Turkmenistan Agrochemical Overseas Market Analysis Report

 Report Updated: July 10, 2026

 Target Country: Turkmenistan

 Main Category: Agrochemicals (Fertilizers · Pesticides · Intermediates)

 Data as of: June 2026

Turkmenistan Agrochemical Core Conclusions

Leveraging abundant natural gas resources, Turkmenistan is **self-sufficient in urea and exports heavily**, with annual exports of approximately 650,000-800,000 tons; however, it **relies heavily on imports for phosphate fertilizers and pesticides**. China is the main supplier of both pesticides and phosphate fertilizers. In H1 2026, international urea prices remained stable but weak, while DAP prices stayed elevated supported by raw material costs. Key risks lie in **limited logistics channels** and **foreign exchange controls** constraining cross-border settlement.

- Annual urea production capacity: approx. **1.3-1.5 million tons** ; domestic consumption only 400,000-550,000 tons
- Phosphate fertilizer import dependency exceeds **85%** ; pesticide import dependency exceeds **90%**
- China's agrochemical exports to Turkmenistan in 2025: approx. **USD 120-150 million**

Sources: World Bank, FAOSTAT, General Administration of Customs of China, consolidated through June 2026

Supply & Demand Fundamentals

Turkmenistan's agrochemical market exhibits a structural characteristic of **"nitrogen surplus, phosphorus & potassium shortage."** Urea output far exceeds domestic demand and is exported to Afghanistan, Iran, and neighboring Central Asian countries; phosphate and potash fertilizers are almost entirely imported. Agriculture is anchored by cotton and wheat, which together account for over 70% of total fertilizer consumption.

Indicator	N Fertilizer (Urea)	P Fertilizer (DAP)	K Fertilizer (MOP)
Domestic Production (10k tons/yr)	100-120	≈0	≈0
Imports (10k tons/yr)	0.5-1	16-22	5-8
Domestic Consumption (10k tons/yr)	40-55	16-22	5-8
Exports (10k tons/yr)	65-80	—	—

Sources: FAO Fertilizer Yearbook 2024, State Statistics Committee of Turkmenistan, updated December 2025 (carried forward)

China Market Status

In H1 2026, China's urea market faced oversupply with prices under pressure; phosphate fertilizer prices remained firm supported by phosphate rock costs. The agrochemical sector maintained high operating rates, export policies were generally stable, and exports of pesticides and phosphate fertilizers to Central Asia maintained a growth trajectory.

- Urea (small granules) ex-factory price: **RMB 2,180-2,420/ton** (June 2026, Shandong) ▼ down approx. 8% YoY
- DAP (64%) ex-factory price: **RMB 3,650-3,880/ton** (June 2026, Hubei) — stable at high levels
- Urea industry operating rate: approx. **73%-76%** ; phosphate fertilizer: approx. **68%-72%**
- Pesticide exports (Jan-May 2026): ▲ up approx. 12% YoY , Central Asia growth notable

Sources: Longzhong Information weekly report July 2026, SunSirs data July 9, 2026, GACC export flash report June 2026

Turkmenistan Market Status

Domestic urea retail prices in Turkmenistan are maintained at low levels due to government subsidies; imported phosphate fertilizer and pesticide prices follow international market fluctuations. In H1 2026, CIF prices for Chinese pesticide formulations rose slightly YoY, mainly driven by freight and exchange rate factors. Key import source countries are China, Russia, and Turkey.

- Turkmenistan urea (subsidized) retail price: approx. **USD 180-220/ton** (domestic)
- Imported DAP CIF price: approx. **USD 620-680/ton** (Q2 2026) ▲ up approx. 5% from start of year
- Main pesticide import sources: China (**approx. 45%**), Russia (approx. 25%), Turkey (approx. 15%)
- Fertilizer consumption structure: cotton approx. **42%** , wheat approx. **30%** , other crops approx. 28%

Sources: Argus Media Central Asia Fertilizer Report Q2 2026, Turkmenistan Ministry of Agriculture annual report (2025 data, carried forward)

Product Segmentation Structure

Turkmenistan's imported agrochemical products can be segmented into three categories: phosphate fertilizers, pesticide technical/formulations, and potash fertilizers. Among them, pesticide formulation imports are growing fastest, with 2025 import value up approx. 18% YoY; herbicides and insecticides account for the highest shares. Phosphate fertilizers are predominantly DAP, and potash fertilizers are mainly MOP.

Sub-category	Annual Imports (10k tons)	Avg Price (USD/ton)	Demand Trend
DAP	16-20	620-680	▲ Steady Growth
Pesticide Formulations	0.8-1.2	8,500-12,000	▲▲ Rapid Growth
MOP	5-8	380-450	— Stable
Compound Fertilizer (NPK)	2-4	550-650	▲ Slow Growth

Sources: GACC 2025 export statistics, Argus Media price assessment June 2026, FAO trade data (2024)

Core Product Supply & Demand

Urea is Turkmenistan's most critical agrochemical product, with the Garabogaz plant as the largest single production source (design capacity approx. 1.2 million tons/year). In 2026, global urea supply is ample, and Turkmenistan's export prices face downward pressure; the domestic phosphate fertilizer deficit persists, with imported DAP inventory maintained at a healthy 2-3 months of consumption.

- Garabogaz urea plant output: approx. **900,000-1.05 million tons/year** (actual 2025)
- Turkmenistan urea export price (FOB): approx. **USD 310-350/ton** (June 2026) ▼ down approx. 3% MoM
- Imported DAP port inventory (est.): approx. **40,000-50,000 tons** , sufficient for 2-3 months
- Domestic phosphate fertilizer supply gap: approx. **160,000-220,000 tons/year** , fully reliant on imports

Sources: Argus Media Central Asia Fertilizer Report July 2026, State Statistics Committee of Turkmenistan 2025 annual report

Intermediates & Raw Material Values

Low natural gas prices in Turkmenistan (government-regulated) provide a significant cost advantage for urea production. China's phosphate rock and sulfuric acid prices directly affect phosphate fertilizer costs, which are then transmitted to CIF prices of phosphate fertilizers imported by Turkmenistan. In Q2 2026, China's phosphate rock prices remained high, supporting DAP prices.

Raw Material / Intermediate	China Producer Price	Turkmenistan CIF / Indicative Price
Natural Gas (Urea feedstock)	RMB 2.5-3.2/m³ (industrial)	Approx. USD 0.3-0.5/MMBtu (domestic)
Phosphate Rock (30% P_2O_5)	RMB 980-1,150/ton (Guizhou)	— (not directly imported)
Sulfuric Acid (98%)	RMB 320-420/ton (Shandong)	— (not directly imported)
Pesticide Technical (Glyphosate)	RMB 28,000-32,000/ton	USD 4,800-5,500/ton (CIF est.)

Sources: Longzhong Information July 2026, SunSirs July 9, 2026, Mysteel June 2026 data

Trade & Macro Indicators

Turkmenistan's macroeconomy is stable, with moderate GDP growth. Agriculture accounts for approx. 10-12% of GDP and is an important employment sector. China-Turkmenistan bilateral trade continues to expand, and agrochemical products benefit from tariff preferences and logistics facilitation under the Belt and Road Initiative. The Manat is pegged to the USD, providing good exchange rate stability.

- Turkmenistan GDP growth rate: approx. **5.5%-6.2%** (2025, World Bank estimate)
- Agriculture share of GDP: **10.8%** (2024, carried forward)
- China-Turkmenistan bilateral trade volume: approx. **USD 11-12.5 billion** (2025, GACC)
- Exchange rate: 1 USD ≈ **3.50 Manat** (official fixed rate, July 2026)
- Agrochemical import tariff preferences: **0%-5%** preferential rates for select categories (bilateral agreement)

Sources: World Bank Turkmenistan Economic Brief 2025, GACC 2025 trade statistics, Central Bank of Turkmenistan official website

Risk & Opportunity Windows

Key risks include ⚠Logistics Turkmenistan's import/export channels are highly dependent on Iran's Bandar Abbas port and Kazakhstan railways; geopolitical disruptions may affect supply chains; ⚠Forex strict foreign exchange controls increase cross-border settlement complexity. On the opportunity side, **local formulation processing** and **long-term phosphate fertilizer supply agreements** represent promising directions. The China-Turkmenistan Agricultural Cooperation MOU (renewed 2025) provides policy support for bilateral agrochemical trade.

- ⚠Risk Limited logistics channels: transit via Iran/Kazakhstan, exposed to geopolitical and sanctions risks
- ⚠Risk Forex controls: import payment approval cycles are lengthy (typically 30-60 days)
- **√Opportunity** Growing demand for local pesticide formulation plant construction; significant space for Chinese technology export
- **√Opportunity** China-Turkmenistan Agricultural Cooperation MOU (renewed 2025) ensures stable agrochemical trade policies

Sources: MOFCOM Country Guide for Overseas Investment and Cooperation - Turkmenistan 2025 Edition, Turkmenistan Ministry of Foreign Affairs communiqué November 2025

▯ Data Source Summary (8 Independent Sources)

▯ Longzhong Information — China Fertilizer/Chemical Market Weekly Report, July 2026

▯ SunSirs — Commodity Price Monitoring, July 9, 2026

▯ General Administration of Customs of China (GACC) — Import & Export Trade Flash Report, June 2026

▯ Argus Media — Central Asia Fertilizer Market Report, Q2 & July 2026

▯ World Bank — Turkmenistan Economic Brief, 2025

▯ FAO (Food and Agriculture Organization) — Fertilizer Yearbook & Trade Data, 2024

▯ State Statistics Committee of Turkmenistan — Annual Statistical Bulletin, 2025

▯ Ministry of Commerce of China (MOFCOM) — Country Guide for Overseas Investment and Cooperation (Turkmenistan), 2025 Edition