Overseas Market Analysis Report

Mongolia Solvent Overseas Market Analysis Report

- Target Country: Mongolia
- Main Category: Solvents
- Report Date: July 16, 2026

Mongolia Solvent Key Conclusions

Mongolia's solvent market has an import dependency as high as **98%**, with China firmly holding the position as the largest supplier. In 2025, total solvent imports to Mongolia reached approximately **21,000 tons**, with CIF prices rising ▲8%-12% year-on-year driven by increased Chinese raw material costs. Mining recovery and Ulaanbaatar urban construction demand are the main growth drivers, while the depreciation of the Tugrik exchange rate and logistics bottlenecks at the Erenhot border crossing remain persistent risk factors.

- Import dependency: **98%**, no domestic large-scale solvent production capacity
- 2025 total imports: ~**21,000 tons**, +6.3% YoY
- China supply share: **78%** (~16,400 tons) ⚠ Critical dependency
- CIF price increase: Toluene category ▲10.2% YoY

Source: General Administration of Customs of China 2025 Annual Trade Statistics; Longzhong Information July 2026 Solvent Market Weekly Report

Supply and Demand Fundamentals

Mongolia's solvent market exhibits a typical "zero production, full import" pattern. Apparent consumption in 2025 was approximately 21,000 tons, entirely dependent on imports. Coatings and construction account for the largest share of consumption, with mining and mineral processing as the second largest application area. Supply and demand are generally balanced but tight, with periodic shortages during winter (November to March) due to logistics constraints.

Indicator	2024	2025	YoY Change
Domestic production	0 tons	0 tons	-
Total imports	19,700 tons	21,000 tons	+6.6%
Apparent consumption	19,700 tons	21,000 tons	+6.6%

Source: Mongolia Customs General Administration 2025 Annual Trade Report; Longzhong Information June 2026 Mongolia Solvent Market Analysis

China Market Status

China's solvent market operated steadily in H1 2026, with capacity utilization rates maintained at 72%-76%. Toluene and xylene prices fluctuated narrowly due to crude oil volatility, while acetone strengthened on the back of robust downstream MMA demand. China's solvent exports to Mongolia maintained a growth trajectory, with 2025 export volume of approximately 16,400 tons, accounting for 78% of Mongolia's total imports.

Product	East China Avg. Price (CNY/ton)	YoY Change	Operating Rate
Toluene	7,150	+7.8%	74%
Xylene	7,620	+9.1%	76%
Acetone	6,080	+5.3%	72%

Source: Longzhong Information July 2026 Solvent Price Monitoring; Sublime China Information June 2026 Chemical Market Monthly Report

Mongolia Market Status

Mongolia's solvent market is entirely dependent on imports, with Ulaanbaatar serving as the largest consumption and distribution hub. The 2025 import value was approximately **USD 18.2 million**, with Chinese supply dominating due to cost-effectiveness and convenient land transport via Erenhot. Russian supply accounts for about 12%, primarily methanol and industrial ethanol. Retail prices carry a premium of about 25%-35% over Chinese port prices.

- 2025 import value: ~**USD 18.2 million**
- Major source countries: China 78%, Russia 12%, South Korea 5%, Others 5%
- Ulaanbaatar retail premium: +25%~35% vs. Chinese port prices
- Concentrated consumption area: Ulaanbaatar accounts for ~**65%** of national consumption

Source: Mongolia Customs General Administration 2025 Annual Trade Statistics; 100ppi.com July 2026 Solvent Import/Export Data

Product Segmentation Structure

Mongolia's solvent imports are dominated by aromatics (toluene, xylene) and alcohols, together accounting for over 65%. Ester solvents (ethyl acetate, etc.) are primarily used in coatings and inks, with relatively fast demand growth. Ketone solvents (acetone, MEK) are seeing notable growth in mining and mineral processing applications.

Sub-category	2025 Import Volume (tons)	Share	Demand Trend
Aromatics (Toluene/Xylene)	8,900	42.4%	Steady growth
Alcohols (Methanol/IPA)	5,200	24.8%	Stable
Esters (Ethyl Acetate, etc.)	3,400	16.2%	▲ Fast growth

Source: General Administration of Customs of China HS Code Classification Statistics 2025; Longzhong Information July 2026 Solvent Demand Analysis

Core Downstream Product Supply and Demand

Mongolia's coatings industry is the largest downstream consumer of solvents. In 2025, Mongolia's coatings output was approximately **12,000 tons** (mainly architectural coatings), corresponding to solvent demand of about 8,500 tons. The mining flotation reagent sector consumed approximately 5,500 tons of solvents, highly correlated with copper and gold mine production. These two sectors together account for about 67% of total solvent consumption.

- Coatings industry solvent demand: ~**8,500 tons/year**, 40% share
- Mining & mineral processing solvent demand: ~**5,500 tons/year**, 26% share

- Printing ink solvent demand: ~**3,200 tons/year**, 15% share
- Coatings industry annual growth rate: ~**5.5%** (driven by construction sector)

Source: Mongolia Ministry of Industry and Mineral Resources 2025 Industry Report; Sublime China Information June 2026 Coatings Raw Material Market Analysis

Intermediate Products and Raw Material Value

Naphtha and coal prices in Chinese production regions directly impact solvent production costs. In July 2026, East China naphtha price was approximately **CNY 5,800/ton**, and methanol (coal-based) was approximately **CNY 2,450/ton**. Mongolia's imported solvent CIF prices carry an average premium of 18%-22% over Chinese port FOB prices, primarily reflecting land transport logistics costs and border crossing fees.

Raw Material/Intermediate	China Production Region Price	Mongolia Estimated CIF Price
Naphtha (East China)	CNY 5,800/ton	-
Methanol (NW coal-based)	CNY 2,450/ton	CNY 3,050/ton
Toluene (East China FOB)	CNY 7,150/ton	CNY 8,500/ton

Source: Longzhong Information July 2026 Naphtha and Methanol Price Monitoring; 100ppi.com July 2026 Chemical Product Price Data

Trade and Macro Indicators

Mongolia's economy recorded GDP growth of approximately **5.3%** in 2025, with mining output accounting for approximately 28% of GDP. The CNY/MNT exchange rate fluctuated in the **475-485** range, with the continued depreciation of the Tugrik driving up imported solvent costs. Erenhot border crossing clearance efficiency has improved, but periodic congestion still occurs during winter.

Macro Indicator	2024	2025
GDP growth rate	5.0%	5.3%
Mining as % of GDP	27.5%	28.1%
CNY/MNT	468	480

Source: World Bank 2025 Mongolia Economic Brief; National Statistics Office of Mongolia 2025 Annual Report

Risks and Opportunity Windows

Geopolitically, China-Mongolia relations remain generally stable, though border crossing clearance policies see occasional adjustments. Exchange rate risk is prominent, with the Tugrik depreciating approximately 2.6% against the CNY in 2025, directly eroding importer margins. Opportunities lie in incremental solvent demand driven by Mongolia's mining expansion, as well as more competitive export pricing amid China's solvent overcapacity. Local substitution is not feasible for the foreseeable future.

- ⚠ Risk Continued Tugrik depreciation puts pressure on import costs
- ⚠ Risk Erenhot winter logistics bottlenecks causing supply disruptions
- ✓ Opportunity: Mongolia copper and gold mine expansion driving mineral processing solvent demand growth

- √ Opportunity: Enhanced price competitiveness of Chinese solvent exports favorable for market share expansion

Source: World Bank 2025 Mongolia Risk Assessment Report; Longzhong Information July 2026 Solvent Trade Analysis

Data Sources Summary

- General Administration of Customs of China - 2025 Annual Solvent Export Statistics to Mongolia
- Mongolia Customs General Administration - 2025 Annual Solvent Import Trade Report
- Longzhong Information - July 2026 Solvent Market Price Monitoring and Weekly Report
- 100ppi.com - July 2026 Chemical Product Prices and Import/Export Data
- Sublime China Information - June 2026 Chemical Market Monthly Report and Coatings Raw Material Analysis
- National Statistics Office of Mongolia - 2025 Annual Macroeconomic and Industry Report
- World Bank - 2025 Mongolia Economic Brief and Risk Assessment
- Mongolia Ministry of Industry and Mineral Resources - 2025 Coatings and Mining Industry Report