OVERSEAS MARKET ANALYSIS REPORT

Turkmenistan Construction Machinery Overseas Market Analysis Report

 Report Update Date: July 9, 2026 • Target Country: Turkmenistan •

 Main Category: Construction Machinery

Core Conclusions for Turkmenistan Construction Machinery

Turkmenistan's construction machinery market is **100% import-dependent**, with China firmly the largest supplier, holding a market share of approximately 48%. In 2025, China's construction machinery exports to Turkmenistan reached about USD 280 million, up roughly 12% year-on-year. Infrastructure expansion and oil & gas field development are the key drivers, but ⚠ Foreign exchange controls and the rigid official Manat exchange rate pose significant payment risks.

- 2025 China construction machinery exports to Turkmenistan: approx. **USD 280 million**, YoY ↑12%
- Chinese brand market share: approx. **48%**, Russia ~18%, Japan ~12%
- Turkmenistan 2025 GDP growth: approx. **5.8%** (World Bank estimate), rising infrastructure investment share
- Core risks: foreign exchange quota restrictions, lengthy import approval, geopolitical uncertainty

Source: China General Administration of Customs Import/Export Statistics (2025); World Bank Turkmenistan Economic Brief (Dec 2025)

Supply and Demand Fundamentals

Turkmenistan has no domestic construction machinery manufacturing capability; supply is entirely import-dependent. In 2025, total construction machinery imports are estimated at USD 580 million, of which approximately 48% came from China. Demand is driven by infrastructure construction and oil & gas field development.

Indicator	2023	2024	2025 (Est.)
Total Imports (USD 100M)	4.6	5.2	5.8
China's Share	45%	47%	48%
Local Production	0	0	0

Source: China General Administration of Customs; State Statistics Committee of Turkmenistan Bulletin; previous figures carried forward, no new public data (July 2026)

China Market Status

In 2025, China's construction machinery industry operated steadily, with excavator sales of approximately 187,000 units and an export share rising to about 38%. Exports to the Central Asia region saw notable growth, with Turkmenistan an important emerging market. In H1 2026, the industry's average operating rate remained around 62%, with capacity utilization at about 71%.

- 2025 China excavator sales: approx. **187,000 units**, exports approx. 71,000 units
- H1 2026 average industry operating rate: approx. **62%**, capacity utilization approx. 71%
- China's total construction machinery exports to five Central Asian nations in 2025: approx. **USD 960 million**, YoY ↑15%
- SANY, XCMG, and Zoomlion are major brands exporting to Turkmenistan

Source: China Construction Machinery Association (CCMA) Monthly Statistics (June 2026); China General Administration of Customs

Turkmenistan Market Status

Turkmenistan's construction machinery market is dominated by government and state-owned enterprise procurement, with 100% import dependence. In 2025, the total market size was about USD 580 million, with infrastructure consuming approximately 55%, oil & gas about 30%, and mining and others about 15%. ⚠ Note: Import approval processes average 3–6 months .

Source Country	Market Share	Main Categories
China	~48%	Excavators, Loaders, Bulldozers
Russia	~18%	Cranes, Rollers
Japan	~12%	High-end Excavators, Bulldozers
South Korea	~8%	Mid-range Excavators

Source: China General Administration of Customs; Turkmenistan Chamber of Commerce and Industry Trade Data Compilation (2025); previous figures carried forward

Product Segmentation

Among construction machinery imports into Turkmenistan, excavators are the largest category, with imports of approximately USD 190 million in 2025; loaders and bulldozers follow. Demand for small-to-medium-tonnage equipment is strong, while large-scale mining equipment demand is concentrated in oil & gas field development.

Product Category	2025 Import Value (Est.)	YoY Trend
Excavators	~USD 190M	↑14%
Loaders	~USD 110M	↑10%
Bulldozers	~USD 80M	↑8%
Rollers/Cranes etc.	~USD 200M	↑11%

Source: China General Administration of Customs HS Chapter 84 Export Statistics (2025); industry estimates, previous figures carried forward

Core Product Supply & Demand

Medium excavators (20–35 ton class) are the most core demand category in the Turkmenistan market; China's exports of this category reached about USD 110 million in 2025. The supply-demand gap persists, with no local substitute capacity, making import dependence highly rigid. In H1 2026, the price index slightly edged up.

- 20–35t excavators: China's export value to Turkmenistan approx. **USD 110M** (2025), avg. price ~USD 85,000/unit
- 5t loaders: export value approx. **USD 60M**, avg. price ~USD 42,000/unit
- Bulldozers (160–220 HP): export value approx. **USD 50M**, YoY ↑9%
- Inventory: dealer inventories in Turkmenistan generally low, replenishment cycle about 4–6 months

Source: CCMA Export Monitoring Data (Q4 2025); China General Administration of Customs

Intermediate Goods and Raw Material Values

The prices of core raw materials such as steel and key components directly influence export costs. In June 2026, the average price of hot-rolled coil (HRC) in China was about RMB 3,850/tonne, slightly down 3% from the beginning of the year. Core components like hydraulic parts and engines are still partly imported, accounting for about 25%-35% of total cost.

Raw Material/Intermediate	China Price (June 2026)	Trend
HRC (Q235B)	~RMB 3,850/t	↓3% (from start of year)
Diesel (0#, East China)	~RMB 7.2/L	Stable
Hydraulic Pump (imported)	~RMB 12,000-25,000/piece	Slight rise

Source: Mysteel Steel Price Index (June 2026); SunSirs Diesel Price Monitoring; previous figures carried forward

Trade and Macro Indicators

Turkmenistan's macro economy continues to grow, with GDP growth of about 5.8% in 2025. Bilateral trade between China and Turkmenistan keeps expanding; in 2025, China's total exports to Turkmenistan reached about USD 1.2 billion, of which construction machinery accounted for roughly 23%. The official Manat exchange rate remains stable, but foreign exchange quota restrictions persist.

Indicator	Value	Source/Date
Turkmenistan GDP Growth	~5.8% (2025)	World Bank
Official Exchange Rate (TMT/USD)	3.50 (Fixed)	Central Bank of Turkmenistan
China's Total Exports to Turkmenistan	~USD 1.2B (2025)	China Customs

Source: World Bank; Central Bank of Turkmenistan; China General Administration of Customs (2025 data)

Risks and Opportunity Windows

Main risks include payment delays due to foreign exchange controls, lengthy import approval processes, and geopolitical uncertainty in Central Asia. Opportunity windows lie in the sustained demand unleashed by Turkmenistan's "2025-2030 Infrastructure Development Plan," and the further consolidation of Chinese brands' cost-performance advantage in the small-to-medium-tonnage equipment sector.

- ⚠ Risk FX quota restrictions: long cycle for importers to obtain USD, avg. delay 2–4 months
- ⚠ Risk Geopolitics: Central Asian regional situation and legal status of the Caspian Sea may affect trade routes
- ▯ Opportunity Turkmenistan infrastructure plan investment exceeds USD 20 billion (2025-2030)
- ▯ Opportunity Chinese brands have significant price-performance advantage in 20-35t excavators, large room to replace Japanese/Korean brands

Source: Asian Development Bank Central Asia Infrastructure Report (2025); Turkmenistan Government Gazette; industry analysis

▯ Data Sources Summary (at least 5 independent sources)

Source 1 China General Administration of Customs — Import and Export Statistics (HS Chapter 84, 2025)

Source 2 World Bank — Turkmenistan Economic Brief and GDP data (updated Dec 2025)

Source 3 China Construction Machinery Association (CCMA) — Industry Monthly Statistics and Export Monitoring (June 2026)

Source 4 Mysteel (Shanghai Ganglian) — Steel Price Index (June 2026)

Source 5 SunSirs — Diesel and Commodity Price Monitoring (June 2026)

Source 6 Asian Development Bank — Central Asia Infrastructure Construction Report (2025)

Source 7 State Statistics Committee of Turkmenistan and Chamber of Commerce and Industry — Trade Data Compilation