



# Apparel Trade Scenario in Key Global Markets and India

May 2023

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# Executive Summary

## Apparel Imports Update in Key Markets

USA

- In Mar 2023, US apparel imports were US\$ 6.3 Bn., which is 32% lower than in Mar 2022. On YTD basis, the imports are 19% lower than in 2022.
- China's share in the US market has reduced by 5% since 2021, whereas share of India has risen by 2%.

EU

- EU apparel imports in Mar 2023 has decreased by 9% compared to Mar 2022 and were US\$ 7.7 Bn in value. On YTD basis, the imports are 1% higher than in 2022.
- In the EU apparel market, Bangladesh's share witnessed an increase of 4% from 2021 and, China's share decreased by 5%.

UK

- UK apparel imports in Mar 2023 were US\$ 1.8 Bn. which is 18% lower than in Mar 2022. On YTD basis, the imports in 2023 are 14% lower than in 2022.
- In the UK apparel market, share of China have decreased by 5%, since 2021.

Japan

- In Mar 2023, Japan's apparel imports were US\$ 2.3 Bn. which is 10% higher than that in Mar 2022. On YTD basis, the imports are 3% higher than in 2022.
- In Japan's apparel imports, Vietnam's share increased by 2%, whereas that of China declined by 8% compared to 2021.

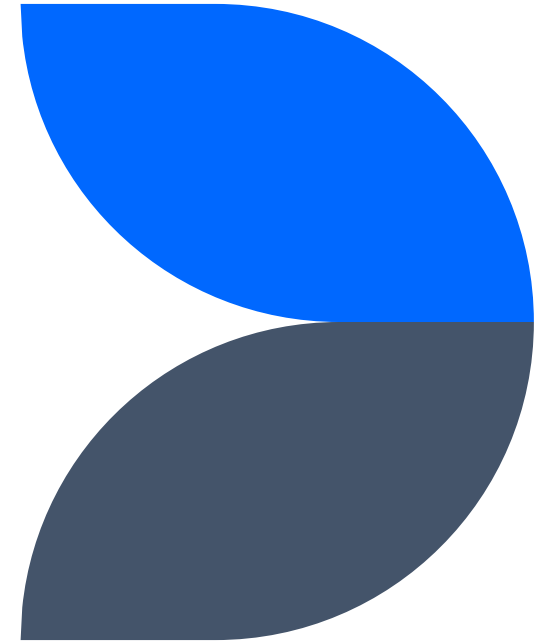
## Retail Sales Update in Key Markets

- In Apr 2023, US monthly apparel store sales are estimated to be US\$ 18.6 Bn. which is 4% more than in Apr 2022. On YTD basis, the sales were 6% higher than in 2022.
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- In Q1 2023, US' online sales of clothing and accessories registered a growth of 2% over Q1 2022 and were 32% lower than Q4 2022 sales.
- In Mar 2023, UK's monthly apparel store sales were £ 4.2 Bn. which is 11% higher than in Mar 2022. On YTD basis, the sales were 14% higher than in 2022.
- In Q1 2023, UK's online sales of clothing registered a growth of 13% over Q1 2022.

## Indian Apparel Exports Update

- In Apr 2023, India's apparel exports are estimated to fall further down to US\$ 1.2 Bn., which is 25% lower than in Apr 2022 exports. On YTD basis, the exports were 13% lower than in 2022.
- In India's apparel export basket, UAE's share has decreased by 6% whereas France's and UK's share has increased by 1% each, since 2021.

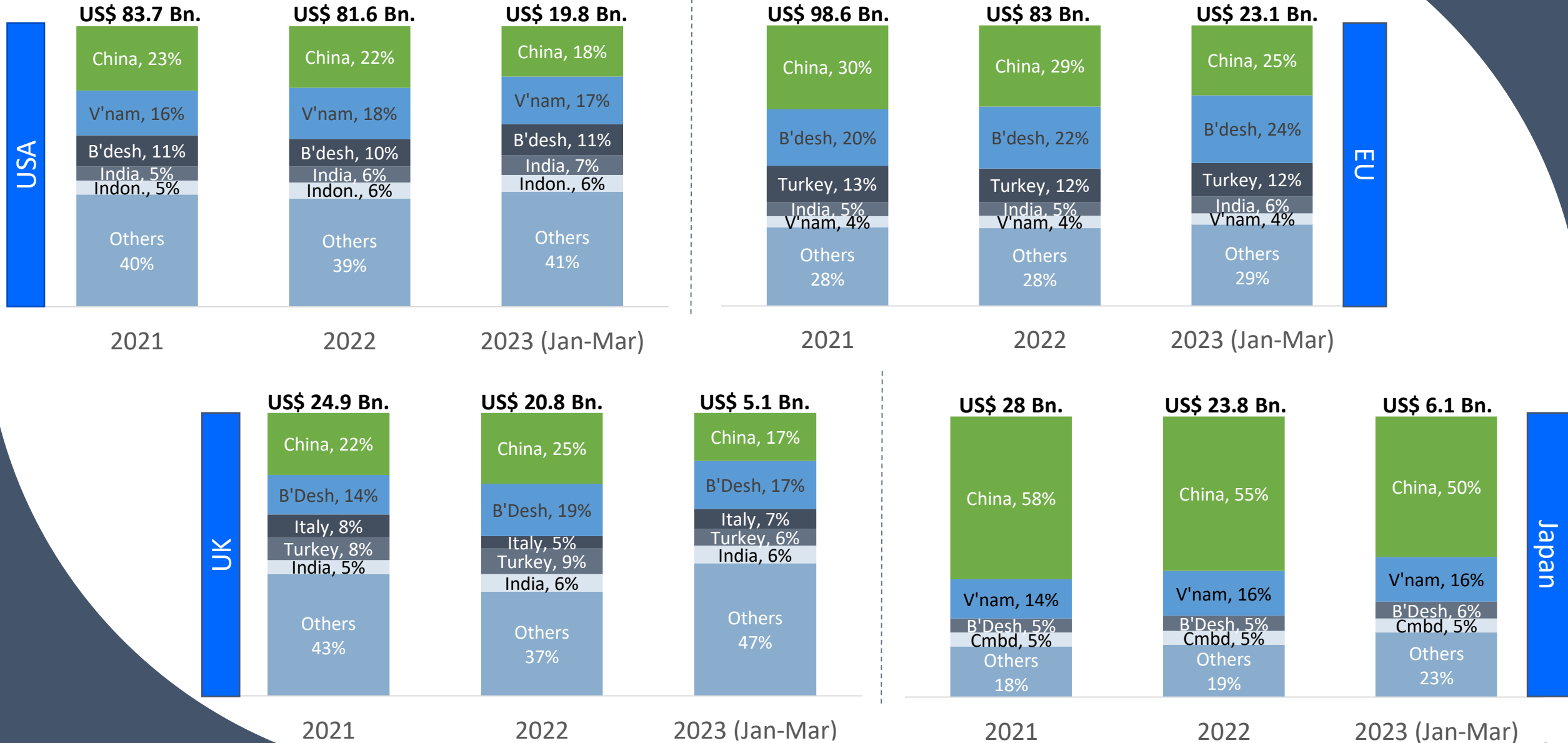
# Apparel Imports Update in Key Markets



# Monthly Apparel Imports of Key Markets

Region	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	YTD	CY Total
USA	2022	7.5	7.5	9.3	8.1	8.5	8.6	9.3	10.4	9.6	8.2	6.3	6.5	24.3	99.8
	2023	7.3	6.2	6.3										19.8	
	Change	-3%	-17%	-32%											-19%
EU	2022	6.9	7.5	8.5	7.5	7.6	7.8	8.2	10.7	10.6	9	7.2	7.6	22.9	99.1
	2023	8.2	7.2	7.7										23.1	
	Change	19%	-4%	-9%											1%
UK	2022	1.9	1.8	2.2	1.8	2.1	1.8	1.9	2	2.2	2.5	2.2	1.8	5.9	24.2
	2023	1.7	1.6	1.8										5.1	
	Change	-11%	-11%	-18%											-14%
Japan	2022	2.1	1.7	2.1	1.7	1.8	1.6	1.9	2.8	2.7	2.5	2.1	1.8	5.9	24.8
	2023	2.2	1.6	2.3										6.1	
	Change	5%	-6%	10%											3%
Total (Key Markets)	2022	18.4	18.5	22.1	19.1	20.0	19.8	21.3	25.9	25.1	22.2	17.8	17.7	59.0	247.9
	2023	19.4	16.6	18.1										54.1	
	Change	5%	-10%	-18%											-8%

# Share of Major Suppliers in Key Markets



## Key Takeaways

### USA

- In Mar 2023, US apparel imports were US\$ 6.3 Bn., which is 32% lower than in Mar 2022. On YTD basis, the imports are 19% lower than in 2022.
- China's share in the US market has reduced by 5% since 2021, whereas share of India has risen by 2%.

### UK

- UK apparel imports in Mar 2023 were US\$ 1.8 Bn. which is 18% lower than in Mar 2022. On YTD basis, the imports in 2023 are 14% lower than in 2022.
- In the UK apparel market, share of China have decreased by 5%, since 2021.

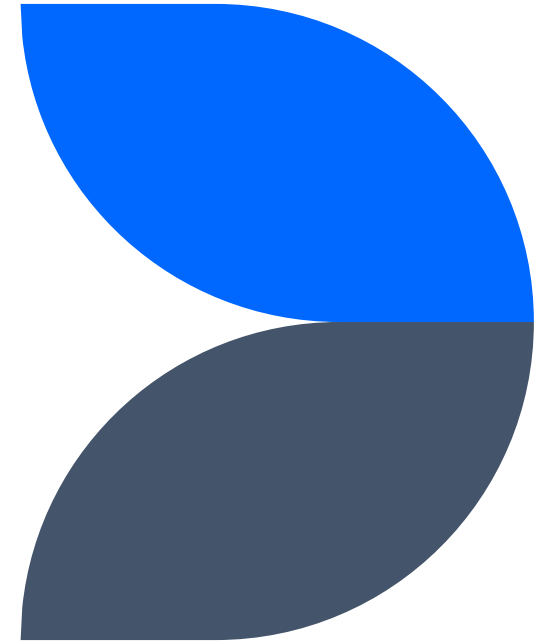
### EU

- EU apparel imports in Mar 2023 has decreased by 9% compared to Mar 2022 and were US\$ 7.7 Bn in value. On YTD basis, the imports are 1% higher than in 2022.
- In the EU apparel market, Bangladesh's share witnessed an increase of 4% from 2021 and, China's share decreased by 5%.

### Japan

- In Mar 2023, Japan's apparel imports were US\$ 2.3 Bn. which is 10% higher than that in Mar 2022. On YTD basis, the imports are 3% higher than in 2022.
- In Japan's apparel imports, Vietnam's share increased by 2%, whereas that of China declined by 8% compared to 2021.

# Retail Sales Update in Key Markets





# US Apparel Store Sales Trend

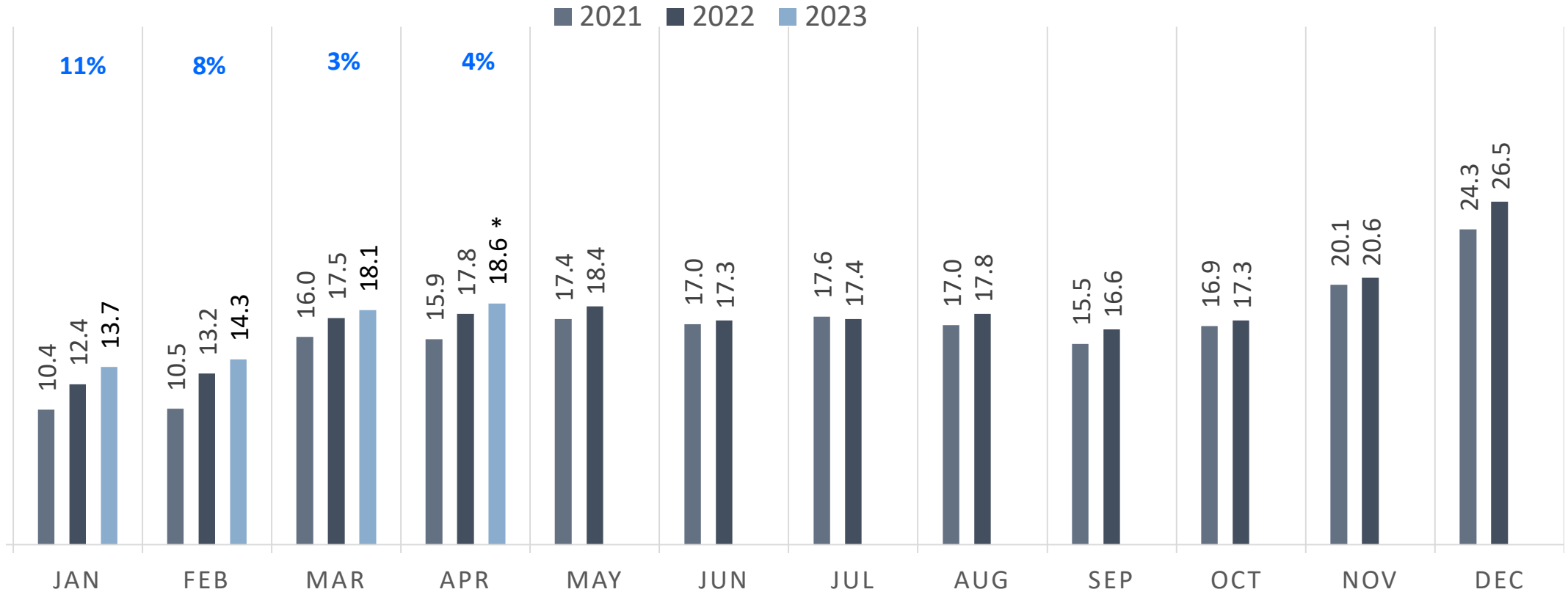
In Apr 2023, US monthly apparel store sales are estimated to be US\$ 18.6 Bn. which is 4% more than in Apr 2022. On YTD basis, the sales were 6% higher than in 2022.

Year	Jan-Apr	Jan-Dec
2021	52.8	198.5
2022	60.9 (+15%)	212.8 (+7%)
2023	45.6* (+6%)	

Value Change  
2022 vs 2023



Values in US\$ Bn.

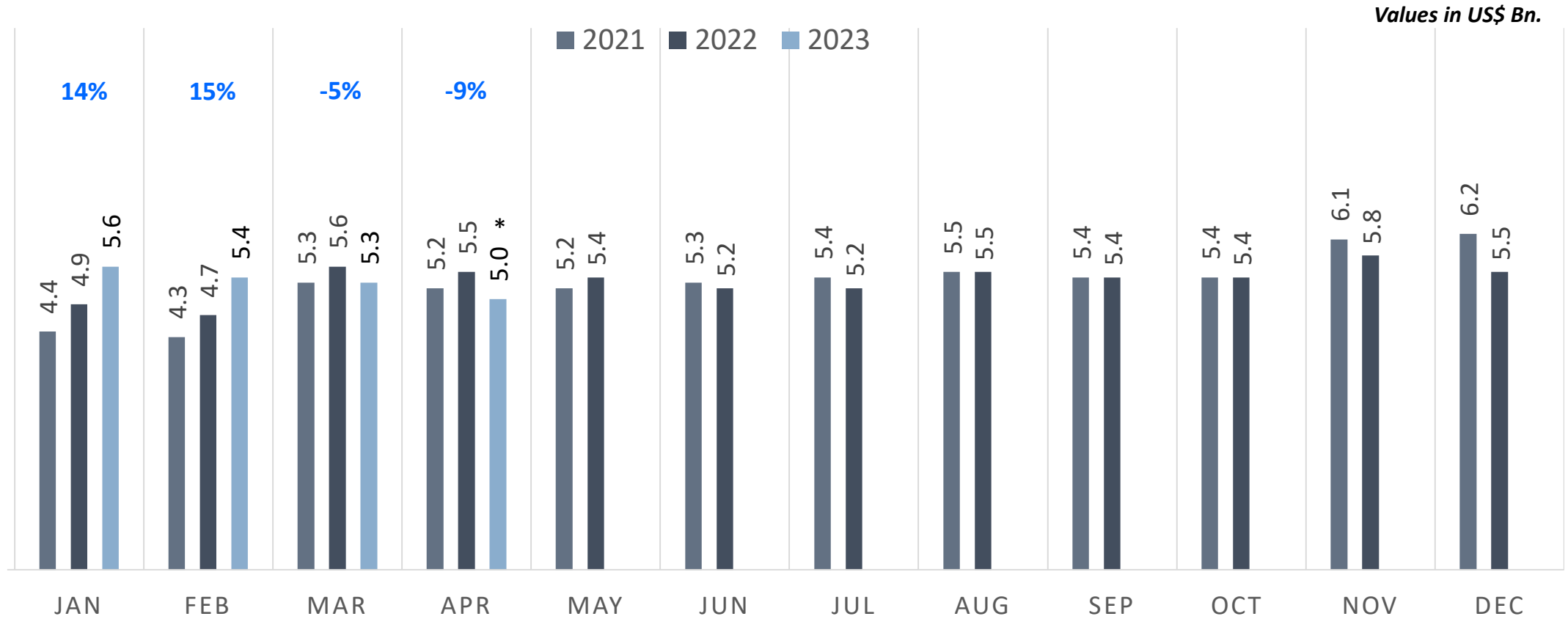


# US Home Furnishings Store Sales Trend

In Apr 2023, US monthly home furnishing store sales are estimated to be US\$ 5.0 Bn. which is 9% less than in Apr 2022. On YTD basis, the sales were 3% higher than in 2022.

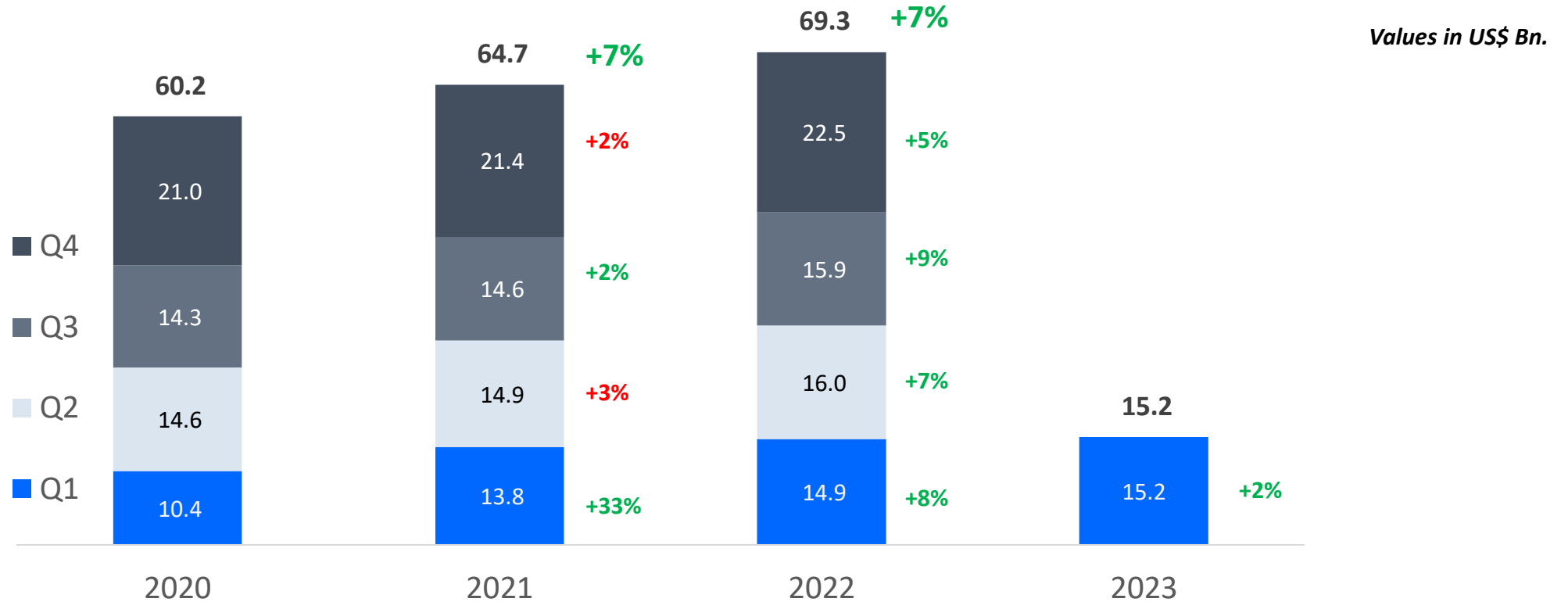
Year	Jan-Apr	Jan-Dec
2021	19.2	63.7
2022	20.7 (+8%)	64.1 (+1%)
2023	21.3 (+3%)	

Value Change  
2022 vs 2023



# US Clothing and Accessories E-Commerce Sales

In Q1 2023, online sales of clothing and accessories registered a growth of 2% over Q1 2022 and were 32% lower than Q4 2022 sales.

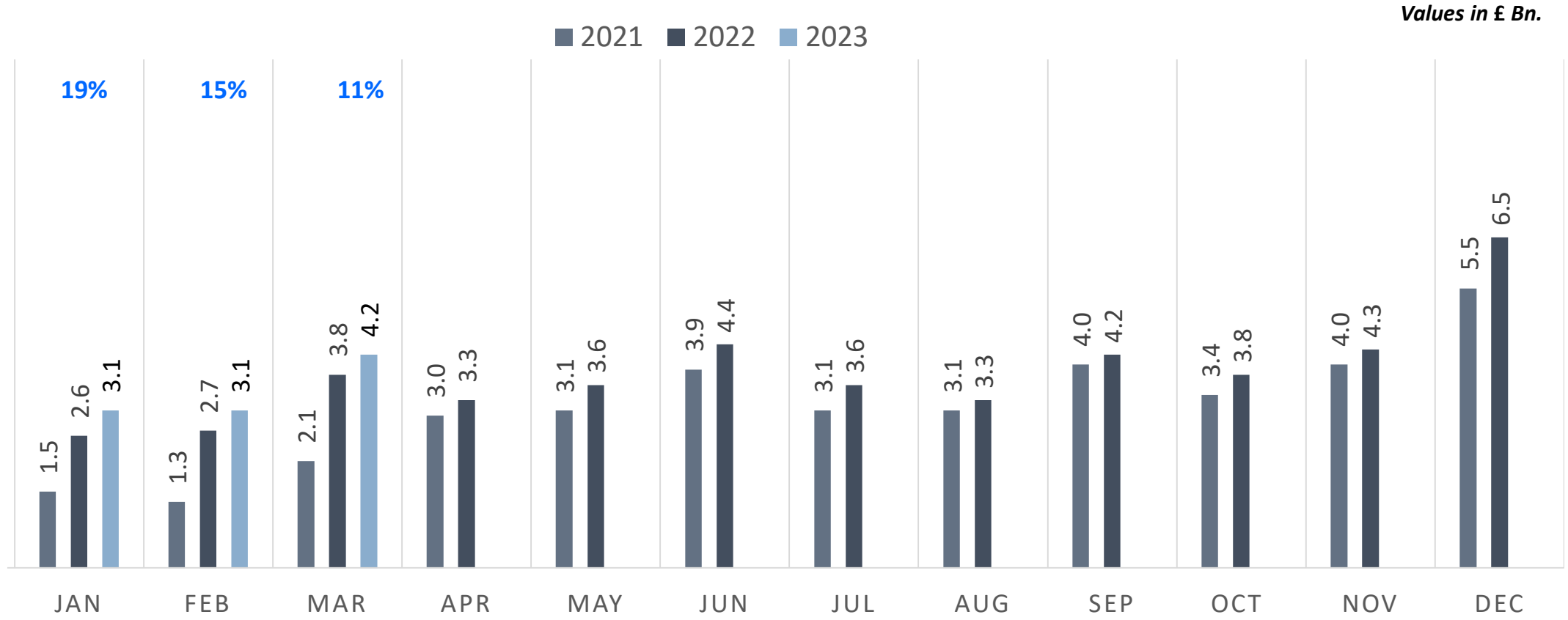


# UK Apparel Store Sales Trend

In Mar 2023, UK's monthly apparel store sales were £ 4.2 Bn. which is 11% higher than in Mar 2022. On YTD basis, the sales were 14% higher than in 2022.

Year	Jan - Mar	Jan - Dec
2021	4.9	38.1
2022	9.1 (+86%)	46.1 (+21%)
2023	10.4 (+14%)	

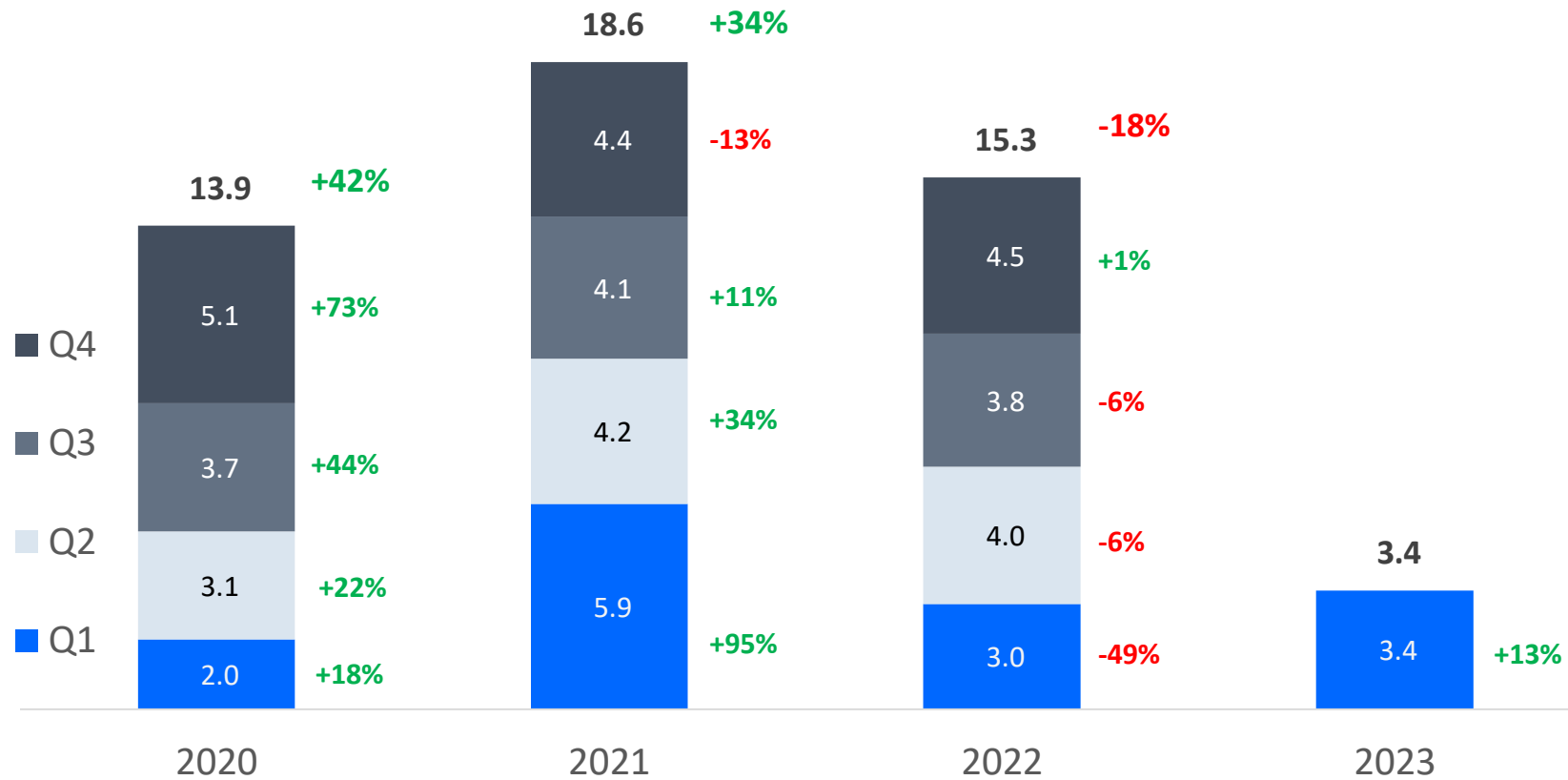
Value Change  
2022 vs 2023



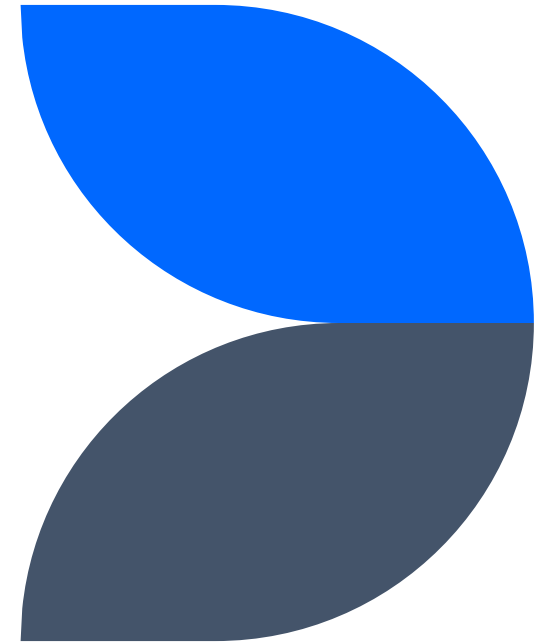
Values in £ Bn.

# UK Clothing E-Commerce Sales

In Q1 2023, online sales of clothing registered a growth of 13% over Q1 2022.



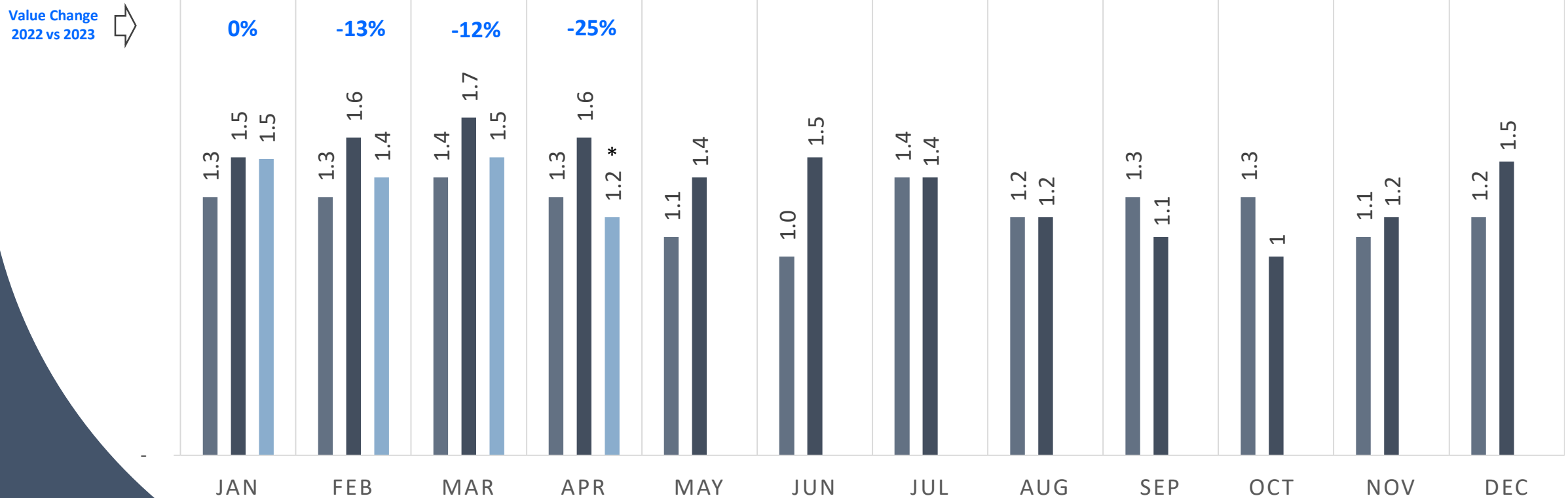
# Indian Apparel Exports Update



# Monthly Apparel Exports Trend

In Apr 2023, India's apparel exports are estimated to fall further down to US\$ 1.2 Bn., which is 25% lower than in Apr 2022 exports. On YTD basis, the exports were 13% lower than in 2022.

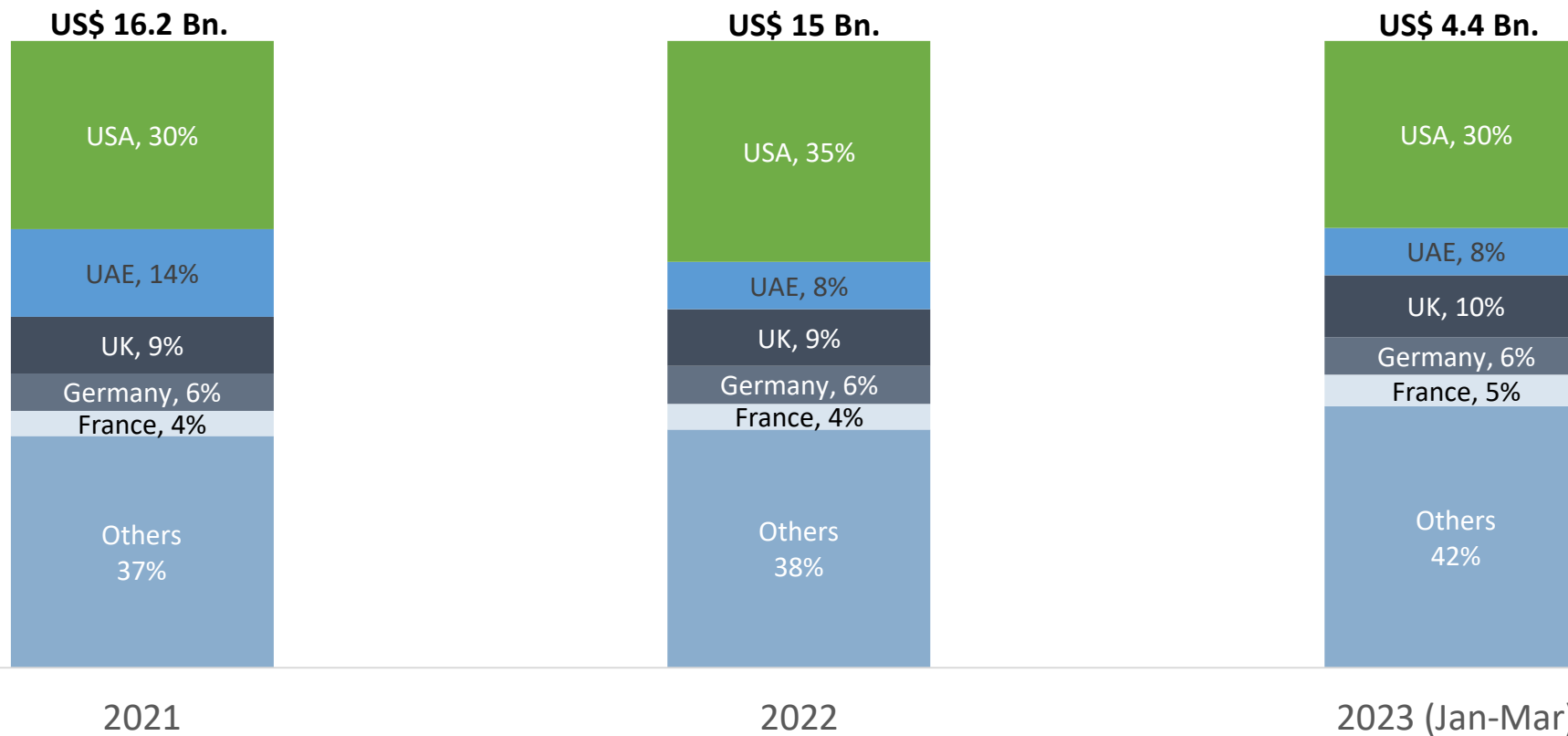
Year	Jan-Apr	Jan - Dec
2021	5.3	15.0
2022	6.4 (+21%)	16.7 (+12%)
2023	5.6 (-13%)	



# Share Change of Major Apparel Markets

In India's apparel export basket, UAE's share has decreased by 6% whereas France's and UK's share has increased by 1% each, since 2021.

Values in US\$ Bn.





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- Corporate Strategy
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- Market Opportunity Assessment
- Impact Assessment Study
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- Country/region Representation

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- New Factory Set-up
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- Joint Ventures
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- Technical Tie-ups
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### Skill Development



- Training of machine operators
- Training of middle management

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