PRODUCT REPORT

Sauces, Mixed Condiments and Seasonings

HS Code 2103.90 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of other sauces, mixed condiments and seasonings (HS 210390), 2025	USD 829.43 million (+5.2% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 11.39 million (1.37% share; +37.8% vs 2024; +335.8% vs 2020)	Trade Data Online
Pakistan's rank among suppliers	11th in 2025 (15th in 2016 and 2020)	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 8.43 million (+6.3%), while total imports fell 2.9%	Trade Data Online
Largest supplier to Canada	United States: USD 605.18 million, 73.0% share (2025)	Trade Data Online
Canadian import duty	MFN 8–11%. Pakistan (GPT): 5% on mixed condiments and seasonings, 8% on mayonnaise and salad dressing, 9.5% on other sauces	CBSA Customs Tariff 2026
Key food rules	Safe Food for Canadians licence and preventive control plan for the importer; permitted food additives and colours; allergen declaration	CFIA; Health Canada
Labelling	Bilingual label with ingredients and allergens, Nutrition Facts table, and "high in" front-of-package symbol where thresholds are met (mandatory since 1 January 2026)	CFIA; Health Canada
Quebec labelling (Bill 96)	All product text in French; descriptive words in trademarks must also be in French since 1 June 2025	Charter of the French Language / OQLF
Major Canadian importers (2024)	83 importers account for 80.4% of imports (CAD 1,094.4 million). From Pakistan: 4 importers account for 78.9% of CAD 11.9 million	Canadian Importers Database

Trade values from Trade Data Online and TIPP are in US dollars. Canadian Importers Database values and retail prices are in Canadian dollars. Pakistan's data follows its fiscal year (July–June); Canada's data follows the calendar year.

1. Introduction

HS 2103.90 covers "Sauces and preparations therefor; mixed condiments and mixed seasonings", other than soy sauce (2103.10), ketchup and tomato sauces (2103.20) and mustard (2103.30). In Canada's 2026 Customs Tariff it has three tariff items: 2103.90.10 mayonnaise and salad dressing, 2103.90.20 mixed condiments and mixed seasonings, and 2103.90.90 other sauces (including fish-based sauces).

For Pakistan, the main products are spice and recipe mixes (for example biryani, nihari, tikka and karahi mixes), chutneys, pickling and cooking pastes, and ready sauces. Products outside this code, which exporters should classify separately:

- Plain spice blends that are mixtures of spices only, such as curry powder or garam masala: often HS 0910.91 rather than 2103.90.

- Pickles of fruit or vegetables (HS 2001), jams and chutneys made mainly of fruit (HS 2007), and soups and broths (HS 2104).

The line between a "mixed seasoning" (2103.90) and a "mixture of spices" (0910.91) depends on the ingredients, especially added salt, starch, flavourings or oils. Classification should be confirmed with the Canadian importer or a customs broker, or by an advance ruling from CBSA.

Canada's market is dominated by mainstream sauces, dressings and seasonings made in the United States. South Asian recipe mixes, sauces and pastes are sold by ethnic grocers, by the international aisles of mainstream chains (for example Real Canadian Superstore, which lists more than ten Shan recipe mixes) and by foodservice distributors.

References

[1] CBSA, Customs Tariff 2026, Chapter 21, tariff items 2103.90.10 to 2103.90.90: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch21-eng.html

[2] TIPP, Export Trade Data, PCT 2103.9000, FY2025-26: https://tipp.gov.pk/index.php?r=site/display&id=305

[3] Canadian Importers Database, HS 210390, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=210390&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under one national tariff line, 2103.9000 "Other". The table shows exports by fiscal year (July–June).

Pakistan's exports of other sauces, mixed condiments and seasonings (PCT 2103.9000)

Fiscal year	World (USD million)	World (thousand tonnes)	Unit value (USD/kg)	Canada (USD million)	Canada rank / share	Destinations
FY2021-22	3.85	1.93	2.00	0.50	2nd / 13.0%	57
FY2022-23	4.21	1.81	2.32	0.43	3rd / 10.1%	50
FY2023-24	4.59	2.22	2.07	0.60	2nd / 13.0%	61
FY2024-25	7.83	3.11	2.52	1.36	2nd / 17.4%	57
FY2025-26	6.46	2.98	2.17	0.70	3rd / 10.8%	57
FY2026-27 (Jul–Sep)	1.51	0.70	2.15	0.15	2nd / 9.9%	43

Quantities are in kilograms as recorded by TIPP, shown here in thousand tonnes. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 1.37 million), the United Kingdom (1.15), Canada (0.70), the UAE (0.45) and Saudi Arabia (0.44). TIPP records far smaller exports to Canada (USD 0.70 million in FY2025-26) than Canada records from Pakistan (USD 11.39 million in calendar 2025). The gap is probably because Pakistani exporters declare many recipe and spice mixes under other codes, such as PCT 0910.91 (mixtures of spices), while Canada classifies them as mixed seasonings under 2103.90 (inferred). Canada's figures are used for trade with Canada.

> **Insight:** Canada is one of the top three markets for Pakistani sauces and seasonings under PCT 2103.9000, taking 10.8% of these exports in FY2025-26 and 17.4% in FY2024-25. Canada's own data shows a much larger and fast-growing trade, driven by Pakistani recipe-mix brands sold to the South Asian community and, increasingly, in mainstream supermarkets.

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 2103.9000, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities in kg; data accessed 9 October 2026: https://tipp.gov.pk/index.php?r=site/display&id=305

3. Canada's Imports (Consumption)

Canada's imports of other sauces, mixed condiments and mixed seasonings (HS 210390), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**532.69**	**674.70**	**738.40**	**788.71**	**829.43**	**+5.2%**
United States	402.97	514.66	561.63	597.28	605.18	+1.3%
China	14.50	17.95	21.93	24.08	28.47	+18.3%
Thailand	12.45	14.63	20.08	18.71	17.94	−4.1%
Germany	6.81	9.96	13.97	14.88	17.19	+15.5%
Italy (incl. Vatican City State)	7.74	12.49	12.28	11.19	16.87	+50.7%
Japan	8.33	12.04	11.74	13.76	16.79	+21.9%
Mexico	7.11	9.08	11.51	13.97	15.13	+8.3%
India	3.17	4.25	4.86	6.92	8.55	+23.6%
Pakistan	2.613	5.172	7.067	8.263	11.387	+37.8%

2020 is shown as a benchmark year. 2025 values are the sum of the 12 monthly values in Trade Data Online, because the annual 2025 column had not yet been filled in when the data was accessed. Year to date: total imports in January–August 2026 were USD 553.90 million (−2.9% on the same months of 2025, USD 570.60 million); imports from Pakistan were USD 8,432,373 (+6.3% on USD 7,935,686), a 1.52% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	0.88	2.61	3.11	5.17	7.07	8.26	11.39
Share of Canada's imports	0.19%	0.49%	0.52%	0.77%	0.96%	1.05%	1.37%
Rank among suppliers	15th	15th	15th	12th	12th	12th	11th

Insight: Canada imported USD 829.43 million of other sauces, condiments and seasonings in 2025 (+5.2%), mostly from the United States. Imports from Pakistan grew every year, from USD 0.88 million in 2016 and USD 2.61 million in 2020 to USD 11.39 million in 2025 (+335.8% vs 2020), lifting Pakistan from 15th to 11th place. Growth continued in January–August 2026 (+6.3%) while the market fell 2.9%, so Pakistan's share rose to 1.52%.

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	478,313,045	525,458,422	562,613,334	71.3%
British Columbia	102,393,713	108,109,352	113,526,854	14.4%
Quebec	39,032,154	41,006,747	43,995,993	5.6%
Alberta	24,944,796	32,212,339	33,075,263	4.2%
Manitoba	20,884,243	19,851,967	21,513,897	2.7%
Saskatchewan	6,640,293	8,699,266	10,473,472	1.3%
New Brunswick	2,123,239	1,794,529	1,771,812	0.2%

Ontario, British Columbia and Quebec together accounted for 91.3% of imports in 2024. Provincial figures show the province where goods were cleared, which is usually where the importer or its distribution centre is located, not necessarily where the product is sold.

References

[1] Trade Data Online (ISED / Statistics Canada), Canadian imports, HS 210390, all countries (detailed), complete years, USD; accessed 9 October 2026: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C210390&lang=eng

[2] Trade Data Online, HS 210390, monthly trends (September 2024 – August 2026), used to total calendar 2025 and the 2026 year to date: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=24%7CMonthly+Trends&currency=US&productType=HS6&hSelectedCodes=%7C210390&lang=eng

[3] Trade Data Online, HS 210390, imports by province, complete years: https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9998&countryList=ALL&toFromCountry=CDN&reportType=TI&timePeriod=5%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C210390&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of other sauces, condiments and seasonings (%)

Supplier	2020	2022	2023	2024	2025
United States	75.6%	76.3%	76.1%	75.7%	73.0%
China	2.7%	2.7%	3.0%	3.1%	3.4%
Thailand	2.3%	2.2%	2.7%	2.4%	2.2%
Germany	1.3%	1.5%	1.9%	1.9%	2.1%
Italy (incl. Vatican City State)	1.5%	1.9%	1.7%	1.4%	2.0%
Japan	1.6%	1.8%	1.6%	1.7%	2.0%
Mexico	1.3%	1.3%	1.6%	1.8%	1.8%
India	0.6%	0.6%	0.7%	0.9%	1.0%
Pakistan	0.49%	0.77%	0.96%	1.05%	1.37%

- **United States (73.0%)** dominates with mainstream sauces, dressings and seasonings, duty-free under CUSMA.
- **China (3.4%), Thailand (2.2%), Japan (2.0%) and Korea (1.4%)** supply Asian sauces and pastes. Japan and Korea enter duty-free; China and Thailand pay the MFN rate.
- **Germany (2.1%) and Italy (2.0%)** supply European sauces and condiments duty-free under CETA.
- **Pakistan (1.37%)** is the 11th supplier and one of the fastest-growing (+37.8% in 2025). It is the largest South Asian supplier, ahead of India (1.0%).
- **Market concentration:** the top three suppliers held 78.6% of imports in 2025. The Canadian Importers Database lists 83 major importers for 80.4% of imports (CAD 1,094.4 million in 2024); the top 10 hold 36.8%. Only four importers are listed for Pakistan, and they account for 78.9% of CAD 11.9 million.

> **Insight:** Pakistan is a small but fast-rising supplier in a large market. Its sales are concentrated in a few importers and in South Asian recipe mixes; the opportunity is to widen the buyer base to mainstream grocery chains, club stores and foodservice distributors, which already import large volumes of sauces and seasonings.

References

[1] Trade Data Online, HS 210390 (shares calculated from import values): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?

grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C210390&lang=eng

[2] Canadian Importers Database, HS 210390, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=210390&lang=eng

[3] Canadian Importers Database, HS 210390, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=210390&countryCode=527

5. Quality, Packaging and Labelling Requirements

This section uses official government sources only (Government of Canada, Government of Québec and Government of Pakistan).

5.1 Quality requirements

Requirement	What it means for Pakistani exporters	Authority / legal basis
Food must be safe and not adulterated	Sauces and seasonings must be free of harmful levels of contaminants, filth and pests, and must meet the same standards as food made in Canada.	Food and Drugs Act; Food and Drug Regulations
Food additives and colours	Only food additives and colours on Health Canada's Lists of Permitted Food Additives may be used, within the stated limits. Non-permitted dyes (for example Sudan dyes in chilli products) lead to refusal and recall.	Food and Drug Regulations; Health Canada Lists of Permitted Food Additives
Pesticide residues and contaminants	Spice ingredients must meet Health Canada maximum residue limits (0.1 ppm general limit where no specific MRL exists) and contaminant limits.	Pest Control Products Act; Health Canada MRL database
Microbiological safety	Ready-to-eat sauces must be processed (for example by heat treatment and acidification) to control pathogens; low-moisture seasonings must be protected from Salmonella contamination.	Safe Food for Canadians Regulations (preventive controls)

5.2 Packaging requirements

- Under the Safe Food for Canadians Regulations (SFCR), packaging must protect the food from contamination and damage, and packaging materials must be suitable for food.
- Wood packaging (pallets) must meet the international ISPM No. 15 standard.
- Each lot must be traceable. Boxes, sachets and jars should carry lot codes so that the importer can trace and recall product.

5.3 Labelling requirements (retail prepackaged sauces and seasonings)

Label element	Requirement
Common name	For example "Biryani seasoning mix / Mélange d'assaisonnements pour biryani", on the principal display panel.
List of ingredients and allergens	All ingredients in descending order by weight. Priority allergens (for example mustard, sesame, wheat/gluten, milk, tree nuts, peanuts, soy) must be declared in the list or a "Contains / Contient" statement.
Net quantity	In metric units (g, mL) on the principal display panel, with bilingual symbols.
Name and place of business	The foreign manufacturer's name and address; or "Imported by / Importé par" followed by the Canadian company; or the Canadian company together with the country of origin (for example "Product of Pakistan").
Nutrition Facts table and front-of-package symbol	A Nutrition Facts table is required on most retail prepackaged foods. Since 1 January 2026, foods that meet Health Canada's thresholds for sodium, sugars or saturated fat must also show the "High in" front-of-package nutrition symbol unless exempt. Many seasoning mixes and sauces are high in sodium, so the importer should check whether the symbol is

Label element	Requirement
	needed.
Bilingual labelling and date	Mandatory information in English and French. A best-before date is required if durable life is 90 days or less; most buyers ask for one in any case.

The importer, who is legally responsible for compliance, should confirm the exact requirements using the CFIA Industry Labelling Tool, and the exporter should agree label content with the importer before printing packaging.

5.4 Quebec: French-language rules (Charter of the French Language, as amended by Bill 96)

Quebec cleared 5.6% of Canada's imports of these products in 2024, and Nutrifresh Foods (Saint-Laurent), one of the four importers from Pakistan, is based in Montréal. On top of the federal bilingual rules, products sold in Quebec must follow the Charter of the French Language. Bill 96 (Act respecting French, the official and common language of Québec, S.Q. 2022, c. 14) amended the Charter, and new product-labelling rules under the Regulation respecting the language of commerce and business took effect on 1 June 2025.

Rule	What it means for sauce and seasoning labels	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (recipe leaflets, cooking instructions and promotional inserts) must be in French. This includes claims printed on the product or its packaging, such as "authentic", "extra spicy", "no added preservatives" or "restaurant style".	Charter s. 51
French must not be less prominent	Another language may appear, but it must not be given greater prominence than the French or be available on more favourable terms. The OQLF explains this as meaning the other language must not be more visible than the French, and the consumer must not have to make any extra effort to get the information in French.	Charter s. 51 (amended 2022, c. 14, s. 42); OQLF guidance
Trademarks: descriptive words must be in French (in force 1 June 2025)	A registered trademark may stay in another language only if no French version is registered with the Canadian Intellectual Property Office. Any generic or descriptive words inside the trademark (for example "Biryani Masala", "Butter Chicken Mix" or "Tikka Sauce") must also appear in French on the product or on a medium permanently attached to it. The product name and company name may stay in another language.	Charter s. 51.1; Regulation C-11, r. 9, s. 7.1
If a French version of the trademark is registered	It must be used on products sold in Quebec.	Charter s. 51.1; OQLF guidance
Transition period (until 1 June 2027)	Products with trademarks whose descriptive words are not in French may still be sold until 1 June 2027 if they were made before 1 June 2025 and no French version of the trademark had been filed by 26 June 2024. Certain foods made between 1 June and 31 December 2025 under the new federal labelling rules also have until 1 June 2027. New production for Canada should already comply.	OQLF, Marques de commerce sur les produits
Exceptions useful to exporters	Inscriptions may be only in another language on containers used in international transport (export cartons), and on products for incorporation or processing that are not sold at retail in Quebec. The original wrapping of perishable food not sold at retail is also exempt. The name of a firm established only outside Quebec may stay in its original language.	Regulation C-11, r. 9, ss. 3(2), 3(4), 5, 7(1)
Displays count as advertising	Shelf displays and point-of-sale material are treated as commercial advertising, where French must be clearly predominant.	OQLF guidance
Enforcement	The Office québécois de la langue française (OQLF) handles	Charter ss. 205–207

Rule	What it means for sauce and seasoning labels	Legal basis
	complaints and works with businesses to bring products into compliance. The Charter provides penal fines, which are doubled for a second offence and tripled for later offences.	

Insight: Recipe mixes carry a lot of text (cooking instructions, serving suggestions, claims). For Quebec, all of it must be in French, at least as prominent as the English. Translate descriptive words in brand logos (for example "Biryani Mix / Mélange pour biryani", "Spicy / Épicé"). Cartons used only for shipping can stay in English.

References

[1] Health Canada, Lists of Permitted Food Additives: https://www.canada.ca/en/health-canada/services/food-nutrition/food-safety/food-additives/lists-permitted.html

[2] Health Canada, Maximum residue limits for pesticides: https://www.canada.ca/en/health-canada/services/consumer-product-safety/pesticides-pest-management/public/protecting-your-health-environment/pesticides-food/maximum-residue-limits-pesticides.html

[3] Health Canada, Common food allergens: https://www.canada.ca/en/health-canada/services/food-allergies-intolerances/food-allergies.html

[4] Health Canada, Front-of-package nutrition symbol labelling guide for industry: https://www.canada.ca/en/health-canada/services/food-nutrition/legislation-guidelines/guidance-documents/front-package-nutrition-symbol-labelling-industry.html

[5] CFIA, Food labelling requirements checklist: https://inspection.canada.ca/en/food-labels/labelling/industry/requirements-checklist

[6] CFIA, List of ingredients and allergens: https://inspection.canada.ca/en/food-labels/labelling/industry/list-ingredients-and-allergens

[7] CFIA, Name and principal place of business: https://inspection.canada.ca/en/food-labels/labelling/industry/name-and-principal-place-business

[8] CFIA, Bilingual labelling: https://inspection.canada.ca/en/food-labels/labelling/industry/bilingual-food-labelling

[9] CFIA, Food labelling for industry (Industry Labelling Tool): https://inspection.canada.ca/en/food-labels/labelling/industry

[10] Government of Québec (LégisQuébec), Charter of the French Language, C-11, ss. 51, 51.1, 205–207: https://www.legisquebec.gouv.qc.ca/en/document/cs/c-11

[11] Government of Québec (LégisQuébec), Regulation respecting the language of commerce and business, C-11, r. 9, ss. 3, 5, 6, 7, 7.1: https://www.legisquebec.gouv.qc.ca/en/document/cr/C-11,%20r.%209

[12] Office québécois de la langue française, Marques de commerce sur les produits (rules in force since 1 June 2025; transition to 1 June 2027): https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

[13] Office québécois de la langue française, Loi sur la langue officielle et commune du Québec, le français (Bill 96) – legislative changes: https://www.oqlf.gouv.qc.ca/charte/changementslegislatifs/

6. Technical and Safety Standards

This section uses official government sources only (Government of Canada, Government of Québec and Government of Pakistan).

Aspect	Requirement	Authority / reference
Legal framework	Safe Food for Canadians Act and Regulations (SFCA/SFCR), plus the Food and Drugs Act and Regulations.	CFIA, Health Canada
Import licence	The Canadian importer must hold a Safe Food for Canadians (SFC) licence covering the import of this food.	SFCR
Preventive Control Plan (PCP)	The importer must have written preventive controls and must verify that the foreign manufacturer produces under controls giving at least the same level of protection as the SFCR (for example HACCP-based controls for heat treatment, acidity and allergens).	SFCR Part 4; CFIA importer PCP guide

Aspect	Requirement	Authority / reference
Traceability and recall	The importer must keep traceability records one step forward and one step back, and must notify CFIA and start a recall when needed.	SFCR Part 5
Import conditions	Specific CFIA import conditions (for example for sauces containing meat, fish or dairy ingredients) are shown in CFIA's Automated Import Reference System (AIRS), which the importer should check for each product.	CFIA AIRS
Customs accounting	The importer needs a CBSA business number and import-export account and must use the CARM Client Portal. A GPT claim needs proof of origin from Pakistan.	CBSA

References

[1] Safe Food for Canadians Regulations (SOR/2018-108): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2018-108/index.html

[2] Food and Drug Regulations (C.R.C., c. 870): https://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._870/index.html

[3] CFIA, Guide for food importers: prepare your preventive control plan: https://inspection.canada.ca/en/food-safety-industry/preventive-control-plans/importers

[4] CFIA, Importing food to Canada: a step-by-step guide: https://inspection.canada.ca/en/importing-food-plants-animals/food-imports/step-step-guide

[5] CFIA, Automated Import Reference System (AIRS): https://airs-sari.inspection.gc.ca/airs_external/english/decisions-eng.aspx

[6] CBSA, CARM: Assess and pay duties and taxes on imported commercial goods: https://www.cbsa-asfc.gc.ca/services/carm-gcra/menu-eng.html

7. Import Tariff

Tariff item	Description	MFN	GPT (Pakistan)	Duty-free / other access
2103.90.10 (suffixes 10, 20)	Mayonnaise and salad dressing. Unit: kg	11%	8%	Free: LDCT, UST/MXT, CEUT, UKT, CPTPT, KRT, CIAT, CT, CRT, IT, NT, SLT, PT, COLT, JT, PAT, HNT, UAT, CCCT
2103.90.20	Mixed condiments and mixed seasonings. Unit: kg	8%	5%	Free under the same agreements; AUT and NZT 5.5%
2103.90.90 (suffixes 10, 90)	Other sauces, including sauces based on fish products. Unit: kg	9.5%	Not available (9.5% applies)	Free under the same agreements; AUT and NZT 7%

Pakistan benefits from the General Preferential Tariff (GPT) on mixed seasonings (5% instead of 8%) and on mayonnaise and dressings (8% instead of 11%), but pays the full 9.5% on other sauces. To claim the GPT, the goods must meet the GPT rules of origin and the importer must hold proof of origin. China and Thailand pay the MFN rate. The United States, Mexico, EU members, the United Kingdom, Japan and Korea enter duty-free. Most basic groceries are zero-rated for GST/HST, but the importer should confirm the tax status of each product.

> **Insight:** For Pakistan's main product, recipe and seasoning mixes, the 5% GPT rate gives a 3-point advantage over China and Thailand, but a 5-point disadvantage against duty-free suppliers. Correct classification (2103.90.20 versus 0910.91 or 2103.90.90) matters, because the duty varies from free to 9.5%.

References

[1] CBSA, Customs Tariff 2026, Chapter 21: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch21-eng.html

[2] CBSA, Import commercial goods into Canada: https://www.cbsa-asfc.gc.ca/import/?D=A

8. Non-Tariff Barriers

- **Importer licensing and liability:** only an SFC-licensed Canadian importer can bring food in for sale, and importers check suppliers' food-safety systems (HACCP, GFSI certificates) before buying.
- **Additives, colours and allergens:** non-permitted colours, undeclared allergens (especially mustard, sesame and wheat) and pesticide residues in spices are common causes of refusal and recall.
- **Nutrition labelling:** retail packs need a bilingual Nutrition Facts table and, since 1 January 2026, a "High in" front-of-package symbol where thresholds are met, which often means new packaging for the Canadian market.
- **Quebec French-language rules (Bill 96):** all text on the pack, including cooking instructions and claims, must be in French, at least as prominent as the English.
- **Shelf space:** mainstream chains stock a limited number of ethnic brands and expect listing fees, promotions and reliable supply.
- **Logistics:** Karachi to Toronto or Vancouver involves transhipment and long transit times, so products need a long shelf life.

References

[1] CFIA, Key requirements of the Safe Food for Canadians Regulations: https://inspection.canada.ca/en/food-safety-industry/key-requirements

[2] Health Canada, Lists of Permitted Food Additives: https://www.canada.ca/en/health-canada/services/food-nutrition/food-safety/food-additives/lists-permitted.html

[3] Health Canada, Front-of-package nutrition symbol labelling guide for industry: https://www.canada.ca/en/health-canada/services/food-nutrition/legislation-guidelines/guidance-documents/front-package-nutrition-symbol-labelling-industry.html

[4] CFIA, Food labelling for industry: https://inspection.canada.ca/en/food-labels/labelling/industry

[5] Office québécois de la langue française, Marques de commerce sur les produits: https://www.oqlf.gouv.qc.ca/francisation/entreprises/marque-commerce-produits.html

9. Distribution Channels

Imported sauces and seasonings reach Canadian consumers through the channels below. The Pakistan examples are taken from the Canadian Importers Database list of importers of HS 210390 from Pakistan (2024); the other examples are major importers of HS 210390 from all origins.

Channel	Role	Examples (CID, 2024)
South Asian food importers and wholesalers	Import Pakistani brands for ethnic grocers and mainstream chains	From Pakistan: Super Asia Wholesale Distributors (Woodbridge, ON); Nutrifresh Foods (Saint-Laurent, QC); ITN Food Corporation and Quality Natural Foods Canada (Woodbridge, ON)
Grocery chains and club stores	Branded and private-label products in international aisles	Loblaws (Brampton, ON); Costco Wholesale Canada; T&T Supermarket (Richmond, BC)
Specialty and Asian food importers	Import and distribute international sauces and seasonings	Kien-Fat Trading (Mississauga, ON); Grace Foods Canada (Richmond Hill, ON); Gourmet Trading (Mississauga, ON); Eurotrade Import-Export (Mississauga, ON); UNFI Canada (Concord, ON)
Foodservice distributors	Supply restaurants, caterers and institutions	Sysco Canada (Mississauga, ON); Gordon Food Service Canada (Milton, ON); Flanagan Foodservice (Kitchener, ON)

Ontario cleared 71.3% of imports in 2024 and British Columbia 14.4%. For a Pakistani exporter, the practical routes are: (1) South Asian food importers, which already carry Pakistani brands; (2) specialty importers and grocery chains, for wider distribution of branded or private-label mixes; and (3) foodservice distributors, which buy bulk packs of sauces and pastes for restaurants.

References

[1] Canadian Importers Database, HS 210390, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=210390&lang=eng

[2] Canadian Importers Database, HS 210390, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=210390&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail (sale)	Shan Special Bombay Biryani Mix, 60 g	CAD 1.50 (regular CAD 2.19)	realcanadiansuperstore.ca
Retail (sale)	Shan Butter Chicken Spice Mix, 50 g	CAD 1.50 (regular CAD 2.19)	realcanadiansuperstore.ca
Retail (sale)	Shan Tandoori Chicken BBQ Spice Mix, 50 g	CAD 1.50 (regular CAD 2.19)	realcanadiansuperstore.ca
Retail (sale)	Shan Nihari Curry Spice Mix, 60 g	CAD 1.50 (regular CAD 2.19)	realcanadiansuperstore.ca
Retail (regular)	Shan Chaat Masala Seasoning Mix, 100 g	CAD 2.19	realcanadiansuperstore.ca
Export (FOB Pakistan), all markets	Average value of exports of PCT 2103.9000, FY2025-26	USD 2.17 per kg	TIPP
Export (FOB Pakistan), to Canada	Average value of direct exports to Canada, FY2025-26	USD 2.38 per kg	TIPP

Retail prices were checked on 9 October 2026 at a Real Canadian Superstore location and change often. Pakistani recipe mixes sell at about CAD 2.19 per 50–100 g box (CAD 1.50 on sale), which is CAD 22–44 per kg at retail. Export unit values are calculated from TIPP value and quantity. A Canadian importer adds the duty, freight, brokerage and its own and the retailer's margins.

References

[1] Real Canadian Superstore, Shan Special Bombay Biryani Mix: https://www.realcanadiansuperstore.ca/en/special-bombay-biryani-mix/p/20323215002_EA

[2] Real Canadian Superstore, Shan Butter Chicken Spice Mix: https://www.realcanadiansuperstore.ca/en/butter-chicken-spice-mix/p/20323215001_EA

[3] Real Canadian Superstore, Shan Tandoori Chicken BBQ Spice Mix: https://www.realcanadiansuperstore.ca/en/tandoori-chicken-bbq-spice-mix/p/20160022001_EA

[4] Real Canadian Superstore, Shan Nihari Curry Spice Mix: https://www.realcanadiansuperstore.ca/en/nihari-curry-spice-mix/p/20323215004_EA

[5] Real Canadian Superstore, Shan Chaat Masala Seasoning Mix: https://www.realcanadiansuperstore.ca/en/chaat-masala-seasoning-mix/p/20871089001_EA

[6] TIPP, Export Trade Data, PCT 2103.9000 (values and quantities used to calculate unit values): https://tipp.gov.pk/index.php?r=site/display&id=305

11. Reasons for Pakistan's Low/High Share

Why Pakistan's sales are growing

- Strong brands: Pakistani recipe-mix brands are well known among South Asian and Middle Eastern consumers and are now stocked by mainstream chains such as Real Canadian Superstore.
- Rapid growth: imports from Pakistan rose +335.8% between 2020 and 2025, against +55.7% for the whole market.

- GPT preference: mixed seasonings pay 5% from Pakistan, against 8% from China and Thailand.

Why the share is still small

- A market led by mainstream products: about three quarters of Canada's imports are mainstream US sauces and dressings, where Pakistan does not compete.
- Few importers: only four importers bought from Pakistan in 2024.
- Duty-free competitors: US, European, Japanese and Korean products enter duty-free.

References

[1] Trade Data Online, HS 210390 (Canadian imports by country): https://ised-isde.canada.ca/app/ixb/tdo/runRpt.html?grouped=GROUPED&searchType=KS_CS&areaCodes=&naArea=9999&countryList=DET&toFromCountry=CDN&reportType=TI&timePeriod=10%7CComplete+Years&currency=US&productType=HS6&hSelectedCodes=%7C210390&lang=eng

[2] Canadian Importers Database, HS 210390, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=210390&countryCode=527

[3] Real Canadian Superstore, Shan product listings (9 October 2026): https://www.realcanadiansuperstore.ca/en/special-bombay-biryani-mix/p/20323215002_EA

12. Recommendations

- **Widen the importer base.** Approach specialty and Asian food importers (Kien-Fat, Grace Foods, Gourmet Trading) and grocery chains directly, not only South Asian wholesalers.
- **Make Canada-ready packs.** Supply bilingual packs with Nutrition Facts tables, allergen statements and, where needed, the "High in sodium" symbol; consider lower-sodium versions.
- **Target foodservice.** Offer bulk sauces, pastes and marinades for restaurants and caterers through Sysco, Gordon Food Service and regional distributors.
- **Get the classification right.** Agree the HS code with the importer and provide proof of origin, so mixed seasonings can enter at the 5% GPT rate.
- **Lead with food safety.** Hold a GFSI-recognized certificate (BRCGS or FSSC 22000) and provide test reports for colours, pesticide residues and microbiology.

Trade shows (Canada)

Show	Dates	Location	Focus
SIAL Canada 2027	27–29 April 2027	Toronto, ON (Enercare Centre)	Canada's largest food and beverage trade show for retail, foodservice and ingredients; international pavilions
Grocery & Specialty Food West 2027	20–21 April 2027	Vancouver, BC	Grocery retailers, distributors and specialty food suppliers in Western Canada
RC Show 2027 (Restaurants Canada)	Spring 2027 (check website for dates)	Mississauga, ON	Foodservice and hospitality buyers

References

[1] SIAL Canada 2027: https://www.sial-network.com/en/sial-exhibitions/sial-canada

[2] Grocery & Specialty Food West 2027: https://gsfshow.com/

[3] Restaurants Canada, RC Show: https://www.restaurantscanada.org/event/rc-show/

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of sauces and mixed seasonings can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 2103.
- TDAP sector information on processed food; most spice-mix and sauce manufacturers are in Karachi and Lahore.

TIPP data shows that Pakistani exporters shipped these products to 57 destinations in FY2025-26, and more under spice-mixture codes.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=2103

[2] TDAP, Pakistan Exporters Directory information page: https://tdap.gov.pk/pakistan-exporters-directory/

[3] TIPP, Export Trade Data, PCT 2103.9000, FY2025-26 (destinations): https://tipp.gov.pk/index.php?r=site/display&id=305

14. List of Canadian Importers

The table below lists major Canadian importers of sauces and mixed seasonings (HS 210390). The complete list of importers can be obtained from the Canadian Importers Database at **https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=210390&lang=eng**.

Company	City, Province	Postal code	Phone	Website
COSTCO WHOLESALE CANADA LTD	Ottawa, Ontario	K2E 1C5	613-226-5604	costco.ca
EUROTRADE IMPORT-EXPORT INC.	Mississauga, Ontario	L4W 2T7	905-624-2064	eurotradeimportexport.com
FLANAGAN FOODSERVICE INC.	Kitchener, Ontario	N2C 1L7	519-748-2190	flanagan.ca
GORDON FOOD SERVICE CANADA LTD.	Milton, Ontario	L9T 5G4	905-864-3700	gfs.ca
GOURMET TRADING CO LTD	Mississauga, Ontario	L5M 2R7	905-826-6800	gourmettrading.com
GRACE FOODS CANADA INC.	Richmond Hill, Ontario	L4B 1H8	905-886-1002	gracefoods.ca
KIEN-FAT TRADING 2002 INC.	Mississauga, Ontario	L4W 1B7	905-238-6234	kienfat.com
LES ALIMENTS NUTRIFRESH LIMITEE / NUTRIFRESH FOODS LIMITED (P)	Saint-Laurent, Quebec	H4R 2N6	514-331-2099	nutrifreshfoods.ca
LOBLAWS INC.	Brampton, Ontario	L6Y 5S5	1-800-296-2332 *	loblaw.ca
SUPER ASIA WHOLESALE DISTRIBUTERS (P)	Woodbridge, Ontario	L4H 5A1	905-850-7428	superasia.ca
SYSCO CANADA, INC.	Mississauga, Ontario	L5S 1Y7	905-670-8605	sysco.ca
UNFI CANADA, INC.	Concord, Ontario	L4K 2N1	905-738-4204	unfi.ca

(P) = imported HS 210390 from Pakistan in 2024. The CID lists only four importers from Pakistan, so the other companies shown are major Canadian importers of HS 210390 from all origins in 2024, which are potential buyers. Contact details and websites checked

*on 10 October 2026. * Phone number taken from the company's own website, because YellowPages.ca had no head-office listing (Loblaw: general customer line). The other two importers from Pakistan, ITN Food Corporation (Woodbridge) and Quality Natural Foods Canada (Woodbridge), are not listed because a phone number at the CID address and a working website could not both be confirmed. T&T Supermarket and CDC Foods are also not listed for the same reason. The CID gives company names and addresses only, not contact persons or import values; the importer is not necessarily the end user of the product.*

References

[1] Canadian Importers Database, HS 210390, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=210390&lang=eng

[2] Canadian Importers Database, HS 210390, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=210390

[3] YellowPages.ca business search (phone numbers and websites), accessed 9 October 2026: https://www.yellowpages.ca/

[4] YellowPages.ca, business listings (searched 10 October 2026): https://www.yellowpages.ca/

[5] Nutrifresh Foods, company website: https://www.nutrifreshfoods.ca/

[6] Super Asia Foods, company website: https://www.superasia.ca/

[7] Kien-Fat Trading, company website: https://www.kienfat.com/

[8] Grace Foods Canada, company website: https://www.gracefoods.ca/

[9] Loblaw Companies, company website: https://www.loblaw.ca/

**The TIC Wing may be contacted for additional guidance.*