

The background features a repeating pattern of intricate mandala designs. The left side is a teal color, and the right side is a light yellow color. The mandalas are composed of various geometric and floral motifs, including circles, dots, and stylized flowers.

wazir
ADVISORS



Apparel Trade Scenario in Key Global Markets and India

November 2021



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Summary

- **US Market**

- US monthly apparel store sales are growing rapidly compared to Covid impacted sales in 2020. On YTD basis, sales in 2021 are 56% higher than 2020 and 3% higher than 2019.
- The online sales of clothing and accessories registered a marginal growth of 2% over 2020 in Q3 after a decline of 1% in Q2 2021. Overall, 8% growth was reported in 2021 over 2020 for first 3 quarters.
- US home furnishing store sales are showing promising growth rates. On YTD basis, sales are 30% higher than 2020 and 8% higher than 2019.
- For the first time in this calendar year, US apparel imports in September were higher than same period in 2019. On YTD basis, apparel imports are about 25% higher than 2020 but approx. 10% less than 2019.
- China's share in the US market has reduced by 7% since 2019, whereas Vietnam's and Bangladesh's shares have gone up by 2% each, respectively. India & Indonesia's shares have remained unchanged since 2019.

- **EU Market**

- In August, EU apparel imports continue to be lower in 2021 than in 2020. On YTD basis, the imports in 2021 are 1% lower than in 2020 and about 9% lower than in 2019.
- In the EU market, China's share has reduced by 1% while Bangladesh and Turkey's shares have increased by 1% and 2%, respectively since 2019.

- **Japan Market**

- Japan's apparel imports in Sep. 2021 were 3% lower compared to last year. On YTD basis, the imports in 2021 are almost same as 2020 and about 9% less than 2019.
- In Japanese apparel imports, China, Bangladesh & Cambodia's share increased by 1%, whereas that of Vietnam & Indonesia declined by 1% compared to 2019.

- **Indian Exports**

- India's apparel exports in Oct. 2021 were same as 2020. On YTD basis, the export value in 2021 is 25% higher than 2020 but 5% lower than 2019.
- In India's apparel export basket, US and UAE's share has increased by 3% each compared to 2019.



US Market Scenario



Monthly Apparel Store Sales Trend

Values in US\$ bn.

■ 2019 ■ 2020 ■ 2021

	Jan to Oct	Jan to Dec
2019	150.1	192
2020	101.1. (-33%)	134 (-30%)
2021	157.8 (+56%)	

Value Change
2020 vs 2021

-12%

-18%

+119%

+737%

+211%

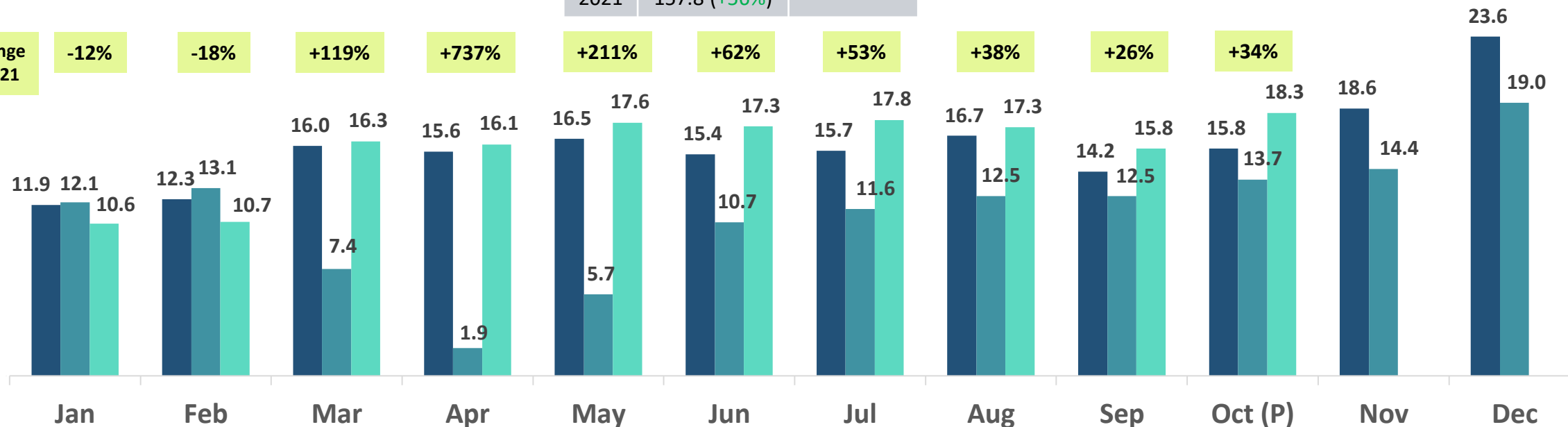
+62%

+53%

+38%

+26%

+34%

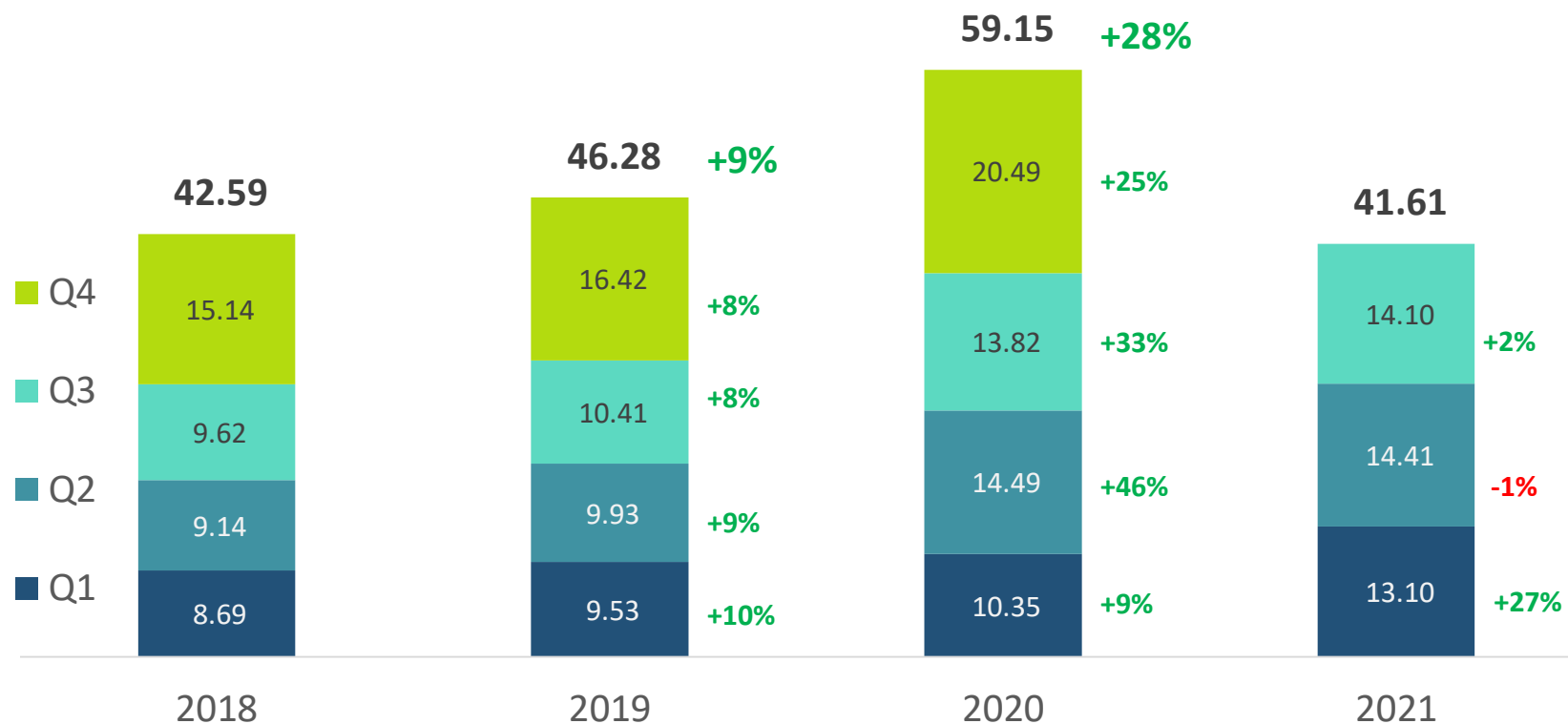


Data Source: US Census Bureau

US monthly apparel store sales are growing rapidly compared to Covid impacted sales in 2020. On YTD basis, sales in 2021 are 56% higher than 2020 and 3% higher than 2019.

Quarterly Clothing and Accessories E-Commerce Sales

Values in US\$ bn.



Data Source: US Census Bureau

The online sales of clothing and accessories registered a marginal growth of 2% over 2020 in Q3 after a decline of 1% in Q2 2021. Overall, 8% growth was reported in 2021 over 2020 for first 3 quarters.

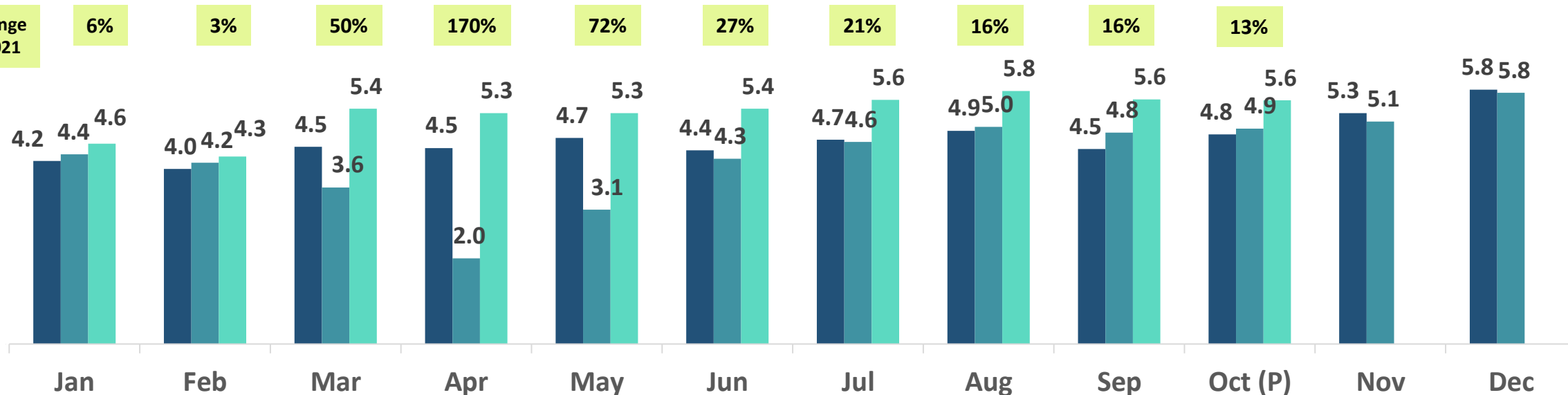
Monthly Home Furnishings Store Sales Trend

Values in US\$ bn.

	Jan to Oct	Jan to Dec
2019	45.3	56
2020	40.8 (-10%)	52(-8%)
2021	52.9 (+30%)	

■ 2019 ■ 2020 ■ 2021

Value Change
2020 vs 2021



Data Source: US Census Bureau

US home furnishing store sales are showing promising growth rates. On YTD basis, sales are 30% higher than 2020 and 8% higher than 2019.

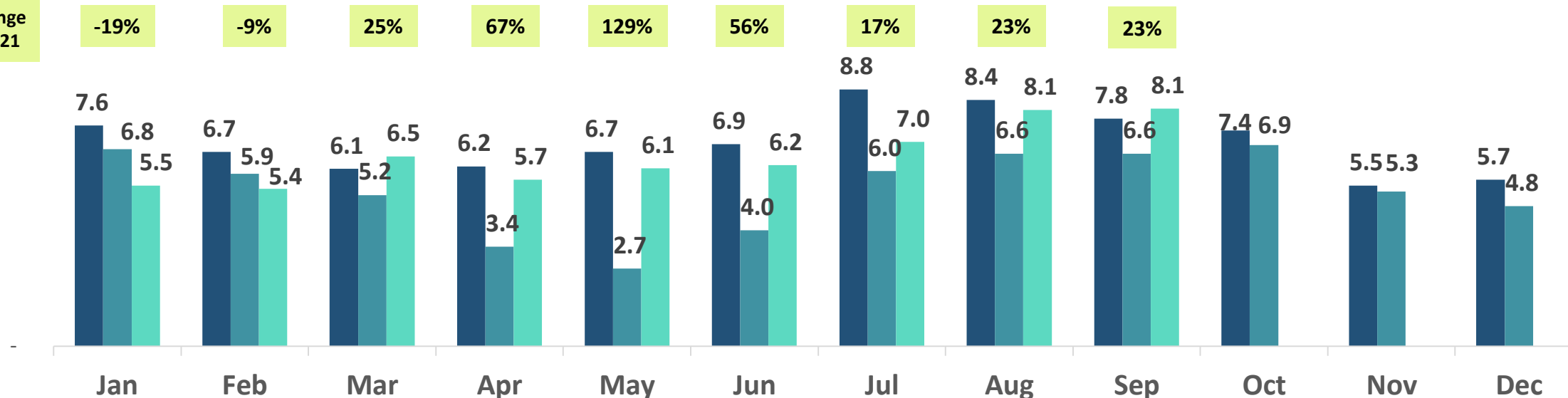
US Monthly Apparel Import Trend

Values in US\$ bn.

	Jan to Sep	Jan to Dec
2019	65.1	83.7
2020	47.1 (-28%)	64.1(-23%)
2021	58.6 (+25%)	-

■ 2019 ■ 2020 ■ 2021

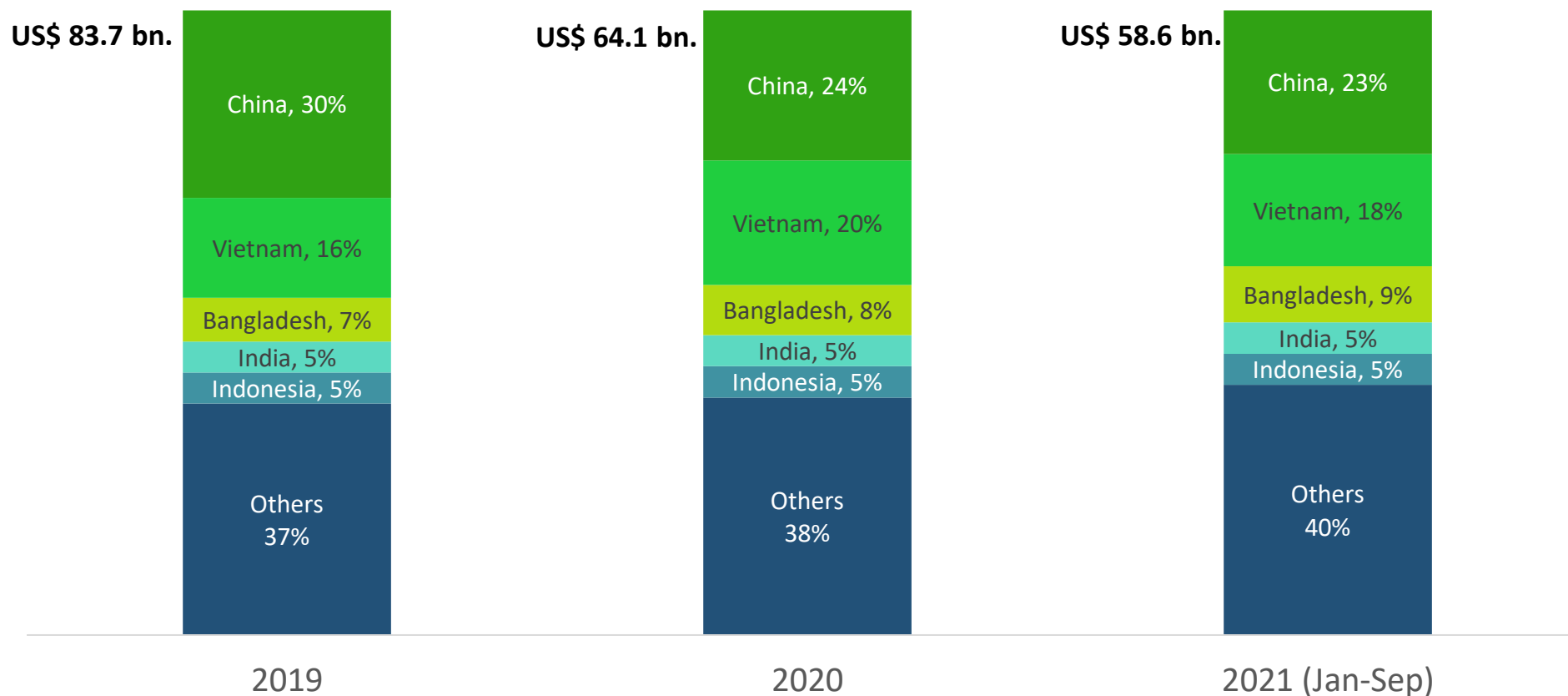
Value Change
2020 vs 2021



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

For the first time in this calendar year, US apparel imports in September were higher than same period in 2019. On YTD basis, apparel imports are about 25% higher than 2020 but approx. 10% less 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 7% since 2019, whereas Vietnam's and Bangladesh's shares have gone up by 2% each, respectively. India & Indonesia's shares have remained unchanged since 2019.



EU Market Scenario



EU Monthly Apparel Import Update

Values in € bn.

	Jan to Aug	Jan to Dec
2019	53.4	79.9
2020	44.3 (-17%)	68.4 (-14%)
2021	44 (-1%)	-

■ 2019 ■ 2020 ■ 2021

Value Change
2020 vs 2021

-29%

-13%

9%

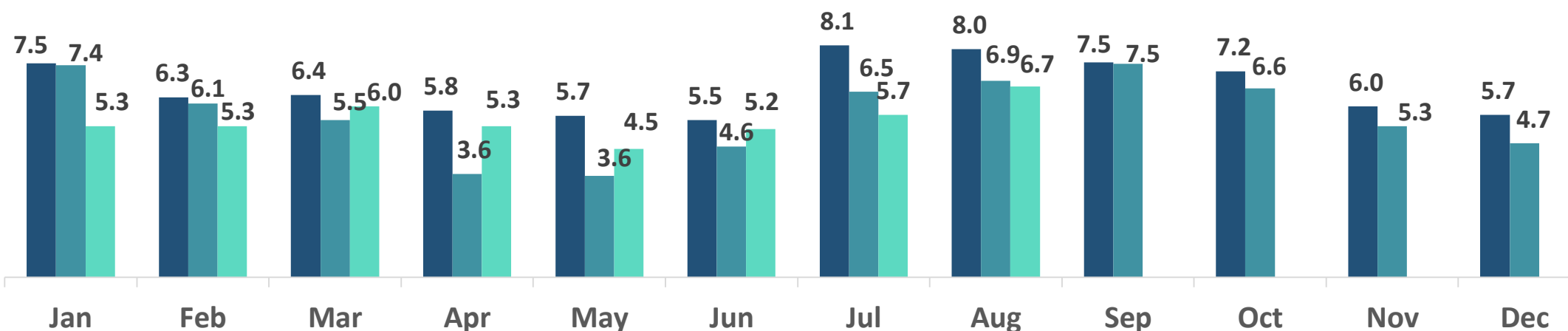
47%

26%

13%

-13%

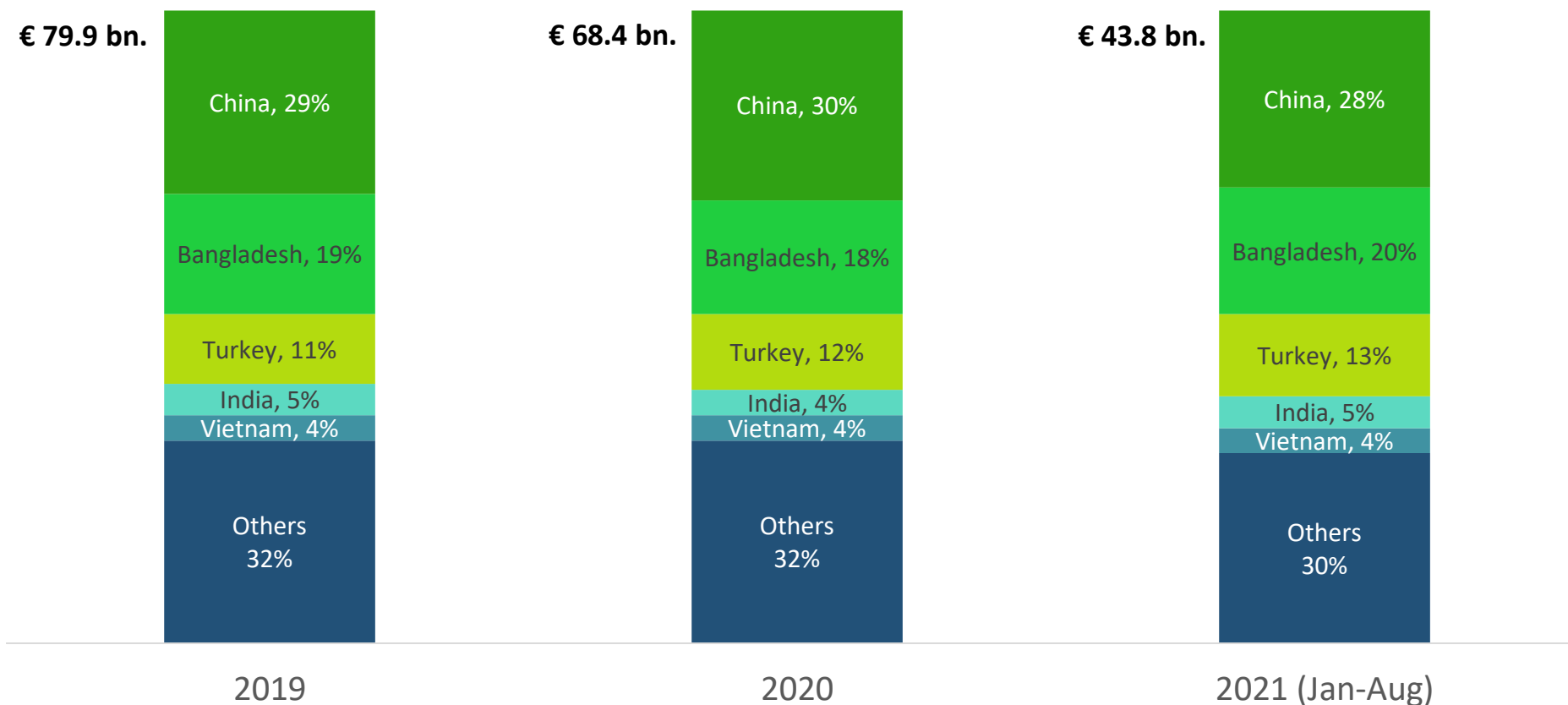
-3%



Data Source: Eurostat; Extra EU-27 Imports Data

In August, EU apparel imports continue to be lower in 2021 than in 2020. On YTD basis, the imports in 2021 are 1% lower than in 2020 and about 9% lower than in 2019.

Share Change of Major Apparel Suppliers



Data Source: Eurostat; Extra EU-27 Imports Data

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



Japan Market Scenario



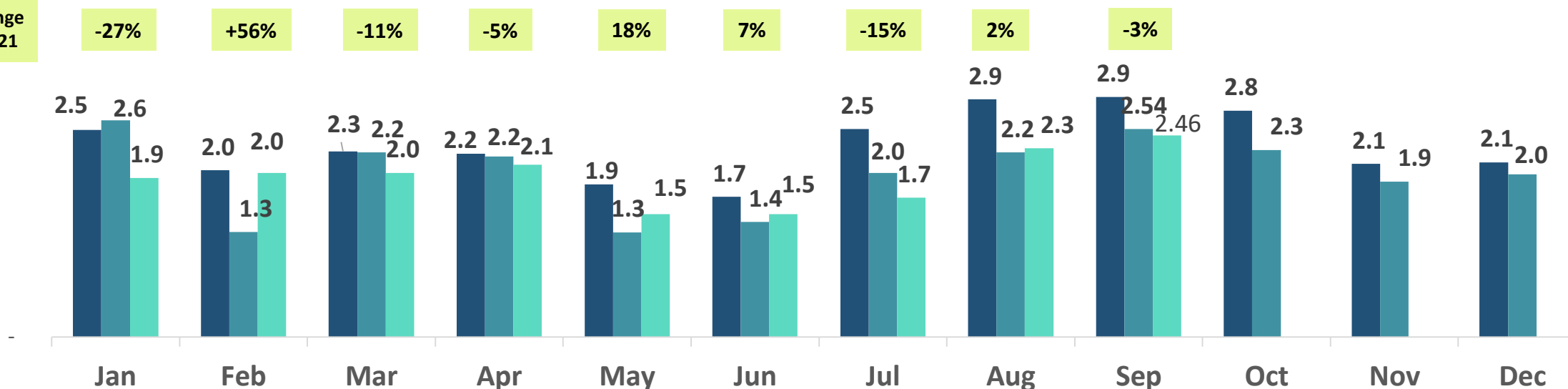
Japan Monthly Apparel Import Update

Values in US\$ bn.

■ 2019 ■ 2020 ■ 2021

	Jan to Sep	Jan to Dec
2019	21.0	28
2020	17.8 (-15%)	24 (-14%)
2021	17.5 (-2%)	-

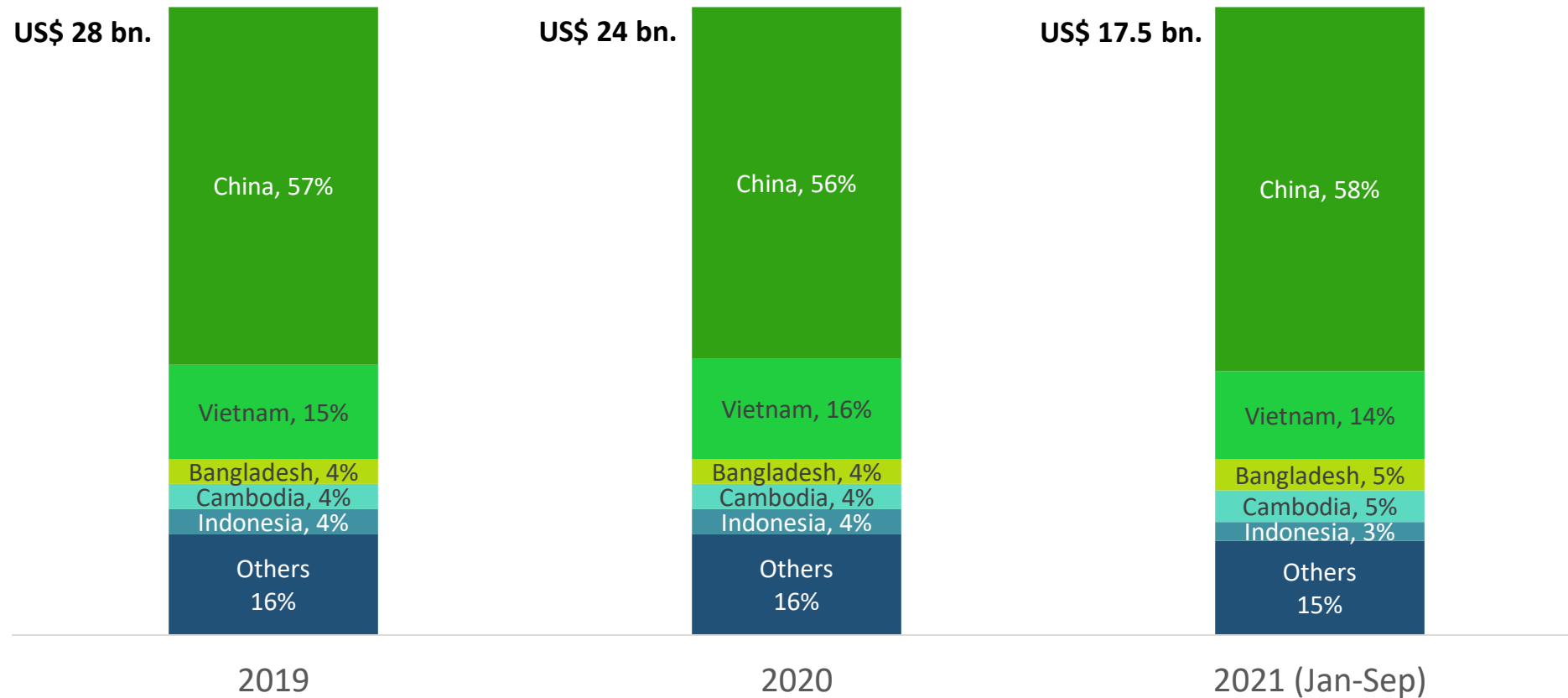
Value Change
2020 vs 2021



Data Source: UN Comtrade

Japan's apparel imports in Sep. 2021 were 3% lower compared to last year. On YTD basis, the imports in 2021 are almost same as 2020 and about 9% less than 2019.

Share Change of Major Apparel Suppliers



Data Source: UN Comtrade

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



Indian Exports Update



Monthly Apparel Exports Trend

Values in US\$ bn.

■ 2019 ■ 2020 ■ 2021

	Jan to Oct	Jan to Dec
2019	13.8	16.2
2020	10.0 (-27%)	12.3 (-25%)
2021	12.5 (25%)	-

Value Change
2020 vs 2021

-11%

-10%

+27%

+923%

+114%

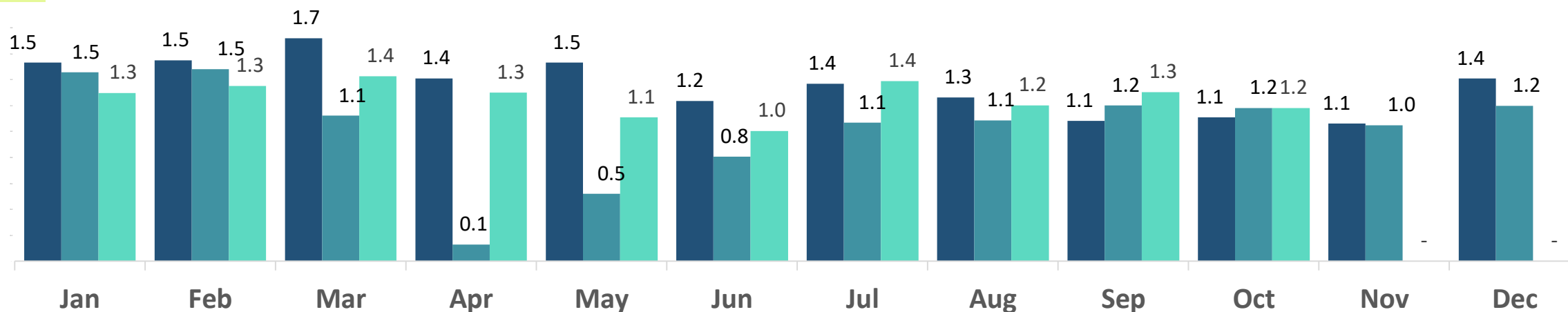
+25%

+30%

+11%

+8%

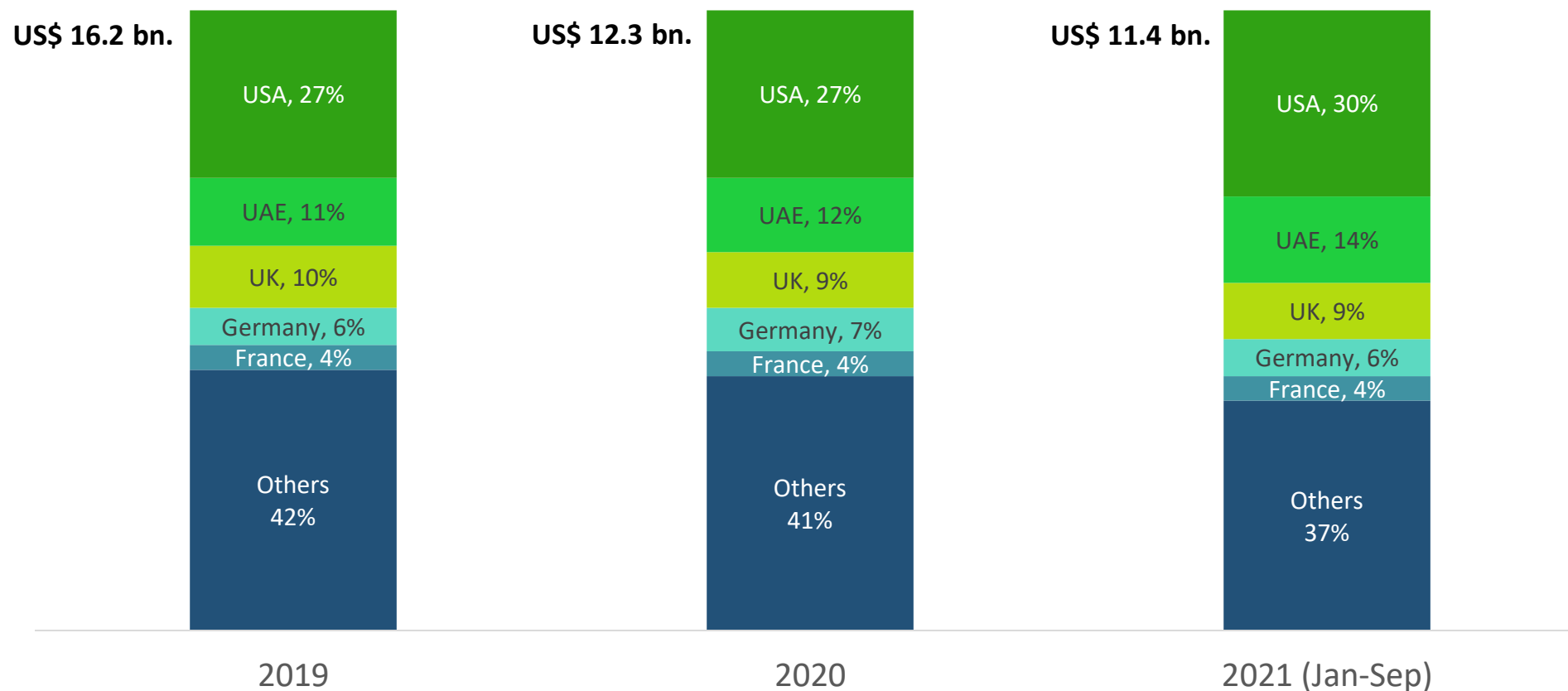
0%



Data Source: DGCI&S, Govt. of India

India's apparel exports in Oct. 2021 were same as 2020. On YTD basis, the export value in 2021 is 25% higher than 2020 but 5% lower than 2019.

Share Change of Major Apparel Markets



Data Source: DGCI&S, Govt. of India

In India's apparel export basket, US and UAE's share has increased by 3% each compared to 2019.

Wazir Advisors: Your Trusted Advisor in Textile and Apparel Domain

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- Impact Assessment Study
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- Gap study and benchmarking
- Techno Commercial Due-Diligence
- Detailed Project Report (DPR)

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- M&As
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- Transaction Advisory

Skill Development

- Training of machine operators
- Training of middle management

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