PRODUCT REPORT

Women's and Girls' Cotton Trousers and Shorts

HS Code 6204.62 | Export market guide: Pakistan to Canada | October 2026

Key facts at a glance

Indicator	Value	Source
Canada's imports of women's cotton trousers and shorts (HS 620462), 2025	USD 475.72 million (+3.8% vs 2024)	Trade Data Online
Canada's imports from Pakistan, 2025	USD 37.47 million (7.88% share; +31.3% vs 2024)	Trade Data Online
Pakistan's rank among suppliers	5th in 2025, after Bangladesh, China, Vietnam and Cambodia	Trade Data Online
Pakistan in 2026 so far	January–August 2026: USD 24.63 million (−2.3%); total imports −5.1%	Trade Data Online
Largest supplier to Canada	Bangladesh: USD 131.75 million, 27.7% share (2025)	Trade Data Online
Pakistan's world exports, FY2025-26	USD 391.1 million / 48.9 million pieces to 70 destinations (+54.6% on FY2024-25)	TIPP
Canadian import duty	MFN 17%. Pakistan pays 17% (no GPT for apparel); duty-free for LDCs such as Bangladesh and Cambodia, for Vietnam (CPTPP) and Mexico (CUSMA)	CBSA Customs Tariff 2026
Key product rules	Bilingual permanent fibre-content label with dealer identity; textile flammability; general product safety	Competition Bureau; Health Canada
Origin marking	Apparel must be marked with the country of origin (e.g. "Made in Pakistan")	CBSA Memorandum D11-3-1
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)	115 importers account for 80.5% of imports (CAD 685.1 million). From Pakistan: 8 importers account for 78.7% of CAD 45.6 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. HS 6204.62 includes women's cotton jeans, chinos, trousers, corduroys and shorts.

1. Introduction

HS 6204.62 covers women's or girls' "trousers, bib and brace overalls, breeches and shorts", "of cotton", that are not knitted or crocheted (woven). In Canada's 2026 Customs Tariff the tariff item is 6204.62.00 (unit: number), with statistical suffixes for trousers and breeches of denim (11), of corduroy (12) and other (19), shorts of denim (21) and other (29), and other articles such as bib and brace overalls (90). The code therefore covers women's cotton jeans, chinos, wide-leg and cargo trousers, corduroys and cotton shorts.

Products outside this code, which exporters should classify separately:

- Men's or boys' cotton trousers and shorts: HS 6203.42.
- Knitted cotton trousers, leggings and shorts: HS 6104.62; woven trousers of synthetic fibres: HS 6204.63.

- Skirts (HS 6204.52), dresses (HS 6204.42) and women's suits and ensembles (HS 6204.1x and 6204.2x).

Pakistani shalwar (trousers) sold as part of a complete shalwar kameez set may be classified as an ensemble rather than separately; TIPP also has national lines for ghagra (6204.6210) and charara (6204.6220). Classification of a specific garment should be confirmed with the Canadian importer or a customs broker, or by an advance ruling from CBSA.

In Canada these garments are sold by fast-fashion and specialty chains (H&M, Zara, Gap and Old Navy, American Eagle, Groupe Dynamite's Garage and Dynamite, Ardene, Reitmans), department and off-price stores (Simons, Winners, Walmart, Costco), denim brands (Levi's, Silver Jeans Co., Mavi, Parasuco, Guess) and women's fashion labels (Joseph Ribkoff, Frank Lyman, Talbots). Jeans and trousers sell year-round; shorts are a spring-summer category.

Pakistan has a vertically integrated cotton, denim and garment industry concentrated in Karachi, Lahore and Faisalabad, with large denim mills and garment-washing plants. TDAP reports that Pakistan's apparel exports passed USD 5 billion in 2019, supported by about 700,000 stitching machines and 11.3 million spindles. TIPP shows exports of women's cotton trousers and shorts reached USD 391 million in FY2025-26, up from USD 179 million in FY2021-22.

References

[1] CBSA, Customs Tariff 2026, Chapter 62, tariff item 6204.62.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch62-eng.html

[2] TDAP, Readymade garments sector report (RMG 2022): https://tdap.gov.pk/wp-content/uploads/2022/08/RMG2022.pdf

[3] Canadian Importers Database, HS 620462, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=620462&lang=eng

2. Pakistan's Exports (Production)

The Trade Information Portal of Pakistan (TIPP) reports exports under three national tariff lines: 6204.6210 ghagra, 6204.6220 charara and 6204.6290 other, which makes up more than 99% of the value. The table shows the total of the three lines by fiscal year (July–June).

Pakistan's exports of women's cotton trousers and shorts (PCT 6204.62)

Fiscal year	World (USD million)	World (million pieces)	Unit value (USD/piece)	Canada (USD million)	Canada rank / share	Destinations
FY2021-22	179.40	24.87	7.21	1.12	14 / 0.6256%	61
FY2022-23	178.26	23.23	7.67	1.67	11 / 0.9350%	54
FY2023-24	209.78	28.16	7.45	2.07	11 / 0.9862%	59
FY2024-25	252.88	33.74	7.50	2.97	11 / 1.1759%	62
FY2025-26	391.06	48.89	8.00	6.87	10 / 1.7558%	70
FY2026-27 (Jul–Sep)	104.20	11.81	8.82	1.37	9 / 1.3111%	55

Quantities are in units (pieces) as recorded by TIPP. FY2026-27 covers July–September 2026 only. In FY2025-26 the largest markets were the United States (USD 153.2 million), Spain (70.3), the Netherlands (37.8), Germany (30.9) and the United Kingdom (14.9); Canada ranked 10th. TIPP records smaller direct shipments to Canada (USD 6.87 million in FY2025-26) than Canada records from Pakistan (USD 37.47 million in calendar 2025), probably because of goods shipped through the United States or third-country distribution centres, classification differences and fiscal-year timing (inferred). Canada's figures are used for trade with Canada.

> **Insight:** Pakistan's world exports of women's cotton trousers and shorts more than doubled between FY2021-22 and FY2025-26 (+118.0%), to USD 391.1 million, with a jump of +54.6% in FY2025-26 alone. The average value was USD 8.00 per piece; direct shipments to Canada averaged USD 10.99 per piece, which suggests

Canadian buyers take higher-value styles. Direct exports to Canada more than doubled in FY2025-26 (+130.9%).

References

[1] Trade Information Portal of Pakistan (TIPP), Export Trade Data dashboard, PCT 6204.6210, 6204.6220 and 6204.6290, filtered by fiscal year (FY2021-22 to FY2026-27), all countries, values in USD and quantities; 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 women's cotton trousers and shorts (HS 620462), USD million

From	2020	2022	2023	2024	2025	Change 2024–25
Total imports	**313.30**	**497.49**	**460.13**	**458.46**	**475.72**	**+3.8%**
Bangladesh	98.72	153.33	135.37	119.78	131.75	+10.0%
China	80.05	107.68	89.52	86.70	87.77	+1.2%
Vietnam	22.08	37.54	45.85	70.28	65.75	−6.4%
Cambodia (Kampuchea)	31.08	44.53	45.70	50.24	50.17	−0.2%
Türkiye	13.74	27.90	22.16	21.82	21.37	−2.0%
United States	8.48	14.45	13.96	14.64	13.27	−9.3%
India	3.88	7.84	7.04	7.92	10.58	+33.5%
Pakistan	15.083	31.363	29.373	28.530	37.472	+31.3%

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 333.25 million (−5.1% on the same months of 2025, USD 351.00 million); imports from Pakistan were USD 24,627,365 (−2.3% on USD 25,214,964), a 7.39% share.

Pakistan in Canada's imports

Indicator	2016	2020	2021	2022	2023	2024	2025
Imports from Pakistan (USD million)	12.48	15.08	21.98	31.36	29.37	28.53	37.47
Share of Canada's imports	2.87%	4.81%	5.73%	6.30%	6.38%	6.22%	7.88%
Rank among suppliers	8th	5th	5th	5th	5th	5th	5th

Insight: Canada imports about USD 475 million a year of women's cotton trousers and shorts (USD 475.72 million in 2025, +3.8%). Imports from Pakistan grew from USD 15.1 million in 2020 to USD 37.47 million in 2025 (+148.4%), and Pakistan's share rose from 4.81% to 7.88%. In January–August 2026 imports from Pakistan eased 2.3%, slightly better than the market (−5.1%).

Where demand is: imports by province (USD)

Province	2022	2023	2024	Share 2024
Ontario	239,869,683	230,440,790	228,726,411	49.9%
British Columbia	114,397,752	89,762,638	114,726,017	25.0%
Quebec	116,612,978	107,128,245	92,032,764	20.1%
Nova Scotia	14,393,732	18,575,679	12,173,119	2.7%

Province	2022	2023	2024	Share 2024
Alberta	6,720,689	7,661,188	8,615,949	1.9%
Manitoba	5,361,325	6,377,635	1,877,107	0.4%
Saskatchewan	73,363	122,638	165,968	0.0%

Ontario, British Columbia and Quebec together accounted for 95.0% 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 620462, 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=%7C620462&lang=eng

[2] Trade Data Online, HS 620462, 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=%7C620462&lang=eng

[3] Trade Data Online, HS 620462, 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=%7C620462&lang=eng

4. Import Market Analysis

Supplier shares of Canada's imports of women's cotton trousers and shorts (%)

Supplier	2020	2022	2023	2024	2025
Bangladesh	31.5%	30.8%	29.4%	26.1%	27.7%
China	25.6%	21.6%	19.5%	18.9%	18.5%
Vietnam	7.0%	7.5%	10.0%	15.3%	13.8%
Cambodia (Kampuchea)	9.9%	9.0%	9.9%	11.0%	10.5%
Türkiye	4.4%	5.6%	4.8%	4.8%	4.5%
United States	2.7%	2.9%	3.0%	3.2%	2.8%
India	1.2%	1.6%	1.5%	1.7%	2.2%
Pakistan	4.81%	6.30%	6.38%	6.22%	7.88%

- **Bangladesh (27.7%)** is the leading supplier and enters duty-free as a least developed country (+10.0% in 2025).
- **China (18.5%)** pays the same 17% as Pakistan. Its share has fallen from 25.6% in 2020, and its imports were down 12.3% in January–August 2026.
- **Vietnam (13.8%) and Cambodia (10.5%)** enter duty-free under the CPTPP and the LDCT. Vietnam grew strongly to 2024 but fell in 2025 and 2026.
- **Pakistan (7.88%)** is the fifth supplier and the second-largest that pays duty, ahead of Türkiye (4.5%) and India (2.2%).
- **Market concentration:** the top three suppliers held 60.0% of imports in 2025. The Canadian Importers Database lists 115 major importers that together account for 80.5% of imports (CAD 685.1 million in 2024); the top 10 hold 40.4%. Imports from Pakistan are concentrated: 8 importers account for 78.7% of CAD 45.6 million, and the top three for 52.6%.

Insight: Pakistan has built a solid position in women's cotton bottoms, mainly denim, supplied to a small group of large brands and retailers (Gap, Old Navy, H&M, Levi Strauss, Zara, Winners and Silver Jeans). Widening the buyer base beyond these eight importers, especially to Montréal and Toronto women's fashion companies, is the main opportunity.

References

[1] Trade Data Online, HS 620462 (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=%7C620462&lang=eng

[2] Canadian Importers Database, HS 620462, major importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=620462&lang=eng

[3] Canadian Importers Database, HS 620462, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=620462&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
No danger to health or safety	It is prohibited to manufacture, import, advertise or sell a consumer product that is a danger to human health or safety. Women's cotton trousers and shorts are consumer products, so this general rule applies even where there is no product-specific standard.	Canada Consumer Product Safety Act (CCPSA), ss. 7–8
Flammability of textiles	Textile products sold in Canada must meet the flame-spread limits of the Textile Flammability Regulations. Plain-surface cotton garments normally pass, but brushed or napped cotton surfaces (for example flannel or fleece-backed fabrics) are tested more strictly, and buyers may ask for a test report under method CAN/CGSB-4.2 No. 27.5.	Textile Flammability Regulations (SOR/2016-194); Health Canada industry guide
Records and traceability	Importers and sellers must keep documents showing from whom they got the product and to whom they sold it, so it can be traced in a recall.	CCPSA, s. 13
Incident reporting	An importer that learns of an incident or defect that caused or could cause serious harm must report it to Health Canada within two days, and to its supplier.	CCPSA, s. 14
No forced labour in the supply chain	Goods mined, manufactured or produced wholly or in part by forced labour are prohibited from entering Canada. CBSA can detain such goods, and importers are expected to carry out due diligence on their supply chains, including cotton, yarn, fabric and dyeing or washing units.	Customs Tariff, tariff item 9897.00.00; CBSA Memorandum D9-1-6

5.2 Packaging requirements

- There is no Canadian packaging standard for women's and girls' cotton trousers and shorts. Garments are usually shipped folded in individual polybags, packed by style, size and colour in export cartons.
- If the packaging hides the country-of-origin marking on the product, the packaging itself must also be marked with the country of origin (CBSA Memorandum D11-3-1).
- Each carton should carry the style, size, colour and order or lot number, so the importer can meet the CCPSA traceability and recall requirements.

5.3 Labelling requirements

Label element	Requirement
Fibre content	Shown by generic fibre name, with the percentage by mass, in order of predominance. Fibres making up less than 5% may be shown as "other fibre(s)". For example: "100% cotton / 100 % coton" or "98% cotton, 2% spandex / 98 % coton, 2 % spandex".
Dealer identity	The full name and postal address of the Canadian dealer (importer, brand or retailer), or a CA identification number issued by the Competition Bureau. A Pakistani maker can only use the importer's CA number with the importer's agreement.
Bilingual information	Fibre content must appear in both English and French. Dealer identity and country of origin may appear in either language.
Type of label	Apparel is a Schedule I article that needs a permanent label: the fibre content and dealer identity must be on a label that is permanently attached, legible and durable for the life of the garment (it must survive at least 10 cleanings), and placed where the consumer can easily find it.
Country of origin	Apparel is listed in the Marking of Imported Goods Order, so goods from Pakistan must be marked in English or French (for example "Made in Pakistan / Fabriqué au Pakistan"), legibly, permanently and where the buyer can easily see it.
Care instructions and size	Care labelling is voluntary in Canada, but if care information is given it must be accurate; most buyers ask for the care symbols of the national standard CAN/CGSB-86.1. Size labelling is not regulated.

Garments imported for further processing or relabelling in Canada may be labelled in Canada after import, provided the labelling rules are met before sale; country-of-origin marking is still required at import. The importer is legally responsible for compliance, so the exporter should agree label content with the buyer before production.

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

Quebec cleared 20.1% of Canada's imports of these garments in 2024, and Montréal is home to many women's fashion importers (Groupe Dynamite, Joseph Ribkoff, Ardene, Zara Canada). 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 women's and girls' cotton trousers and shorts	Legal basis
Everything on the product must be in French	Every inscription on the product, its container or wrapping, and documents supplied with it (hang tags, care labels, size charts and warranty cards) must be in French. This includes claims printed on the product or its packaging, such as "high rise", "wide leg", "shaping" or "stretch".	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 "Wide Leg Trouser", "Shaping Jean" or "Bermuda Short") 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

Rule	What it means for women's and girls' cotton trousers and shorts	Legal basis
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. 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 name of a firm established only outside Quebec may stay in its original language.	Regulation C-11, r. 9, ss. 3(2), 3(4), 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 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.	Charter ss. 205–207

Insight: Use one fully bilingual label set for all of Canada: a permanent sewn-in label with fibre content in English and French, the dealer's name and address or CA number, and "Made in Pakistan", plus hang tags with French at least as large and visible as the English. Translate every descriptive word, including words inside logos (for example "High Rise / Taille haute", "Wide Leg / Jambe large"). Outer export cartons can stay in English only.

References

[1] Health Canada, Meeting Canada Consumer Product Safety Act requirements: https://www.canada.ca/en/health-canada/services/consumer-product-safety/legislation-guidelines/acts-regulations/canada-consumer-product-safety-act.html

[2] Canada Consumer Product Safety Act (S.C. 2010, c. 21): https://laws-lois.justice.gc.ca/eng/acts/C-1.68/index.html

[3] Health Canada, Guidance on mandatory reporting under section 14 of the CCPSA: https://www.canada.ca/en/health-canada/services/consumer-product-safety/legislation-guidelines/acts-regulations/canada-consumer-product-safety-act/industry/guide-mandatory-reporting-section-14.html

[4] Textile Flammability Regulations (SOR/2016-194): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2016-194/index.html

[5] Health Canada, Industry guide to the flammability of textile products: https://www.canada.ca/en/health-canada/services/consumer-product-safety/reports-publications/industry-professionals/industry-guide-flammability-textile.html

[6] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour (tariff item 9897.00.00): https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[7] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[8] Competition Bureau Canada, Guide to the Textile Labelling and Advertising Regulations (Appendices C–E: permanent, non-permanent and exempt articles): https://competition-bureau.canada.ca/en/guide-textile-labelling-and-advertising-regulations

[9] Textile Labelling and Advertising Regulations (C.R.C., c. 1551): https://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._1551/FullText.html

[10] Competition Bureau Canada, CA identification number: https://competition-bureau.canada.ca/en/contact-competition-bureau-canada/ca-identification-number

[11] 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

[12] 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

[13] 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

[14] 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	Canada Consumer Product Safety Act (CCPSA). There is no mandatory Canadian product standard specific to women's and girls' cotton trousers and shorts; general safety, flammability and labelling rules apply.	Health Canada
Flammability	Fabric must meet the Textile Flammability Regulations (test method CAN/CGSB-4.2 No. 27.5). Children's sleepwear has separate, stricter rules, so garments should not be marketed as sleepwear unless they meet them.	Textile Flammability Regulations (SOR/2016-194)
Product safety obligations	Importer must keep traceability records, report serious incidents within two days, and carry out recalls if ordered.	CCPSA, ss. 13–14, 31–32
Textile labelling	Bilingual fibre content and dealer identity (name and address or CA number) on a permanent label.	Textile Labelling and Advertising Regulations; Competition Bureau
Origin marking	Garments marked "Made in Pakistan" (English or French), legible and permanent.	CBSA D11-3-1
Forced labour	Goods made wholly or partly with forced labour are prohibited. Be ready to show the source of cotton, yarn, fabric and dyeing or washing units.	Customs Tariff item 9897.00.00; CBSA D9-1-6
Export clearance in Pakistan	The Goods Declaration and export documents are filed electronically through Pakistan Single Window (PSW), which links customs, banks and other government agencies.	Pakistan Single Window
Customs accounting	The importer needs a CBSA business number and import-export account and must use the CARM Client Portal to account for and pay duties and taxes (17% duty plus GST/HST).	CBSA

References

[1] Canada Consumer Product Safety Act (S.C. 2010, c. 21): https://laws-lois.justice.gc.ca/eng/acts/C-1.68/index.html

[2] Health Canada, Meeting Canada Consumer Product Safety Act requirements: https://www.canada.ca/en/health-canada/services/consumer-product-safety/legislation-guidelines/acts-regulations/canada-consumer-product-safety-act.html

[3] Textile Flammability Regulations (SOR/2016-194): https://laws-lois.justice.gc.ca/eng/regulations/SOR-2016-194/index.html

[4] Textile Labelling and Advertising Regulations (C.R.C., c. 1551): https://laws-lois.justice.gc.ca/eng/regulations/C.R.C.,_c._1551/FullText.html

[5] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[6] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[7] Pakistan Single Window (PSW): https://www.psw.gov.pk/

[8] 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
6204.62.00 (suffixes 11, 12, 19, 21, 29, 90)	Women's or girls' trousers, bib and brace overalls, breeches and shorts, of cotton (suffixes for denim, corduroy and other trousers, denim and other shorts). Unit: number	17%	Not available (17% applies)	Free: LDCT, CPTPT, UST/MXT, CEUT, UKT, CCCT, CIAT, CT, CRT, IT, NT, SLT, PT, COLT, JT, PAT, HNT, KRT, UAT

Pakistan pays the full MFN rate of 17% on women's cotton trousers and shorts, because Canada's General Preferential Tariff (GPT) does not cover most apparel, including this tariff item. The same goods enter Canada duty-free from least developed countries under the LDCT (including Bangladesh, Cambodia, Myanmar, Haiti and Madagascar), from Vietnam and other CPTPP members, from the United States and Mexico (CUSMA), from the European Union and the United Kingdom, and from other free-trade partners such as Jordan, Honduras, Peru, Colombia and Korea. China, India, Türkiye, Indonesia, Sri Lanka and Egypt pay 17%, like Pakistan. GST/HST is also payable at import.

> **Insight:** The 17% duty is Pakistan's main disadvantage. Duty-free suppliers (Bangladesh, Vietnam, Cambodia, Mexico, Italy and the United States) held 59.0% of Canada's imports in 2025. To reach the same duty-paid cost, a Pakistani price must be about 15% lower than a duty-free competitor's (1 ÷ 1.17 = 0.85). Pakistan is nevertheless the second-largest duty-paying supplier after China, ahead of Türkiye and India.

References

[1] CBSA, Customs Tariff 2026, Chapter 62, tariff item 6204.62.00: https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch62-eng.html

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

8. Non-Tariff Barriers

- **Brand-controlled supply chains and compliance audits:** most imports are made to order for brands and retailers that choose factories through sourcing programs. They require social-compliance audits, chemical-safety commitments (restricted substances lists) and test reports before placing orders.
- **Forced-labour due diligence:** Canada prohibits imports of goods made with forced labour, and large Canadian companies must report each year on the steps they take to prevent forced and child labour in their supply chains. Buyers increasingly ask for proof of where the cotton, yarn and fabric came from.
- **Labelling:** garments without a correct bilingual fibre-content label, dealer identity or "Made in Pakistan" marking must be relabelled before sale, at the importer's cost.
- **Quebec French-language rules (Bill 96):** hang tags, labels and printed claims on products sold in Quebec must be in French, with French at least as prominent as any other language. Since 1 June 2025, descriptive words inside trademarks must also be translated. Quebec accounted for 20.1% of Canada's imports in 2024.
- **Fashion cycles and fit:** women's bottoms follow fast-changing silhouettes (wide leg, high rise, cargo) and washes. Buyers expect quick sampling, small test orders and consistent North American fit and size grading, including petite and plus sizes.
- **Denim washing and chemicals:** brands audit laundries for chemical management and wastewater treatment; laundries without them are often excluded from brand programs.
- **Logistics:** shipments from Karachi to Toronto or Montréal involve transhipment and long transit times, while Asian competitors ship directly to Vancouver. This matters for seasonal and replenishment orders.

References

[1] CBSA, Memorandum D9-1-6, Goods manufactured or produced by prison or forced labour: https://www.cbsa-asfc.gc.ca/publications/dm-md/d9/d9-1-6-eng.html

[2] Public Safety Canada, Fighting Against Forced Labour and Child Labour in Supply Chains Act: guidance for entities: https://www.publicsafety.gc.ca/cnt/cntrng-crm/frcd-lbr-cndn-spply-chns/prpr-rprt-en.aspx

[3] Competition Bureau Canada, Guide to the Textile Labelling and Advertising Regulations: https://competition-bureau.canada.ca/en/guide-textile-labelling-and-advertising-regulations

[4] CBSA, Memorandum D11-3-1, Marking of Imported Goods: https://www.cbsa-asfc.gc.ca/publications/dm-md/d11/d11-3-1-eng.html

[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 women's cotton trousers and shorts reach Canadian consumers through the channels below. The company examples are taken from the Canadian Importers Database lists of major importers of HS 620462 (all origins, and goods from Pakistan).

Channel	Role	Examples of major importers (CID, 2024)
Fast-fashion and apparel chains	Import own-brand jeans, trousers and shorts for store networks and online shops	H&M (Toronto, ON); Zara Canada and Mango (Montréal, QC); Gap and Old Navy (Brampton, ON); American Eagle (Mississauga, ON); Uniqlo; Bestseller (Montréal, QC)
Canadian women's fashion retailers	Design in Canada and source abroad for their own banners	Groupe Dynamite (Garage, Dynamite; Mont-Royal, QC); Ardene (Laval, QC); Reitmans; Northern Reflections; Suzy's; Laura's Shoppe
Denim and fashion brands	Wholesale to retailers and own stores	Levi Strauss & Co. Canada (Toronto, ON); Western Glove Works (Silver Jeans; Winnipeg, MB); Parasuco; Mavi; Guess; Joseph Ribkoff (Dorval, QC); Frank Lyman Design (Pointe-Claire, QC)
Department, off-price and mass stores	Large private-label and branded programs	Winners (TJX; Mississauga, ON); La Maison Simons; Walmart Canada; Loblaws (Joe Fresh); Mark's
Importers buying from Pakistan	Already sourcing these garments from Pakistan	Gap, Old Navy, H&M, Levi Strauss, Western Glove Works, Winners and Zara Canada

For a Pakistani exporter, the most practical entry routes are: (1) Canadian-owned fashion retailers and brands that design in Montréal or Toronto and place orders directly with factories (Groupe Dynamite, Ardene, Western Glove Works, Joseph Ribkoff); (2) off-price buyers such as Winners, which buy surplus and opportunistic lots; and (3) international brands already buying from Pakistan for the US and Europe, which can add Canadian volume to existing orders.

References

[1] Canadian Importers Database, HS 620462, major Canadian importers (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=620462&lang=eng

[2] Canadian Importers Database, HS 620462, major importers of goods from Pakistan (2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=620462&countryCode=527

10. Pricing

Level	Product / basis	Price	Source
Retail (sale)	Denver Hayes Women's High Rise Trouser Jeans (99% cotton, 1% Lycra)	CAD 41.99 (regular CAD 69.99)	marks.com
Retail (house brand)	Denver Hayes Women's Garment	CAD 59.99	marks.com

Level	Product / basis	Price	Source
	Wash Stretch Pants (98% cotton, 2% spandex)		
Retail (house brand)	Denver Hayes Women's Wide Leg Stretch Twill Pants	CAD 59.99	marks.com
Retail (workwear brand)	Carhartt Women's The Essential Canvas Pants (97% cotton, 3% elastane)	CAD 94.99	marks.com
Retail (denim brand)	Levi's Women's 318 Shaping Wide-Leg Corduroy Pants (98% cotton, 2% elastane)	CAD 99.95	marks.com
Export (FOB Pakistan), all markets	Average value per piece of Pakistan's exports of PCT 6204.62, FY2025-26	USD 8.00 per piece (FY2021-22: USD 7.21)	TIPP
Export (FOB Pakistan), to Canada	Average value per piece of direct exports to Canada, FY2025-26	USD 10.99 per piece	TIPP

Retail prices are regular prices unless stated, checked on 9 October 2026, and change often. House-brand women's cotton trousers retail at about CAD 60–70, and branded workwear and denim at CAD 95–100. Export unit values are calculated from TIPP value and quantity. A Canadian importer will add the 17% duty, freight, brokerage and its own and the retailer's margins.

References

[1] Mark's, Denver Hayes Women's High Rise Trouser Jeans: https://www.marks.com/en/pdp/denver-hayes-women-s-high-rise-trouser-jeans-86237703f.html

[2] Mark's, Denver Hayes Women's Garment Wash Stretch Pants: https://www.marks.com/en/pdp/denver-hayes-women-s-garment-wash-stretch-pants-79419721f.html

[3] Mark's, Denver Hayes Women's Wide Leg Stretch Twill Pants: https://www.marks.com/en/pdp/denver-hayes-women-s-wide-leg-stretch-twill-pants-82601788f.html

[4] Mark's, Carhartt Women's The Essential Canvas Pants: https://www.marks.com/en/pdp/carhartt-women-s-the-essential-canvas-pants-79130316f.html

[5] Mark's, Levi's Women's 318 Shaping Wide-Leg Corduroy Pants: https://www.marks.com/en/pdp/levi-s-women-s-318-shaping-wide-leg-corduroy-pants-86915300f.html

[6] TIPP, Export Trade Data, PCT 6204.62 (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 the share has grown

- Strong growth: imports from Pakistan rose +148.4% between 2020 and 2025, against +51.8% for the whole market.
- Denim strength: Pakistan's vertically integrated cotton and denim industry gives competitive prices and lead times for jeans and twill trousers.
- Large brand customers: Gap, Old Navy, H&M, Levi Strauss, Zara and Winners all bought these garments from Pakistan in 2024.
- Rapid export expansion: Pakistan's world exports of these garments rose 55% in FY2025-26 alone, showing new capacity and buyer interest.

Why the share is still limited

- Duty disadvantage: Pakistan pays 17% while Bangladesh, Vietnam, Cambodia and Mexico pay nothing; duty-free suppliers held 59.0% of the market in 2025.

- Narrow buyer base: only 8 importers account for almost 80% of imports from Pakistan, so the loss of one program has a large effect (as in early 2026).
- Fashion speed: women's fashion buyers want short lead times and frequent new styles, which favour suppliers closer to Canada's Pacific ports or with established design offices.

References

[1] Trade Data Online, HS 620462 (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=%7C620462&lang=eng

[2] Canadian Importers Database, HS 620462, importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=620462&countryCode=527

[3] TIPP, Export Trade Data, PCT 6204.62: https://tipp.gov.pk/index.php?r=site/display&id=305

12. Recommendations

- **Approach Canadian-owned fashion retailers directly.** Groupe Dynamite, Ardene, Reitmans and Joseph Ribkoff design in Canada and buy directly from factories; present a denim and cotton-trouser collection with fast sampling.
- **Grow with existing brand customers.** Exporters supplying Gap, H&M, Levi's or Zara elsewhere should ask to supply their Canadian volumes and Canadian-labelled versions.
- **Use off-price channels for entry.** Winners and other off-price buyers purchase in-season and surplus lots and can be a first step to building a Canadian customer list.
- **Offset the 17% duty with value.** Offer sustainable cotton, eco-washes, trend fabrics (corduroy, cotton twill, stretch denim) and small minimum orders.
- **Be compliance-ready.** Hold a recognised social-compliance audit, keep cotton traceability records, and supply bilingual permanent labels with "Made in Pakistan" (Sections 5 and 6).

Trade shows (Canada)

Show	Dates	Location	Focus
Apparel Textile Sourcing (ATS) Canada	2027 dates to be announced (the 2026 show was 23–25 September)	Toronto, ON	Sourcing show where international factories meet Canadian apparel brands, retailers and private-label importers
Apparel Textile Sourcing Montréal	2027 date to be announced (2026 event: 28 September)	Montréal, QC	One-day sourcing event for Quebec apparel brands and importers

References

[1] Apparel Textile Sourcing (official website): https://www.appareltextilesourcing.com/

[2] Canadian Importers Database, HS 620462, major importers of goods from Pakistan: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=620462&countryCode=527

13. Pakistani Exporters

Canadian buyers looking for Pakistani suppliers of women's and girls' cotton trousers and shorts can use these official sources:

- Pakistan Exporters Directory (TDAP), search by HS code 6204.
- TDAP sector information on readymade garments, including woven bottoms and denim; most exporters are in Karachi, Lahore and Faisalabad.

TIPP data shows that Pakistani exporters shipped these garments to 70 destinations in FY2025-26, so there is a large base of active exporters.

References

[1] Pakistan Exporters Directory (TDAP), search by HS code: https://pakistanexportersdirectory.gov.pk/searchbyhscode?product_code=6204

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

[3] TDAP, Readymade garments sector report (RMG 2022): https://tdap.gov.pk/wp-content/uploads/2022/08/RMG2022.pdf

[4] TIPP, Export Trade Data, PCT 6204.6210, 6204.6220 and 6204.6290, 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 women's and girls' cotton trousers and shorts (HS 620462). 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=620462&lang=eng**.

Company	City, Province	Postal code	Phone	Website
AMERICAN EAGLE OUTFITTERS CANADA CORPORATION	Mississauga, Ontario	L5W 1Y6	289-562-8000	ae.com/ca
ARDEN HOLDINGS INC (Ardene)	Laval, Quebec	H7X 4G8	1-866-322-4442	ardene.com
BESTSELLER WHOLESALE CANADA INC.	Montréal, Quebec	H2P 1H4	514-381-2923	bestseller.com
GROUPE DYNAMITE INC.	Mont-Royal, Quebec	H4P 1M2	514-733-9621	groupedynamite.com
GUESS? CANADA CORPORATION	Montréal, Quebec	H1Z 4K2	514-593-4107	guesscanada.com
H&M HENNES & MAURITZ INC.	Toronto, Ontario	M5G 1Z3	416-673-6495	hm.com/en_ca
JOSEPH RIBKOFF INC.	Dorval, Quebec	H9P 2X6	514-685-9191	josephribkoff.com
LA MAISON SIMONS INC	Québec, Quebec	G1R 3V9	418-694-3630	simons.ca
LES JEANS PARASUCO INC.	Saint-Laurent, Quebec	H4N 1V8	514-334-0888	parasuco.com
LEVI STRAUSS & CO. CANADA INC.	Toronto, Ontario	M9W 5Y1	416-675-1222	levi.com/CA
MARK'S WORK WEARHOUSE LTD.	Calgary, Alberta	T2C 3E7	403-255-9220 †	marks.com
REITMANS CANADA LIMITED	Toronto, Ontario	M5V 3J7	514-385-2600 †	reitmanscanadalimited.com
WESTERN GLOVE WORKS LTD.	Winnipeg, Manitoba	R3A 0S4	204-788-4249	westerngloveworks.ca
WINNERS DIVISION OF WINNERS MERCHANTS INT. LP.	Mississauga, Ontario	L5R 0G1	905-501-0930 †	winners.ca
ZARA CANADA INC	Montréal, Quebec	H3B 4G7	514-695-1839 †	zara.com/ca

Contact details and websites checked on 9 October 2026 (Winners checked on 5 October 2026). † YellowPages.ca lists the company at a different address from the CID (Mark's: 1035 64 Ave SE, Calgary, T2H 2J7; Reitmans head office: 250 rue Sauvé O, Montréal, H3L 1Z2; Winners: 650 Matheson Blvd, Mississauga, L5R 3T2; Zara Canada: 6815 Route Transcanadienne, Pointe-Claire, H9R 1C4), so confirm before contacting. H&M, Levi Strauss, Western Glove Works, Winners and Zara are among the importers that bought these garments from Pakistan in 2024; Gap Canada and Old Navy Canada also did, but no company phone number could be confirmed for them. 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 620462, major Canadian importers (all countries, 2024): https://ised-isde.canada.ca/app/ixb/cid-bdic/productReport.html?hsCode=620462&lang=eng

[2] Canadian Importers Database, HS 620462, major importers by country of origin: https://ised-isde.canada.ca/app/ixb/cid-bdic/exportingCountries.html?hsCode=620462

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

[4] Groupe Dynamite, corporate website: https://www.groupedynamite.com/

[5] Western Glove Works (Silver Jeans Co.), company website: https://www.westerngloveworks.ca/

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