



TRADE DEVELOPMENT AUTHORITY OF PAKISTAN





## TDAP INTRODUCTION

Trade Development Authority of Pakistan is the premier trade promotion organization mandated to develop and promote products and services of the country in international markets. TDAP implements policies and directives of Federal Government and its Board of Directors for enhancing, promoting and facilitating trade. TDAP supports and facilitates businesses through latest information and capacity building initiatives to enhance and improve their leverage in international trade. To achieve its objectives, TDAP organizes as well as participates in local and international trade fairs, country specific exhibitions, trade delegations, conducts seminars and organizes contacts and information exchange events both physically as well on digital platform. This publication is part of the efforts of TDAP to share details and showcase Pakistan's products and services in international markets.



## PRODUCT PROFILE + HS CODE

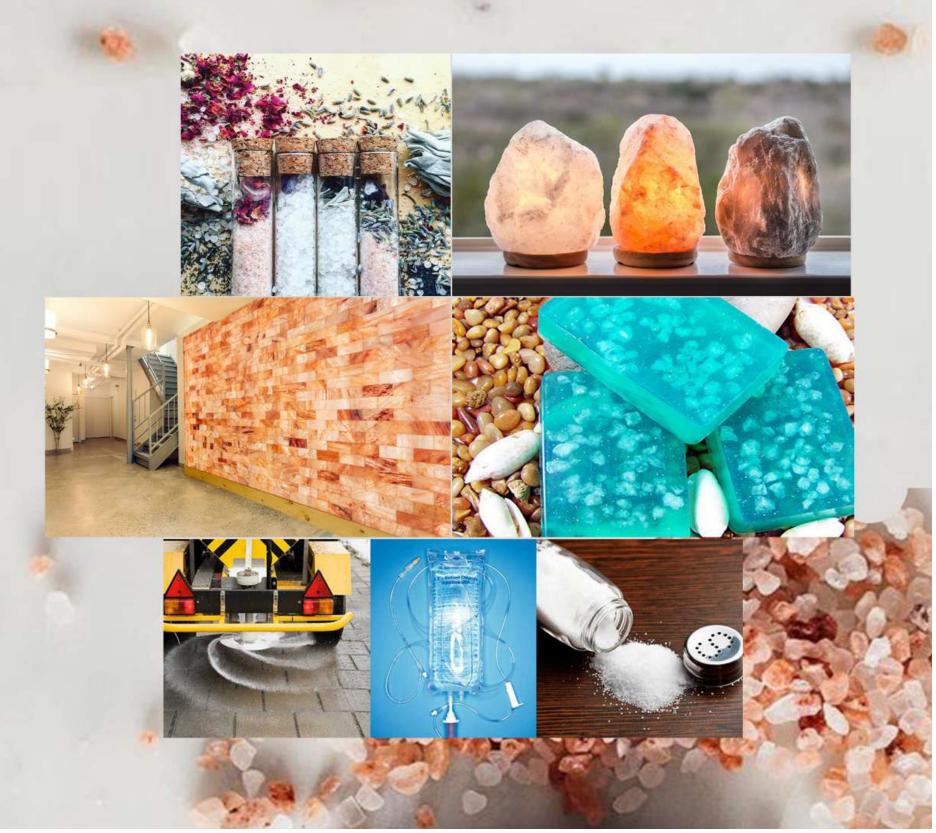
Food grade salt is a crystalline product consisting predominantly of sodium chloride. It is obtained from the sea, from underground rock salt deposits or from natural brine. Apart from being used as Table Salt, it serves as an intermediate to manufacture paint, detergent, soaps, beauty/cosmetics industry (spas, saloons, massage parlors, Halotherapy) and home decoration. Chemical industry uses it to manufacture Caustic Soda and Soda Ash. Salt is also used in Therapeutic Industry, for De-icing of roads and Dyeing.

The Himalayan Pink Salt will soon acquire the Geographical Indications (GI) tag, which will benefit international trade of Pakistan Salt.

### HS CODE USED FOR EDIBLE SALT

PRODUCT CODE:	PRODUCT LABEL:				
2501	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water				
250100	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water				
25010010	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water: table salt				
25010030	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water: sea salt				
25010020	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water: rock salt				
25010090	Salts, incl. table salt and denatured salt, and pure sodium chloride, whether or not in aqueous solution or containing added anti-caking or free-flowing agents; sea water: other				

# SALT PRODUCTS AND INDUSTRY



# **QUALITY FACTORS**

#### Food Grade salt is tested for:

- 1) Essential Composition: The content of NaCl shall not be less than 97% on a dry matter basis, exclusive of additives.
- 2) Naturally Present Secondary Produts and Contaminants (depending upon the origin and method of production of the salt)
- 3) Non-natural Contaminants such as plastics etc
- 4) For levels of Iodization and Quality Assurance when used as a Carrier for food additives or nutrients;
- 5) Food Hygiene
- 6) Labelling
- 7) Packaging, Transportation and Storage

## STANDARDS AND CERTIFICATIONS

Before consumption Table Salt has to be tested at all stages of production (Washing, Crushing, Drying & Packing)

Salt Companies/Exporters are required to comply with country/region specific standards (such as SMETA, ISO 22000) to certify operations in the destination country/region. FSSC 22000 is ISO based food safety and quality management system for the entire food

supply chain.

Compliance to Standards increase a product/company's trustworthiness in the Market.











## **PACKAGING**

Pure Salt is stored in a cool, dry location and has a long shelf life.

MALAYAN

Iodized Salt and Pink Salt are protected from moisture, rain, and direct sunlight to avoid loss of nutrients. They are packed in air tight bags of either HDPE/PP or LDPE-lined jute bags. They are stored in godowns or covered rooms.

Many countries require a major switch from conventional packaging materials made of

straw or jute.

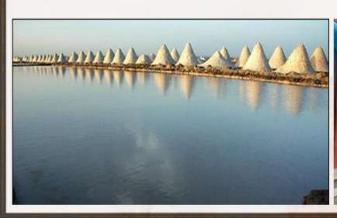




# **PRODUCTION AREAS**

Pakistan is the proud host of 800 million-year-old mines that hold over 10 billion tons of deposits. Stretched for 209 kilometers between Jhelum and Indus rivers, the salt range produces 2-4m tons of rock salt annually.

0.5m tons of sea salt further enhances the production figure.







## **TOTAL PRODUCTION IN LAST 5 YEARS**

#### Million Tons

Year	Rock Salt	Sea Salt/Lake Salt
2014-15	2136361	205454
2015-16	3552948	219072
2016-17	3534075	209076
2017-18	3653746	234598
2018-19	3796634	189453

# Top Suppliers of Salt in the World (2020)

121	Value (US \$ 000)		Annual growth in	Quantity (tons)	
Exporters	2019 2020		Value between 2019-2020 (%)		
Netherlands	287368	271261	-5	3870706	
Germany	268376	245483	-6	3366610	
Canada	210697	233404	-9	5934152	
USA	161223	214890	11	1268706	
India	236840	195431	33	1004833	
Belgium	109242	127286	-17	167036	
Spain	119947	125207	17	1401767	
Chile	156465	122586	4	6089954	
China	86911	98858	-22	1158115	
UK	67472	71765	14	394206	
France	79573	67481	6	154374	
Italy	51400	64592	-15	411417	
Pakistan	49636	59660	26	351276	
Belarus	88390	58159	20	967566	

## TOP EXPORT DESTINATIONS OF PAKISTAN

Top Export Destinations for HS-2501-Salt (000 USD)

Importers	2017	2018	2019	2020	2021
World	50705	51985	49636	59683	67980
United States of America	16085	12180	11969	14648	18697
United Kingdom	3230	3422	3437	4889	5291
Germany	2847	3239	2915	4058	4402
China	4595	3843	2482	2889	3590
United Arab Emirates	202	468	1357	3698	3320

Source: ITC, Trade Map

## SALT EXPORTED FROM PAKISTAN (Last 5 years)

Categories of Salt Exported from Pakistan (000 USD)

HS-Code	2017	2018	2019	2020	2021
'25010090	20430	21488	16220	22720	36672
'25010020	26743	26047	28874	33628	17301
'25010021	0	0	0	0	7125
'25010010	2192	2188	2637	2680	4065
'25010029	0	0	0	0	1374
'25010030	1262	1940	1619	550	1110

Source: ITC, Trade Map



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