

APPAREL TRADE SCENARIO IN KEY GLOBAL MARKETS AND INDIA

MAY 2024



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KEY STATISTICS AT A GLANCE

Trade Statistics		Region	Value	YoY Change	YTD Change	
	Apparel Imports (Mar. 2024)	USA		US\$ 5.9 Bn.	-6%	-8%
		EU		US\$ 7.1 Bn.	-8%	-13%
		UK		US\$ 1.4 Bn.	-22%	-20%
		Japan		US\$ 1.7 Bn.	-26%	-26%
Apparel Exports (Apr. 2024)	China		US\$ 11.3 Bn.	-3%	0%	
	Bangladesh		US\$ 3.3 Bn.	0%	10%	
	India		US\$ 1.2 Bn.	0%	-2%	

Retail Statistics			Value	YoY Change	
	Retail Sales (Apr. 2024)	US Apparel Stores		US\$ 18.6 Bn.	3%
		US Home Furnishing Stores		US\$ 4.9 Bn.	-2%
		UK Apparel Stores		£ 3.3 Bn.	NIL
	E-commerce Sales (Q1 2024)	US Online Clothing & Accessories		US\$ 15.1 Bn.	-1%
		UK Online Clothing		£ 3.7 Bn.	7%
	Inventory Levels (Q4 2023)	Walmart		US\$ 64 Bn.	-3%
		Target		US\$ 12 Bn.	-12%
		Kohl's		US\$ 3 Bn.	-10%
		VF Corp		US\$ 2.2 Bn.	-17%
Gap			US\$ 2 Bn.	-16%	

GLOBAL APPAREL TRADE UPDATE

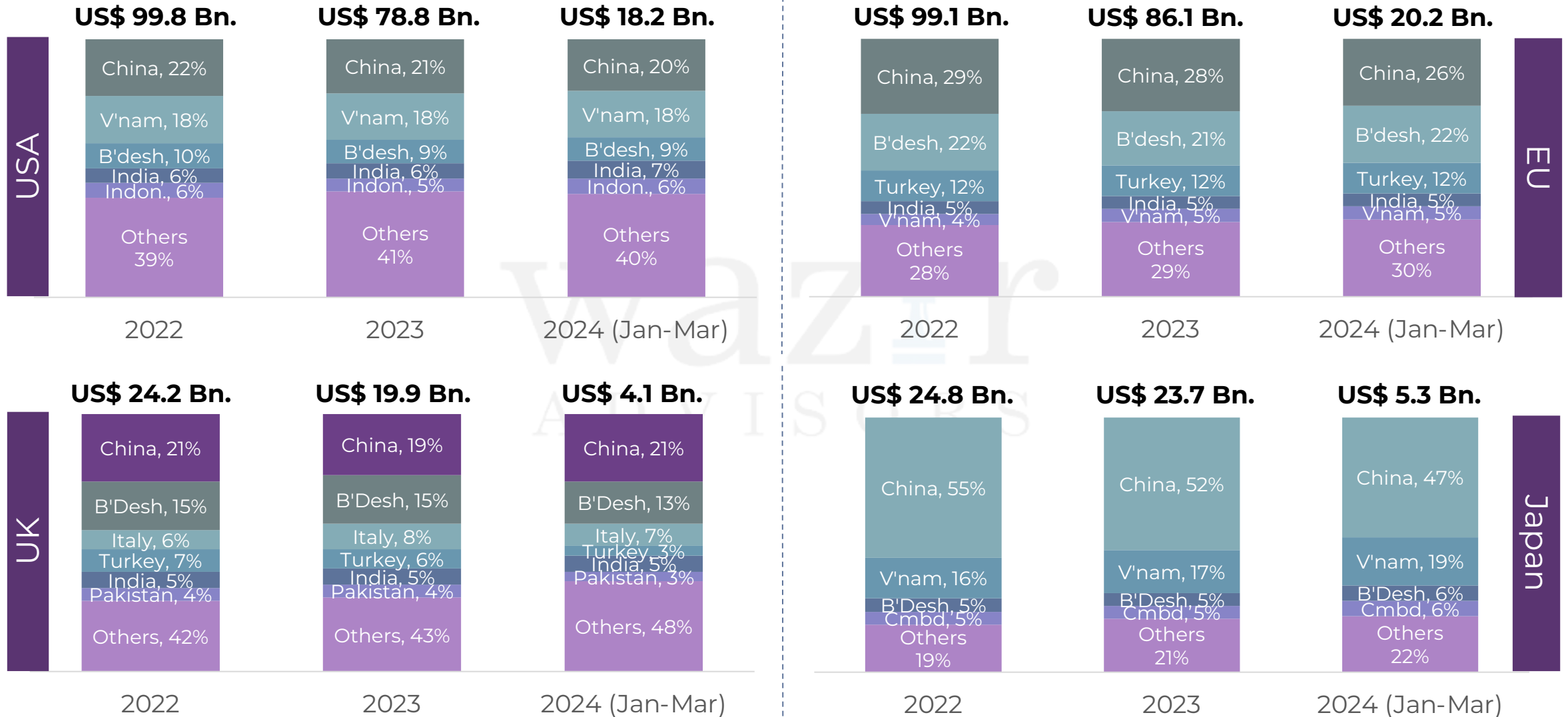


MONTHLY APPAREL IMPORTS OF KEY MARKETS

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	19.8	78.8
	2024	6.1	6.2	5.9										18.2	
	Change	-16%	0%	-6%										-8%	
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	23.1	86.1
	2024	6.6	6.5	7.1										20.2	
	Change	-20%	-10%	-8%										-13%	
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	5.1	19.9
	2024	1.4	1.3	1.4										4.1	
	Change	-18%	-19%	-22%										-20%	
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	6.1	23.7
	2024	1.9	1.7	1.7										5.3	
	Change	-14%	6%	-26%										-26%	
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	54.1	208.5
	2024	16.0	15.7	16.1										47.8	
	Change	-18%	-5%	-11%										-12%	

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	43.8	152.4
	2024	13.5	9.1	10.0	11.3									43.9	
	Change	3%	34%	-18%	-3%									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	15.6	47.6
	2024	5.0	4.5	4.4	3.3									17.2	
	Change	14%	13%	13%	0%									10%	
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	5.6	14.4
	2024	1.4	1.4	1.5	1.2*									5.5	
	Change	-7%	0%	0%	0%									-2%	
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	65.0	214.4
	2024	19.9	15.0	15.9	15.8									66.6	
	Change	5%	23%	-10%	-2%									2%	

RETAIL SALES UPDATE IN KEY MARKETS

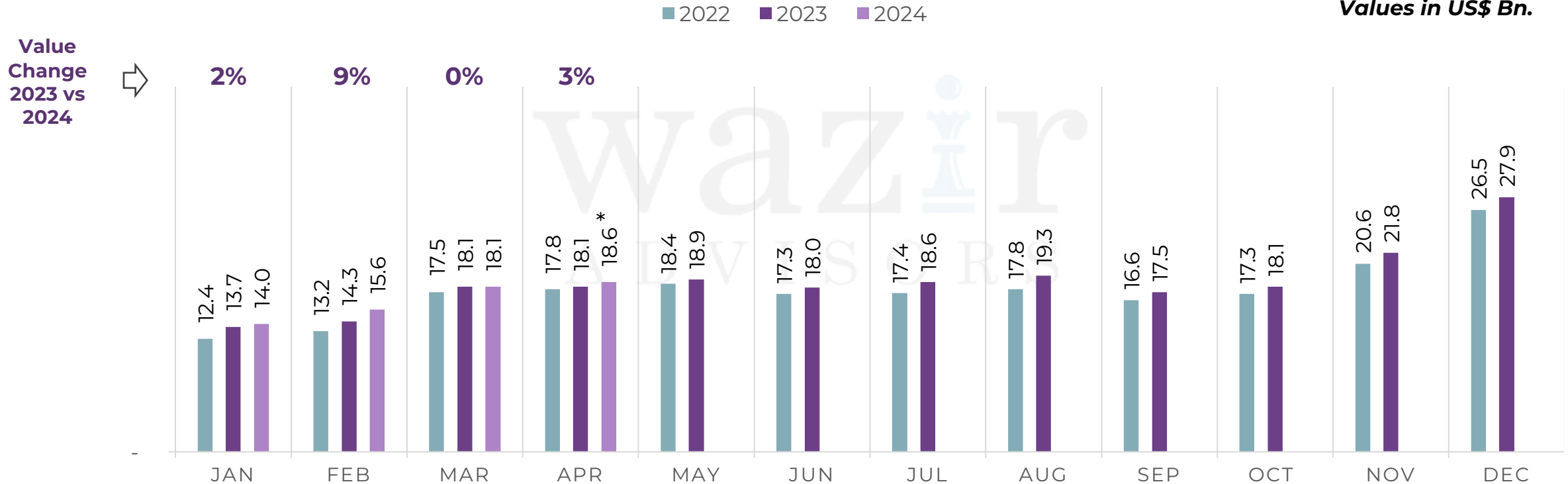


US APPAREL STORE SALES TREND

In April 2024, US monthly apparel store sales are estimated to be US\$ 18.6 Bn. which is 3% higher than in April 2023. On YTD basis, the sales in 2024 are 3% higher than in 2023.

Year	Jan-Apr	Jan-Dec
2022	60.9	212.8
2023	64.2 (+5%)	224.3 (+5%)
2024	66.3 (+3%)	

Values in US\$ Bn.



Data Source: US Census Bureau; *Estimated

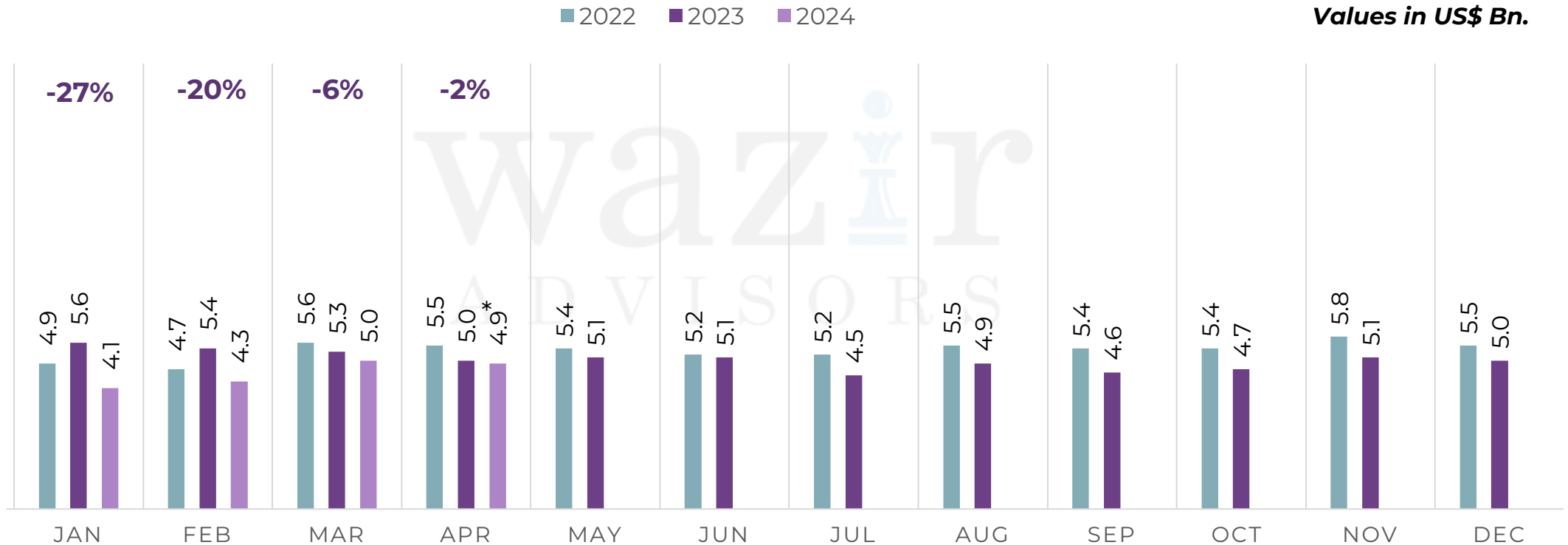
US HOME FURNISHINGS STORE SALES TREND

In April 2024, US monthly home furnishing store sales are estimated to be US\$ 4.9 Bn. which is 2% lower than in April 2023. On YTD basis, the sales in 2024 are 14% lower than in 2023.

Year	Jan-Apr	Jan-Dec
2022	20.7	64.1
2023	21.3 (+3%)	60.3 (-6%)
2024	18.3 (-14%)	

Values in US\$ Bn.

Value Change 2023 vs 2024

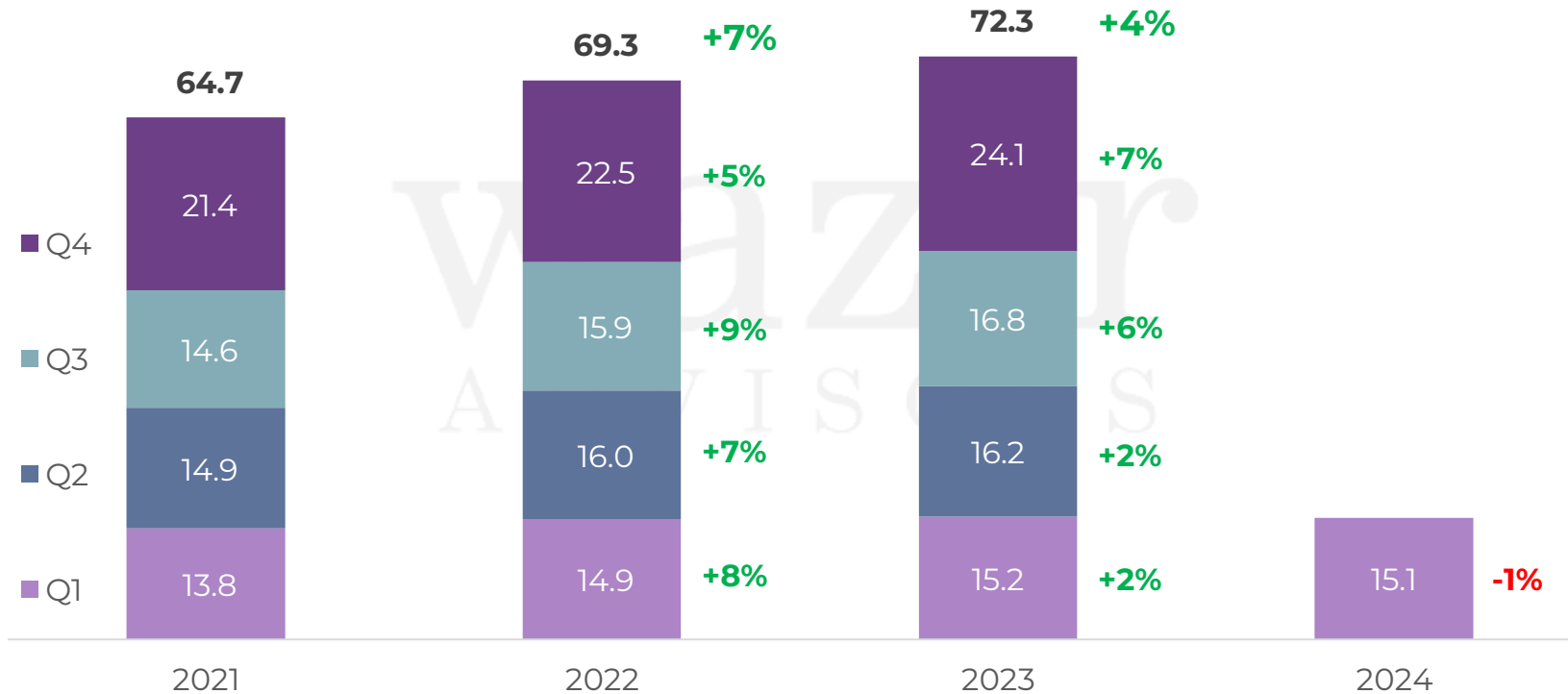


Data Source: US Census Bureau; *Estimated

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.



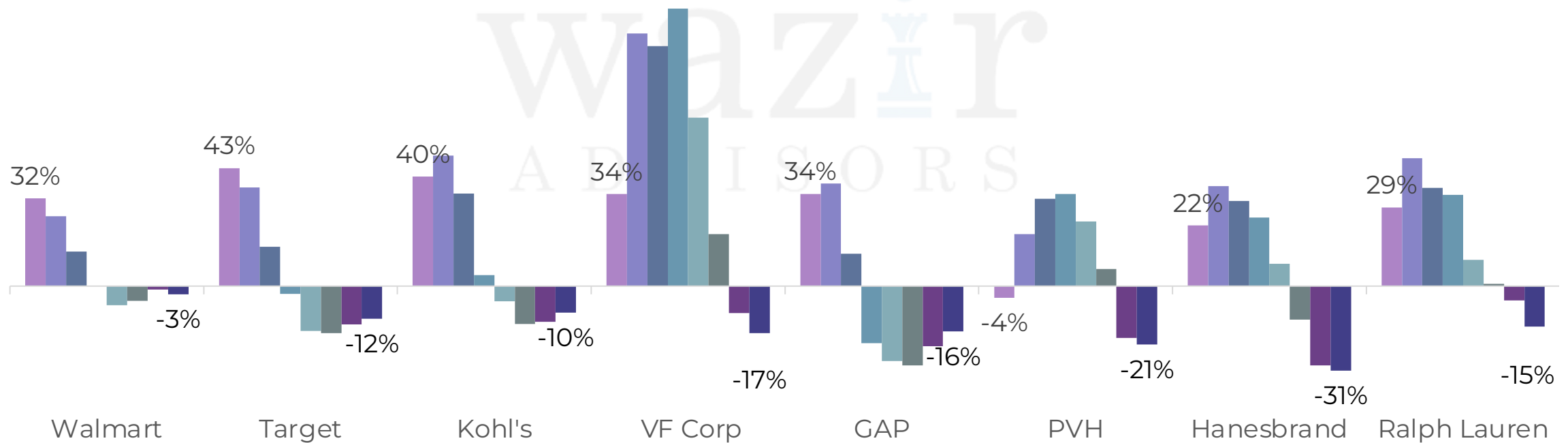
Data Source: US Census Bureau

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

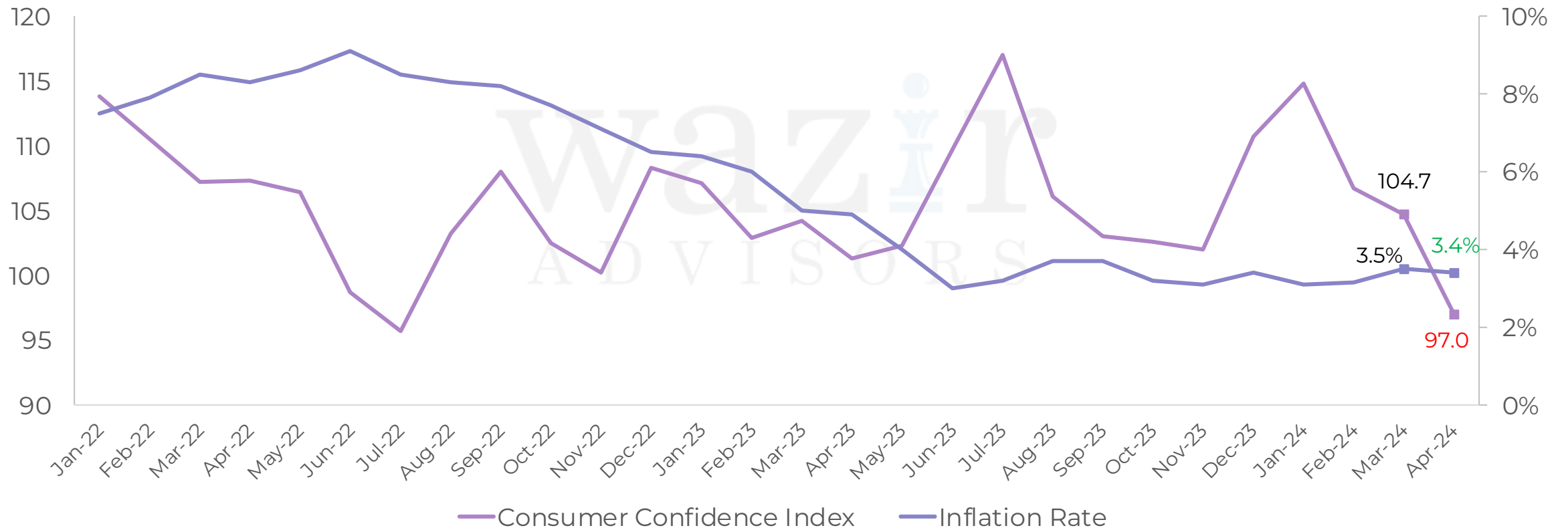
Percentage Change in Inventory Value (YoY)

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



US CONSUMER CONFIDENCE INDEX AND INFLATION RATE

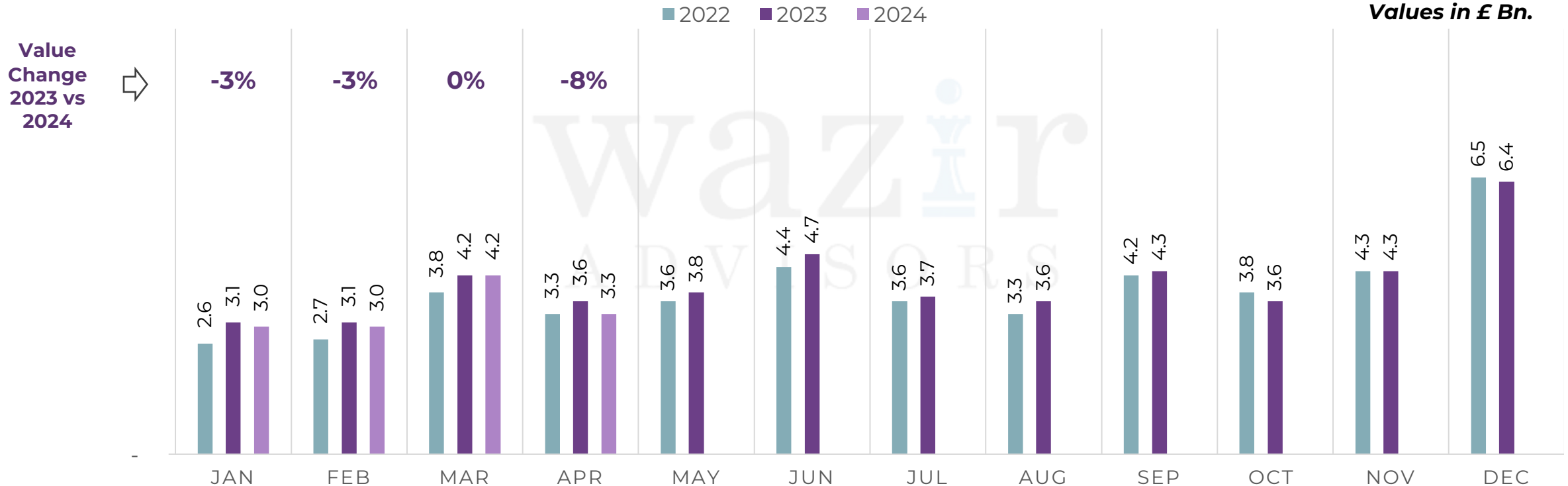
In April 2024, US Consumer Confidence Index has decreased further to 97.0 from 104.7 last month. US inflation rate in the same period decreased to 3.4% from 3.5%.



UK APPAREL STORE SALES TREND

In April 2024, UK's monthly apparel store sales were £ 3.3 Bn. which is the same as in April 2023. On YTD basis, the sales in 2024 are 4% lower than in 2023.

Year	Jan-Apr	Jan-Dec
2022	12.4	46.1
2023	14.0 (+13%)	48.4 (+5%)
2024	13.5 (-4%)	

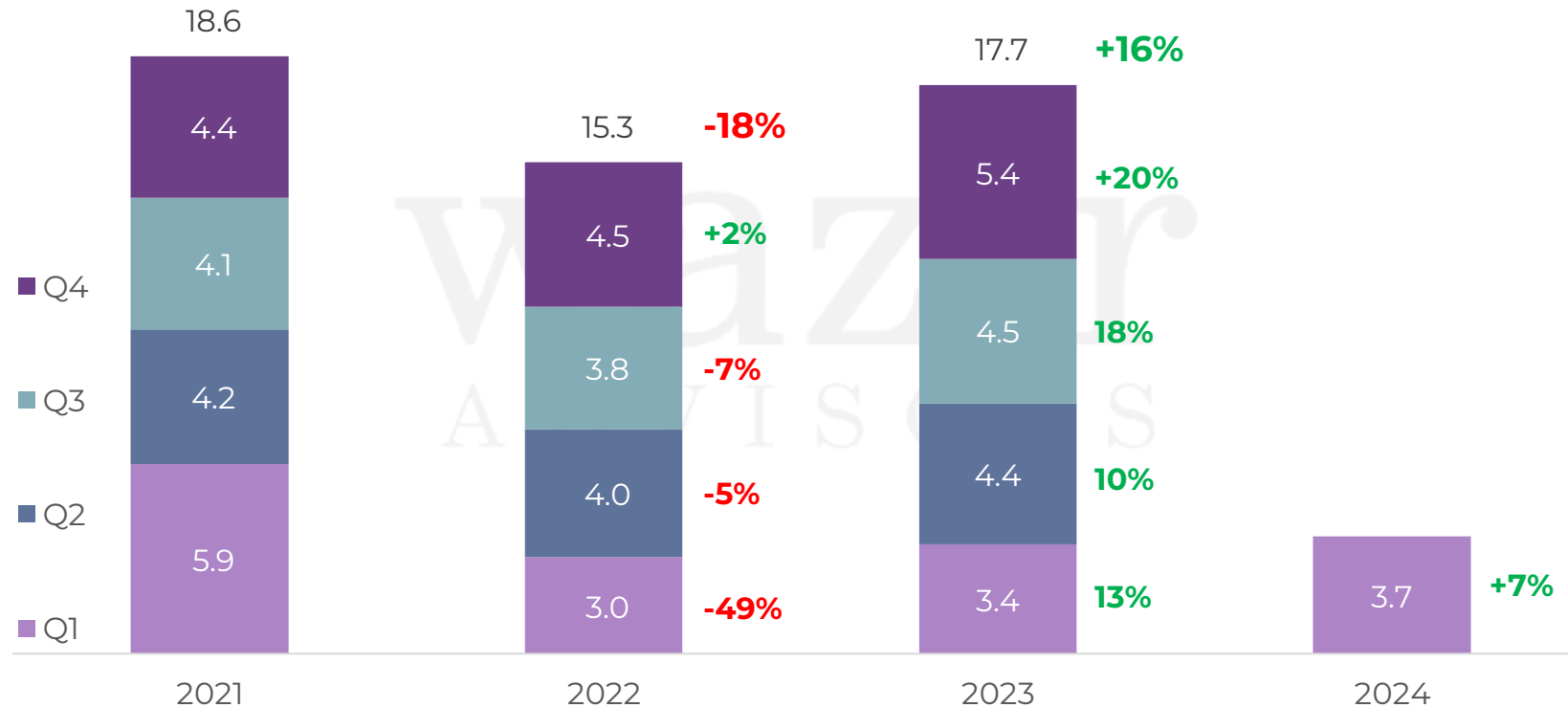


Data Source: Office of National Statistics, UK

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

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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