Overseas Market Analysis Report

Pulp Category

Turkmenistan Pulp Overseas Market Analysis Report

 Report Date: July 14, 2026 • Target Country: Turkmenistan • Main Category: Pulp (HS 47)

Turkmenistan Pulp Core Conclusions

Turkmenistan's pulp market is entirely import-dependent, with annual imports of approximately **18,000–25,000 tons**. Russia and China are the top two source countries. International hardwood pulp prices are moving in the **RMB 4,800–5,200/ton** range, with a regional CIF premium of **USD 80–120/ton** in Turkmenistan. The core risk lies in foreign exchange controls making import payments difficult, along with high logistics costs.

- Import dependency: **≈100%** , no domestic commodity pulp capacity
- Q2 2026 hardwood pulp CIF reference: **USD 650–750/ton**
- Annual import volume (est.): **18,000–25,000 tons** , limited scale

Sources: UN COMTRADE 2025 Annual; 100ppi.com Pulp Channel Jun 2026; ITC Trade Map Q1 2026 Update

Supply-Demand Fundamentals

Turkmenistan has no large-scale commodity pulp production; consumption is fully met by imports. Downstream demand is dominated by packaging paper and tissue paper, together accounting for approximately **75%**. Although the market is small, growth is steady with annual consumption growth of around **3–5%**.

Indicator	2024	2025	2026E
Domestic capacity (10k tons)	0	0	0
Imports (10k tons)	≈2.0	≈2.2	≈2.4
Consumption (10k tons)	≈2.0	≈2.2	≈2.4
Packaging paper share	45%	45%	46%
Tissue paper share	30%	30%	29%

Sources: UN COMTRADE HS47 2025 Annual; FAO Forest Products Statistics 2025; ITC Trade Map Q1 2026

China Market Status

China is the world's largest pulp importer, with imports exceeding **32 million tons** in 2025. Hardwood pulp prices fluctuate between **RMB 4,800–5,200/ton**, and softwood pulp around **RMB 5,500–6,200/ton**. Domestic capacity utilization is approximately **75–78%**, with operating rates squeezed by imported pulp costs.

- 2025 pulp imports: **32.18 million tons** (General Administration of Customs)
- Hardwood pulp reference (Jun 2026): **RMB 4,950/ton** ↓2.3%
- Softwood pulp reference (Jun 2026): **RMB 5,780/ton**
- Domestic papermaking operating rate: **76%** (SCI99 Jun 2026)

Sources: General Administration of Customs Dec 2025; 100ppi.com Pulp Channel Jun 28, 2026; SCI99 Jun 2026

Turkmenistan Market Status

Turkmenistan's pulp import dependency is close to **100%**, with Russia as the largest source country (approx. **55%**), followed by China (approx. **25%**). CIF prices are **USD 80–120/ton** higher than the international market due to inland transshipment costs. The consumption structure is dominated by packaging paper and tissue paper.

Source Country	Share (est.)	CIF Reference Price
Russia	55%	USD 620–700/ton
China	25%	USD 680–760/ton
Turkey / Others	20%	USD 650–780/ton

Sources: ITC Trade Map Q1 2026; UN COMTRADE 2025; State Statistics Committee of Turkmenistan 2025

Product Segment Structure

Turkmenistan's pulp imports are dominated by **bleached hardwood pulp** (approx. 50%) for tissue and printing paper production; bleached softwood pulp (approx. 25%) for enhancing paper strength; and unbleached pulp (approx. 15%) mainly for the packaging paper sector.

- Bleached hardwood pulp (BHKP): share **50%** , CIF approx. USD 650–730/ton
- Bleached softwood pulp (BSKP): share **25%** , CIF approx. USD 750–850/ton
- Unbleached pulp (UKP): share **15%** , CIF approx. USD 520–600/ton
- Others (dissolving pulp, etc.): share **10%**

Sources: ITC Trade Map HS47 breakdown Q1 2026; 100ppi.com Pulp Category Quotations Jun 2026

Core Finished Product Supply-Demand

Turkmenistan's paper product output is approximately **35,000–40,000 tons/year**, concentrated in tissue paper and basic packaging paper. There are supply-demand gaps for containerboard and high-end printing paper, with annual finished paper imports of about **12,000–18,000 tons**. Tissue paper self-sufficiency is around **60–70%**.

- Tissue paper output: approx. **15,000 tons/year** , demand approx. 22,000 tons
- Packaging paper output: approx. **12,000 tons/year** , demand approx. 18,000 tons
- Finished paper imports: approx. **15,000 tons/year** (incl. printing paper, containerboard)

Sources: FAO Forest Products Statistics 2025; Turkmenistan Ministry of Industry Annual Report 2025; ITC Trade Map Q1 2026

Intermediate & Raw Material Value

Pulp costs account for **55–65%** of paper product production costs in Turkmenistan. China-origin hardwood pulp ex-factory prices are about **RMB 4,700–5,000/ton**, with CIF delivered cost increasing by approximately **15–20%** after transshipment to Turkmenistan. Waste paper (OCC) as an alternative raw material has a local recycled price of about **USD 180–250/ton**.

- China hardwood pulp ex-factory: **RMB 4,750/ton** (Jun 2026)
- Turkmenistan CIF premium: **+USD 80–120/ton**
- Local waste paper OCC recycled price: **USD 200/ton** (est.)

Sources: 100ppi.com Pulp Channel Jun 2026; SCI99 Pulp Weekly Report Jun 2026; RISI Fastmarkets Q2 2026

Trade & Macro Indicators

Turkmenistan's GDP is approximately **USD 68 billion** (2025), with GDP growth of about **2.8%** (World Bank estimate). Pulp import tariffs are **0–5%**, and the exchange rate is a fixed regime (**USD 1 ≈ 3.5 TMT** official rate), but foreign exchange access is restricted.

Indicator	Value	Year
GDP	USD 68 billion	2025
GDP growth	2.8%	2025
Official exchange rate	USD 1 ≈ 3.5 TMT	2026
Pulp import tariff	0–5%	2026

Sources: World Bank 2025; IMF Country Report 2025; Turkmenistan Customs Regulations 2026

Risk & Opportunity Window

! Foreign exchange controls are the primary risk, with importers facing difficulty obtaining US dollars. On the opportunity side, growing local packaging paper demand (annual increase of **4–6%**) and China–Turkmenistan cooperation under the **Belt and Road** framework provide incremental space for Chinese pulp exporters. Logistics corridor optimization can reduce CIF costs by **10–15%**.

- Risk Foreign exchange shortages make L/C issuance difficult
- Risk Caspian Sea transshipment affected by geopolitical factors
- ✓ Opportunity Local packaging paper capacity expansion plans
- ✓ Opportunity China–Turkmenistan rail intermodal reduces logistics costs

Sources: World Bank Turkmenistan Country Report 2025; MOFCOM Belt and Road Special Report Q1 2026

▯ Data Source Summary (7 Items)

1. UN COMTRADE — HS47 Pulp Trade Data, 2025 Annual

2. ITC Trade Map — Turkmenistan Import Source Country Analysis, Q1 2026 Update

3. General Administration of Customs of China — Pulp Import/Export Statistics, Dec 2025

4. 100ppi.com — Pulp Price Channel, Jun 28, 2026

5. SCI99 — Pulp Market Weekly/Monthly Report, Jun 2026

6. World Bank — Turkmenistan Macroeconomic Data, 2025

7. FAO Forest Products Statistics — Pulp & Paper Products Output and Consumption, 2025