

PAKISTAN SALT



**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 Products 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.

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)

Exporters	Value (US \$ 000)		Annual growth in Value between 2019-2020 (%)	Quantity (tons)
	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	10048331
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 (2020)

Partner	Value (US \$ 000)	Share in Pakistan's Exports (%)
World	59659.967	100%
United States	14641.949	24.5%
United Kingdom	4887.326	8.2%
Germany	4056.383	6.8%
United Arab Emirates	3696.792	6.2%
Brazil	3243.946	5.4%
China	2887.832	4.8%
Australia	2726.123	4.6%
Malaysia	1932.306	3.2%
Russian Federation	1492.932	2.5%
Italy	1309.743	2.2%

SALT EXPORTED FROM PAKISTAN (Last 5 years)

US \$ 000

HS Code	Product Description	2015	2016	2017	2018	2019
25010020	Rock Salt	15776	17177	26743	26047	28874
25010090	Other	8282	12432	20430	21488	16220
25010010	Table Salt	1043	2028	2192	2188	2637
25010030	Sea Salt	380	709	1262	1940	1619



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