

2021

Trade Analysis Series Dates (Fresh and Dried) Sector



Turn Potential into Profit

Small & Medium Enterprises Development Authority (SMEDA)

Ministry of Industries & Production

Government of Pakistan

www.smeda.org.pk

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1 Dates Product Description

Pakistan produces a large variety of fruits and vegetables almost round the year. Date production in Pakistan ranks third in terms of cultivation and commercial perspective. The harvesting season for dates starts in July and runs until September.

There are numerous varieties of dates produced in Pakistan. The most prominent varieties along provincial geographical spread is as follows.

Figure 1: Region wise Varieties -Fresh & Dried Dates

Region	Varieties
Sindh	Aseel, Karbala, Fasli and Kupro
Balochistan	Muzawati, Begum Jangi, Japan, Swore, Kehraba and Rabai
KPK	Dhakki and Gulistan

Pakistan exported 116,074 tons of dates with 3.3 % share in world exports in 2020 while Pakistan imported 27,033 tons of dates with in same time period.

The Harmonized Commodity Description and Coding System (referred as HS Codes) designated for trade of dates, figs, pineapples, avocados, guavas, mangoes and mangosteens, fresh or dried is 0804. The description of category related to dates is provided in the following table:

Table 1: Dates HS Code Details

HS Code	Product Description
0804 10	Fresh and Dried Dates

Source: Trade Map

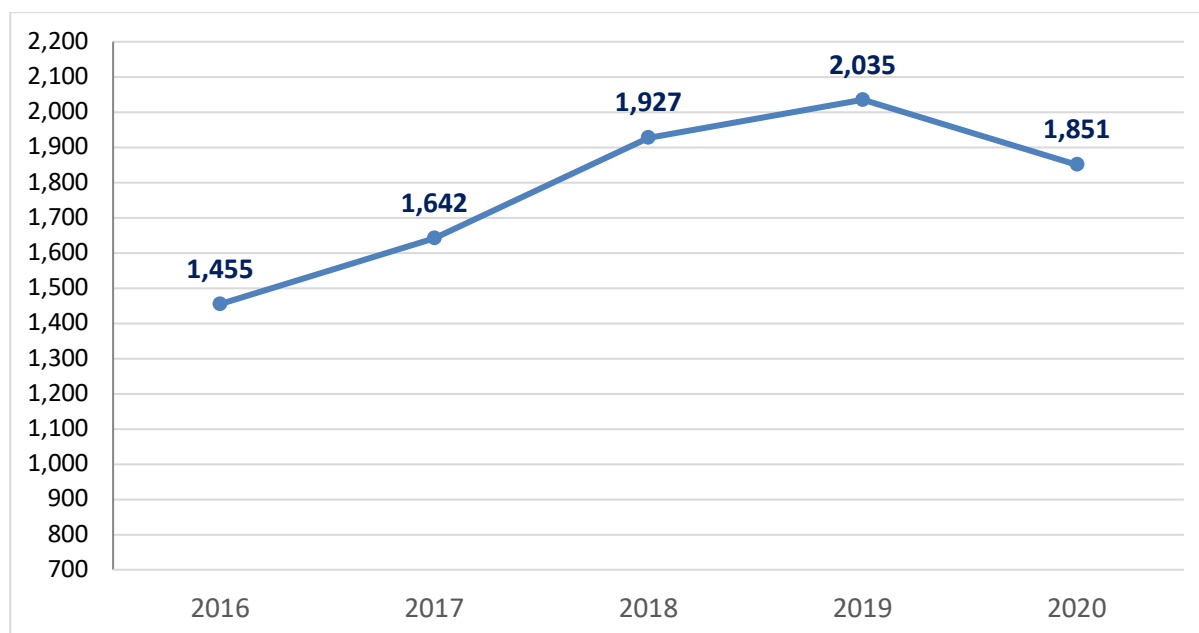
2 Global Trade of Dates

Dates aggregate exports valued at US \$ 1,851 million in 2020. Dates trade has grown consistently during the 2016-2019 before declining in 2020.

Table 2: Global Exports of Dates - Last 5 Years

Description	2016	2017	2018	2019	2020
World Exports (Value is US \$ Million)	1,455	1,642	1,927	2,035	1,851
Growth (%age)	Base Year	12.85%	17.41%	5.60%	-9.06%

Source: Trade Map

Figure 2: Growth Trend in World Exports of Dates (Value US \$ Millions)

Source: Trade Map

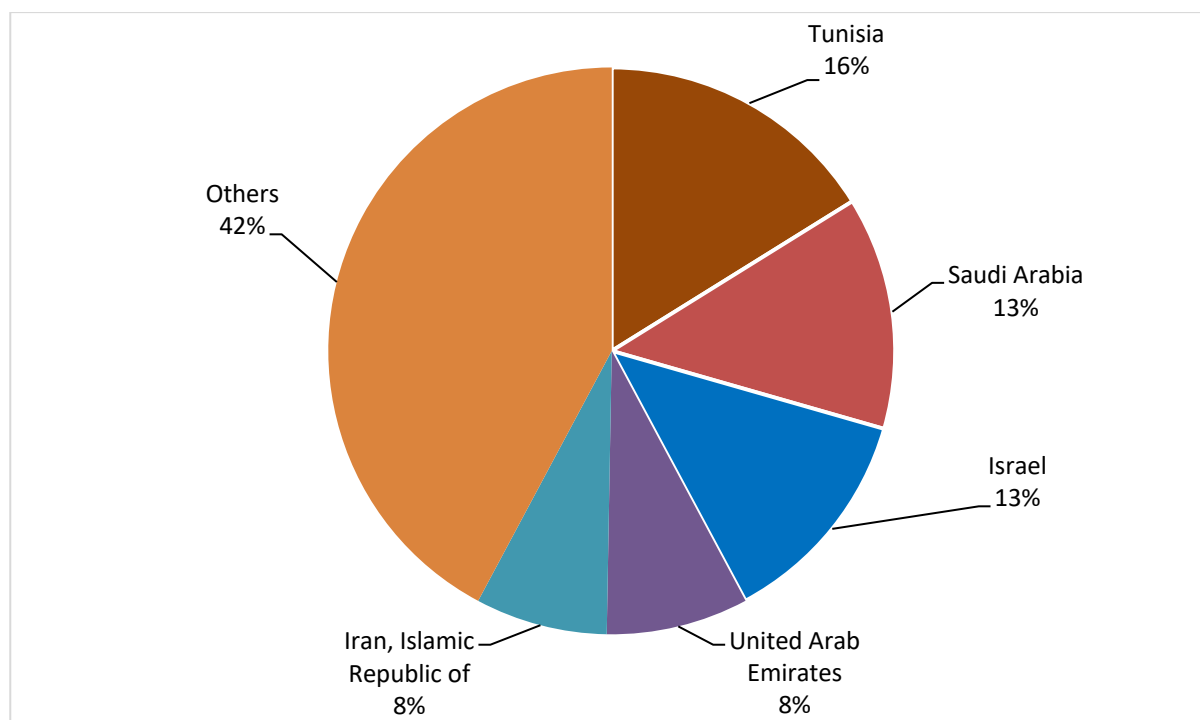
Major Exporters

During the last 5 years, the exports of Dates have been dominated by Tunisia followed by Saudi Arabia. The export value and market share of the five biggest exporting countries in 2020 are provided in the table and figure below.

Table 3: Major Dates Export Countries in 2020

Sr. No.	Country	Exports (Value in US \$ Million)	Growth in value between 2016 – 20 (%)
1	Tunisia	298.903	6
2	Saudi Arabia	245.969	14
3	Israel	235.746	13
4	United Arab Emirates	150.038	30
5	Iran	139.404	4

Source: Trade Map

Figure 3: Market Share of Major World Dates Exporters in 2020

Source: Trade Map

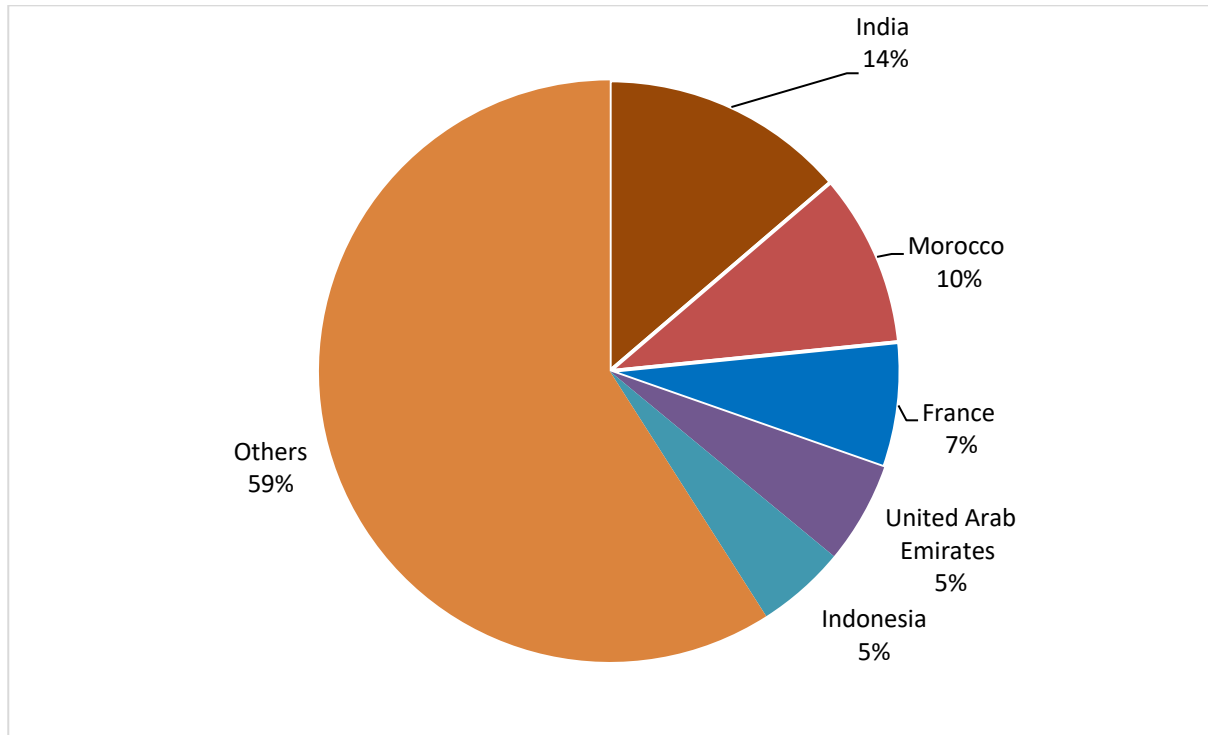
Major Importers

During the year 2020 - the largest importer of Dates was India with 14% share in world imports, followed by Morocco and France with 10% and 7% share respectively. The import value and growth in imported value between 2016 – 20 % per annum of the five biggest importing countries in 2020 are provided in the table and figure below.

Table 4: Major Dates Importing Countries in 2020

Sr. No.	Country	Imports (Value in US \$ Million)	Growth in value between 2016 – 20 (%.P.a.)
1	India	224.980	-3
2	Morocco	158.155	15
3	France	113.958	9
4	United Arab Emirates	92.043	33
5	Indonesia	81.371	22

Source: Trade Map

Figure 5: Market Share of Major Dates Importing Countries in 2020

Source: Trade Map

2 Pakistan's Export of Dates

Pakistan is the 9th largest exporter of dates in 2020 with export value of US \$ 60.2 million. Pakistan's overall export of Dried & Fresh Dates during the last five years i.e. from 2016 to 2020 is given in table below.

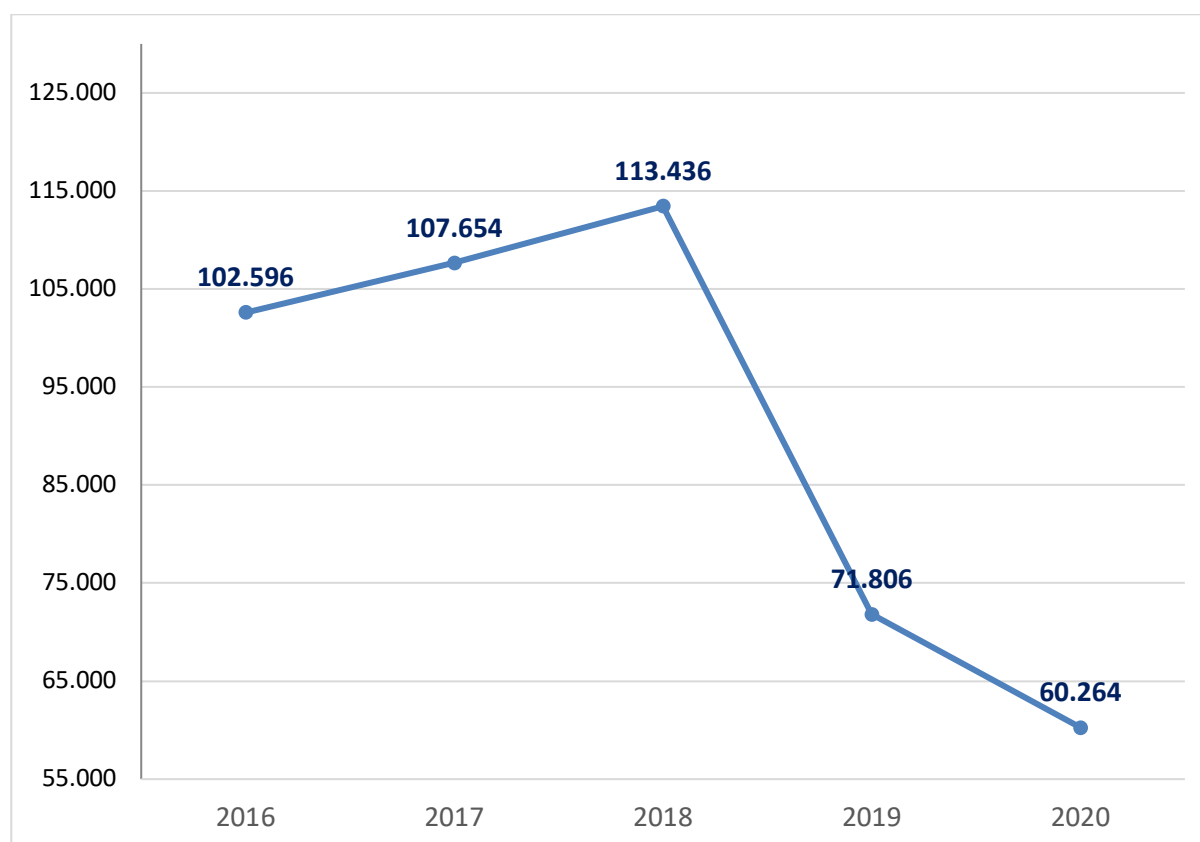
Table 5: Pakistan Dates Exports – Last 5 Years (Value in US \$ Millions)

Description	2016	2017	2018	2019	2020
Pakistan's Exports (Value is US \$ Millions)	102.596	107.654	113.436	71.806	60.264
Growth (%age)	Base Year	4.9	5.4	-36.7	-16.1

Source: Trade Map

The decline trend in export during 2019 and 2020 is mostly attributed to COVID -19 because major export destination remained close.

Figure 6: Growth Trend of Pakistan's Dates – Last 5 Years (Value in US \$ Millions)



Source: Trade Map



Pakistan's Export Destinations and Market Share

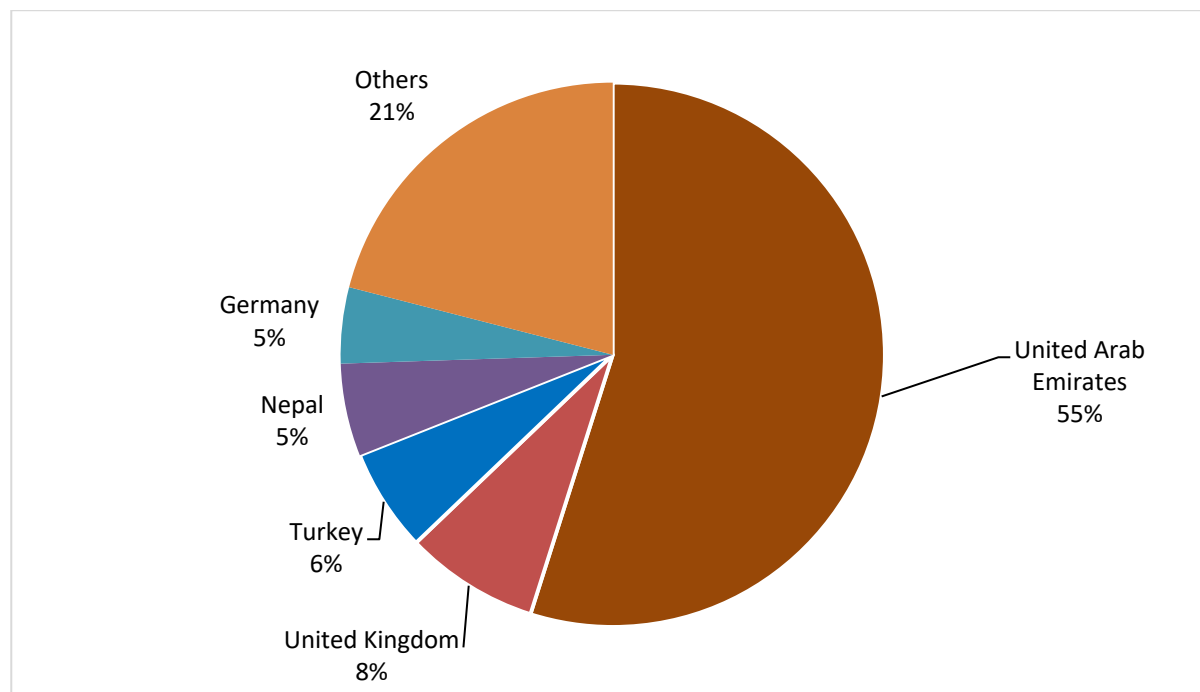
The chart below provides the market share of Pakistan's largest export destinations. United Arab Emirates is solely contributing 55% of Pakistan's total export value which is followed by United Kingdom and Turkey with 8 % and 6% share respectively. The export value (US \$ Millions) and growth in value between 2016 – 20 % per annum of the five biggest export designations in 2020 are provided in the table and figure below.

Table 6: Major Dates Export Designations for Pakistan in 2020

Sr. No.	Country	Exports (Value in US \$ Million)	Growth in value between 2016 – 20 (%.p.a)
1	United Arab Emirates	33.079	419
2	United Kingdom	4.804	7
3	Turkey	3.689	57
4	Nepal	3.314	-
5	Germany	2.721	7

Source: Trade Map

Figure 7: Market Share of Major Dates Importing Countries from Pakistan in 2020



Source: Trade Map

3 Pakistan's Import of Dates

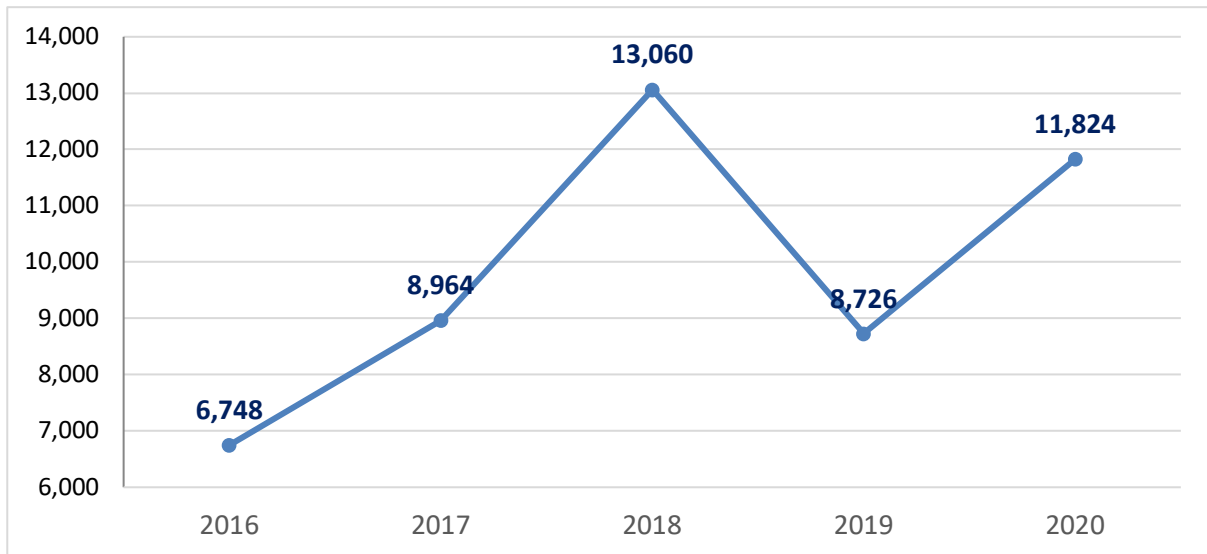
Pakistan's total value of dates imports in 2020 was US \$ 11,824 thousands. In last five years, highest import of dates is during 2018 which is US \$ 13,060 thousands. The import details of Dates (dried or fresh) provided in the table and graph below.

Table 7: Pakistan Dates Imports – Last 5 Years (Value in US \$ Thousands)

Description	2016	2017	2018	2019	2020
Pakistan's Imports (Value is US \$ Thousands)	6,748	8,964	13,060	8,726	11,824
Growth (%age)	Base Year	32.84%	45.69%	33.19%	35.50%

Source: Trade Map

Figure 8: Growth Trend of Pakistan's Dates Imports – Last 5 Years (Value in US \$ Thousands)



Source: Trade Map

Pakistan's Import Partners and Market Share

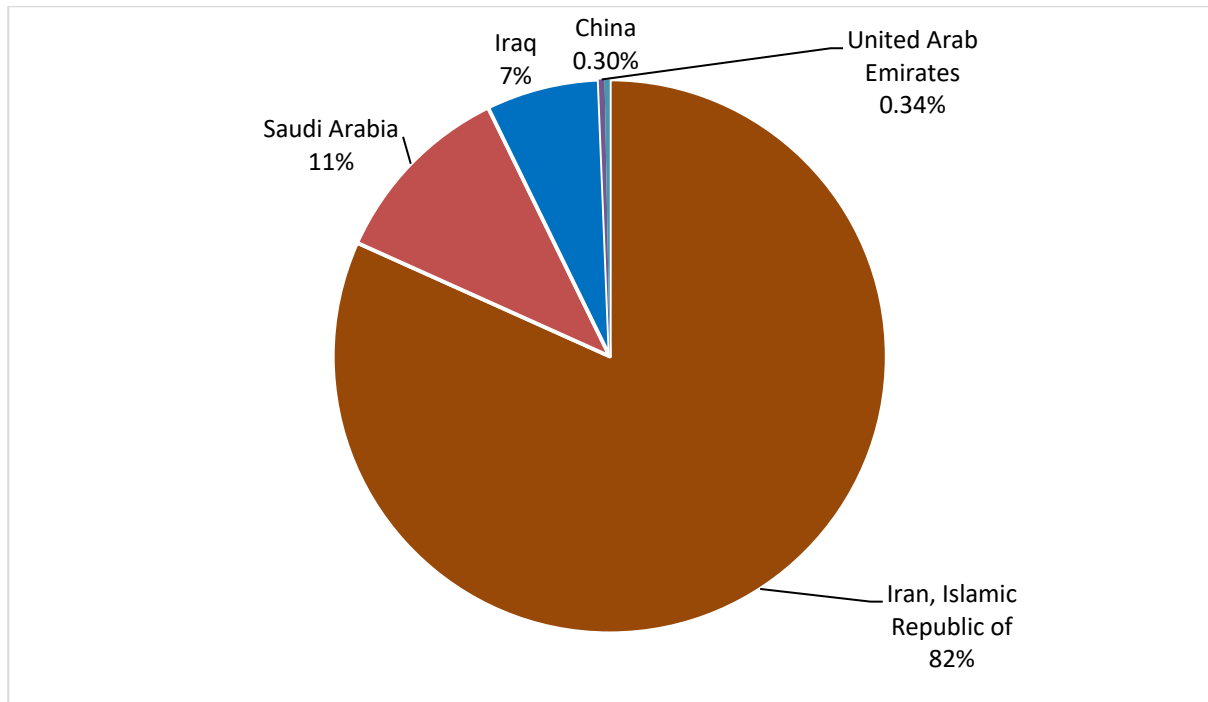
Iran was the largest exporter of dates products to Pakistan in 2020 with 82 % share. Furthermore, Pakistan also imported dates from Saudi Arabia and Iraq as depicted in the figure below.

Table 8: Major Dates Import Partners of Pakistan in 2020

Sr. No.	Country	Imports (Value in US \$ Thousands)	Growth in Value between 2016 – 20 (%.p.a)
1	Iran	9664	36
2	Saudi Arabia	1305	44
3	Iraq	781	-29
4	United Arab Emirates	40	-54
5	China	35	-

Source: Trade Map

Figure 9: Market Share of Major Dates Import Partners of Pakistan in 2020



Source: Trade Map

4. Pakistan's Trade and Tariff

- Customs Duty 20%
- Additional Customs Duty 7%
- Regulatory Duty 10%
- Sales Tax 17%
- Additional Sales Tax 3%
- Income Tax 3% for Filer 12% for Non-Filer

Customs Duty Concession on Import of Dates in Pakistan

- Customs Duty @5% on Import of goods-Fresh under SAFTA.
- Customs Duty @0% on Import of goods-Fresh under EHP Scheme for China.
- Customs Duty @0.1% on Import of Fresh & Dry Fruits from Afghanistan.
- Customs Duty @0% on Import of goods-fresh under Pak-China FTA.
- Customs Duty @0% on Import of goods into Pakistan From Malaysia under FTA-Fresh.
- Customs Duty @10% on Import of goods-fresh into Pakistan under Iran Preferential Trade Agreement.

4 Dates Importers in world

As per Dun & Bradstreet database, top 25 importers of the dates in world are as following

Sr. No.	Company Name	Address	Phone/ URL
1	Al Foah Company-LLC	Emirates Dates Factory, Al Foah Palm Sector, Al Ain United Arab Emirates	971-37018888 http://www.alfuah.ae
2	EtiHAD Salehia	King Fahad Road, Riyadh, Saudi Arabia	http://www.etihadsalehia.com
3	Datepac, LLC	2575 E 23Rd Ln, Yuma, United States	1-928-726-0901 http://www.datepac.com
4	Al Khalidiah Agricultural Company Limited	Olaya Street,P.O. Box 56888, Riyadh, Saudi Arabia	
5	Dates Seller and Agriculturing	village khudabadan panjgoor, Pakistan	92-3218116064
6	AL BARAKAH DATES FACTORY L.L.C	Plot 531-562, Saih Shuaib 2, Dubai Industrial Park, Dubai, United Arab Emirates	971-44324751 http://www.albarakahdatesfactory.com
7	Palm Hills Dates and Food Industries	365 Central Axis, 2nd District 6th of October City, Egypt	20-1020084117 http://www.palmhillsdates.com
8	Al-Baraka Dates CO. LTD	Madaba Street Amman, Jordan	962-64291106
9	Bustan Al-Nakheel Factory for Dates Packing & Wrapping	Al Kharj Road, Exit 10, Habeet district Riyadh, Saudi Arabia	966-504139067
10	Al Mohamadia Dates Company	Al Kharj Road,P.O. Box 9447 Kharj, Saudi Arabia	
11	Basqat Alqassim Trading Company	King Abdulaziz Road,Exit 529 B Qassim, Saudi Arabia	966-54541703743 http://www.basqat.net
12	Talah Al Jood Co. For Dates LTD.	Buidling No. 7894,Ibrahim Radwah St Jeddah, Saudi Arabia	966-126630086 http://www.talahdates.com
13	Al Rafaya Agriculture Development Co Limited	Al Jarn Village,PO Box 820, Saudi Arabia	966-135324855

14	Egyptian Export Center-HB	in Front Of El Araby For Trade & Industry ,Mubarak 3rd industrial Zone Quesna, Egypt	20-1158898844 http://www.hbanna.com
15	Orient Group	Above Blom Bank Egypt 9 El Omaraa El Idary Tower, 7th Floor, Orabi Square, El Alexandria Egypt	20-34889820 http://www.orienteg.com
16	R A G Foodstuff Trading LLC	Dubai Investment Park 2 Warehouse no 1-8, Plot no 597-754, St No 48 Dubai, United Arab Emirates	971-48832877 http://www.ragfoods.com
17	Al Gassim Dates Factory	King Abdul Aziz Road,P.O. Box 126 Badaya, Saudi Arabia	http://www.gassimdates.com
18	Khaled Mohammad Alnuzha Dates Trding EST.	Street No: 15, New Industrial Area Madinah Al Munawarah, Saudi Arabia	966-148484813
19	Ganesh Traders	Phase 1, Shop No. 02, Khairpur, Pakistan	92-715804151 http://www.ganeshtrader.com
20	Maghadi Dates Factory	Old Yanba Road,Old Industrial Area,Near Fire Station, Al Madina Al Muna, Saudi Arabia	966-148404085 http://www.maghadidates.com
21	Spring Valley Food Industries LLC	Warehouse Number 1 to 7, Bur Dubai, Jebel Ali Industrial, Dubai, United Arab Emirates	971-48847840 http://www.svtidxb.com
22	Fruit Link Exporting Agent	No. 6, Sayed Dawoud Street, Cairo, Egypt	20-225195018 http://www.fruitlinkco.com
23	Golden Dates Factory	King Abdul Aziz Road,Al Qassim Onaizah, Saudi Arabia	966-163640080 http://www.goldendates.com.sa
24	Taiba Dates Factory	Abar Ali, Al Madinah Al Munawarah,Old Sanaiyee, Northern Region, Saudi Arabia	966-148402973 http://www.taibadate.com
25	Snwan Al-Nakheel For Dates Factory	King Abdul Aziz Road, Khub Al-Awshar Buraidah, Saudi Arabia	966-163232461