 55%–65% of total finished coating cost.

Raw Material	China Ex-Factory Price	Turkmenistan CIF Premium
TiO_2 (Rutile)	15,800–16,500 CNY/ton	+20%
Acrylic Emulsion	12,500–13,200 CNY/ton	+18%
Solvent (Xylene)	7,200–7,800 CNY/ton	+22%

Source: Longzhong Info, Shengyishe (2025 Q1 data, carried forward); Turkmenistan CIF prices estimated based on freight and tariff calculations

8 Trade and Macro Indicators

Turkmenistan's GDP growth rate in 2024 was approximately **6.3%** (World Bank estimate), with construction accounting for about 12% of GDP. The official exchange rate is 1 USD ≈ **3.5 TMT**, though the actual market rate shows significant divergence. China's coating exports to Turkmenistan enjoy GSP preferential tariff treatment, with base tariffs around 5%–8%.

- GDP growth (2024): ~6.3%
- Construction as % of GDP: ~12%
- Official exchange rate: 1 USD ≈ 3.5 TMT
- China coatings export tariffs to Turkmenistan: ~5%–8% (GSP)
- Bilateral trade volume (2024): ~USD 11 billion

Source: World Bank (2024 data), General Administration of Customs of China, Central Bank of Turkmenistan (official rate, carried forward)

9 Risks and Opportunity Windows

⚠ Risks Strict foreign exchange controls, lengthy import approval cycles (30–60 days), and a dual exchange rate system increase settlement uncertainty. √ Opportunities Belt and Road Initiative infrastructure investment continues to grow in Turkmenistan, driving strong demand for oil and gas pipeline anti-corrosion coatings, with significant potential for localized construction coating filling partnerships.

- Risk Long FX approval cycles limit profit repatriation
- Risk Dual exchange rate (official 3.5 vs. market ~6.2)
- Opportunity Oil & gas pipeline anti-corrosion coating demand ~15,000 t/yr
- Opportunity Local filling JV model can reduce tariff costs

Source: World Bank Doing Business Report, Turkmenistan Investment Guide (updated 2024), industry research

Data Source Summary

- General Administration of Customs of China — Coatings product export statistics (HS 3208/3209/3210), 2024
- World Bank — Turkmenistan GDP growth and construction sector data, 2024
- China National Coatings Industry Association — China coatings industry annual report, 2024
- Longzhong Info — Titanium dioxide and acrylic emulsion price monitoring, 2025 Q1
- Shengyishe — Coatings raw material commodity prices, 2025 Q1
- State Statistics Committee of Turkmenistan — Coatings market estimates (carried forward)
- Central Bank of Turkmenistan — Official exchange rate data (carried forward, no latest public data)
- Industry surveys and market projections — Turkmenistan coatings supply-demand balance sheet