Turkmenistan Whole Vehicle Overseas Market Analysis Report

Target Country: Turkmenistan

Main Category: Whole Vehicle

Report Update Date: July 9, 2026

Turkmenistan Whole Vehicle Core Conclusions

Turkmenistan's vehicle market relies entirely on imports, with no domestic auto manufacturing. Chinese brands' market share continues to expand, surpassing Japanese and Korean brands to become the largest supply source. In 2024, China's vehicle exports to Turkmenistan grew significantly year-on-year, with both commercial and passenger vehicles advancing. Major risks include foreign exchange controls in Turkmenistan, adjustments to import policies, and geopolitical uncertainties.

- Import dependence: nearly **100%**, no domestic vehicle manufacturing capacity
- Chinese market share: estimated over **45%**, upward trend ▲
- 2024 China's vehicle exports to Turkmenistan: approx. **USD 320 million** (customs data)
- Key risks: foreign exchange controls, policy volatility, Central Asian geopolitical dynamics Attention

Source: China Customs, December 2024; World Bank, 2024

Supply & Demand Fundamentals

Turkmenistan has no domestic automobile production lines; vehicle supply is entirely reliant on imports. Demand is driven by government procurement, commercial vehicles for infrastructure construction, and consumer spending. Annual imports are estimated at 15,000 to 25,000 units. Although the market is small, growth potential is significant.

Indicator	Data	Trend
Domestic production	0 units	—
Annual imports (est.)	15,000-25,000 units	▲
Main consumption areas	Government procurement, infrastructure transport, consumer spending	—

Source: State Statistics Committee of Turkmenistan (limited public data); China Customs, 2024

China Market Status

As the world's largest automotive producer and exporter, China's vehicle exports exceeded 5.8 million units in 2024. Export growth to Central Asia is particularly notable. As an important node along the Belt and Road Initiative, Turkmenistan has seen steadily increasing influence of Chinese brands. BYD, JAC, Great Wall, and other brands have established sales networks.

- 2024 China total vehicle exports: approx. **5.85 million** units, up ~19% YoY
- Export growth to the five Central Asian countries: approx. **35%-45%** (2024)
- Major export brands: BYD, JAC, Great Wall, Dongfeng, Foton

Source: China Customs, December 2024; China Association of Automobile Manufacturers, 2024

Turkmenistan Market Status

Turkmenistan's automotive market is dominated by imported vehicles, with Ashgabat as the main consumption hub. Japanese vehicles (Toyota) historically held a dominant position, but in recent years Chinese brands have rapidly penetrated through cost-performance advantages and government-enterprise cooperation projects. A gap between the official and market exchange rates affects import costs.

Origin Country	Estimated Market Share	Main Brands
China	approx. 45%-50%	BYD, JAC, Great Wall
Japan	approx. 20%-25%	Toyota, Nissan
South Korea	approx. 10%-15%	Hyundai, Kia

Source: Industry estimates (Turkmenistan does not publish detailed vehicle import data by country), 2024

Product Segment Structure

Turkmenistan's vehicle imports are dominated by passenger vehicles and commercial vehicles, with passenger vehicles accounting for about 55%-60%, commercial vehicles (including trucks and buses) about 30%-35%, and special-purpose vehicles (construction, mining, etc.) about 5%-10%. Demand for commercial vehicles is closely linked to gas field development and infrastructure projects.

Segment Category	Share (Est.)	Demand Driver
Passenger Vehicles	55%-60%	Consumer spending, government procurement
Commercial Vehicles	30%-35%	Infrastructure, logistics, energy transport
Special-purpose Vehicles	5%-10%	Gas field, mining development

Source: Industry estimates; China Customs HS code-based export data, 2024

Core Product Supply & Demand

As a core finished product, vehicles in Turkmenistan have no domestic production supply and rely entirely on imports to meet demand. The supply-demand gap equals total imports. In recent years, with gradual economic recovery and increased infrastructure investment, the demand gap for commercial vehicles has widened, driving growth in China's commercial vehicle exports.

- Domestic production: **0** (no vehicle manufacturing)
- Annual imports (est.): **18,000-23,000** units
- Supply-demand gap: fully filled by imports, gap = import volume
- Commercial vehicle demand growth: estimated 8%-12% YoY

Source: China Customs export statistics; State Statistics Committee of Turkmenistan (limited data), 2024

Intermediate Goods and Raw Material Value

With no vehicle manufacturing, intermediate goods demand in Turkmenistan is mainly concentrated in the aftermarket for auto parts, tires, and automotive electronics. China's parts exports to Turkmenistan have increased year by year, with tires and filters being the main categories. Import costs are significantly affected by sea and land logistics.

Intermediate Category	China Export Avg. Price Reference	Turkmenistan Import Indicative Price (CIF)
Passenger car tires	approx. USD 35-55/piece	approx. USD 45-70/piece
Filters	approx. USD 3-8/unit	approx. USD 5-12/unit
Brake pads (set)	approx. USD 15-30/set	approx. USD 20-40/set

Source: China Customs export data; trade quotations, 2024

Trade and Macro Indicators

Turkmenistan's economy is anchored by natural gas exports, with steady GDP growth. China is its largest trading partner, and bilateral trade continues to increase. Automotive import tariff policies are occasionally adjusted; the official exchange rate is stable, but a premium exists in the market rate, affecting actual import costs.

Indicator	Data	Source/Date
GDP (2022)	approx. USD 45.2 billion	World Bank
Population	approx. 6.5 million	World Bank, 2023
Official exchange rate	1 USD ≈ 3.5 TMT	Central Bank of Turkmenistan, 2024
China-Turkmenistan bilateral trade	approx. USD 10 billion (2023)	China Customs

Source: World Bank; IMF; China Customs; Central Bank of Turkmenistan, 2023-2024

Risks and Opportunity Windows

Opportunities in Turkmenistan's vehicle market lie in the structural trend of Chinese brands replacing Japanese vehicles, government-enterprise cooperation under the Belt and Road Initiative, and the first-mover advantage in new energy vehicles. Risks center on tightening foreign exchange controls, changes in import licensing policies, and uncertainties arising from great power competition in Central Asia. Geopolitical Risk

- **Opportunity:** Chinese brand share continues to rise; new energy vehicle market gap remains to be filled
- **Opportunity:** China-Turkmenistan bilateral cooperation provides policy facilitation for vehicle exports
- **Risk:** Foreign exchange controls may tighten, affecting importers' ability to purchase foreign currency Attention
- **Risk:** Low policy transparency; import regulations may change abruptly

Source: EIU Turkmenistan Country Report; World Bank Doing Business; industry analysis, 2024

Data Source Summary

China Customs — China's vehicle and parts export data to Turkmenistan, 2023-2024

World Bank — Turkmenistan GDP, population and macro indicators, 2022-2023

IMF — Turkmenistan economic outlook and exchange rate data, 2024

China Association of Automobile Manufacturers — China total vehicle export and market analysis, 2024

EIU — Turkmenistan country risk and policy analysis report, 2024

Central Bank of Turkmenistan — Official exchange rate data (limited public), 2024

Industry trader interviews and quotations — Intermediate goods price reference, 2024