

The background features a repeating pattern of intricate mandala designs. The pattern is split vertically: the left side is a teal color, and the right side is a light yellow color. The mandalas consist of various geometric and floral motifs, including circles, petals, and dots, arranged in a complex, symmetrical fashion.

wazir
ADVISORS



Apparel Trade Scenario in Key Global Markets and India

September 2022



Contents

- Summary
- US Market Scenario
 - Monthly Apparel and Home Furnishings Store Sales Trend
 - Quarterly Clothing and Accessories E-Commerce Sales
 - Monthly Apparel Imports Trend
 - Share Change of Major Apparel Suppliers
- UK Market Scenario
 - Monthly Apparel Store Sales Trend
 - Monthly Apparel Imports Update
 - Share Change of Major Apparel Suppliers
- EU Market Scenario
 - Monthly Apparel Imports Update
 - Share Change of Major Apparel Suppliers
- Japan Market Scenario
 - Monthly Apparel Imports Update
 - Share Change of Major Apparel Suppliers
- Indian Exports Update
 - Monthly Apparel Exports
 - Share Change of Major Apparel Markets

Summary

- **US Market**

- In Aug 2022, US monthly apparel store sales are estimated to be US\$ 18.1 billion which is 7% higher than Aug 2021. On YTD bases the sales are 8% higher than 2021.
- In Q2 2022, online sales of clothing and accessories registered a significant growth of 7% over Q2 2021.
- In Aug 2022, the home furnishing store sales were estimated to be US\$ 5.5 bn., showing no growth compared to Aug 2021. On YTD basis the sales are 3% higher than 2021.
- August US Consumer Confidence Index stood at 103.2 increasing marginally, after declining for three consecutive months.
- In Jul 2022, US apparel imports stood at US\$ 9.3 billion which is 33% higher than in Jul 2021. On YTD basis, the imports are 39% higher than 2021.
- China's share in the US market has reduced by 8% since 2019, whereas Vietnam's and Bangladesh's shares has gone up by 3% each. India's share has increased by 1% since 2019.

- **UK Market**

- In Aug 2022, UK monthly apparel store sales are estimated to be £ 3.3 bn. which is 7% higher than Aug 2021. On YTD bases the sales are 29% higher than 2021.
- UK apparel imports in Jun 2022 were approx. 13% higher compared to last year. On YTD basis, the imports in 2022 are 27% higher than 2021.

- In the UK apparel market, Bangladesh, Turkey and India's share has increased by 2%, 1% and 1% respectively, since 2019.

- **EU Market**

- EU apparel imports in Jun 2022 were approx. 40% higher compared to last year. On YTD basis, the imports in 2022 are 38% higher than 2021.
- In the EU apparel market, China's share has declined by 4% whereas Bangladesh's share has increased by 4%, since 2019.

- **Japan Market**

- In Jul 2022, Japan's apparel imports stood at US\$ 1.9 billion which is 12% higher than in Jul 2021. On YTD basis, the imports in 2022 are 1.3% higher than last year.
- In Japan's apparel imports, Bangladesh's and Cambodia's share increased by 2% and 1%, respectively whereas that of China declined by 2% compared to 2019.

- **Indian Exports**

- In Aug 2022, the exports were 3% higher as compared to Aug 2021. On YTD basis the exports are 19% higher than 2021.
- In India's apparel export basket, USA's share has increased by 9% whereas UAE's and UK's share has declined by 4% and 1%, respectively since 2019.



US Market Scenario



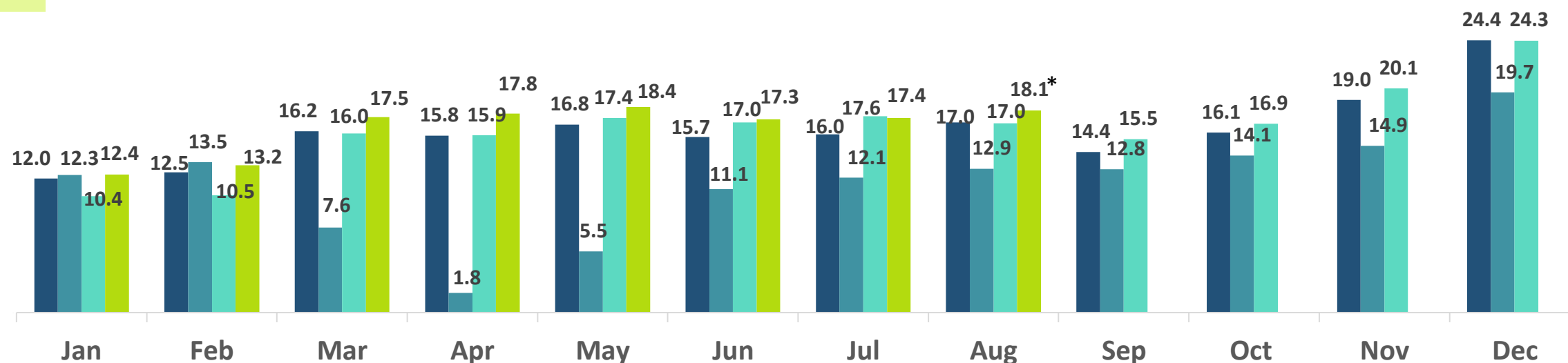
Monthly Apparel Store Sales Trend

Values in US\$ bn.

■ 2019 ■ 2020 ■ 2021 ■ 2022

| | Jan to Aug | Jan to Dec |
|------|--------------|--------------|
| 2019 | 122.2 | 196.1 |
| 2020 | 76.7 (-37%) | 138.3 (-29%) |
| 2021 | 121.8 (+59%) | 198.5 (+44%) |
| 2022 | 132.1 (+8%) | - |

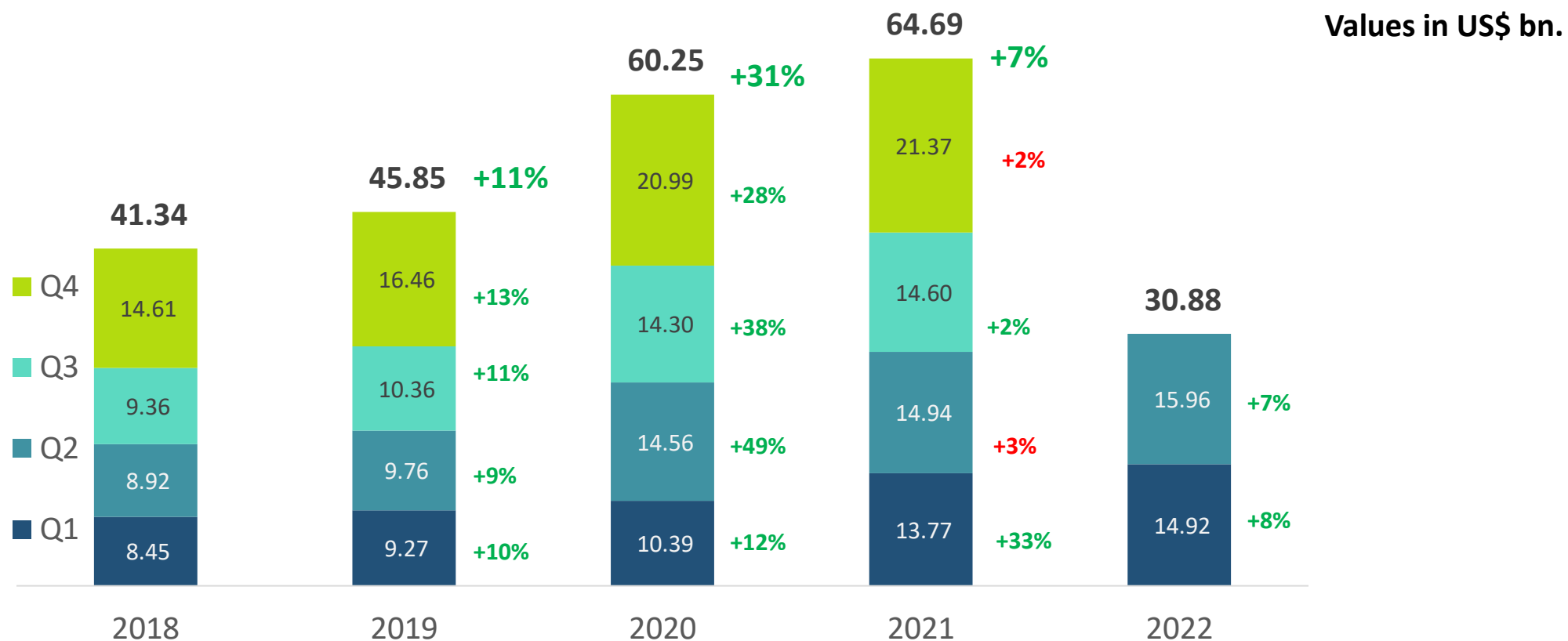
Value Change
2021 vs 2022



Data Source: US Census Bureau; * Estimated

In Aug 2022, US monthly apparel store sales are estimated to be US\$ 18.1 billion which is 7% higher than Aug 2021. On YTD bases the sales are 8% higher than 2021.

Quarterly Clothing and Accessories E-Commerce Sales



Data Source: US Census Bureau

In Q2 2022, online sales of clothing and accessories registered a significant growth of 7% over Q2 2021.

Monthly Home Furnishings Store Sales Trend

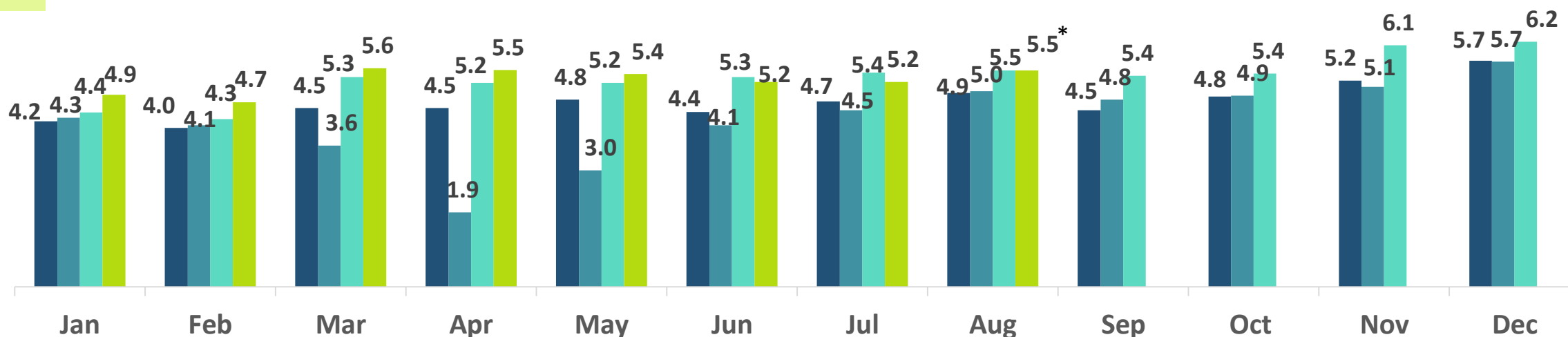
■ 2019 ■ 2020 ■ 2021 ■ 2022

| | Jan to Aug | Jan to Dec |
|------|-------------|-------------|
| 2019 | 36.1 | 56.5 |
| 2020 | 30.4 (-16%) | 50.8 (-10%) |
| 2021 | 40.6 (+34%) | 63.8 (+26%) |
| 2022 | 41.9 (+3%) | |

Values in US\$ bn.

Value Change
2021 vs 2022

10% 10% 4% 6% 4% -2% -4% 0%

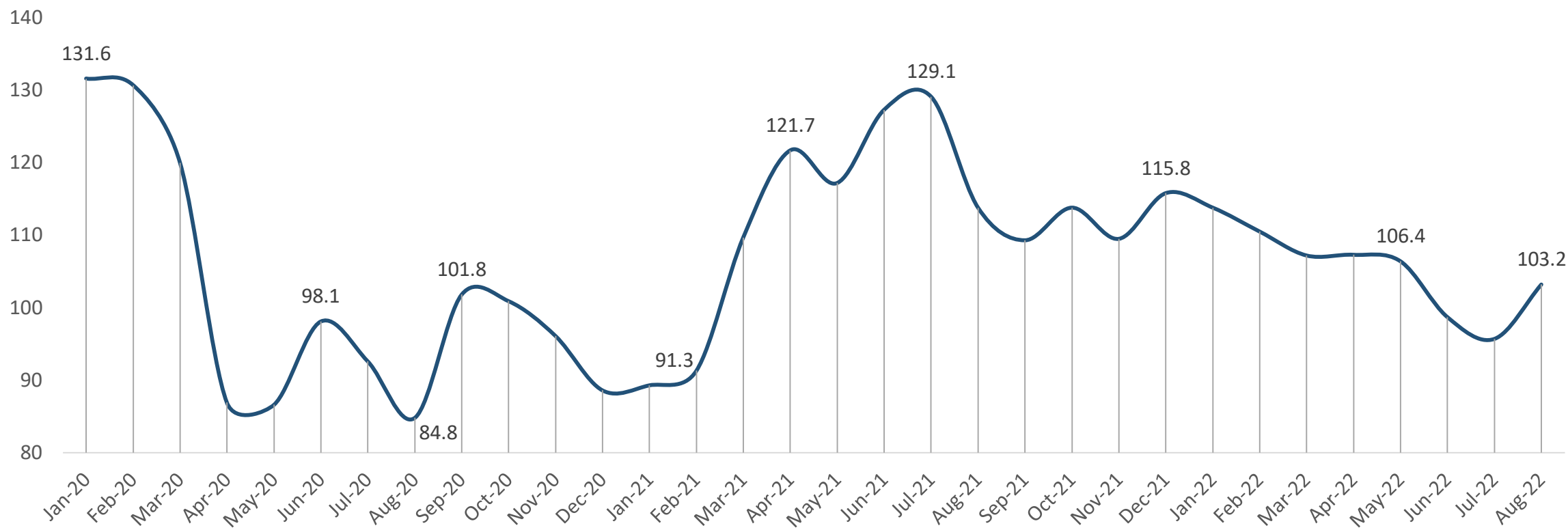


Data Source: US Census Bureau

*Estimated

In Aug 2022, the home furnishing store sales were estimated to be US\$ 5.5 bn., showing no growth compared to Aug 2021. On YTD basis the sales are 3% higher than 2021.

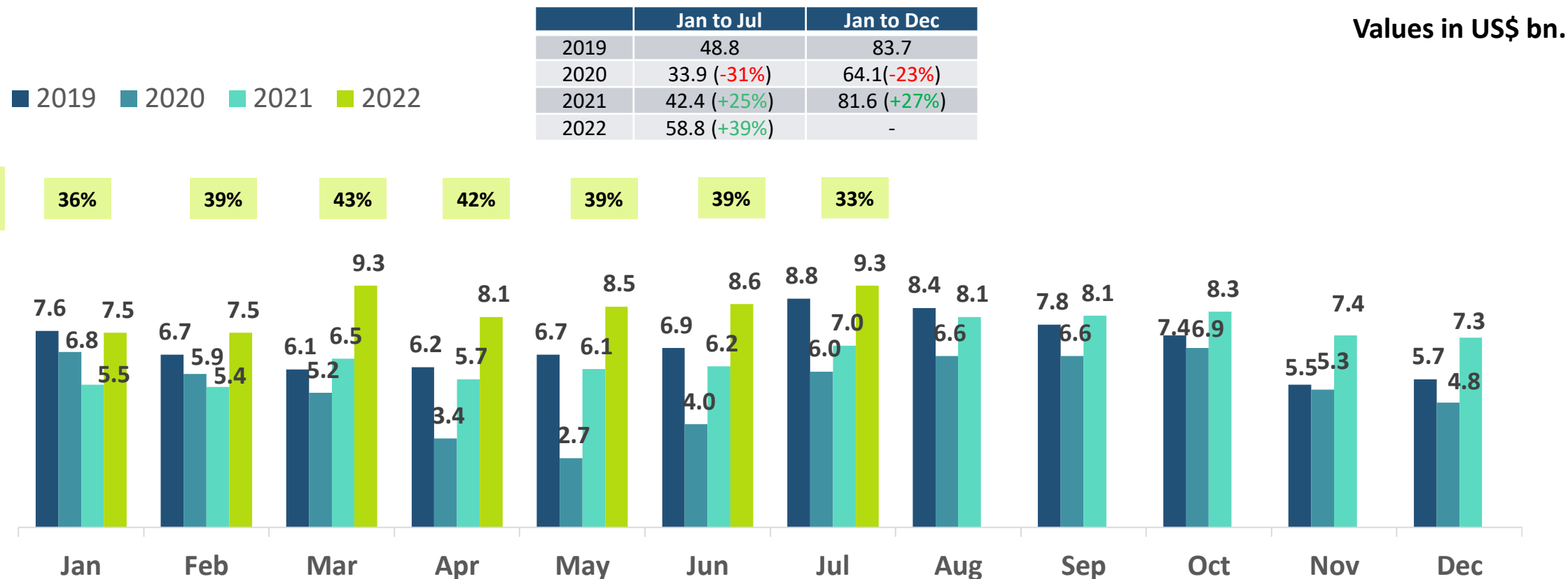
Consumer Confidence Index



Data Source: The Conference Board

August US Consumer Confidence Index stood at 103.2 increasing marginally, after declining for three consecutive months.

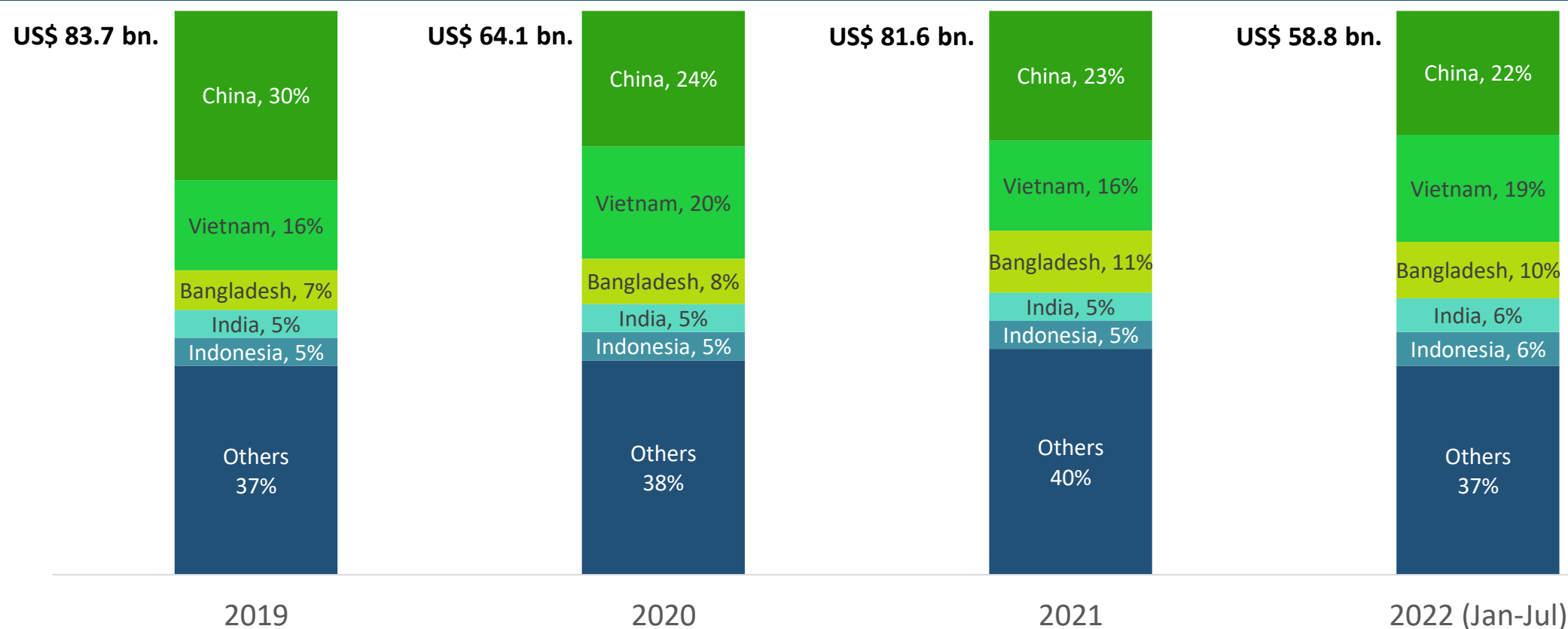
US Monthly Apparel Imports Trend



Data Source: The Office of Textiles and Apparel (OTEXA), USA

In Jul 2022, US apparel imports stood at US\$ 9.3 billion which is 33% higher than in Jul 2021. On YTD basis, the imports are 39% higher than 2021.

Share Change of Major Apparel Suppliers



Data Source: The Office of Textiles and Apparel (OTEXA), USA

China's share in the US market has reduced by 8% since 2019, whereas Vietnam's and Bangladesh's shares has gone up by 3% each. India's share has increased by 1% since 2019.



UK Market Scenario



Monthly Apparel Store Sales Trend

Values in £ bn.

■ 2019 ■ 2020 ■ 2021 ■ 2022

| | Jan to Jul | Jan to Dec |
|------|-------------|-------------|
| 2019 | 26.9 | 44.2 |
| 2020 | 19.2 (-29%) | 33.2 (-25%) |
| 2021 | 21.2 (10%) | 38.1 (+15%) |
| 2022 | 27.4 (29%) | - |

Value Change
2021 vs 2022

79%

110%

79%

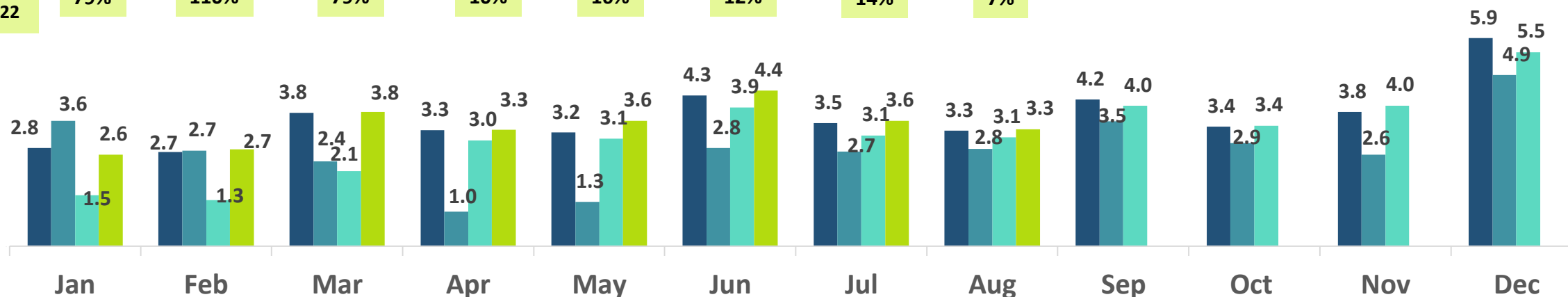
10%

16%

12%

14%

7%



Data Source: Office of National Statistics, UK

In Aug 2022, UK monthly apparel store sales are estimated to be £ 3.3 bn. which is 7% higher than Aug 2021. On YTD bases the sales are 29% higher than 2021.

Monthly Apparel Imports Update

Values in US\$ bn.

■ 2019 ■ 2020 ■ 2021 ■ 2022

| | Jan to Jun | Jan to Dec |
|------|-------------|--------------|
| 2019 | 11.6 | 24.9 |
| 2020 | 8.6 (-26%) | 23.0(-7%) |
| 2021 | 9.1 (+6%) | 20.8 (-9.5%) |
| 2022 | 11.6 (+27%) | - |

Value Change
2021 vs 2022

56%

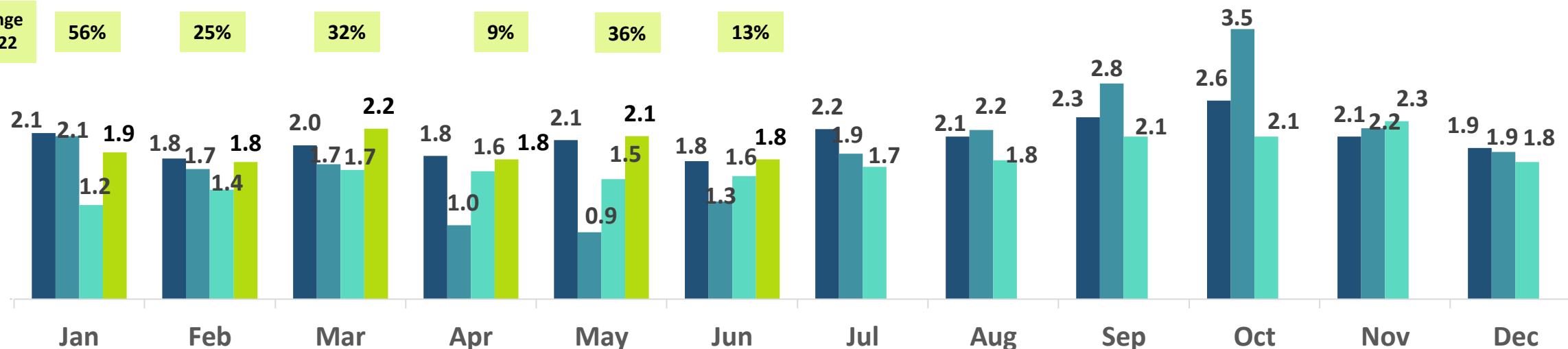
25%

32%

9%

36%

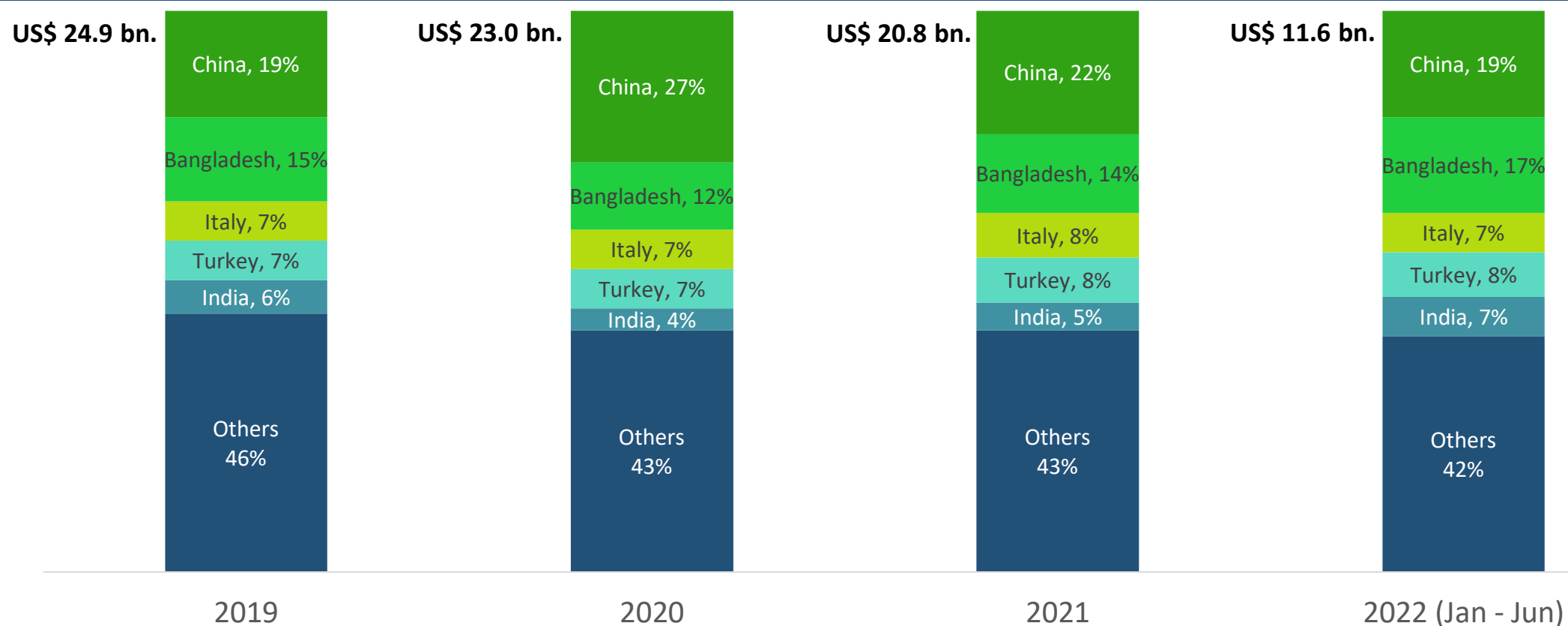
13%



Data Source: UN Comtrade

UK apparel imports in Jun 2022 were approx. 13% higher compared to last year. On YTD basis, the imports in 2022 are 27% higher than 2021.

Share Change of Major Apparel Suppliers



Data Source: Eurostat; Extra EU-27 Imports Data

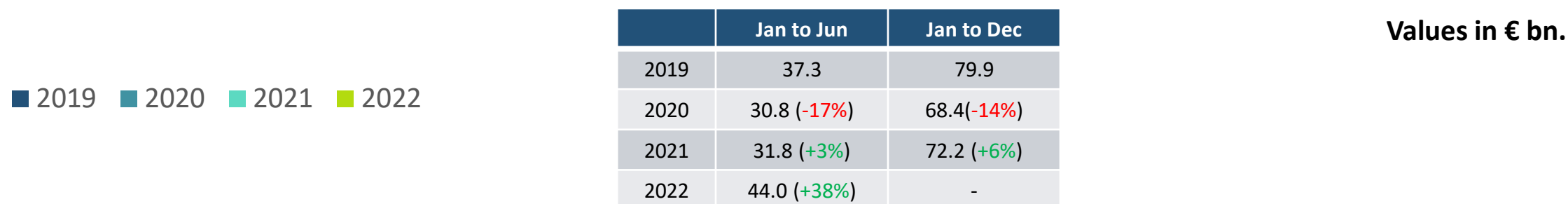
In the UK apparel market, Bangladesh, Turkey and India's share has increased by 2%, 1% and 1% respectively, since 2019.



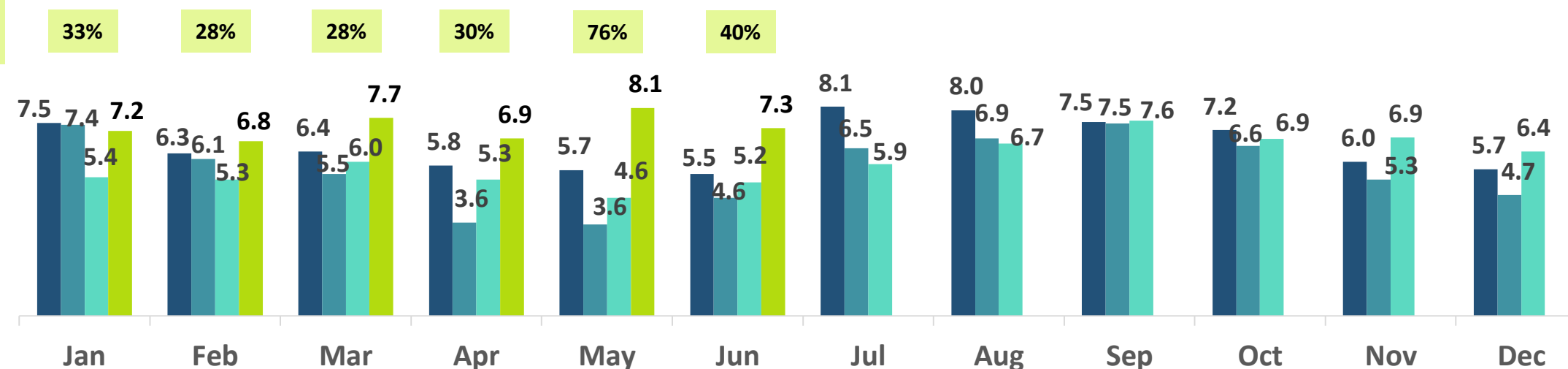
EU Market Scenario



EU Monthly Apparel Imports Update



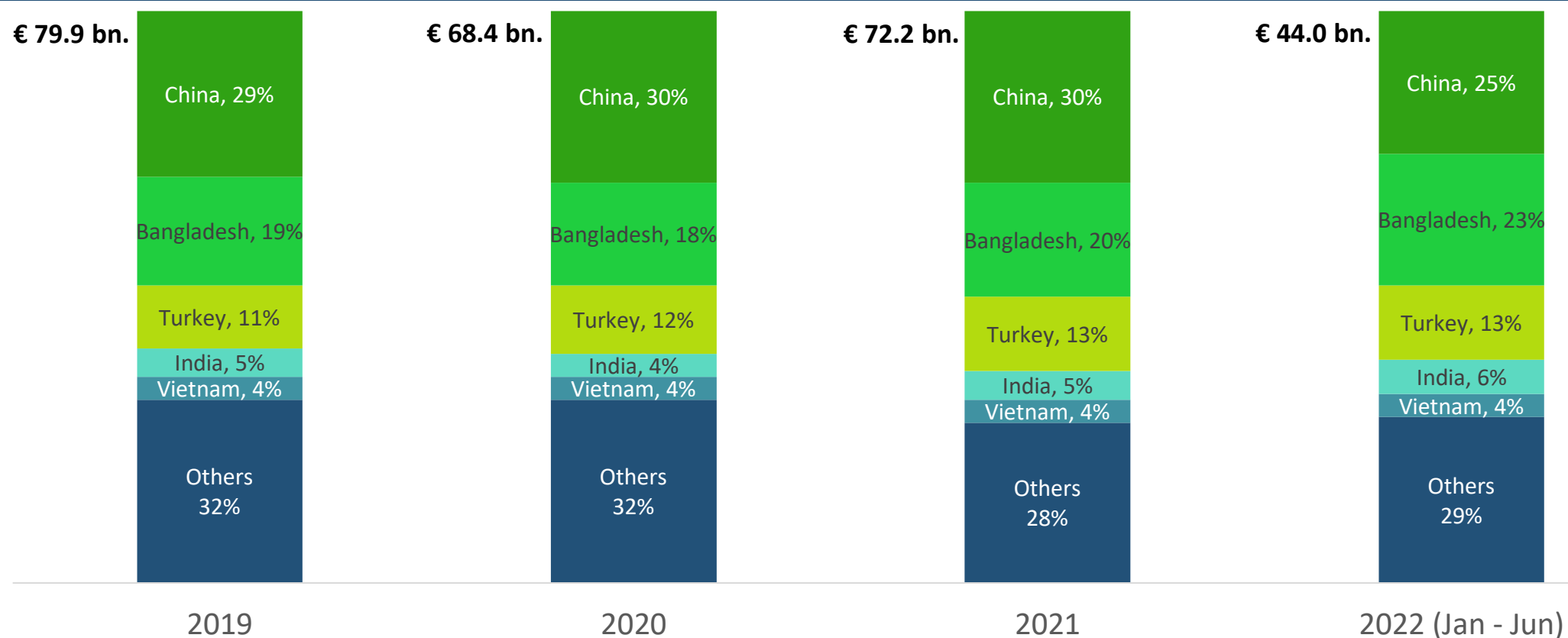
Value Change
2021 vs 2022



Data Source: Eurostat; Extra EU-27 Imports Data

EU apparel imports in Jun 2022 were approx. 40% higher compared to last year. On YTD basis, the imports in 2022 are 38% higher than 2021.

Share Change of Major Apparel Suppliers



Data Source: Eurostat; Extra EU-27 Imports Data

In the EU apparel market, China's share has declined by 4% whereas Bangladesh's share has increased by 4%, since 2019.



Japan Market Scenario



Japan Monthly Apparel Imports Update

Values in US\$ bn.

| | Jan to Jul | Jan to Dec |
|------|--------------|--------------|
| 2019 | 15.2 | 28.0 |
| 2020 | 13.1 (-14%) | 24.0 (-14%) |
| 2021 | 12.7 (-2.4%) | 23.8 (-0.9%) |
| 2022 | 12.9 (+1.3%) | - |

■ 2019 ■ 2020 ■ 2021 ■ 2022

Value Change
2021 vs 2022

8%

-15%

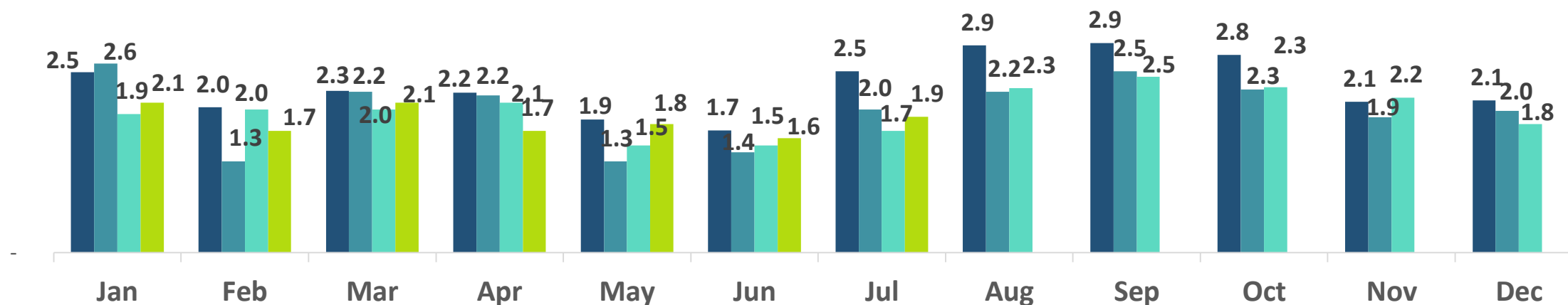
-19%

-19%

20%

7%

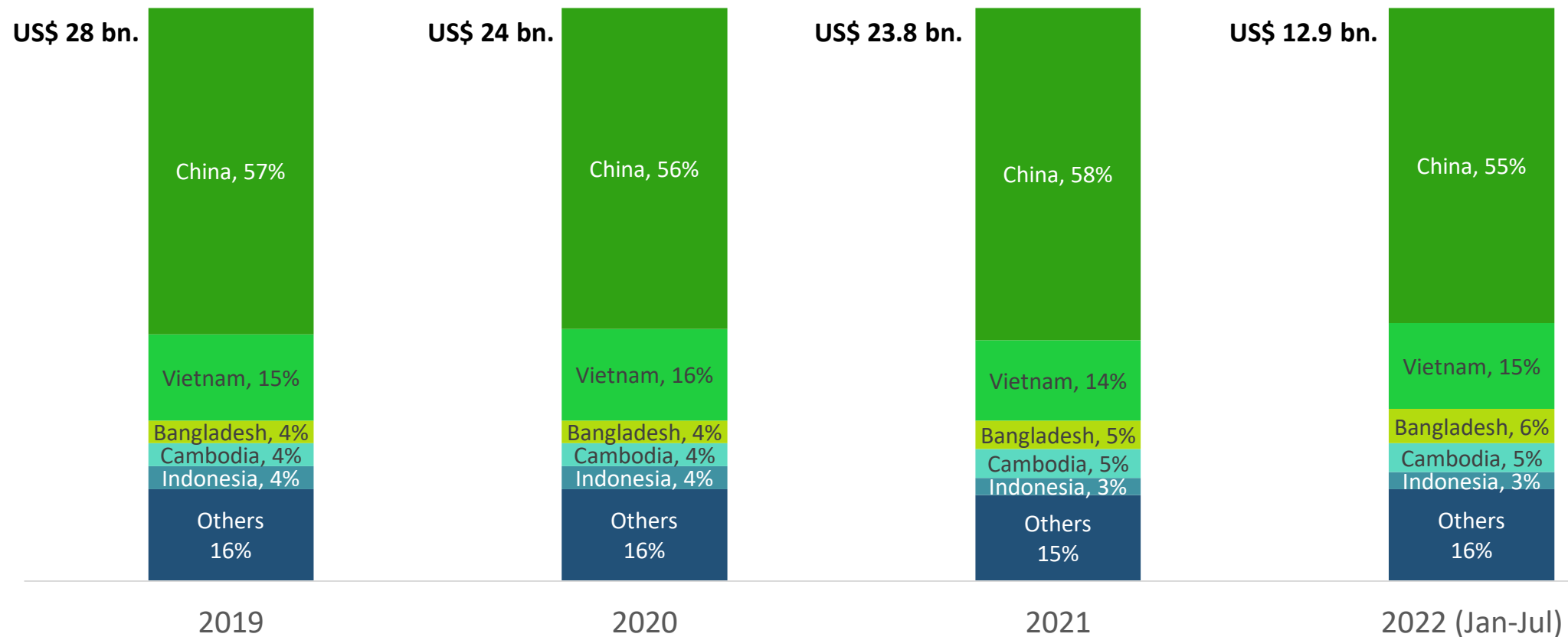
12%



Data Source: UN Comtrade

In Jul 2022, Japan's apparel imports stood at US\$ 1.9 billion which is 12% higher than in Jul 2021. On YTD basis, the imports in 2022 are 1.3% higher than last year.

Share Change of Major Apparel Suppliers



Data Source: UN Comtrade

In Japan's apparel imports, Bangladesh's and Cambodia's share increased by 2% and 1%, respectively whereas that of China declined by 2% compared to 2019.



Indian Exports Update



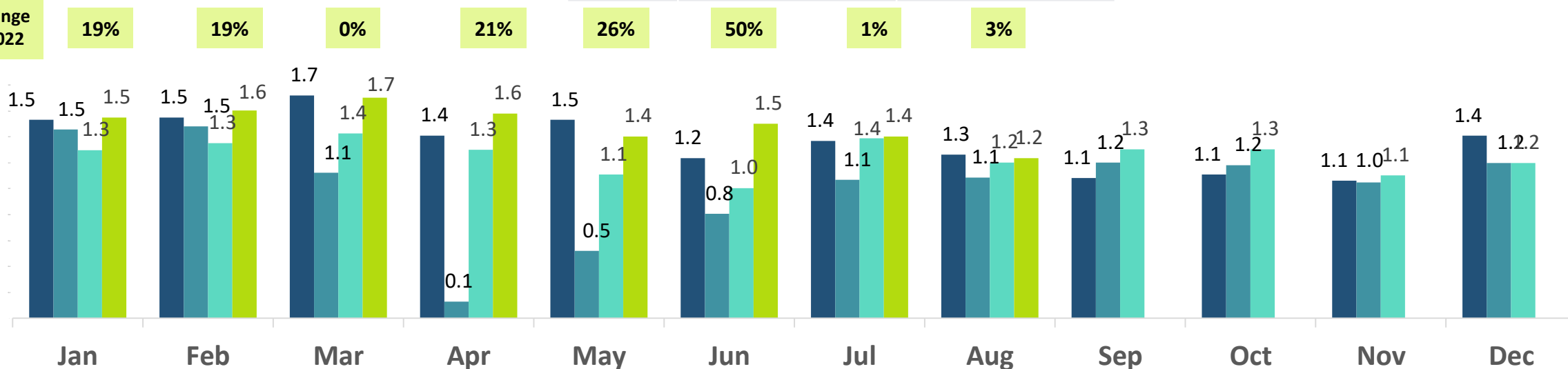
Monthly Apparel Exports Trend

Values in US\$ bn.

| | Jan to Aug | Jan to Dec |
|------|------------|-------------|
| 2019 | 11.6 | 16.2 |
| 2020 | 7.7 (-34%) | 12.3 (-24%) |
| 2021 | 10.1 (32%) | 15.0 (+22%) |
| 2022 | 12.7 (19%) | - |

■ 2019 ■ 2020 ■ 2021 ■ 2022

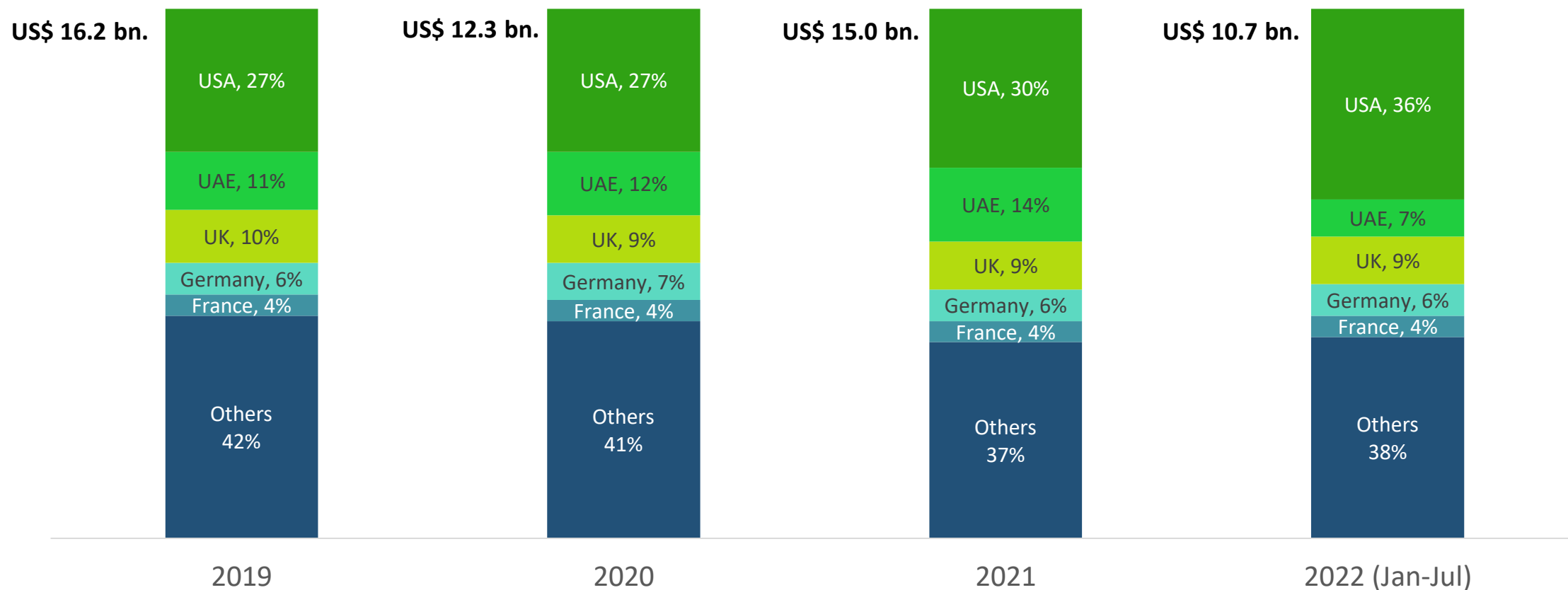
Value Change
2021 vs 2022



Data Source: DGCI&S, Govt. of India

In Aug 2022, the exports were 3% higher as compared to Aug 2021. On YTD basis the exports are 19% higher than 2021.

Share Change of Major Apparel Markets



Data Source: DGCI&S, Govt. of India

In India's apparel export basket, USA's share has increased by 9% whereas UAE's and UK's share has declined by 4% and 1%, respectively since 2019.

Wazir Advisors: Your Trusted Advisor in Textile and Apparel Domain

Our Services

Research and Strategy

- Corporate Strategy
- Market Research
- Entry Strategy
- Market Opportunity Assessment
- Impact Assessment Study
- Location Analysis
- Country/region Representation

Technical Services

- New Factory Set- up
- Operations re-engineering
- Gap study and benchmarking
- Techno Commercial Due-Diligence
- Detailed Project Report (DPR)

Partnerships

- Joint Ventures
- M&As
- Technical Tie-ups
- Transaction Advisory

Skill Development

- Training of machine operators
- Training of middle management

CONTACT

Varun Vaid

Business Director

Varun@wazir.in

+91 9899985979

Aditya Rajyan

Consultant

aditya.rajyan@wazir.in

+91 7830111130

Wazir Advisors Pvt. Ltd

3rd Floor , Building #115, Sector 44, Gurgaon - 122 002 Haryana- India

Tel : +91 124 4590 300