

# APPAREL TRADE SCENARIO IN KEY GLOBAL MARKETS AND INDIA

August 2024



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# KEY STATISTICS AT A GLANCE

Trade Statistics		Region	Value	YoY Change	YTD Change	
	Apparel Imports (Jun. 2024)	USA		US\$ 6.2 Bn.	-6%	-7%
		EU		US\$ 6.1 Bn.	-13%	-7%
		UK		US\$ 1.4 Bn.	-26%	-15%
		Japan		US\$ 1.5 Bn.	-6%	-8%
	Apparel Exports (Jul. 2024)	China		US\$ 14.7 Bn.	-3%	-1%
Bangladesh*			US\$ 3.4 Bn.	-17%	5%	
India			US\$ 1.3 Bn.	18%	4%	

Retail Statistics			Value	YoY Change	
	Retail Sales (Jul. 2024)	US Apparel Stores		US\$ 18.2 Bn.	-2%
		US Home Furnishing Stores		US\$ 5.1 Bn.	13%
		UK Apparel Stores		£ 3.6 Bn.	-3%
	E-commerce Sales (Q2 2024)	US Online Clothing & Accessories		US\$ 16.0 Bn.	-1%
		UK Online Clothing		£ 4.2 Bn.	-5%
	Inventory Value (2024)	Walmart (Q1)		US\$ 55.4 Bn.	-3%
		Target (Q1)		US\$ 11.7 Bn.	-7%
		VF Corp (Q2)		US\$ 2.1 Bn.	-24%
		Hanesbrands (Q2)		US\$ 1.1 Bn.	25%
Ralph Lauren (Q2)			US\$ 1 Bn.	-13%	

# GLOBAL APPAREL TRADE UPDATE

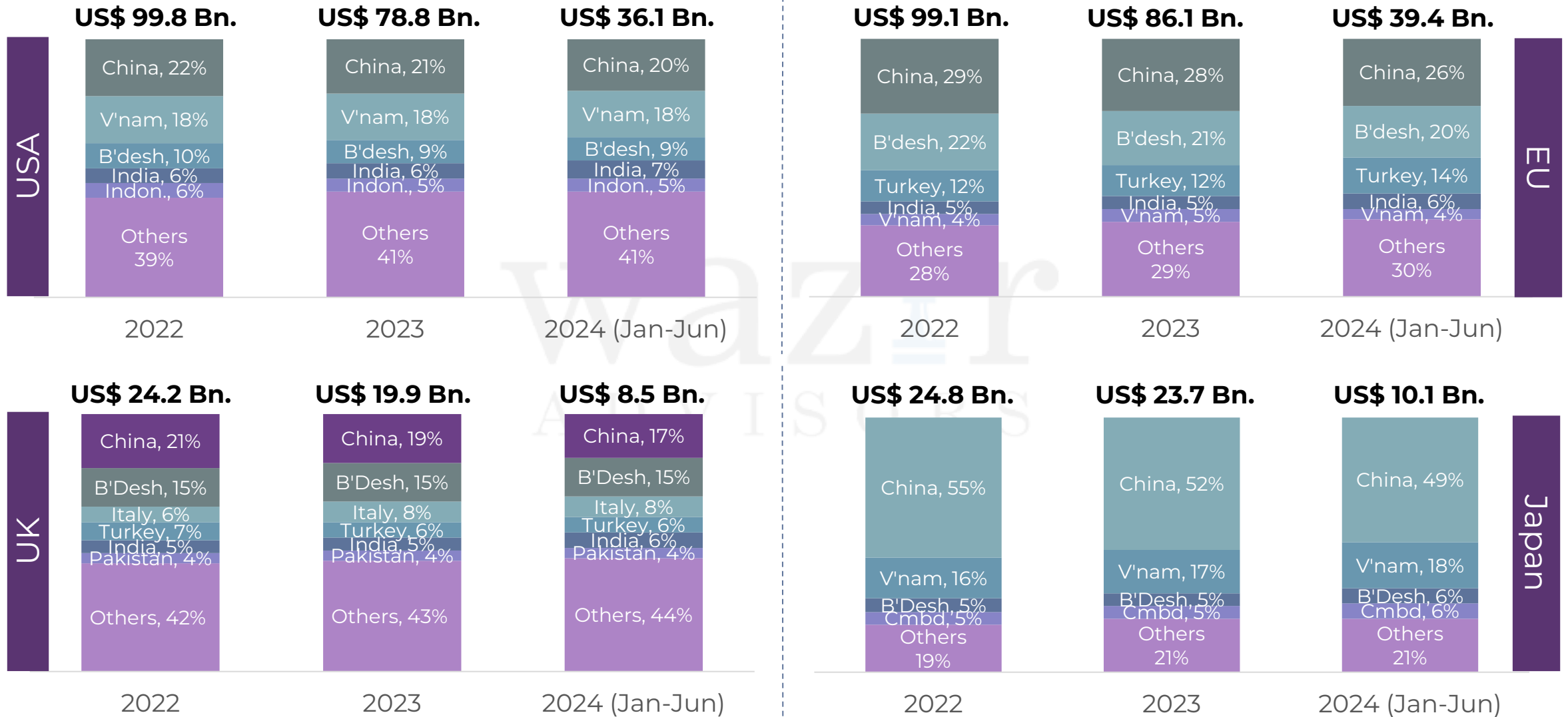


# MONTHLY APPAREL IMPORTS OF KEY MARKETS

Values in US\$ Bn.

Region	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	CY Total
USA	2023	7.3	6.2	6.3	5.8	6.5	6.6	7.7	7.8	7.4	6.5	5.2	5.5	38.7	78.8
	2024	6.1	6.2	5.9	5.7	6.0	6.2							36.1	
	Change	-16%	0%	-6%	-2%	-8%	-6%								-7%
EU	2023	8.2	7.2	7.7	6.3	5.9	7.0	7.7	8.2	7.5	7.2	7.1	6.1	42.3	86.1
	2024	6.6	6.5	7.1	6.2	6.9	6.1							39.4	
	Change	-20%	-10%	-8%	-2%	17%	-13%								-7%
UK	2023	1.7	1.6	1.8	1.4	1.6	1.9	1.5	1.8	1.8	1.9	1.7	1.2	10.0	19.9
	2024	1.4	1.3	1.4	1.6	1.4	1.4							8.5	
	Change	-18%	-19%	-22%	14%	-13%	-26%								-15%
Japan	2023	2.2	1.6	2.3	1.8	1.5	1.6	1.9	2.4	2.6	2.3	1.9	1.6	11.0	23.7
	2024	1.9	1.7	1.7	1.8	1.5	1.5							10.1	
	Change	-14%	6%	-26%	0%	0%	-6%								-8%
Total (Key Markets)	2023	19.4	16.6	18.1	15.3	15.5	17.1	18.8	20.2	19.3	17.9	15.9	14.4	102.0	208.5
	2024	16.0	15.7	16.1	15.3	15.8	15.2							94.1	
	Change	-18%	-5%	-11%	0%	2%	-11%								-8%

# SHARE OF MAJOR SUPPLIERS IN KEY MARKETS



# MONTHLY APPAREL EXPORTS OF KEY SUPPLIERS

Values in US\$ Bn.

Region	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	CY Total
China	2023	13.1	6.8	12.2	11.7	12.5	14.7	15.2	15.5	13.7	11.6	11.9	13.5	86.2	152.4
	2024	13.5	9.1	10.0	11.3	12.5	14.5	14.7						85.6	
	Change	3%	34%	-18%	-3%	0%	-1%	-3%						-1%	
Bangladesh	2023	4.4	4.0	3.9	3.3	4.1	4.4	4.0	4.0	3.6	3.2	4.1	4.6	19.7	47.6
	2024	5.0	4.5	4.4	3.3	3.4								20.6	
	Change	14%	13%	13%	0%	-17%								5%	
India	2023	1.5	1.4	1.5	1.2	1.2	1.1	1.1	1.1	1.1	0.9	1.0	1.3	9.0	14.4
	2024	1.4	1.4	1.5	1.2	1.4	1.3	1.3*						9.5	
	Change	-7%	0%	0%	0%	17%	18%	18%						4%	
Total (Key Suppliers)	2023	19.0	12.2	17.6	16.2	17.8	20.2	20.3	20.6	18.4	15.7	17	19.4	82.8	214.4
	2024	19.9	15	15.9	15.8	17.3								83.9	
	Change	5%	23%	-10%	-2%	-3%								1%	

# RETAIL SALES UPDATE IN KEY MARKETS



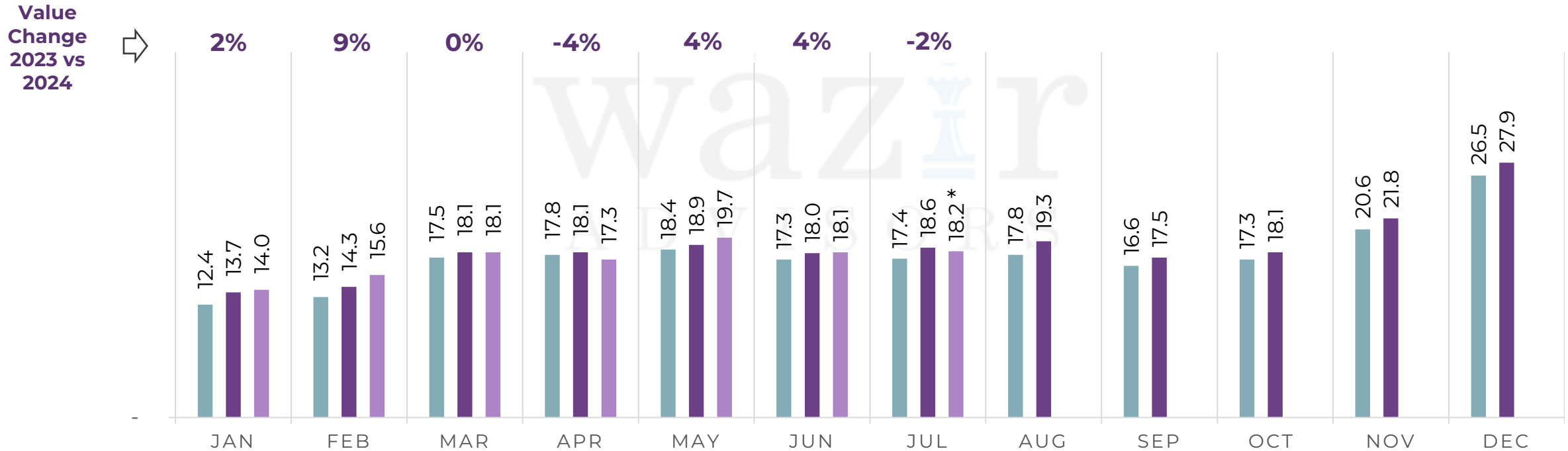


# US APPAREL STORE SALES TREND

In July 2024, US monthly apparel store sales are estimated to be US\$ 18.2 Bn. which is 2% lower than in July 2023. On YTD basis, the sales in 2024 are 1% higher than in 2023.

Year	Jan-Jul	Jan-Dec
2022	114.0	212.8
2023	119.7 (+5%)	224.3 (+5%)
2024	121.0 (+1%)	

Values in US\$ Bn.



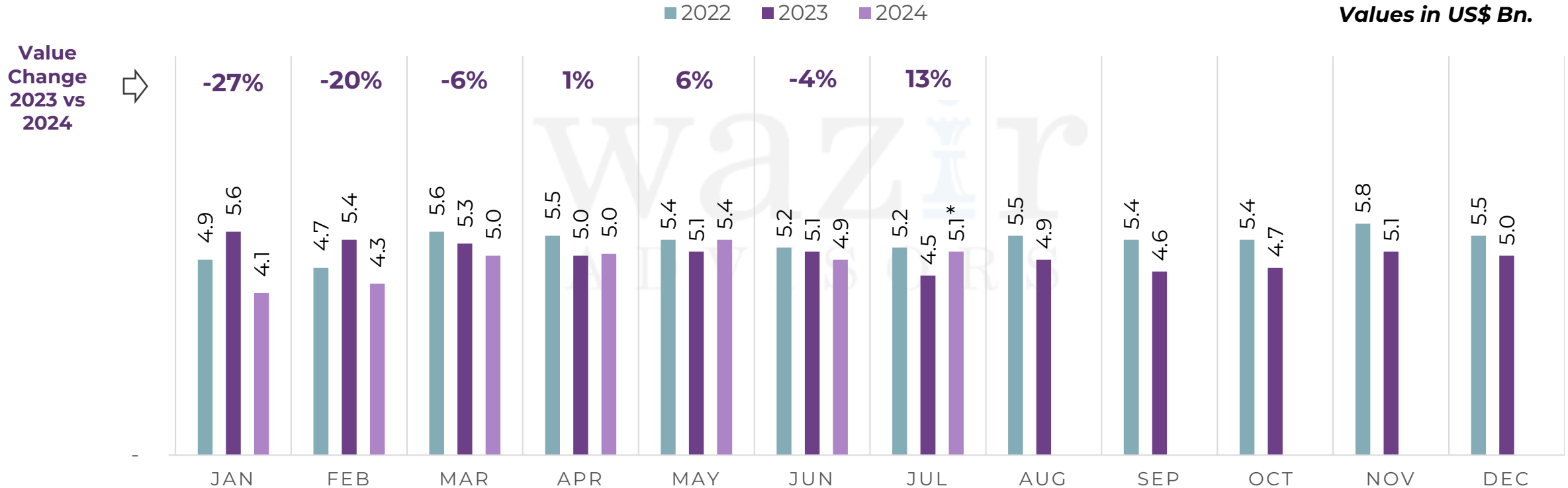
Data Source: US Census Bureau; \*Estimated

# US HOME FURNISHINGS STORE SALES TREND

In July 2024, US monthly home furnishing store sales are estimated to be US\$ 5.1 Bn. which is 13% higher than in July 2023. On YTD basis, the sales in 2024 are 5% lower than in 2023.

Year	Jan-Jul	Jan-Dec
2022	36.5	64.1
2023	36.0 (-1%)	60.3 (-6%)
2024	34.2 (-6%)	

Values in US\$ Bn.

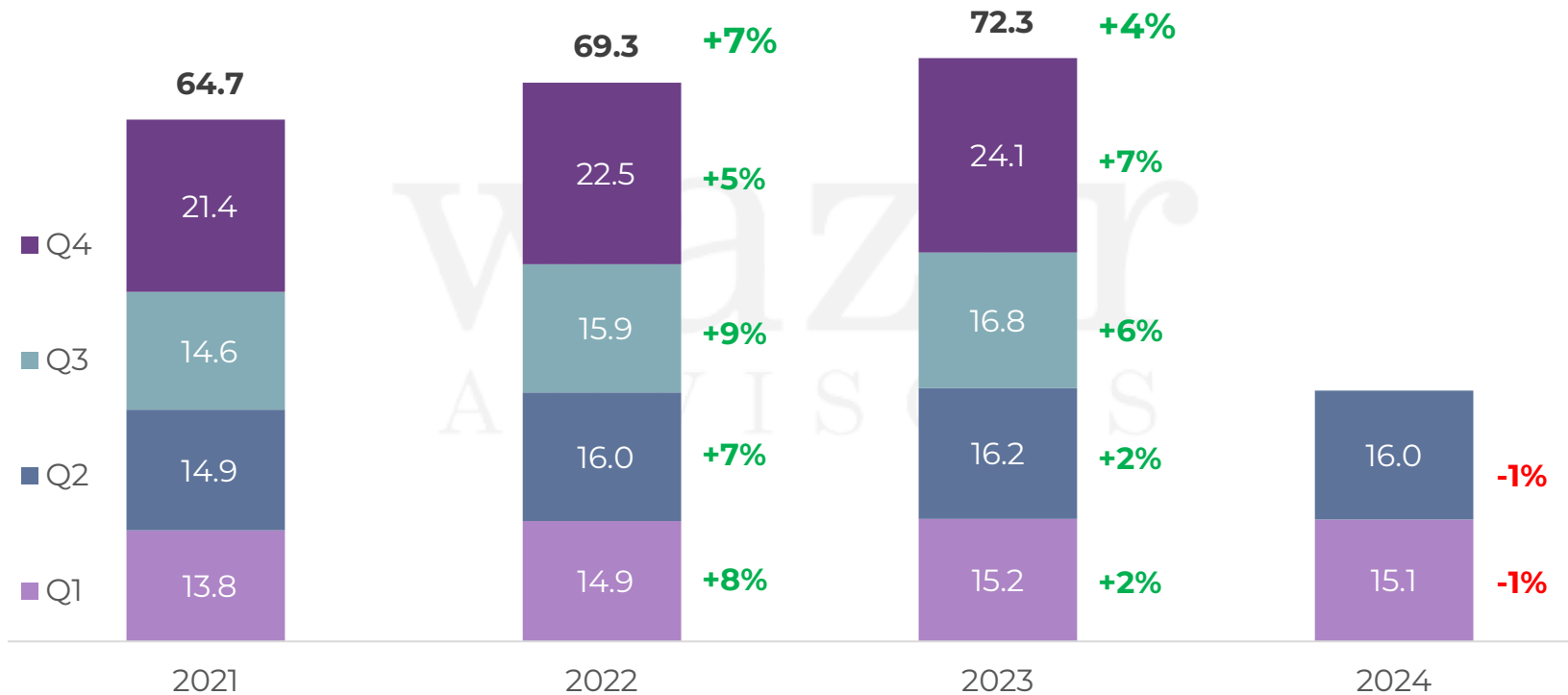


Data Source: US Census Bureau; \*Estimated

# US CLOTHING AND ACCESSORIES E-COMMERCE SALES

In Q2 2024, US online clothing and accessory sales dropped 1% from Q2 2023

Values in US\$ Bn.



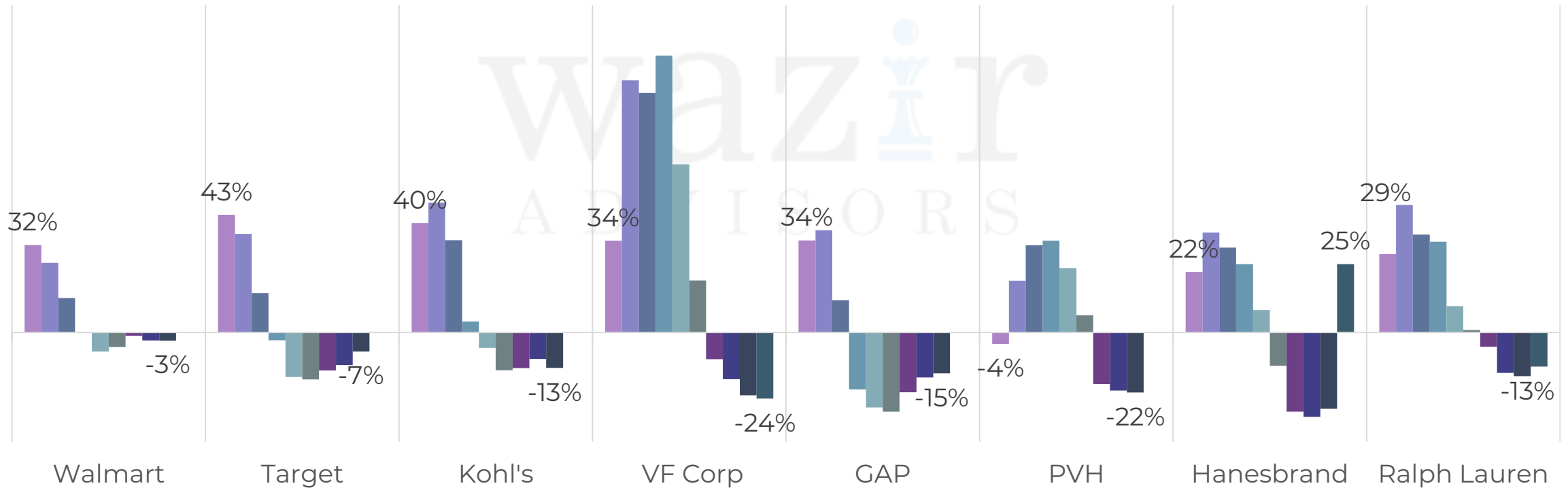
Data Source: US Census Bureau

# CHANGE IN INVENTORY LEVELS OF MAJOR RETAILERS

For last several quarters, several major retailers have reported lower inventory levels compared to same period in the previous year

Percentage Change in Inventory Value (YoY)

Q1 22 Q2 22 Q3 22 Q4 22 Q1 23 Q2 23 Q3 23 Q4 23 Q1 24 Q2 24



# US MACROECONOMIC INDICATORS

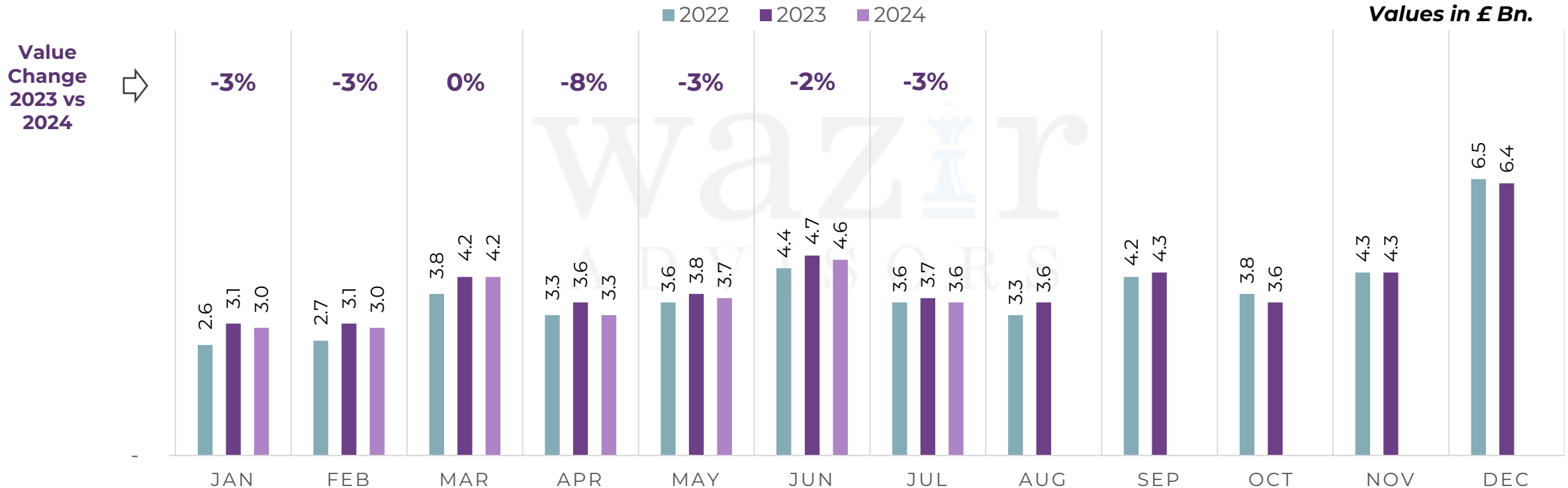
Indicators	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Inflation	2023	6.4%	6.0%	5.0%	4.9%	4.0%	3.0%	3.2%	3.7%	3.7%	3.2%	3.1%	3.4%
	2024	3.1%	3.2%	3.5%	3.4%	3.2%	3.0%	2.9%					
Jobs added (in '000)	2023	517	311	236	253	339	209	187	187	336	150	199	216
	2024	353	275	303	175	272	206	114					
Unemployment Rate	2023	3.4%	3.6%	3.5%	3.4%	3.7%	3.6%	3.5%	3.8%	3.8%	3.9%	3.7%	3.7%
	2024	3.7%	3.9%	3.8%	3.9%	4.0%	4.1%	4.3%					
Consumer Confidence Index	2023	107.1	102.9	104.2	101.3	102.3	109.7	117.0	106.1	103.0	102.6	102.0	110.7
	2024	114.8	106.7	104.7	97.0	102.0	100.4	100.3					

A green-highlighted cell indicates an improvement in value compared to the previous month, while a red-highlighted cell indicates a decline.

# UK APPAREL STORE SALES TREND

In July 2024, UK's monthly apparel store sales were £ 3.6 Bn. which is 3% lower than in July 2023. On YTD basis, the sales in 2024 is 3% lower than in 2023.

Year	Jan-Jul	Jan-Dec
2022	24.0	46.1
2023	26.2 (+9%)	48.4 (+5%)
2024	25.4 (-3%)	

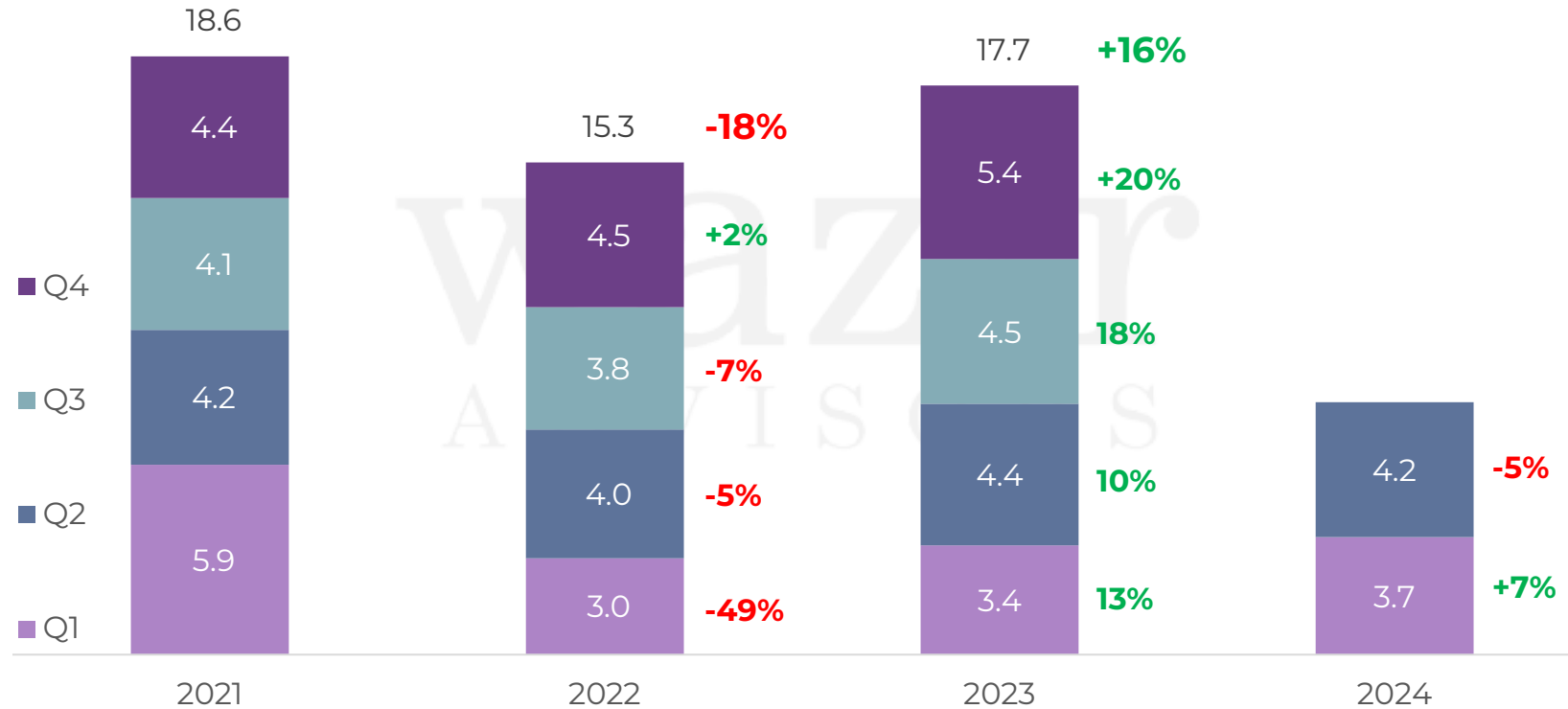


Data Source: Office of National Statistics, UK

# UK CLOTHING E-COMMERCE SALES

In Q2 2024, UK's online sales of clothing registered a degrowth of 5% over Q2 2023

Values in £ Bn.



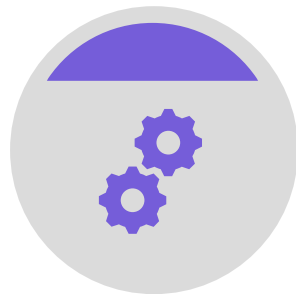
Data Source: Office of National Statistics, UK

# WAZIR ADVISORS: YOUR TRUSTED ADVISOR IN TEXTILE AND APPAREL DOMAIN



## STRATEGY & IMPLEMENTATION

- Corporate Strategy
- Market Opportunity Assessment
- Location Analysis
- New Factory Set- up
- Operations re-engineering
- Techno Commercial Due-Diligence



## BUSINESS TRANSFORMATION

- Defining Business Strategy
- Cost Transformation
- Revenue Enhancement
- Preferred Supplier Program



## CROSS BORDER ALLIANCES

- Market Assessment
- Market Feasibility
- Market Entry Models
- Partner Screening and Shortlisting
- Partnership Structuring
- Implementation Support



## TRANSACTION ADVISORY

- Due Diligence
- Deal Structuring
- Target Identification
- Financial Modelling
- Capital Raising

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