



Disclaimer

This project report has been prepared and submitted as part of an academic requirement. The information contained within this report is based on research, data analysis, and personal insights, and is intended solely for educational purposes. While every effort has been made to ensure the accuracy and reliability of the information presented, Export Experts Global and the team do not make any warranties or representations regarding the completeness, validity, or currentness of the content. Any action taken based on the information in this report is strictly at the reader's own risk, and neither Export Experts Global nor the presenter will be held liable for any potential consequences.

This report may not be reproduced, distributed, or used for commercial purposes without prior written permission.

www.expertexpertsglobal.com

The Global Salt Export Opportunity

India's salt industry represents a massive export opportunity worth billions of dollars annually. From traditional table salt to premium Himalayan pink varieties, the global demand for diverse salt products continues to grow across food, industrial, pharmaceutical, and wellness sectors. This comprehensive guide explores the complete export ecosystem for salt industry professionals.

Export Experts





Diverse Applications of Salt Products

Food & Culinary

Tablesalt (iodized/non-iodized) for daily cooking and food preservation. Sea salt for gourmet seasoning and specialty foods.

Wellness & Health

Rocksalt for Ayurvedic medicine and fasting foods. Himalayan pink salt for wellness products and therapeutic bath applications.

Industrial Applications

Chemical-grade salt for detergents, dyes, and manufacturing. De-icing salt for roads and airports in cold climate countries.

Pharmaceutical Use

USP/BP grade sodium chloride for IV fluids, medicines, and oral rehydration solutions meeting strict purity standards.

Salt Quality Classifications for Export

Edible Grades

- Iodized Salt - Refined with added iodine for nutrition
- Non-Iodized Salt - Raw, unrefined natural salt
- Low-Sodium Salt - Fortified alternatives for health-conscious consumers

Specialty Salts

- Rock Salt Varieties - Himalayan, black salt, pink salt for premium markets
- Sea Salt Forms - Coarse, flakes, and gourmet preparations
- Epsom Salt - Magnesium sulfate for bath and cosmetic applications



Industrial & Pharma Grades

- Chemical Grade - For soda ash and chlorine industry applications
- De-icing Grade - Bulk salt for road maintenance and airports
- Pharmaceutical Grade - USP/BP compliant sodium chloride

Export Experts Global

Products Manufactured from Salt



Food & Beverages

Essential ingredient for seasoning, bakery products, pickles, and snack foods. Used in food preservation and flavor enhancement across global cuisines.



Pharmaceutical & Healthcare

Critical component in IV saline solutions, oral rehydration salts, and various medications requiring pure sodium chloride.



Industrial Manufacturing

Raw material for caustic soda production, detergents, paper manufacturing, and textile processing industries.



Cosmetics & Wellness

Bath salts, exfoliating scrubs, skincare products, salt lamps, inhalers, and detox therapies for the growing wellness market.



Premium Export Quality Salt Sources

Best Export Quality Salts



Himalayan Pink Salt

Premium demand in US and European markets for gourmet and wellness applications. Commands highest profit margins.



Iodized Refined Salt

Global food industry standard with consistent quality and purity levels meeting international food safety requirements.



Industrial Grade Salt

Large volume exports to chemical industry with reliable supply chain and competitive pricing advantages.



Gujarat dominates India's salt production, contributing 76% of total output through major hubs in Kutch, Bhavnagar, and Jamnagar districts.

Export Experts

Export Packaging Solutions

1

Food Grade Packaging

Consumer packs in 500g-5kg pouches using laminated PP and PET materials. Bulk food grade in 25-50kg woven PP bags with moisture-proof liners for wholesale distribution.

2

Industrial Bulk Solutions

Jumbo bags ranging from 500-1000kg capacity for large-scale industrial buyers. Container-load shipments in loose bulk format for maximum cost efficiency.

3

Premium Retail Packaging

Glass jars, refillable grinders, and eco-friendly pouches for Himalayan and specialty salts targeting premium consumer markets.



Export Promotion & Regulatory Support



APEDA

Agricultural & Processed Food Products Export Development Authority handles edible and table salt exports with comprehensive support services.



CHEMEXCIL

Chemical & Allied Products Export Promotion Council manages industrial and chemical-grade salt export promotion activities.



FIEO

Federation of Indian Export Organizations provides general export support, trade facilitation, and market development assistance.

These organizations provide crucial support including market research, trade promotion, export financing assistance, and regulatory guidance for salt exporters entering global markets.

Export Experts Global

Essential Quality Certifications

Food Grade Requirements

- FSSAI - Food Safety and Standards Authority certification
- ISO 22000 - Food safety management systems
- HACCP - Hazard analysis and critical control points
- Halal & Kosher - Religious dietary certifications

Specialized Certifications

- USFDA & EU GMP - Pharmaceutical grade compliance
- USDA/EU Organic - Natural and organic salt products
- SGS/Intertek - Quality and chemical composition testing



Export Documentation: IEC (DGFT), APEDA Registration, and Phytosanitary certificates complete the regulatory requirements for smooth international trade.

Export Profitability Analysis

₹12-8

Domestic Bulk Price

Per kg for iodized and industrial salt in Indian market

₹18-20 10-20%

Bulk Export Price
Bulk Export Margin
Profit margin for standard bulk salt exports
Per kg for refined salt in international markets

₹30-&

Premium Salt Margin

Higher margins for Himalayan pink and gourmet salts

Premium Himalayan pink salt commands prices of ₹30-100/kg domestically and ₹150-300/kg in international retail markets. Branding and retail packaging in attractive jars and pouches delivers the highest profit margins, making specialty salt products particularly attractive for exporters.

Global Market Opportunities



USA Market

Leading importer of Himalayan pink salt, bath salts, and gourmet food seasonings with growing wellness market demand.



China Market

Massive industrial salt consumer for chemical manufacturing, representing large-volume export opportunities.



Japan & Korea

Premium markets for sea salt and health-focused salt products with high quality standards and price premiums.



European Union

Germany, UK, and France lead demand for pharmaceutical-grade and gourmet salts with strict quality requirements.

The global salt market continues expanding across diverse applications. Middle Eastern markets like UAE and Saudi Arabia offer opportunities for both edible and industrial salt exports, while Canada represents a growing market for specialty wellness products.

Export Experts Global



LEARN IMPORT-EXPORT BUSINESS PRACTICALLY & LOGICALLY



DELHI-MUMBAI-KOLKATA-ONLINE

BOOK NOW +91 8130880568 / +91 9319001248 www.expertexpertglobal.com