

Opportunity for apparel exporters to enhance trade with **FRANCE**

The total imports of textile and apparel products by France decreased at a CAGR of -3% to reach US\$ 28 billion in 2016, while exports of these products has decreased at CAGR of -2% to reach US\$ 15 billion. The textile and apparel trade balance recorded a deficit of US\$ 13 billion in 2016.

Textile and Apparel Imports Profile

Apparel is the largest imported category by France representing 76% of total textile and apparel imports. This is followed by man-made textiles and cotton textiles with a share of 10% and 8% respectively. Top 10 suppliers accounted for 72% of textile and apparel imports by France in 2016. China is the largest supplier accounting for 27% share followed by Italy (10%) and Bangladesh (9%).

India's Textile and Apparel Exports to France

India is the fifth largest supplier of textile and apparel products to France. India's exports of T&A to France stood at US\$ 1.4 billion in 2016. It has declined at a CAGR of 2% over last five years. India's share has remained constant at 5% from 2012 to 2016. Apparel is the largest category with a share of 80% in India's T&A exports to France. This is followed by cotton textiles having a share of 12% and man-made textiles having share of 4%.

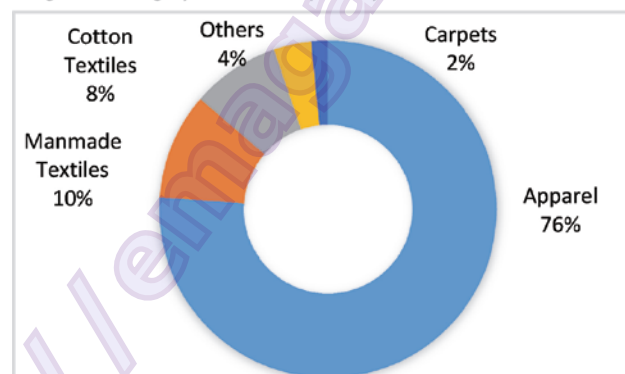
Table 1: France's Total T&A Trade (In US\$ Bn.)

Year	Imports	Exports	Trade Balance
2011	32	17	-15
2012	28	15	-13
2013	30	16	-14
2014	31	17	-15
2015	29	15	-14
2016	28	15	-13
CAGR	-3%	-2%	3%

Data Source: UN Comtrade

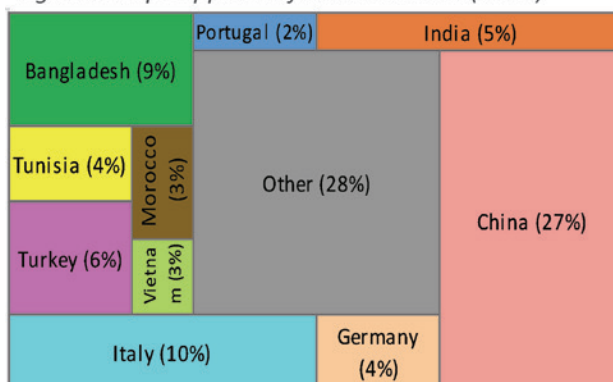
India's share in France's textile and apparel imports has remained constant over the past 5 years at 5%. While France's textile and apparel imports are approx. US\$ 28 bn., India exports only US\$ 1.4 bn. which indicates that there is a huge potential to penetrate the market further.

Figure 1: Category-wise T&A Imports by France



Data Source: UN Comtrade

Figure 2: Top Suppliers of T&A to France (2016)



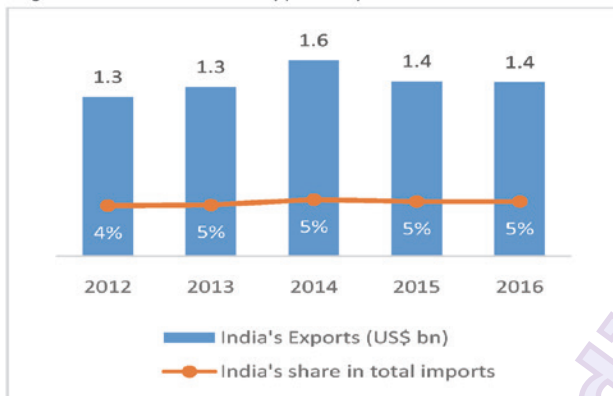
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Table 2: France's Top 10 textile and apparel imported commodities (In US\$ mn)

S.NO	Commodity	2016	2015	2014	CAGR
1	Woven Women's Suits, Ensembles etc.	3,069	3,104	3,321	-4%
2	Knitted Sweaters, Pullovers, Vests etc.	2,679	2,753	3,136	-8%
3	Woven Men's Or Boys Suits, Ensembles etc.	2,216	2,244	2,388	-4%
4	Knitted T-Shirts, Singlets, Tank Tops etc.	2,197	2,190	2,408	-4%
5	Knitted Women's Suits, Ensembles etc.	1,351	1,349	1,484	-5%
6	Woven Women's Overcoats etc.	1,074	1,010	1,057	1%
7	Bed Linen, Table Linen Toilet Linen & Kitchen Linen	960	988	1,094	-6%
8	Woven Women's Blouses, Shirts etc.	866	832	831	2%
9	Woven Brassieres, girdles, corsets, braces, etc.	665	650	705	-3%
10	Woven Track Suits, Ski-Suits & Swimwearetc.	651	622	634	1%

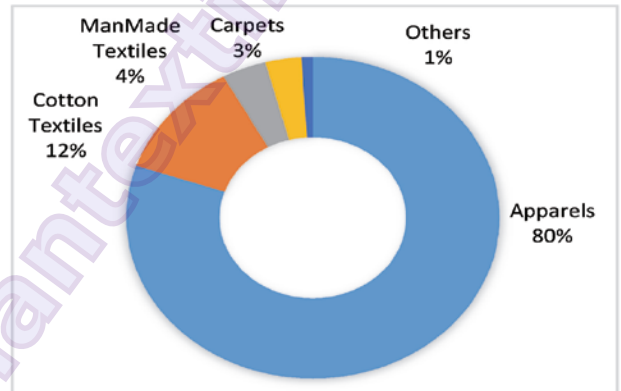
Data Source: UN Comtrade

Figure 3: India's Textile and Apparel Exports to France



Data Source: UN Comtrade

Figure 4: India's Category-wise T&A Exports to France (2016)



Data Source: UN Comtrade

Table 3 : India's potential categories of textile and apparel exports to France

S.No.	Market Segment	Existing Products	New Products
1	Apparels	<ul style="list-style-type: none"> Shawls, scarves, mufflers, mantillas, veils Men's underpants, t-shirts, singlets & other vest Women's nightdresses, skirts, trousers, bib & brace overalls, breeches & shorts 	<ul style="list-style-type: none"> Babies' garments & clothing accessories Men's jackets & blazers Women's slips & petticoats
2	Cotton Textiles	<ul style="list-style-type: none"> Curtains, drapes, blinds, valances Table, kitchen, toilet linen Multiple/cabled yarn of combed fibres Woven fabrics Woven bedspreads 	<ul style="list-style-type: none"> Blankets(non-electric) and raveling rugs Single yarn of combed fibres Bed linen, knitted
3	Manmade Textiles	<ul style="list-style-type: none"> Gauze, yarn of acrylic/modacrylic staple fibres Woven fabrics of viscose rayon yarn and filaments 	<ul style="list-style-type: none"> Dyed woven fabrics of synthetic filaments Sewing thread of man-made fibres

Data Source: UN Comtrade and Wazir Analysis

Also, most of the countries from which France imports, have a duty free advantage, especially Bangladesh has duty free access to France under Everything But Arms (EBA) arrangement with EU. Observing the current scenario, India has to leverage on its huge resource potential and cater to the requirement of low cost products through

manufacturing excellence constituting superior product quality, innovative design, customization, on-time delivery, technology innovations and finally admirable after sales service. Delivering the quality will help penetrate India into France's textile and apparel market.