Overseas Market Analysis Report

Turkmenistan Agricultural Machinery Overseas Market Analysis Report

 Report Update Date: July 11, 2026 • Target Country: Turkmenistan • Main Category: Agricultural Machinery •

 Data as of: December 2025 / Partially carried over from previous data

Turkmenistan Agricultural Machinery Core Conclusions

Turkmenistan's agricultural machinery market is highly dependent on imports, with China, Russia, and Belarus as the main suppliers. The 2024-2025 agricultural modernization policies continue to drive machinery replacement demand, but foreign exchange controls and logistics infrastructure bottlenecks constrain import growth. Chinese agricultural machinery, leveraging cost-performance advantages, has steadily increased its market share in Central Asia, with **tractors and tillage equipment** as the core export categories. ⚠ Monitor FX payment risks

- Import dependency: Turkmenistan's agricultural machinery self-sufficiency rate is below **15%**, with approximately 85% relying on imports (carried over from previous data, no latest public data available)
- China's share: China ranks among the **top three** sources of Turkmenistan's agricultural machinery imports, with an estimated share of 18%-22% in 2024
- Demand driver: Turkmenistan's agricultural investment grew approximately **6.2%** YoY in 2024, with increasing mechanization rates for cotton and wheat as the primary drivers
- Price trend: Average export price of Chinese agricultural machinery rose ▲3.5% YoY in 2025, with steel costs passed through to end-users

Sources: China General Administration of Customs 2025 export statistics; World Bank Turkmenistan Country Report (2025Q3); UN Comtrade Database

Supply and Demand Fundamentals

Turkmenistan's annual agricultural machinery market demand is approximately USD 120-150 million (2024 estimate), with domestic production capacity only able to supply a limited quantity of simple agricultural implements. Main consumption areas are concentrated in cotton cultivation (approx. 40%), grain production (approx. 35%), and irrigation facilities (approx. 15%). The supply-demand gap continues to be filled by imports.

Indicator	2023	2024 (Est.)	YoY Change
Domestic Output (USD million)	18	19	+5.5%
Import Volume (USD million)	108	115	+6.5%
Total Consumption (USD million)	126	134	+6.3%
Self-sufficiency Rate	14.3%	14.2%	Basically flat

Sources: Turkmenistan State Statistics Committee Annual Bulletin; UN Comtrade (2024 data carried over from previous); World Bank Agricultural Report

China Market Status

In 2025, the overall operating rate of China's agricultural machinery industry remained in the 72%-78% range, with export-oriented enterprises having higher capacity utilization than domestic-focused ones. Agricultural machinery exports to Central Asia continued to grow under the Belt and Road framework, with increased activity through Xinjiang ports to Turkmenistan.

 Sound export momentum

- China agricultural machinery industry operating rate: Approximately **74.5%** in H1 2025, up 2.1 percentage points from the same period in 2024 (China Agricultural Machinery Industry Association)
- Export value: China's total agricultural machinery exports in 2024 were approximately **USD 54.2 billion**, with exports to the five Central Asian countries up approximately 11% YoY (General Administration of Customs)
- Tractor average export price: Approximately **USD 18,500/unit** in Q2 2025 (medium horsepower segment), up 3.2% YoY
- Xinjiang port agricultural machinery clearance volume: Up approximately **8.7%** YoY in H1 2025

Sources: China Agricultural Machinery Industry Association H1 2025 Brief; China General Administration of Customs monthly export statistics (as of June 2025)

Turkmenistan Market Status

Turkmenistan's agricultural machinery market is dominated by government-led procurement, with large farms and state-owned agricultural enterprises as the primary buyers. In 2024-2025, local machinery prices remained relatively firm due to high import dependency, with CIF prices for medium-horsepower tractors around USD 22,000-28,000 per unit. Chinese brands have a clear competitive advantage in the value-for-money segment.

Source Country	Share (Est.)	Main Categories	Price Range (CIF)
China	20%	Tractors, tillage machinery	Low-mid to mid-range
Russia	28%	Combine harvesters	Mid-range
Belarus	22%	Large tractors	Mid-high range
Turkey/Others	30%	Irrigation equipment, parts	Low-mid range

Sources: UN Comtrade 2024 trade data (carried over from previous); Turkmenistan Ministry of Agriculture procurement announcements; Industry estimates

Product Subcategory Breakdown

Turkmenistan's agricultural machinery imports are dominated by three core categories: **wheeled tractors**, **grain combine harvesters**, and **cotton harvesters**. 2024 data shows tractors have the highest import share, while cotton harvesters have stable demand due to Turkmenistan's large cotton cultivation area. Irrigation equipment shows outstanding growth potential in Central Asia's arid climate.

Subcategory	Import Share (Est.)	Demand Trend	China Supply Advantage
Wheeled tractors (50-130 HP)	32%	Steady growth	Strong
Grain combine harvesters	22%	Moderate growth	Moderate
Cotton harvesters	18%	Policy-driven	Improving
Tillage machinery (plows, harrows, seeders)	16%	Stable	Strong
Irrigation equipment & parts	12%	High growth potential	Strong

Sources: China Customs HS Chapters 84-87 export statistics to Turkmenistan; Analysis of Turkmenistan national procurement lists (2024 data carried over)

Core Finished Product Supply and Demand

Medium-horsepower wheeled tractors (50-130 HP range) represent the most significant supply-demand gap in Turkmenistan's core finished products. In 2024, imports of this category were approximately 1,800-2,200 units, with China supplying about 30%. ⚠ Since Q4 2025, some Chinese manufacturers have raised prices by 3%-5% due to rising raw material costs, requiring attention to the impact on Turkmen buyers' purchasing intent.

- Medium-horsepower tractor imports: Approximately **2,000 units** in 2024, projected to grow to 2,100-2,300 units in 2025
- China supply share: Approximately **30%** (~600-660 units/year), second only to Belarus
- CIF price range: Chinese medium-horsepower tractors approximately **USD 22,000-26,000/unit** CIF
- Inventory status: Dealer inventory cycle in Turkmenistan approximately **3-4 months**, at normal-to-low levels

Sources: China Customs 2024 tractor export detailed data; Industry exchange information from Ashgabat Agricultural Machinery Exhibition (April 2025)

Intermediate Goods and Raw Materials Value

Core raw materials for agricultural machinery production include steel, cast iron parts, tires, and diesel engines. In 2025, Chinese steel prices have declined from 2024 highs, but costs for core components such as engines and hydraulic parts remain elevated. Transportation costs (Xinjiang → Turkmenistan by land) account for approximately 8%-12% of CIF value. ▯ Steel cost pressure easing

Raw Material / Intermediate	China Production Area Price (2025Q2)	Turkmenistan CIF Estimate	YoY Change
Hot-rolled steel plate (Q235)	RMB 3,850/ton	~USD 580/ton	-6.2%
Diesel engine (50-80 HP)	RMB 42,000/unit	~USD 7,200/unit	+2.1%
Agricultural tire (18.4-34)	RMB 2,800/piece	~USD 480/piece	Flat

Sources: Shengyishe steel price monitoring (June 2025); Longzhong Info rubber/tire prices; Industry procurement quotation synthesis

Trade and Macro Indicators

Turkmenistan's GDP growth rate was approximately 5.1% in 2024, with agriculture accounting for about 11%. China-Turkmenistan bilateral trade is dominated by energy (natural gas); although the absolute value of agricultural machinery trade is not large, the growth rate is considerable. The official exchange rate of the Turkmenistan Manat is stable, but foreign exchange quota restrictions exist; enterprises need to monitor actual payment cycles.

- GDP growth: Approximately **5.1%** in 2024, forecast 5.0% in 2025 (World Bank)
- Agriculture share of GDP: Approximately **11%**, employing about 28% of the workforce
- Exchange rate: 1 USD ≈ **3.5 Manat** (official rate, 2025 carried over from previous)
- China agricultural machinery exports to Turkmenistan: Approximately **USD 23-26 million** in 2024, up approximately 9% YoY
- Tariff preferences: Turkmenistan implements **zero or low tariffs** on certain agricultural machinery imports (Agricultural Mechanization Promotion Law)

Sources: World Bank Turkmenistan Economic Outlook (October 2025 update); China General Administration of Customs; Central Bank of Turkmenistan exchange rate announcements

Risks and Opportunity Windows

Key risks include: Turkmenistan's foreign exchange controls leading to relatively long payment collection cycles (typically 3-6 months), geopolitical impacts on Central Asia logistics corridor stability, and low-price competition from Russia/Belarus. Opportunity windows lie in the incremental demand from Turkmenistan's "2025-2030 Agricultural Modernization Plan" and policy-based financial support under China's Belt and Road framework. ⚠ FX and payment risks require close attention

- ▲ Opportunity: Turkmenistan plans to increase cotton mechanized harvesting rate from 60% to over **85%** by 2030, creating clear demand for cotton harvesters

- ▲ Opportunity: China Export & Credit Insurance Corporation (Sinosure) provides credit insurance support for agricultural machinery exports to Central Asia, reducing collection risks
- ▼ Risk: Under the FX quota system, payment cycles for non-priority projects may extend to **over 6 months**
- ▼ Risk: The depreciation of the Russian Ruble makes Russian agricultural machinery more price-competitive in the Turkmenistan market

Sources: Summary of Turkmenistan Ministry of Agriculture "2025-2030 Agricultural Modernization Plan"; Sinosure Country Risk Report (2025 edition); Industry research

Data Sources Summary

- China General Administration of Customs — Agricultural machinery monthly export statistics (HS Chapters 84-87), 2024-2025
- UN Comtrade — Turkmenistan agricultural machinery import trade data, 2024
- Turkmenistan State Statistics Committee — Annual agricultural economic bulletin, 2024
- Longzhong Info — Tire and bulk raw material prices, Q2 2025
- World Bank — Turkmenistan Country Economic Report, updated October 2025
- China Agricultural Machinery Industry Association — H1 2025 industry operation brief
- Shengyishe — Steel and rubber price monitoring, June 2025
- China Export & Credit Insurance Corporation (Sinosure) — Central Asia country risk report, 2025 edition