Turkmenistan Agricultural & Sideline Products Overseas Market Analysis Report

Target Country: Turkmenistan | Primary Category: Agricultural Products | Phosphate Rock – Su

Report Updated: July 12, 2026

Core Conclusions on Turkmenistan Agricultural Products

Turkmenistan's agricultural products market exhibits structural supply-demand imbalance: grain self-sufficiency rate is approximately 75%, and fertilizer raw materials (phosphate rock / sulfuric acid) and soybeans are heavily dependent on imports. In H1 2026, China's agricultural exports to Turkmenistan grew approximately 8.5% year-on-year, with DAP prices holding steady at RMB 3,800–4,200/ton. Localization of the phosphate rock–sulfuric acid–phosphate fertilizer chain is accelerating, but foreign exchange controls and Central Asian logistics bottlenecks remain key constraints.

Grain self-sufficiency rate approx. 75%; annual import gap ~1 million tons (mainly wheat)

DAP ex-factory price in China: RMB 3,950–4,150/ton (June 2026)

Soybean import dependency exceeds 85%, primarily from Kazakhstan

⚠ Risk Alert Forex approval period extended to 45–60 days

Sources: World Bank Turkmenistan Country Report; Longzhong Info Chemical Fertilizer Weekly, June 2026; China General Administration of Customs Monthly Trade Statistics, May 2026

Supply-Demand Fundamentals

The supply-demand gap in Turkmenistan's agricultural products is concentrated in grains and oils. In 2025, total grain output was approximately 2.9 million tons, consumption around 3.85 million tons, with a deficit of approximately 950,000 tons met by imports. Annual fertilizer consumption is about 480,000 tons, of which domestic phosphate fertilizer covers only around 55%, the remainder imported from China and Russia. Soybean demand is approximately 60,000 tons/year, with local output under 10,000 tons.

Category	Output (10,000 tons)	Consumption (10,000 tons)	Gap (10,000 tons)
Grains (mainly wheat)	290	385	-95
Phosphate fertilizer (pure)	12	22	-10
Soybeans	0.8	6.0	-5.2
Cotton (seed cotton)	110	108	+2

Sources: FAO Statistics Database; Turkmenistan State Statistics Committee Annual Report, 2025 data (latest public); World Bank Agriculture Report, January 2026

China Market Status

China's phosphate fertilizer market has operated steadily overall in H1 2026. Mainstream ex-factory price for DAP (64%) ranges from RMB 3,950 to 4,150/ton, with industry operating rates around 68%, indicating moderate capacity utilization. Spot soybean prices stand at RMB 4,800–5,100/ton, subject to mild fluctuations driven by international soybean price transmission. Fertilizer exports to Central Asia continue their growth trend.

DAP ex-factory price: RMB 3,950–4,150/ton (June 2026, Longzhong Info)

Phosphate fertilizer industry operating rate: ~68%, moderate-to-high capacity utilization

Soybean spot price: RMB 4,800–5,100/ton (June 2026, Shengyishe)

Fertilizer export volume to Central Asia grew ▲12% year-on-year (Jan–May 2026)

Sources: Longzhong Info Fertilizer Market Weekly, June 30, 2026; Shengyishe Commodity Price Monitoring, first week of July 2026; China General Administration of Customs, May 2026 Export Statistics

Turkmenistan Market Status

Fertilizer retail prices in Turkmenistan remain elevated, driven by import costs. DAP CIF price is approximately USD 620–650/ton, with a terminal retail premium of roughly 15–20%. Soybean CIF price stands at about USD 580–610/ton. Import sources are predominantly China (fertilizer share ~38%), Russia (25%), and Kazakhstan (soybean share ~55%). Agricultural consumption structure is dominated by cotton planting fertilizer use.

DAP CIF Turkmenistan: USD 620–650/ton

Fertilizer import dependency: approx. 45% (phosphate + potash)

Major source countries: China 38%, Russia 25%, Uzbekistan 18%

Cotton fertilizer use accounts for 52% of agricultural fertilizer consumption

Sources: Argus Media International Fertilizer Market Report, June 2026; Turkmenistan State Statistics Committee Trade Data, 2025 Annual Report; ADB Central Asia Agriculture Report, March 2026

Product Segmentation Structure

Among Turkmenistan's agricultural imports, fertilizers account for the largest share (~42%), followed by grains & oils (~28%) and agrochemicals (~15%). Within the phosphate fertilizer sub-categories, DAP imports hold the highest share; soybeans are primarily non-GMO edible grade. Price trends diverge across categories, with phosphate fertilizers steadily edging up under international raw material cost pressure.

Segment	Annual Import Volume (10,000 tons)	Avg. CIF Price (USD/ton)	Demand Trend
Diammonium phosphate (DAP)	6.5	620–650	↑ Growing
Single superphosphate (SSP)	3.2	280–320	→ Stable
Soybeans	5.2	580–610	↑ Growing
Pesticides & adjuvants	0.8	3,500–4,200	↑ Growing

Sources: China General Administration of Customs Export Classification Statistics to Turkmenistan, full year 2025; Shengyishe Commodity Price Database, June 2026; Turkmenistan Chamber of Commerce and Industry Trade Report, February 2026

Core Product Supply & Demand

DAP is the core product in Turkmenistan's phosphate fertilizer demand. In 2025, domestic output was about 70,000 tons, with imports of approximately 65,000 tons, leaving a persistent supply-demand gap. H1 2026 import volume increased roughly 9% year-on-year; prices remain elevated, supported by international sulfur and phosphate rock costs. Inventory levels are low, with port turnover around 25–30 days.

Domestic DAP output: 70,000 tons/year (2025, latest data)

DAP import volume: 65,000 tons/year , year-on-year ▲9%

Port inventory turnover days: 25–30 days, relatively low

⚠ Tight Supply Domestic capacity expansion slower than expected

Sources: Turkmenistan State Statistics Committee Industrial Annual Report, 2025 data (latest public); Mysteel Phosphate Fertilizer Chain Survey, June 2026; Argus Media Central Asia Fertilizer Report, May 2026

Intermediate Products & Raw Material Value

The cost transmission path along the phosphate rock–sulfuric acid–phosphate fertilizer chain is clear. China's phosphate rock (P_2O_5 28% grade) ex-mine price is approximately RMB 580–650/ton, and sulfuric acid (98%) is around RMB 260–320/ton. Affected by freight and intermediary markups, the CIF indicative price premium for phosphate rock into Turkmenistan is roughly 35–45%, and for sulfuric acid about 25–30%. Cost-side pressure continues to pass through to end-users.

Raw Material / Intermediate	China Mine/Factory Price	Turkmenistan CIF Indicative Price
Phosphate rock (P_2O_5 28%)	RMB 580–650/ton	USD 95–110/ton (CIF)
Sulfuric acid (98%)	RMB 260–320/ton	USD 55–70/ton (CIF)
Sulfur (granular)	RMB 900–1,050/ton	USD 140–165/ton (CIF)

Sources: Longzhong Info Phosphorus Chemical Industry Chain Price Monitoring, first week of July 2026; Zhuochuang Info Sulfur–Sulfuric Acid Price Weekly, June 30, 2026; Argus Media Phosphate Rock International Market Report, June 2026

Trade & Macroeconomic Indicators

Bilateral trade between China and Turkmenistan is dominated by energy, with agricultural products gradually increasing their share. Total bilateral trade in 2025 was approximately USD 11.8 billion, of which China's exports to Turkmenistan were about USD 2.7 billion, including agricultural products and fertilizer exports of ~USD 420 million. Turkmenistan's GDP growth rate is about 6.1%, with agricultural value added accounting for 10.5%. The official USD/manat exchange rate is stable, but a dual-track system exists in practice.

Indicator	Value	Data Year
China–Turkmenistan bilateral trade volume	USD 11.8 billion	2025
China's agricultural / fertilizer exports to Turkmenistan	USD 420 million	2025
Turkmenistan GDP growth rate	6.1%	2025
Agricultural value added as % of GDP	10.5%	2025
Official exchange rate (USD/manat)	1:3.5	June 2026

Sources: China General Administration of Customs Annual Trade Statistics, 2025; World Bank Turkmenistan Economic Monitoring Report, April 2026; IMF Country Report, March 2026

Risks & Opportunity Windows

Geopolitical neutrality provides trade stability, but tightening foreign exchange controls increase payment collection risks. On the opportunity side, Turkmenistan's agricultural modernization reforms are generating incremental demand for fertilizers, agricultural machinery, and agrochemical products; the construction of the local phosphate rock–sulfuric acid–phosphate fertilizer industry chain opens a window for Chinese technology and equipment exports. Central Asian regional connectivity projects are improving logistics conditions.

⚠ Risk Forex approval period extended to 45–60 days, raising collection uncertainty

⚠ Risk Phosphate fertilizer capacity expansion in multiple Central Asian countries intensifies regional competition

✓ Opportunity Turkmenistan's phosphate fertilizer capacity expansion plan (2026–2030)

✓ Opportunity China–Turkmenistan agricultural cooperation agreement promotes tariff concessions

Logistics: Central Asian railway corridor upgrade improves transit time by ~15%

Sources: ADB Central Asia Regional Cooperation Report, May 2026; Turkmenistan Government Agricultural Development Outline (2026–2030), published January 2026; China Ministry of Commerce Country Trade Guide, updated 2026

Main Data Sources Summary

- World Bank — Turkmenistan Country Economic Monitoring Report, April 2026
- China General Administration of Customs — Monthly and Annual Trade Statistics, 2025–2026

- Longzhong Info — Fertilizer Market Weekly & Phosphorus Chemical Industry Chain Price Monitoring, June–July 2026
- Argus Media — International Fertilizer Market Report & Phosphate Rock Price Assessments, May–June 2026
- Asian Development Bank (ADB) — Central Asia Regional Economic Cooperation Report, March–May 2026
- Turkmenistan State Statistics Committee — Industrial and Agricultural Annual Reports, 2025
- IMF — Turkmenistan Country Report, March 2026
- Shengyishe — Commodity Price Database, June–July 2026
- FAO Statistics Database — Turkmenistan Agricultural Output and Consumption Data, 2025
- Zhuochuang Info — Sulfur–Sulfuric Acid Price Weekly, June 30, 2026
- Mysteel — Phosphate Fertilizer Industry Chain Survey Report, June 2026
- China Ministry of Commerce — Country Trade Guide (Turkmenistan), updated 2026