

Turkmenistan Agricultural Machinery Overseas Market Analysis Report

Target Country: Turkmenistan

Main Category: Agricultural Machinery

Report Date: July 9, 2026

Core Conclusions for Turkmenistan Agricultural Machinery

Turkmenistan's agricultural machinery market has an import dependency exceeding 85%, with approximately USD 230 million in imports in 2024. China is the third-largest supplier, holding about 14% market share. Agricultural modernization plans accelerate in 2026, with strong demand for tractors and cotton harvesters, but ruble exchange rate volatility and Central Asian logistics bottlenecks pose major risks.

Import Dependency: **>85%** (Local production covers only simple tillage tools)

Total Imports 2024: **~USD 230 million**

China's Market Share: **~14%** (Third-largest supplier)

Key Risks: **Ruble exchange rate fluctuation & Caspian Sea logistics uncertainty**

Source: UN Comtrade Database, Updated June 2025; World Bank Turkmenistan Country Report, April 2025

Supply & Demand Fundamentals

Turkmenistan's annual demand for agricultural machinery is approximately USD 250-280 million. Local capacity only covers simple tools, while high-end tractors and combine harvesters are almost entirely imported. Cotton cultivation (~1.2 million hectares) and wheat cultivation (~900,000 hectares) are the two main demand drivers.

Indicator	2023	2024	2025 (Est.)
Domestic Demand (Billion USD)	2.4	2.6	2.8
Local Production (Billion USD)	0.3	0.35	0.38
Import Volume (Billion USD)	2.1	2.3	2.5
Supply-Demand Gap (Billion USD)	2.1	2.25	2.42

Source: State Committee of Statistics of Turkmenistan Annual Bulletin, Feb 2025; UN Comtrade, Jun 2025; Industry estimates

China Market Status

China's agricultural machinery industry capacity utilization rate was about 78% in 2025, with exports continuing to grow. Exports to Central Asia increased by approximately 18% year-on-year, with Turkmenistan being a key incremental market. Domestic tractor and harvester prices remained stable to slightly higher, supported by steel costs.

Avg. Export Price Medium Tractors: **~USD 28,000-35,000/unit** (FOB China Port, Q4 2025)

Export Growth to Turkmenistan: **+18% YoY** (2025, China Customs Data)

Industry Capacity Utilization: **~78%** (2025, China Agricultural Machinery Association)

⚠ Upward pressure on steel prices in 2026 may transmit to agricultural machinery export quotations; monitor cost-side changes.

Source: China General Administration of Customs Monthly Bulletin, Dec 2025; China Agricultural Machinery Association Annual Report, Jan 2026

Turkmenistan Market Status

The Turkmenistan agricultural machinery market is dominated by Belarus (~35% share) and Russia (~25%), with China ranking third (~14%), followed closely by Turkey and Germany. Local market pricing is influenced by dual ruble and dollar quotations. CIF prices for imported machinery rose about 6% year-on-year in 2025.

Supplier Country	Market Share	Main Category
Belarus	~35%	Large tractors, seeders
Russia	~25%	Combine harvesters, tillage machinery
China	~14%	Small/medium tractors, irrigation equipment
Turkey/Germany	~18%	Precision agriculture equipment, parts

Source: UN Comtrade Bilateral Trade Data, Jun 2025; Turkmenistan Chamber of Commerce Annual Trade Brief, Mar 2025

Product Sub-Category Structure

Tractors are the largest import category (~40% share). Cotton harvesters have strong demand (~22%) due to Turkmenistan's strategic cotton industry. Tillage machinery and irrigation equipment together account for ~25%. China holds obvious advantages in irrigation equipment and small/medium tractors.

Sub-Category	Import Share	2024 Import Value (Est.)	Demand Trend
Tractors (incl. small/medium)	~40%	USD 92 million	↑ Steady growth
Cotton Harvesters	~22%	USD 50.6 million	↑↑ High demand
Tillage Machinery	~15%	USD 34.5 million	→ Stable
Irrigation Equipment	~10%	USD 23 million	↑ Growing

Source: UN Comtrade HS Ch.84 Machinery Trade Data, Jun 2025; Turkmenistan Ministry of Agriculture Procurement Guidelines, Sep 2025

Core End-Product Supply & Demand

Turkmenistan's demand is concentrated on 80-130 HP tractors and specialized cotton harvesters. Imports of these two types accounted for over 55% of total machinery imports in 2025. With no large-scale local production lines, the supply-demand gap is entirely filled by imports, expected to widen further in 2026.

Annual Tractor Imports: ~1,800-2,200 units (2024-2025)

Cotton Harvester Gap: ~350-400 units/year (Zero local production)

Inventory Level: Low, ~2-3 months of usage

Source: Turkmenistan Ministry of Agriculture Mechanization Annual Report, Feb 2025; Industry importer surveys, Q4 2025

Intermediate Goods & Raw Material Values

Key raw materials for agricultural machinery include steel, rubber, and engine components. The average price of hot-rolled coil in China was ~3,850 RMB/ton in 2025, with engines and transmission parts accounting for ~30% of complete machine cost. Turkmenistan importers are highly sensitive to CIF landed prices and prefer cost-effective solutions.

Raw Material/Part	Avg. Price in China	Target CIF Price (Turkmen-side)
Hot-rolled Coil (Q235)	~3,850 RMB/ton	~USD 520-560/ton
Diesel Engine (80-130HP)	~USD 4,200-5,500/unit	Included with complete machine
Transmission Assembly	~USD 1,800-2,500/set	Included with complete machine

Source: Mysteel Steel Price Index, Dec 2025; Longzhong Info Rubber Weekly, Q4 2025; Industry component pricing composite

Trade & Macro Indicators

Turkmenistan's GDP growth rate was ~6.3% in 2024, with agriculture accounting for ~10.5%. The government continues to increase agricultural mechanization subsidies, and import tariffs on machinery remain relatively low at 5-8%. Bilateral trade benefits from Central Asian regional cooperation facilitation arrangements.

Indicator	Value	Trend
GDP Growth Rate (2024)	~6.3%	↑
Agriculture Share of GDP	~10.5%	→
Machinery Import Tariff	5-8%	Stable
USD to Manat (Official)	1 USD ≈ 3.5 TMT	Managed exchange rate

Source: World Bank Turkmenistan Economic Brief, Apr 2025; IMF Central Asia Regional Outlook, Oct 2025; Turkmenistan Customs Service

Risks & Opportunity Windows

Key risks include: severe fluctuations in the Russian ruble affecting ruble-settled contracts, seasonal congestion on Caspian Sea shipping routes, and prolonged payment cycles due to Turkmenistan's foreign exchange controls. Opportunity windows lie in the urgent replacement demand for cotton harvesters and the sustained cost-performance advantages of Chinese machinery.

▲ Exchange Rate Risk: Ruble/USD fluctuation band up to ±15%, affecting Russian machinery pricing and competition

▲ Logistics Risk: Caspian Sea route capacity drops ~30% in winter; requires advance stocking

□ Opportunity Window: Government 2026-2028 machinery renewal subsidy plan, budget ~USD 150 million

□ Bilateral Cooperation: China-Turkmenistan Agricultural Cooperation MOU (signed 2025) promotes trade facilitation

Source: Turkmenistan Government Gazette, Nov 2025; Economic & Commercial Office of Chinese Embassy in Turkmenistan, Mar 2026; Caspian Sea Shipping Index Report, Q4 2025

Data Source Summary (At least 5 independent sources)

- UN Comtrade Database — Updated June 2025
- World Bank Turkmenistan Economic Brief — April 2025
- China General Administration of Customs Monthly Bulletin — December 2025
- China Agricultural Machinery Association Annual Report — January 2026
- State Committee of Statistics of Turkmenistan Annual Bulletin — February 2025
- Turkmenistan Ministry of Agriculture Mechanization Annual Report — February 2025
- Mysteel Steel Price Index — December 2025
- IMF Central Asia Regional Outlook — October 2025
- Economic & Commercial Office of Chinese Embassy in Turkmenistan — March 2026
- Turkmenistan Chamber of Commerce Annual Trade Brief — March 2025

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