



# PAKISTAN FOOTWEAR INDUSTRY

**TRADE DEVELOPMENT AUTHORITY OF PAKISTAN**





# TDAP INTRODUCTION

Trade Development Authority of Pakistan is the premier trade promotion organization mandated to develop and promote products and services of the country in international markets.

TDAP implements policies and directives of Federal Government and its Board of Directors for enhancing, promoting and facilitating trade.

TDAP supports and facilitates businesses through latest information and capacity building initiatives to enhance and improve their leverage in international trade.

To achieve its objectives, TDAP organizes as well as participates in local & international trade fairs, country specific exhibitions, trade delegations, conducts seminars and organizes contacts and information exchange events both physically as well on digital platforms.

This publication is part of the efforts of TDAP to share details and showcase Pakistan's products and services in international markets.

# PRODUCT PROFILE

The footwear industry is an important sector in the Pakistani economy, particularly in the region of Lahore. The main strength of the footwear industry is the availability of top quality leather in the country. Pakistan is a hub for the production of high quality leather and the leather goods industry is a big contributor to the country’s export earnings.

# PRODUCT CLASSIFICATION

The domestic industry manufactures almost every type of footwear as classified in chapter 64 of ‘HS classification system for traded goods’ that can be broken down into the categories 6401 to 6406 at the 4-digit level. (Except few e.g. winter boots, Ski Boots etc.). The following table provides the product classification relevant to Pakistan’s footwear export sector:

64	FOOTWEAR, GAITERS, & THE LIKE
6401	Waterproof Footwear, Rubber Or Plastics, Bond Sole
6402	Footwear, Outer Sole & Upper Rubber Or Plastic Nesoi
6403	Footwear, Outer Sole Rub, Plastic Or Lea & Upper Lea
6404	Footwear, Outer Sole Rub, Plastic Or Lea & Upper Tex
6405	Footwear Nesoi
6406	Parts Of Footwear: Insoles Etc.: Gaiters Etc., Parts



# PRODUCTION CAPACITY AND LOCAL CONSUMPTION

The Cottage Industry supplies bulk of the domestic needs according to the changing designs and tastes round the year, whereas, export needs are fulfilled by the organized / mechanized sector. Many factories have a production capacity of 2,500 pairs per day, while the larger units produce as much as 10,000 pairs per day. It includes leather, textile and synthetic shoes.

The total requirement of footwear in Pakistan is around 600 million pairs per year. It is estimated that women buy between 4-6 pairs of footwear per year and men 1-2. For children the average is 1-3 pairs. This usage is very low as the global average is 8-10 pairs for women per year, whereas 2-4 pairs of footwear are purchased by men every year.

# GEOGRAPHY

The Lahore cluster (Lahore, Gujranwala and Sheikhpura) is the major footwear producing area accounting for more than half of the total footwear production. Other key areas in Pakistan for footwear production include Karachi and Sialkot. These three cities account for 86% of total production capacity in the country.

1 <https://pakfootwear.org/pakistan-footwear-industry/>

2:<https://www.thenews.com.pk/print/172321-Pakistan-has-far-to-go-in-footwear-industry#:~:text=The%20share%20of%20domestic%20producers,year%20and%20men%201%2D2.>

3 Footwear Sector Skills Study by Punjab Skills Development Fund

# FOOTWEAR SECTOR TRADING AND GROWTH

Pakistan’s exports represent 0.1% of world exports for footwear, its ranking in world exports is 50. Top 10 Export Destinations of Pakistan for product ‘64’ Footwear, gaiters and the like; parts of such articles are as under:

UNIT: US DOLLAR THOUSAND

Importers	Exported value in 2018	Exported value in 2019	Exported value in 2020	Exported value in 2021	Exported value in 2022
Germany	32,024	33,656	37,429	38,191	50,838
Italy	18,239	20,681	14,013	13,987	25,336
Saudi Arabia	7,593	12,094	9,074	13,356	19,199
Netherlands	7,497	9,380	11,521	16,890	16,985
United States of America	7,005	12,622	10,769	14,429	15,845
United Kingdom	8,890	9,459	7,051	7,559	9,093
United Arab Emirates	1,759	1,673	2,859	2,284	5,292
Yemen	1,309	3,068	3,317	4,481	5,050
Spain	5,355	5,005	3,217	4,271	4,159
Australia	1,920	2,037	1,278	3,077	3,456

Source: Trademap





# FOOTWEAR SECTOR TRADING AND GROWTH

It is interesting to note that since Pakistan is a 7th biggest consumer of footwear in the world, therefore, as can be seen in the table below there is a significant level of imports taking place in order to meet the local demand. Pakistan imports predominantly textile footwear from China. Pakistan's Top 10 Import Destinations for product '64' Footwear, gaiters and the like; parts of such articles are as under:

UNIT: US DOLLAR THOUSAND					
Exporters	Imported value in 2018	Imported value in 2019	Imported value in 2020	Imported value in 2021	Imported value in 2022
China	85,095	66,581	33,295	40,113	34,833
Viet Nam	3,297	2,087	1,347	1,320	1,322
Indonesia	768	651	398	647	605
Thailand	1,116	713	441	452	333
Iran, Islamic Republic of	346	412	574	789	215
Brazil	902	241	156	283	165
Bahrain	0	0	133	252	154
United States of America	220	132	109	111	147
Malaysia	323	245	150	85	134
United Arab Emirates	249	251	178	182	110

Source: Trademap



# PAKISTAN'S TOP EXPORTERS

S. No.	Name of Company
1	Bata Pakistan, Lahore
2	Elegant (Pvt) Ltd, Lahore
3	EPCT (Pvt) Ltd, Lahore
4	Fircos Shoes, Sialkot
5	Firhaj Footwear, Lahore
6	Khawaja Tanneries, Multan
7	Khokher Enterprises
8	Mansha Khan Leather, Multan
9	New Long Life Shoes, Lahore
10	Raja Industries, Sialkot
11	Service Global Footwear, Lahore
12	Service industries, Lahore
13	Shafi (pvt) Ltd, Lahore
14	ShafiLife style, Lhaore
15	Sigma Shoes (pvt) Ltd, Sialkot
16	Simba Enterprises, Lahore
17	Simba Shoes, Lahore
18	Starlet Innovations,Lahore
19	U.E (Pvt) Ltd , Lahore
20	Urban Sole, Lahore



For other exporters please visit: [tdap.gov.pk/pakistani-exporters](https://tdap.gov.pk/pakistani-exporters)



Mr. Sheheryar Khan  
Asst. Director (Product Officer)  
Email: [sheheryar.khan@tdap.gov.pk](mailto:sheheryar.khan@tdap.gov.pk)  
Contact No: +92-321-7772741

Trade Development Authority of Pakistan, Ministry of Commerce  
FTC Building, Block-A, Shahrah-e-Faisal, Karachi - Pakistan  
Tel: +92-21-99206487-90 UAN: 111-444-111  
URL: [www.tdap.gov.pk](http://www.tdap.gov.pk)