

APPAREL TRADE SCENARIO IN KEY GLOBAL MARKETS AND INDIA

June 2024



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KEY STATISTICS AT A GLANCE

Trade Statistics		Region	Value	YoY Change	YTD Change	
	Apparel Imports (Apr. 2024)	USA		US\$ 5.7 Bn.	-2%	-7%
		EU		US\$ 6.2 Bn.	-2%	-10%
		UK		US\$ 1.6 Bn.	14%	-12%
		Japan		US\$ 1.8 Bn.	0%	-10%
Apparel Exports (Apr. 2024)	China		US\$ 12.5 Bn.	0%	0%	
	Bangladesh		US\$ 3.4 Bn.	-17%	5%	
	India		US\$ 1.4 Bn.	17%	1%	

Retail Statistics			Value	YoY Change	
	Retail Sales (May. 2024)	US Apparel Stores		US\$ 18.7 Bn.	-1%
		US Home Furnishing Stores		US\$ 5.3 Bn.	4%
		UK Apparel Stores		£ 3.7 Bn.	-3%
	E-commerce Sales (Q1 2024)	US Online Clothing & Accessories		US\$ 15.1 Bn.	-1%
		UK Online Clothing		£ 3.7 Bn.	7%
	Inventory Value (Q1 2024)	Walmart		US\$ 55.4 Bn.	-3%
		Target		US\$ 11.7 Bn.	-7%
		Kohl's		US\$ 3.1 Bn.	-13%
		Gap		US\$ 2.0 Bn.	-15%
VF Corp			US\$ 1.8 Bn.	-23%	

GLOBAL APPAREL TRADE UPDATE

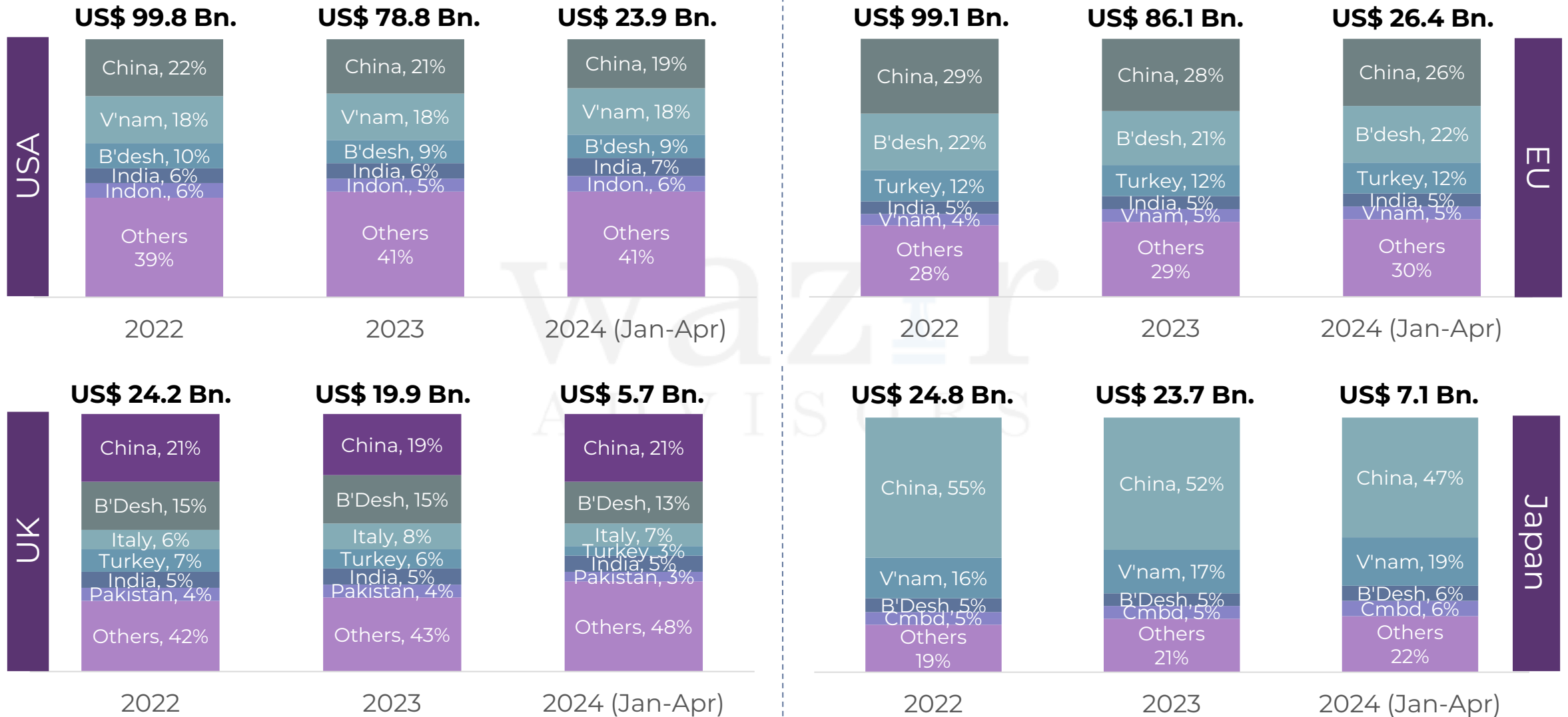


MONTHLY APPAREL IMPORTS OF KEY MARKETS

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	25.6	78.8
	2024	6.1	6.2	5.9	5.7									23.9	
	Change	-16%	0%	-6%	-2%									-7%	
EU	2023	8.2	7.2	7.7	6.3	5.9	7	7.7	8.2	7.5	7.2	7.1	6.1	29.4	86.1
	2024	6.6	6.5	7.1	6.2									26.4	
	Change	-20%	-10%	-8%	-2%									-10%	
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	6.5	19.9
	2024	1.4	1.3	1.4	1.6									5.7	
	Change	-18%	-19%	-22%	14%									-12%	
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	7.9	23.7
	2024	1.9	1.7	1.7	1.8									7.1	
	Change	-14%	6%	-26%	0%									-10%	
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	69.4	208.5
	2024	16.0	15.7	16.1	15.3									63.1	
	Change	-18%	-5%	-11%	0%									-9%	

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	56.3	152.4
	2024	13.5	9.1	10.0	11.3	12.5								56.4	
	Change	3%	34%	-18%	-3%	0%								0%	
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	6.8	14.4
	2024	1.4	1.4	1.5	1.2	1.4*								6.9	
	Change	-7%	0%	0%	0%	17%								1%	
Total (Key Suppliers)	2023	19.0	12.2	17.6	16.2	17.8	20.2	20.3	20.6	18.4	15.7	17.0	19.4	82.8	214.4
	2024	19.9	15.0	15.9	15.8	17.3								83.9	
	Change	5%	23%	-10%	-2%	-3%								1%	

RETAIL SALES UPDATE IN KEY MARKETS

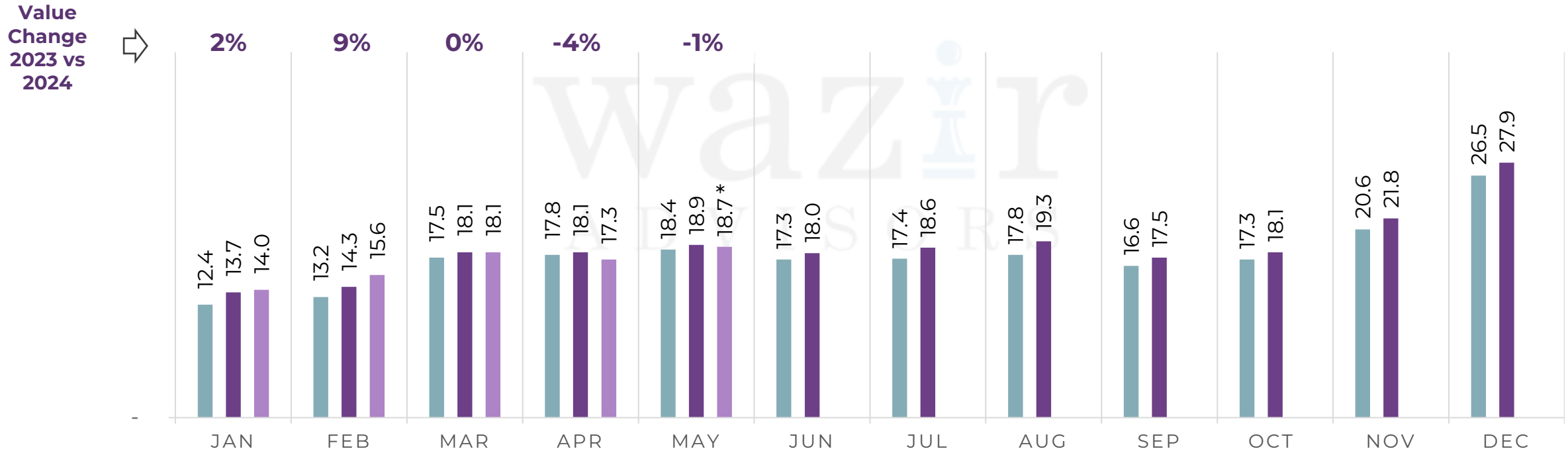


US APPAREL STORE SALES TREND

In May 2024, US monthly apparel store sales are estimated to be US\$ 18.7 Bn. which is 1% lower than in May 2023. On YTD basis, the sales in 2024 are 1% higher than in 2023.

Year	Jan-May	Jan-Dec
2022	79.3	212.8
2023	83.1 (+5%)	224.3 (+5%)
2024	83.7 (+1%)	

Values in US\$ Bn.

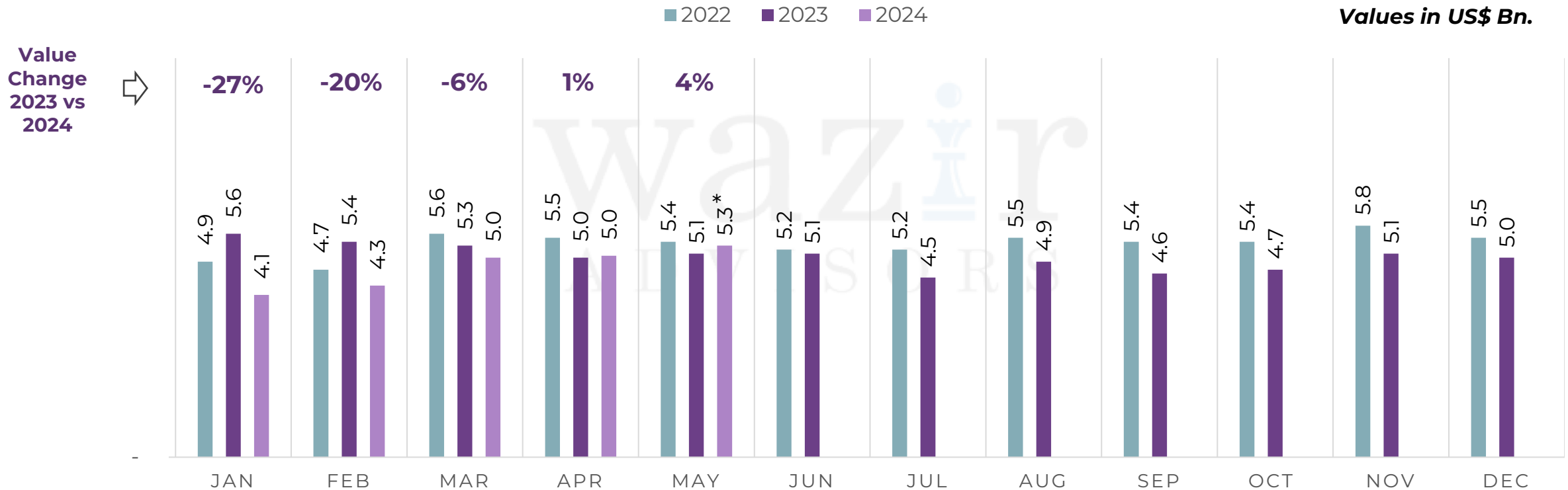


Data Source: US Census Bureau; *Estimated

US HOME FURNISHINGS STORE SALES TREND

In May 2024, US monthly home furnishing store sales are estimated to be US\$ 5.3 Bn. which is 4% higher than in May 2023. On YTD basis, the sales in 2024 are 10% lower than in 2023.

Year	Jan-May	Jan-Dec
2022	26.1	64.1
2023	26.4 (+1%)	60.3 (-6%)
2024	23.7 (-10%)	

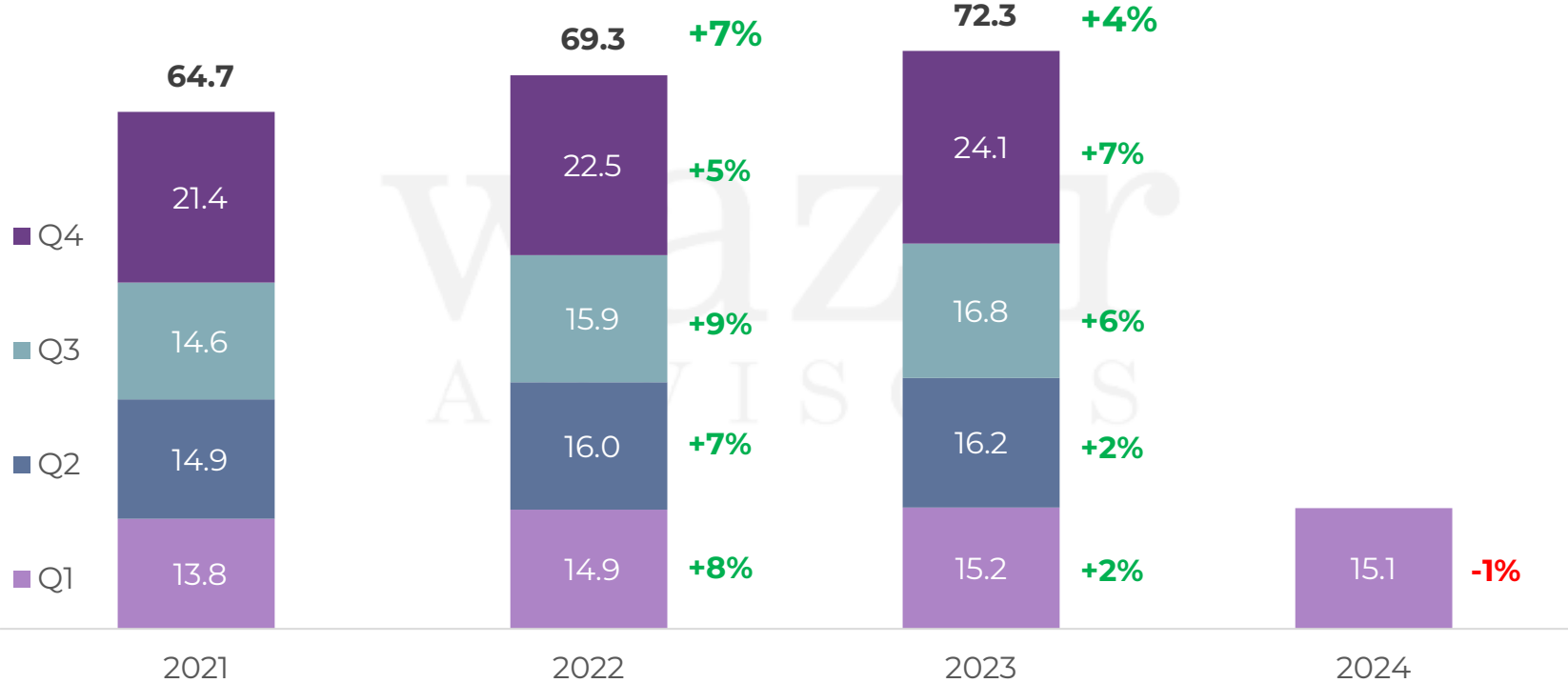


Data Source: US Census Bureau; *Estimated

US CLOTHING AND ACCESSORIES E-COMMERCE SALES

In Q1 2024, US online clothing and accessory sales dropped 1% from Q1 2023

Values in US\$ Bn.



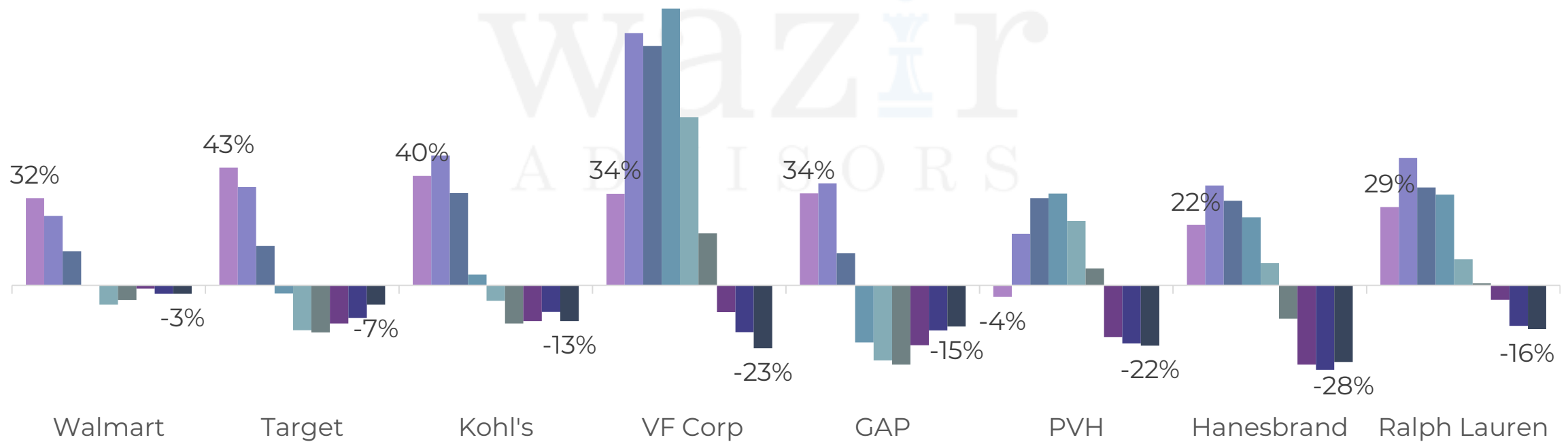
Data Source: US Census Bureau

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



US MACROECONOMIC INDICATORS

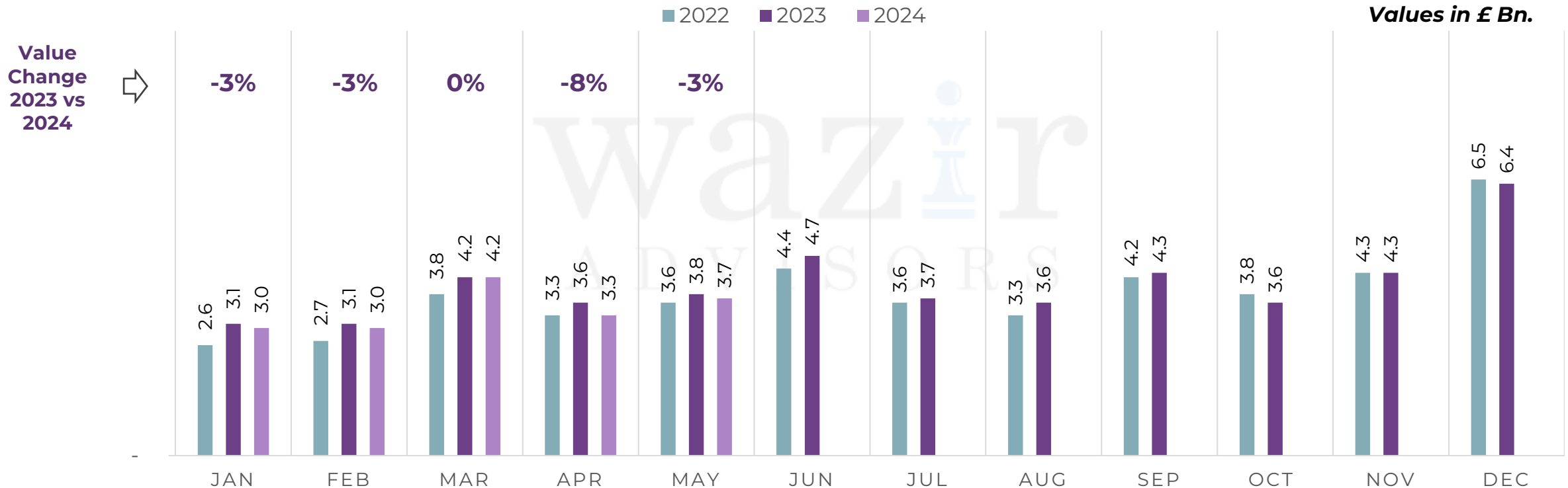
Indicators	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Inflation	2023	6.4%	6.0%	5.0%	4.9%	4.0%	3.0%	3.2%	3.7%	3.7%	3.2%	3.1%	3.4%
	2024	3.1%	3.2%	3.5%	3.4%	3.2%							
Jobs added (in '000)	2023	517	311	236	253	339	209	187	187	336	150	199	216
	2024	353	275	303	175	272							
Unemployment Rate	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%							
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							

Green cell indicates better value than previous month

UK APPAREL STORE SALES TREND

In May 2024, UK's monthly apparel store sales were £ 3.7 Bn. which is 3% lower than in May 2023. On YTD basis, the sales in 2024 is 3% lower than in 2023.

Year	Jan-May	Jan-Dec
2022	16.0	46.1
2023	17.8 (+11%)	48.4 (+5%)
2024	17.2 (-3%)	

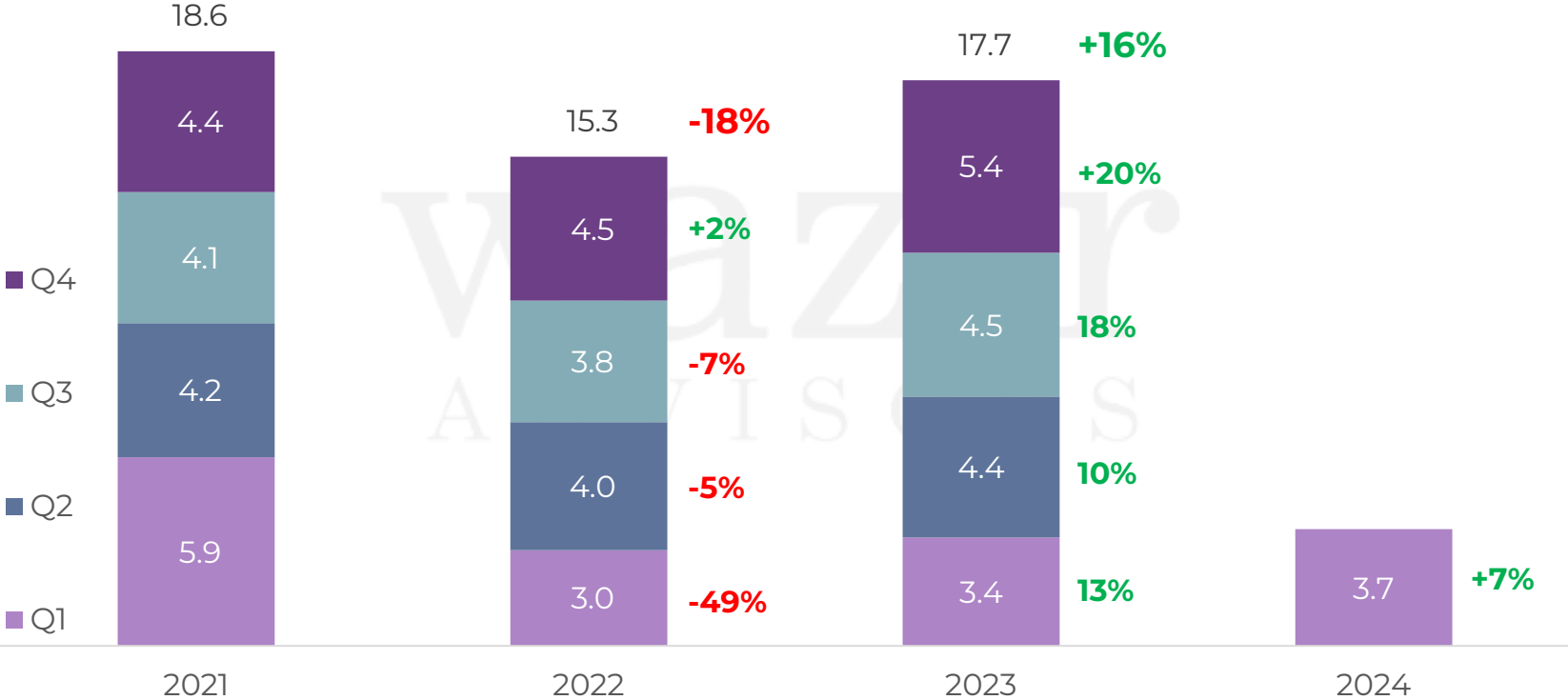


Data Source: Office of National Statistics, UK

UK CLOTHING E-COMMERCE SALES

In Q1 2024, UK's online sales of clothing registered a growth of 7% over Q1 2023.

Values in £ Bn.



Data Source: Office of National Statistics, UK

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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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