

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 mandala motifs include large floral shapes, smaller circular designs, and decorative borders with scalloped and dotted patterns.

wazir
ADVISORS



Apparel Trade Scenario in Key Global Markets and India

March 2022



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Summary

- **US Market**

- In Feb 2022, the estimated US monthly apparel store sales are US\$ 13.1 billion which is 22% higher than Feb 2021. On YTD bases the sales are 22% higher than 2021.
- The online sales of clothing and accessories in 2021 stood at US\$ 62 bn., which is 5% higher than 2020. In last four years, it has grown at a CAGR of 13%+.
- In Feb 2022, estimated home furnishing store sales are US\$ 5.5 bn., which is 28% higher than in Feb 2021. On YTD basis the sales are 19% higher than 2021.
- In Jan 2022, US apparel imports stood at US\$ 7.5 billion which is 36% higher than in Jan 2021. In the year 2021, imports registered 27% growth over 2020 value but still remained 1% lower than 2019.
- China's share in the US market has reduced by 5% since 2019, whereas Bangladesh's shares has gone up by 3%. Vietnam, India & Indonesia's shares have increased by only 1% since 2019.

- **EU Market**

- EU apparel imports in 2021 registered 6% growth over 2020 values but remained about 5% lower than in 2019.
- In the EU apparel market, China, Bangladesh and Turkey's shares have increased by 1%, 1% and 2%, respectively since 2019

- **Japan Market**

- Japan's apparel imports in 2021 were US\$ 23.8 bn., which was approx. 1% lower than 2020 and about 8% lower than 2019.
- In Japan's apparel imports, China, B'desh and Cambodia's share increased by 1% each, whereas that of Vietnam and Indonesia declined by 1% compared to 2019.

- **Indian Exports**

- In Feb 2022, the exports showed no growth as compared to Feb 2021. On YTD basis the exports are 9% 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 3% and 2% respectively since 2019.



US Market Scenario



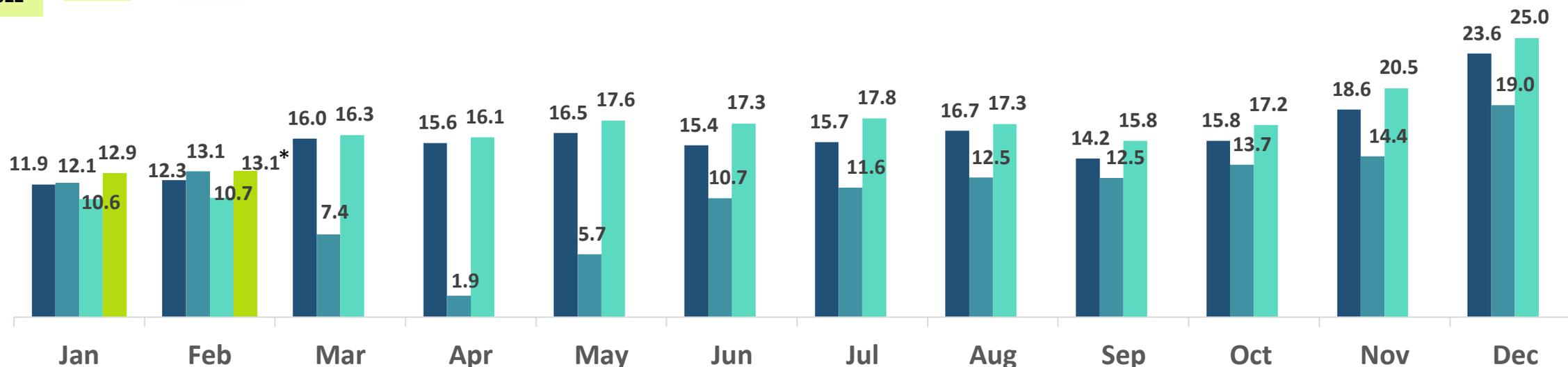
Monthly Apparel Store Sales Trend

■ 2019 ■ 2020 ■ 2021 ■ 2022

| | Jan to Feb | Jan to Dec |
|------|-------------|--------------|
| 2019 | 24.2 | 192.3 |
| 2020 | 25.1 (4%) | 134.5 (-30%) |
| 2021 | 21.3 (-15%) | 202.0 (+50%) |
| 2022 | 26 (+22%) | - |

Values in US\$ bn.

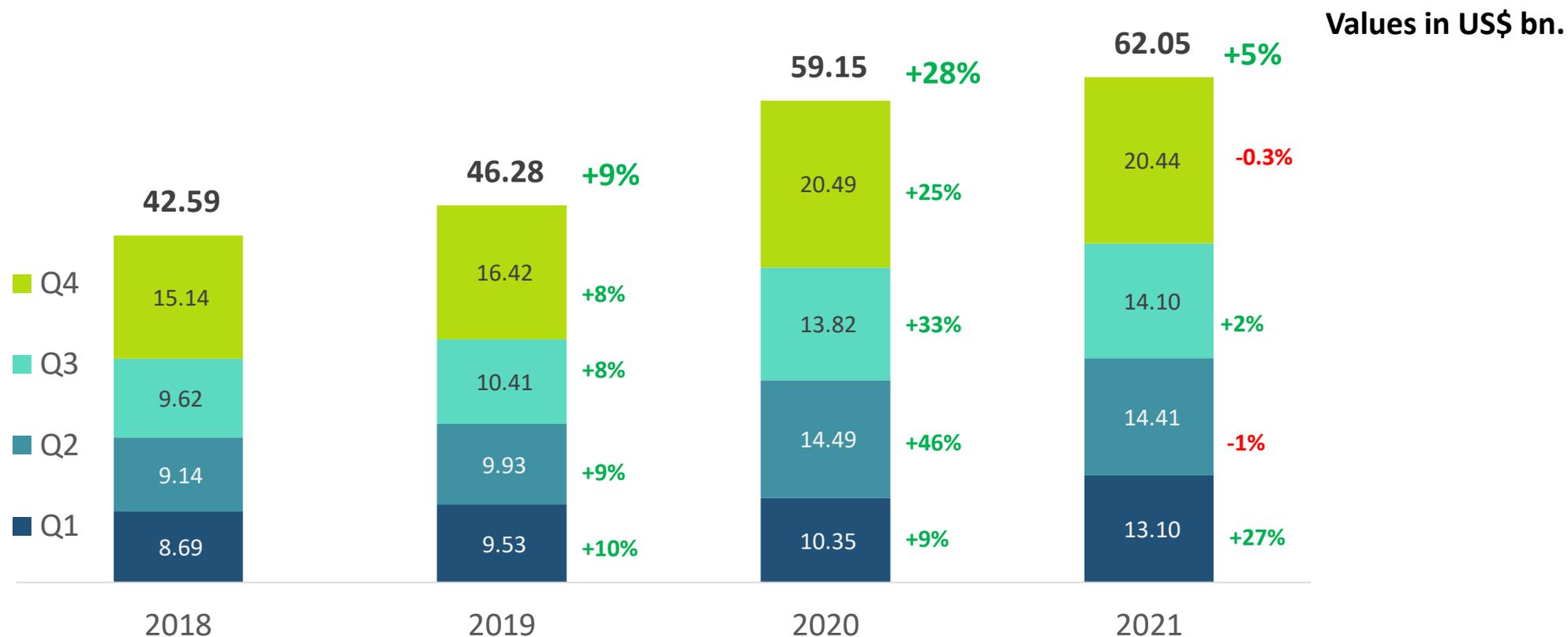
Value Change
2021 vs 2022
22% **22%**



Data Source: US Census Bureau; * Estimated

In Feb 2022, the estimated US monthly apparel store sales are US\$ 13.1 billion which is 22% higher than Feb 2021. On YTD bases the sales are 22% higher than 2021

Quarterly Clothing and Accessories E-Commerce Sales



Data Source: US Census Bureau

The online sales of clothing and accessories in 2021 stood at US\$ 62 bn., which is 5% higher than 2020. In last four years, it has grown at a CAGR of >13%

Monthly Home Furnishings Store Sales Trend

■ 2019 ■ 2020 ■ 2021 ■ 2022

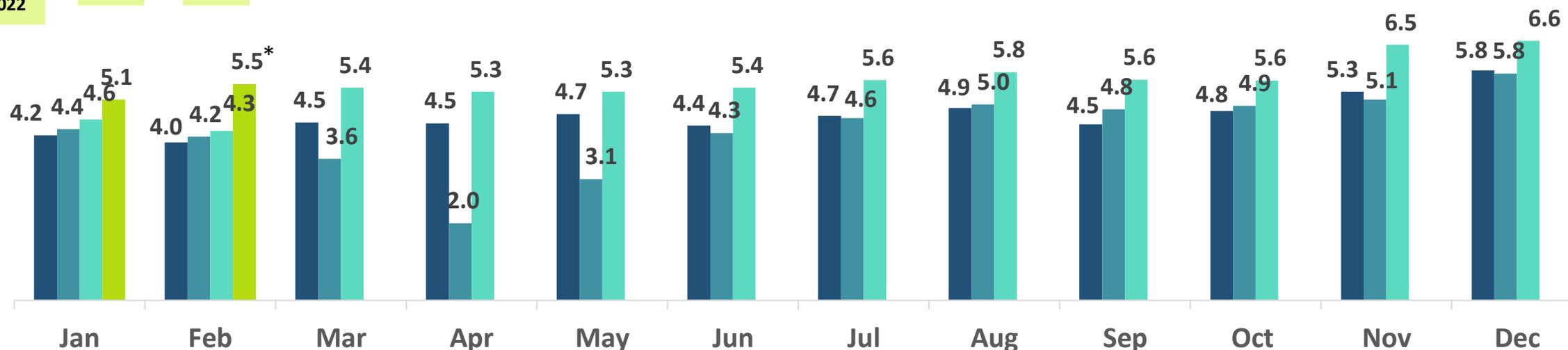
| | Jan to Feb | Jan to Dec |
|------|-------------|-------------|
| 2019 | 8.2 | 56.4 |
| 2020 | 8.5 (+4%) | 51.7 (-9%) |
| 2021 | 8.9 (+5%) | 66.0 (+28%) |
| 2022 | 10.6 (+19%) | |

Values in US\$ bn.

Value Change
2021 vs 2022

11%

28%

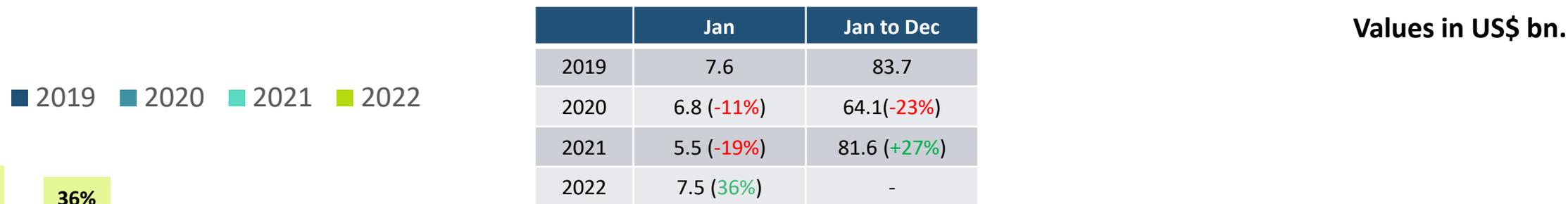


Data Source: US Census Bureau

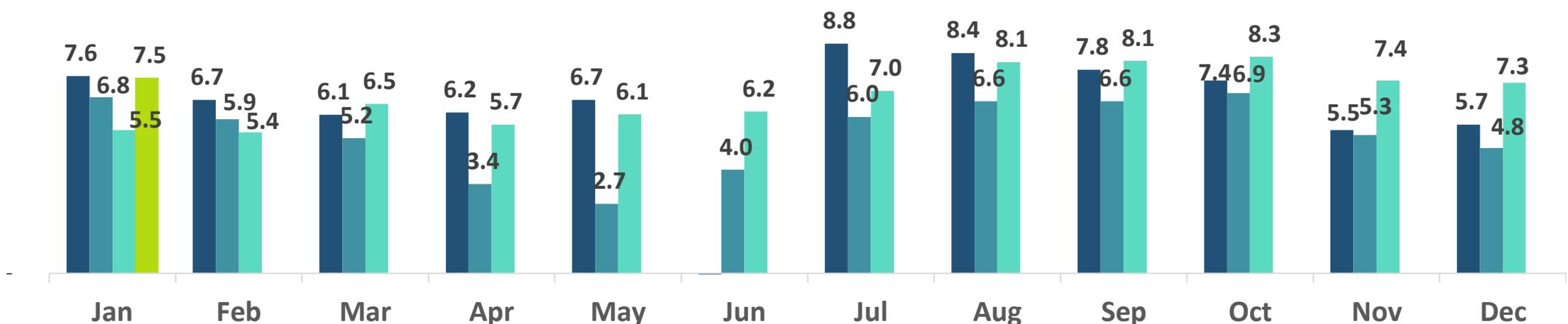
*Estimated

In Feb 2022, estimated home furnishing store sales are US\$ 5.5 bn., which is 28% higher than in Feb 2021. On YTD basis the sales are 19% higher than 2021

US Monthly Apparel Imports Trend



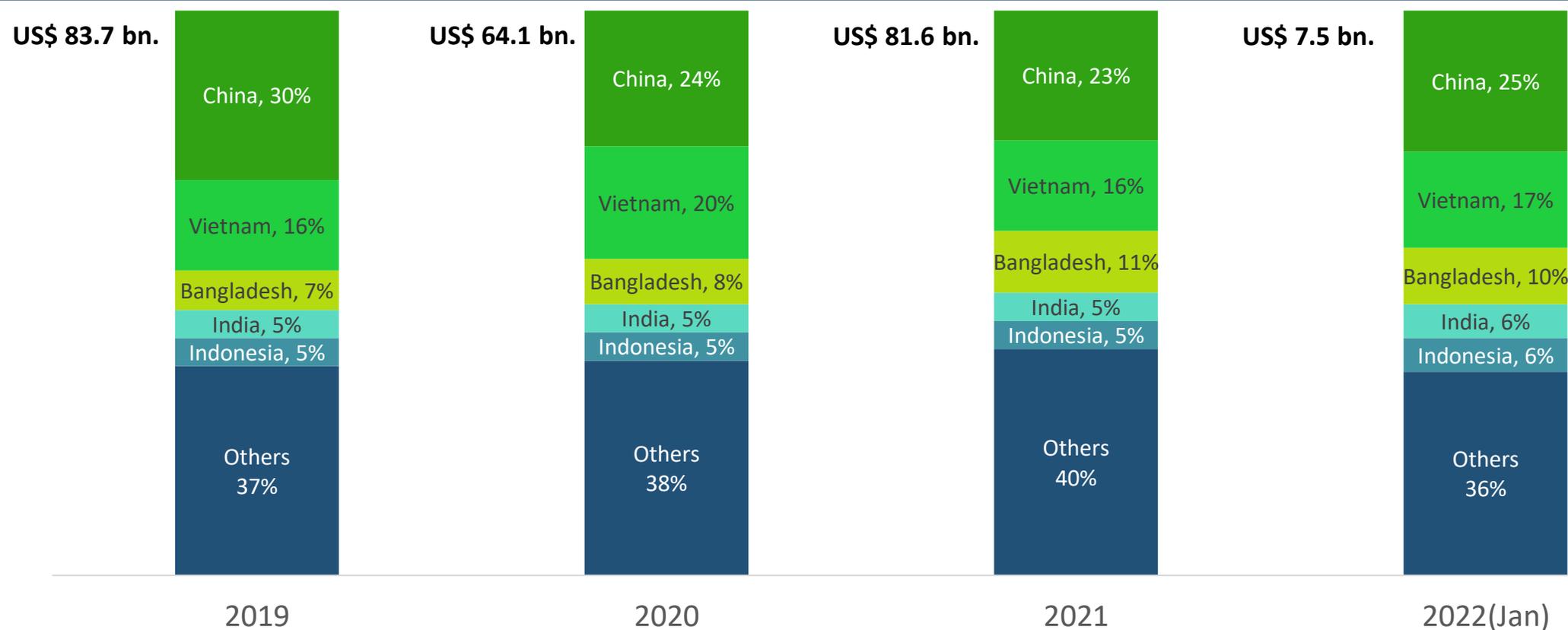
Value Change 2021 vs 2022 **36%**



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

In Jan 2022, US apparel imports stood at US\$ 7.5 billion which is 36% higher than in Jan 2021. In the year 2021, imports registered 27% growth over 2020 value but still remained 1% lower than 2019.

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 5% since 2019, whereas Bangladesh's shares has gone up by 3%. Vietnam, India & Indonesia's shares have increased by only 1% since 2019.

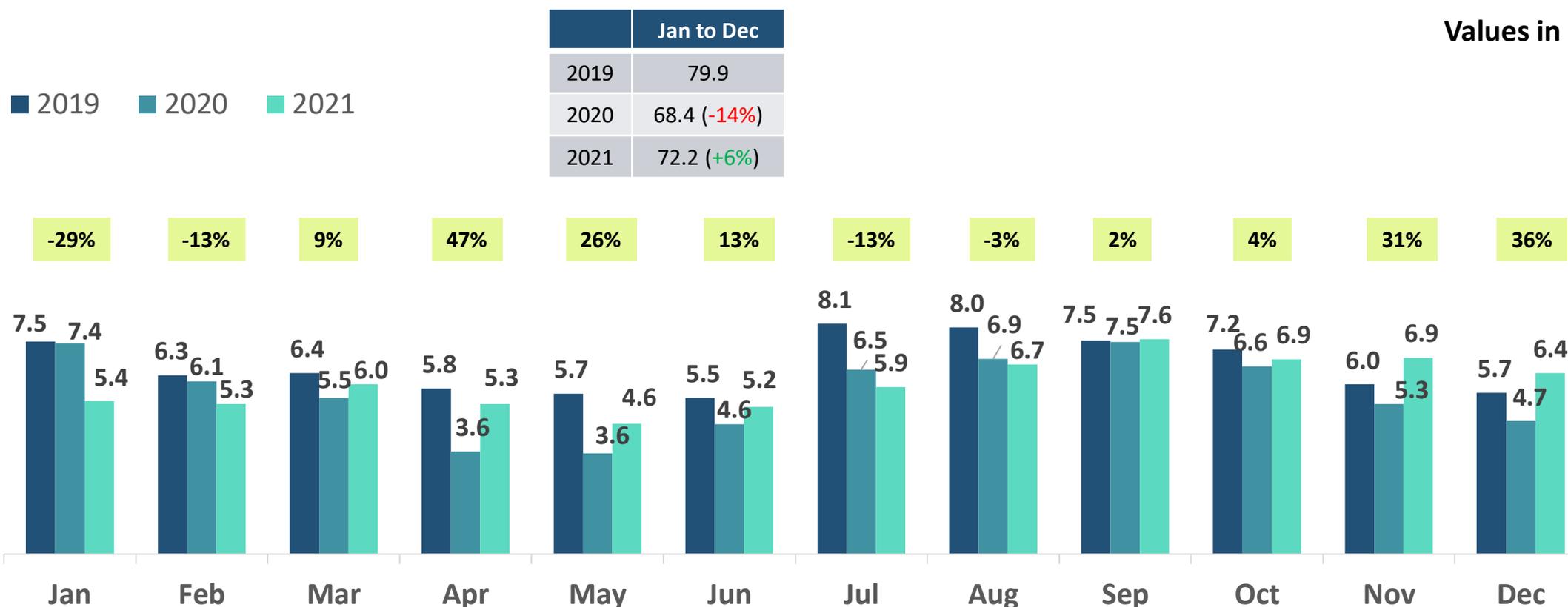


EU Market Scenario



EU Monthly Apparel Imports Update

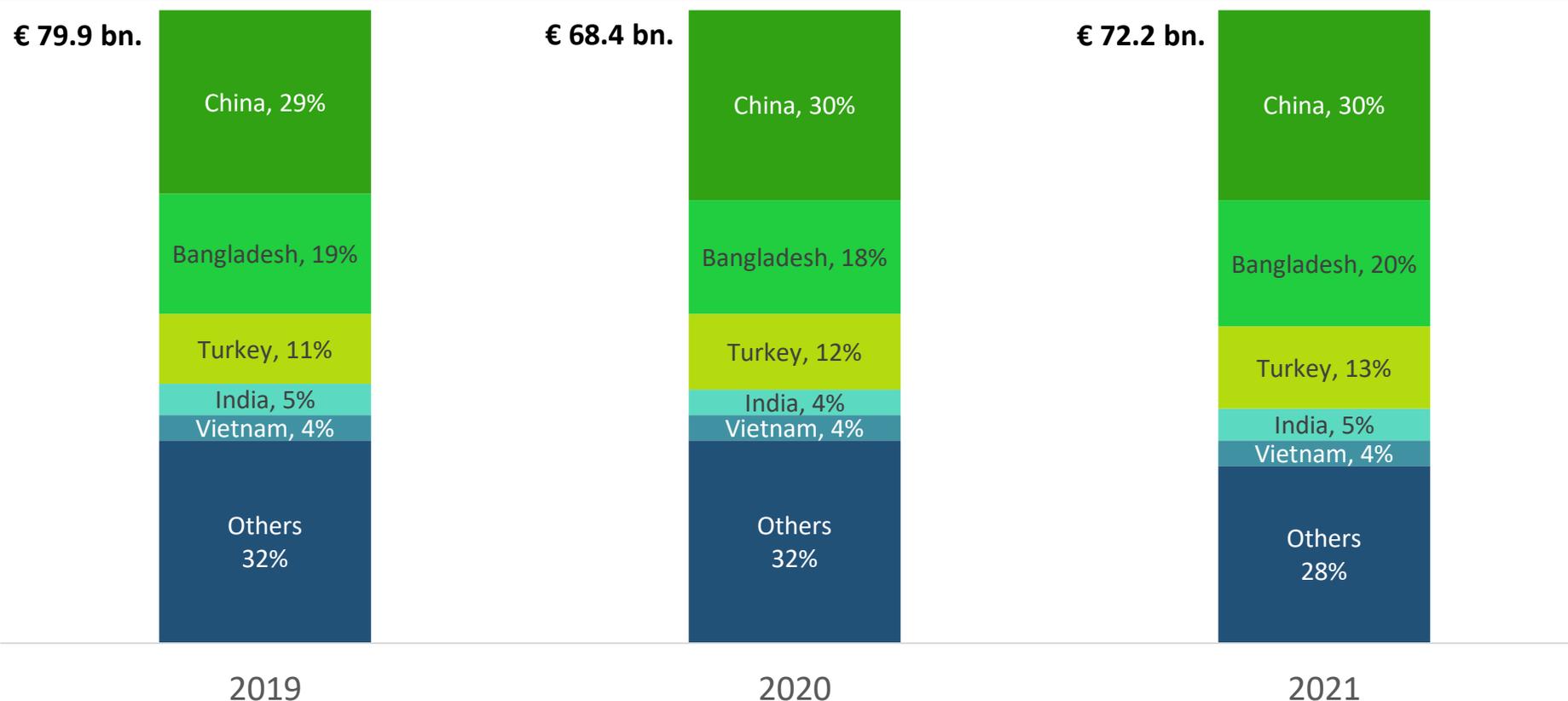
Values in € bn.



Data Source: Eurostat; Extra EU-27 Imports Data

EU apparel imports in 2021 registered 6% growth over 2020 values but remained about 5% lower than in 2019.

Share Change of Major Apparel Suppliers



Data Source: Eurostat; Extra EU-27 Imports Data

In the EU apparel market, China, Bangladesh and Turkey's shares have increased by 1%, 1% and 2%, respectively since 2019.

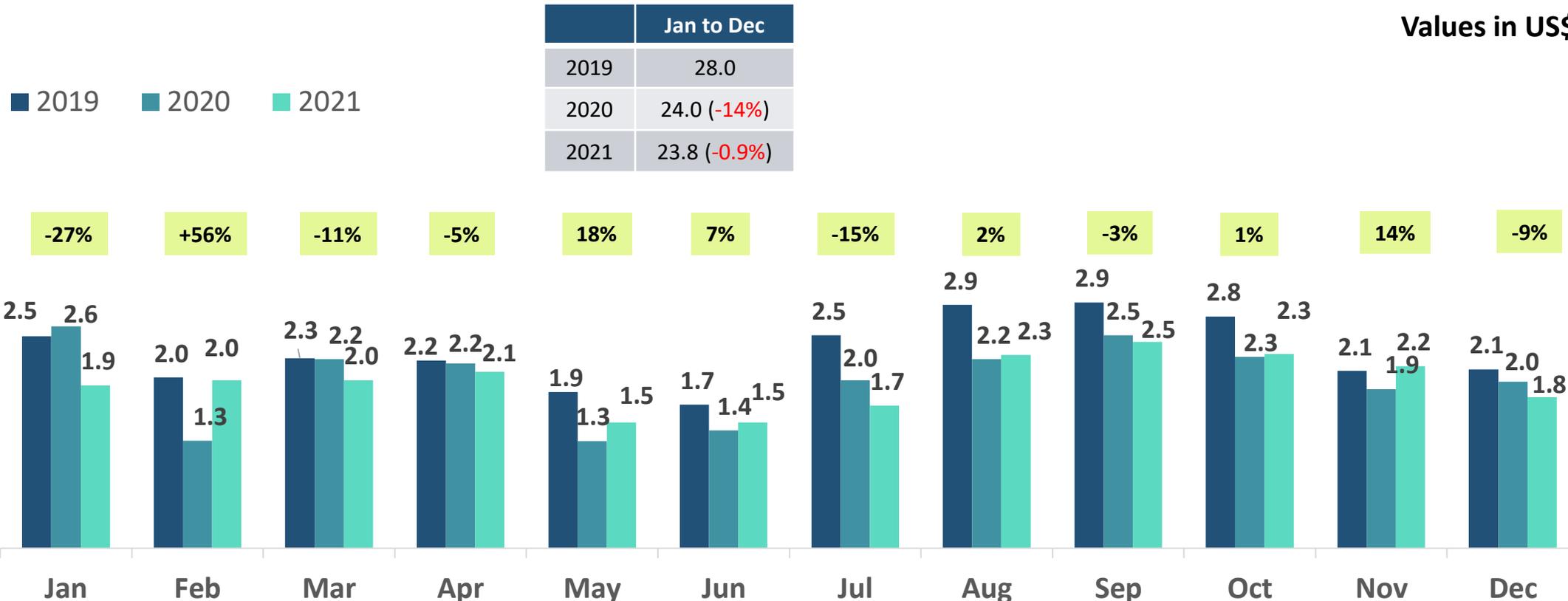


Japan Market Scenario



Japan Monthly Apparel Imports Update

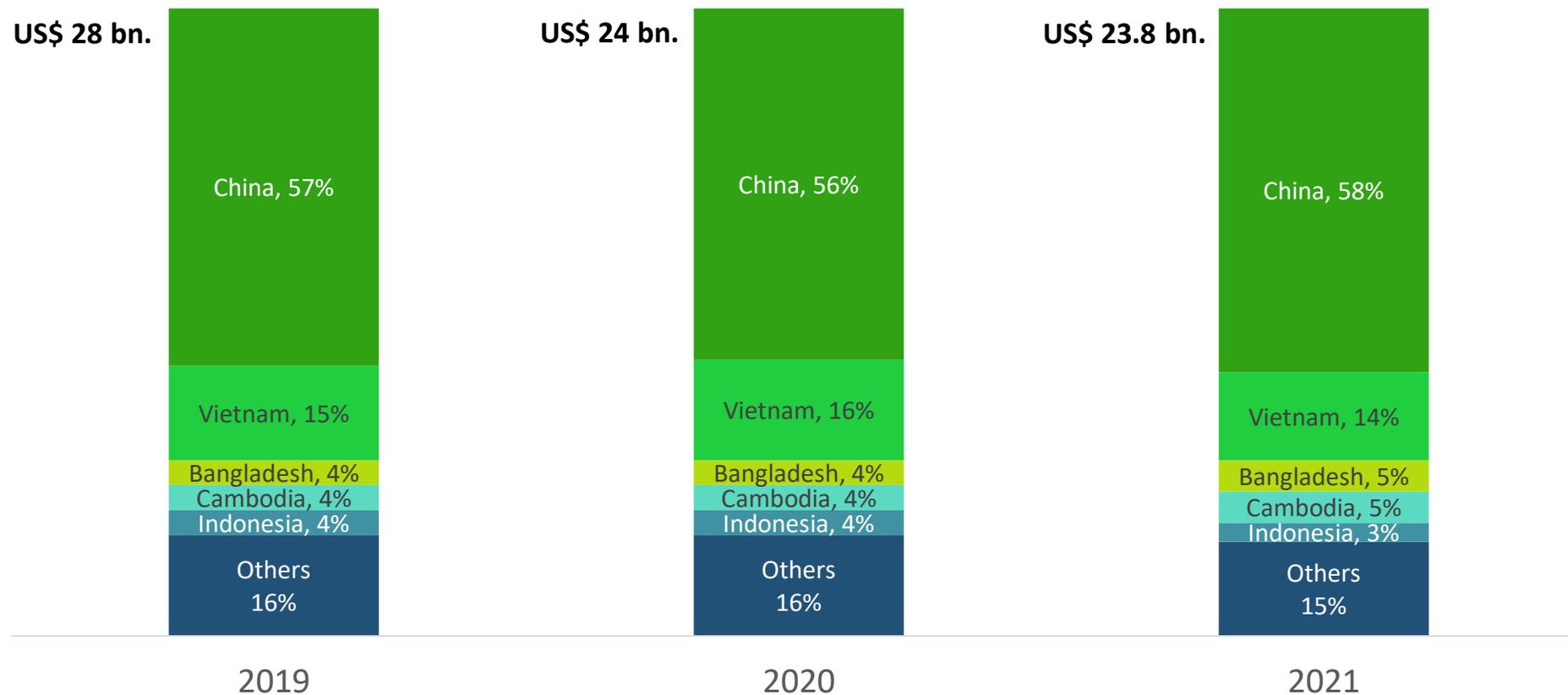
Values in US\$ bn.



Data Source: UN Comtrade

Japan's apparel imports in 2021 were US\$ 23.8 bn., which was approx. 1% lower than 2020 and about 8% lower than 2019.

Share Change of Major Apparel Suppliers



Data Source: UN Comtrade

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



Indian Exports Update



Monthly Apparel Exports Trend

Values in US\$ bn.

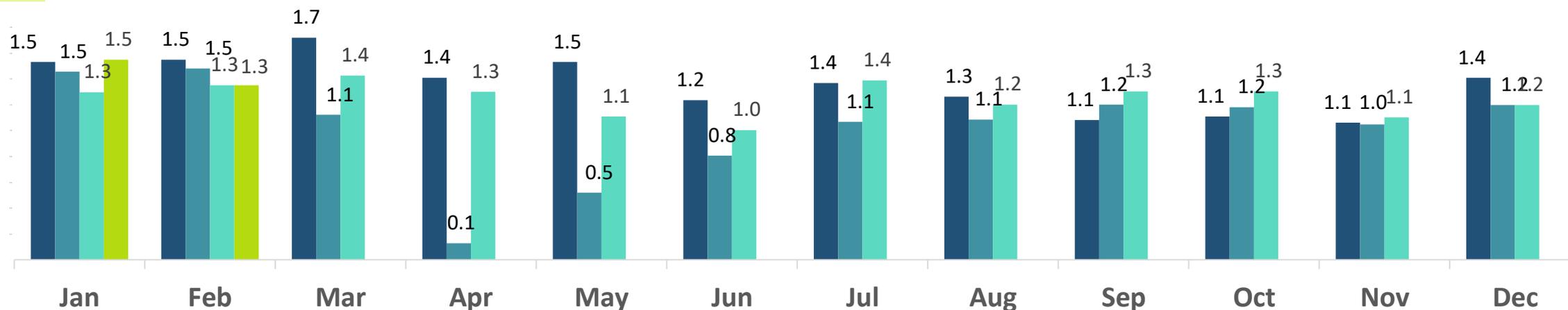
| | Jan - Feb | Jan to Dec |
|------|------------|-------------|
| 2019 | 3.1 | 16.2 |
| 2020 | 2.9 (-5%) | 12.3 (-24%) |
| 2021 | 2.6 (-10%) | 15.0 (+22%) |
| 2022 | 2.9 (+9%) | - |

■ 2019 ■ 2020 ■ 2021 ■ 2022

Value Change
2021 vs 2022

19%

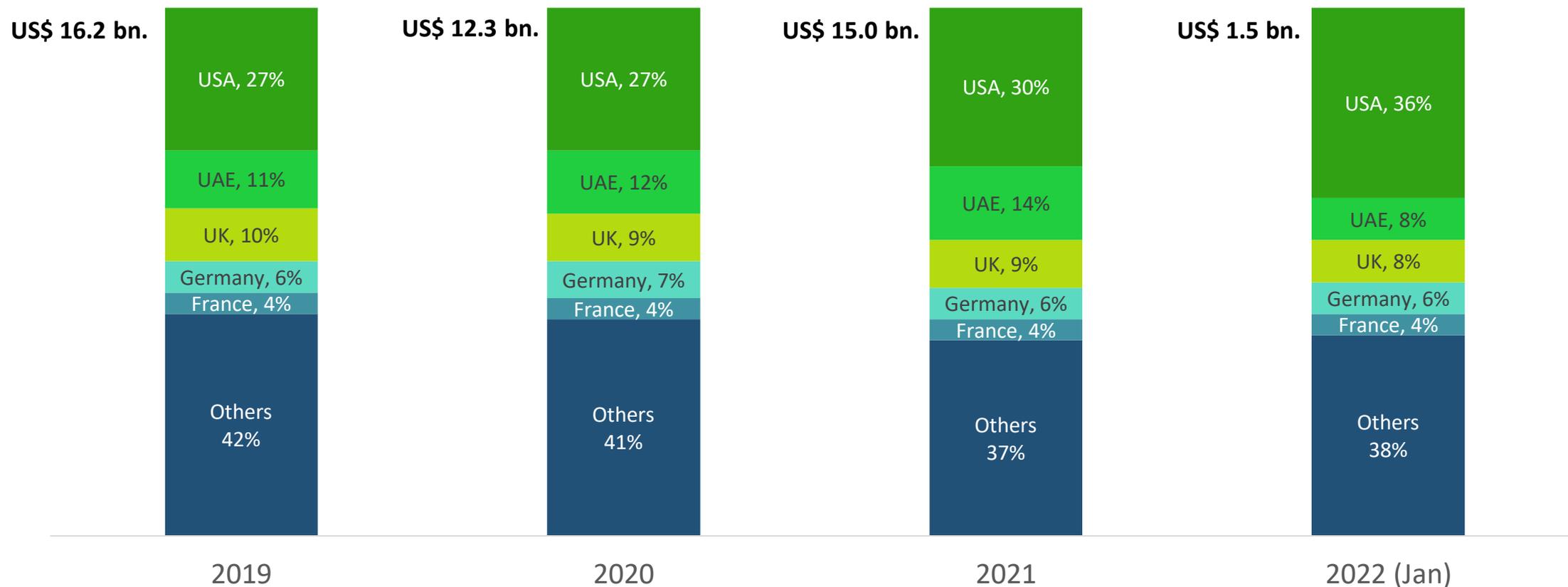
0%



Data Source: DGCI&S, Govt. of India

In Feb 2022, the exports showed no growth as compared to Feb 2021. On YTD basis the exports are 9% 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 3% and 2% respectively since 2019.

Wazir Advisors: Your Trusted Advisor in Textile and Apparel Domain

Our Services

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- 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

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