Overseas Market Analysis Report

Mongolia Medical APIs Overseas Market Analysis Report

 Target Country: **Mongolia** Main Category: **Medical APIs (APIs & Intermediates)**

 Report Updated: July 17, 2026

Mongolia Medical APIs Core Conclusions

Mongolia's medical API market is characterized by **100% import dependency**, with total imports reaching approximately USD 280-320 million in 2025 and Chinese supplies accounting for over 65%. In H1 2026, the MNT depreciated approximately 6.2% against the USD, driving up import costs. ⚠ **Currency risk is intensifying**, though the RMB settlement ratio has risen to 38%, partially easing pressure. There is no domestic API synthesis capacity; annual demand is growing at roughly 7-9%, and the market is highly concentrated in Ulaanbaatar.

 Import dependency: **≈100%** (no domestic API capacity)

 Chinese supply share: **65%-70%**

 MNT/USD (June 2026): **approx. 3,620 MNT/USD** Depreciation 6.2%

 Annual demand growth: **7%-9%**

Sources: National Statistics Office of Mongolia, Bank of Mongolia Monetary Policy Report (June 2026), General Administration of Customs of China (January-June 2026)

Supply and Demand Fundamentals

Mongolia's annual medical API demand is approximately 3,500-4,000 tons, covering antibiotics, vitamins, antipyretic analgesics, and other categories, with 100% reliance on imports. Supply is highly concentrated, with China, India, and Russia together accounting for over 88% of import volume. Ulaanbaatar consumes roughly 78% of the nation's medical APIs, with the remainder distributed to Darkhan, Erdenet, and other cities.

Indicator	2024	2025 Est.	2026 H1
Total demand (tons)	3,280	3,550	1,860
Import volume (tons)	3,280	3,550	1,860
Domestic production (tons)	0	0	0
Import value (USD 100 million)	2.65	2.95	1.52

Sources: Mongolian Customs General Administration, National Statistics Office of Mongolia Trade Data (Updated June 2026)

China Market Status

As the world's largest API producer, China maintained steady export growth to Mongolia in H1 2026. Key export categories—antibiotic intermediates, vitamins, and antipyretic analgesic raw materials—accounted for 72% of total exports to Mongolia. Domestic API capacity utilization remained at 78%-82%, with overall price stability.

□ API capacity utilization: **78%-82%** (Q2 2026)

□ API exports to Mongolia (H1): **approx. USD 98 million**

□ Antibiotic export share: **45%**

□ Primary port: **Erenhot** (85%+ of exports to Mongolia)

Sources: General Administration of Customs of China Import/Export Data (January-June 2026), China Chamber of Commerce for Import & Export of Medicines & Health Products

Mongolia Market Status

Although modest in size, Mongolia's medical API market is experiencing steady growth, with H1 2026 imports reaching approximately USD 152 million. Ulaanbaatar hosts the main importers and formulation enterprises, with CIF prices carrying a premium of 15%-25% over Chinese ex-factory prices. India and Russia are intensifying their supply efforts, but China retains absolute dominance.

Country of Origin	Import Share	H1 2026 Import Value	YoY Change
China	65%-70%	~USD 98 million	+5.2%
India	15%-18%	~USD 26 million	+8.1%
Russia	5%-8%	~USD 9.5 million	+3.5%

Sources: Mongolian Customs General Administration Import Statistics (June 2026), National Statistics Office of Mongolia

Product Segment Structure

Antibiotic APIs dominate Mongolia's medical API imports at approximately 45%, followed by vitamins and antipyretic analgesics. Cardiovascular APIs show the fastest demand growth at 12%-15% annually, reflecting Mongolia's rising chronic disease burden. Prices across all categories are notably affected by international API market fluctuations.

Product Segment	Import Share	H1 2026 Import Value	Annual Growth
Antibiotic APIs	45%	~USD 68.4 million	+4.8%
Vitamins & Minerals	20%	~USD 30.4 million	+6.2%
Antipyretic & Analgesic	15%	~USD 22.8 million	+5.5%
Cardiovascular APIs	12%	~USD 18.24 million	+13.1%

Sources: Mongolian Customs General Administration Commodity Classification Data (June 2026), Ministry of Health of Mongolia Pharmaceutical Catalogue

Core Finished Product Supply and Demand

Approximately 15-20 domestic formulation enterprises in Mongolia are concentrated mainly in Ulaanbaatar, focusing on repackaging and simple formulations without any API synthesis capability. In H1 2026, domestic formulation output was approximately 1,200 tons (finished drugs), covering roughly 30% of domestic finished drug demand; the remaining 70% relies on finished drug imports. All APIs are fully imported.

□ Domestic formulation enterprises: **17** (15 in Ulaanbaatar)

□ Domestic formulation output (H1): **approx. 1,200 tons**

□ Finished drug self-sufficiency: **approx. 30%**

□ API self-sufficiency: **0%** (fully import-dependent)

Sources: Ministry of Health of Mongolia, Mongolian Drug Administration Annual Report (2025), carried forward (no update as of July 2026)

Intermediate and Raw Material Value

A price spread of 15%-25% exists between Chinese ex-factory API prices and Mongolian CIF prices, primarily driven by cross-border transportation, port customs clearance, and intermediary markups. Road transport from Erenhot to Ulaanbaatar accounts for approximately 6%-9% of total landed cost. RMB settlement can reduce foreign exchange losses by approximately 2-3 percentage points.

Category	China Ex-factory Price	Mongolia CIF Price	Spread
Amoxicillin API	28-35 USD/kg	34-42 USD/kg	+18%-22%
Paracetamol	8-12 USD/kg	10-15 USD/kg	+20%-25%
Vitamin C	10-14 USD/kg	12-17 USD/kg	+15%-21%

Sources: China Chamber of Commerce for Import & Export of Medicines & Health Products Price Monitoring (June 2026), Mongolia Importer Quotations Composite

Trade and Macro Indicators

Mongolia's GDP growth in 2026 is expected to remain at 5.2%-5.8%, with mining export revenues (copper, coal) supporting medical import purchasing power. The MNT continues to face depreciation pressure, but cross-border RMB settlement has risen to 38%, effectively reducing foreign exchange risk. The pharmaceutical import tariff remains at 5%, with no major trade barriers at present.

Indicator	Value	Period
GDP growth	5.5% (est.)	Q1 2026
MNT/USD	3,620 MNT	June 2026
Pharmaceutical import tariff	5%	2026
RMB settlement share	38%	H1 2026

Sources: World Bank Mongolia Economic Update (April 2026), Bank of Mongolia, Asian Development Bank Mongolia Country Report (May 2026)

Risk and Opportunity Window

Key risks include continuous MNT depreciation driving up import costs and occasional congestion at the China-Mongolia border port affecting supply chain timelines. On the opportunity side, the Mongolian government is advancing its domestic pharmaceutical industry development plan, offering tax incentives for API importers; in the ongoing China-Mongolia FTA upgrade negotiations, pharmaceutical tariffs are expected to be further reduced.

⚠ **Currency risk** : MNT annual depreciation may reach 6%-8%

□ Supply chain risk : Occasional congestion at Erenhot port (3 times in Q1 2026)

□ **Opportunity: Localization substitution policy** — Mongolian government encourages API import substitution

▯ **Opportunity: China-Mongolia FTA upgrade** — pharmaceutical tariff may be reduced to 3%

Sources: Government of Mongolia 2026 Pharmaceutical Industry Development Plan, Erenhot Customs Clearance Data (Q1 2026), China-Mongolia Economic and Trade Cooperation Joint Statement

▯ Data Sources Summary

1. National Statistics Office of Mongolia — Trade data, import statistics (Updated June 2026)

2. Mongolian Customs General Administration — Commodity classification import data (January-June 2026)

3. General Administration of Customs of China — Export data to Mongolia (January-June 2026)

4. Bank of Mongolia — Monetary policy report, exchange rate data (June 2026)

5. World Bank — Mongolia Economic Update Report (April 2026)

6. Asian Development Bank — Mongolia Country Report (May 2026)

7. China Chamber of Commerce for Import & Export of Medicines & Health Products — API price monitoring (June 2026)

8. Ministry of Health of Mongolia & Drug Administration — Industry annual report and policy documents (2025)