UNITED STATES
FASHION INDUSTRY ASSOCIATION

Sourcing Trends & Outlook 2023

– March 6, 2023 –

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INTRODUCTION: Even with Inflation and Disruptions, Key Sourcing Trends Remain Constant

This is the tenth **USFIA Sourcing Trends & Outlook Report**, our annual look at the sourcing landscape for the fashion industry. During the past few years brands and retailers have navigated through incredible volatility. Yet some of the sourcing trends remain the same. China remains the top supplier of textiles and apparel to the U.S. market, even with the impact of COVID, supply chain disruptions, and concerns about forced labor in the XUAR region. And looking beyond China, Asian suppliers continue to dominate apparel sourcing. The top six apparel suppliers are China, Vietnam, Bangladesh, India, Indonesia, and Cambodia, and they ship 70% of apparel imports.

What changed during 2022 reflects the global economic reality of inflation and higher costs. The average unit value of imports is higher than one year ago, with the biggest increase for apparel. While we are worried about the impact of higher prices on consumers, the fact is that in 2022 the cost of apparel imports returned to the same level as in the first Sourcing Report back in 2014. That may mean that prices will be stable in the year ahead.

Another perennial trend is the under-utilization of duty-free sourcing opportunities. While some sourcing has moved from Asia to countries with free trade agreements and preference programs, the fact is that the percent of U.S. apparel imports that qualify for duty-free benefits continues to fall. We hope that the Biden Administration commitment to expand investment and sourcing from CAFTA will encourage more business, but this remains an area where USFIA will look for opportunities to support more business.

Finally, if you are looking for some new sourcing opportunities, don't miss looking at the updated information about EU apparel sourcing trends and the fastest-growing U.S. suppliers. One opportunity is to take a fresh look at sourcing from Türkiye. We are pleased to share updated trade statistics, industry insights and the sustainability roadmap from IHKIB, the Istanbul Apparel Exporters' Association, USFIA's 2023 Sourcing Partner. We also are sharing their update about the resilience of the Turkish industry after the devastating earthquakes. If you want to support relief efforts, please visit our website.

As always, we hope the information in this USFIA report will help with your strategic planning and sourcing strategies. If you have questions or want more information, please email us at info@usfashionindustry.com.

With best regards,

Julia K. Hughes
President, United States Fashion Industry Association

OVERVIEW: Sourcing Trends in 2022

Sourcing trends for textiles and apparel have been erratic the past few years. After declining trade during 2020 due to the global pandemic, last year broke records with an overwhelming rebound. We are seeing less volatility in 2022—U.S. textile and apparel imports increased by double digits, but at a substantially lower rate than during 2021. This is not a surprise since the U.S. economy and consumers faced record inflation rates, and brands and retailers continue to try to manage inventory. Total textile and apparel imports grew by 12% for quantity and by 16% for value. In 2022 apparel imports grew by just 5% by quantity and surged by 22% by value.

The trend for non-apparel imports is different. These imports are up by 15% in quantity and remain steady for value. U.S. imports of fabrics show the greatest volatility—by quantity these imports exploded by 48%, with the value growing by only 4% compared to one year ago. U.S. imports of yarn grew by only 3%, with value up by 12%. Made-ups actually declined compared to 2021, with the quantity falling -13% and the value falling by -2%.

U.S. Textile and Apparel Imports (In Millions) 2022 vs. 2021

	Square Meter Equivalents (SMEs)			U.S. Customs Value		
	2022	2021	% CHANGE	2022	2021	% CHANGE
TOTAL	105,879.17	94,314.19	12.26	132,201.24	113,938.83	16.03
Apparel	31,106.28	29,470.97	5.55	99,932.25	81,588.88	22.48
Non-Apparel	74,772.89	64,843.22	15.31	32,268.99	32,349.95	-0.25
Yarns	3,585.54	3,451.75	3.88	1,642.19	1,457.40	12.68
Fabrics	42,916.81	28,863.40	48.69	7,454.82	7,121.15	4.69
Made-Ups	28,270.54	32,528.07	-13.09	23,171.98	23,771.41	-2.52

Based on the import data for 2022, five key trends emerge:

1) China remains the top supplier.
2) Asian apparel suppliers continue to dominate sourcing.
3) Average unit values for apparel and home textiles reflect inflation and higher costs.
4) New suppliers highlight apparel sourcing opportunities.
5) Despite high duty rates, FTAs and preference programs remain underutilized.

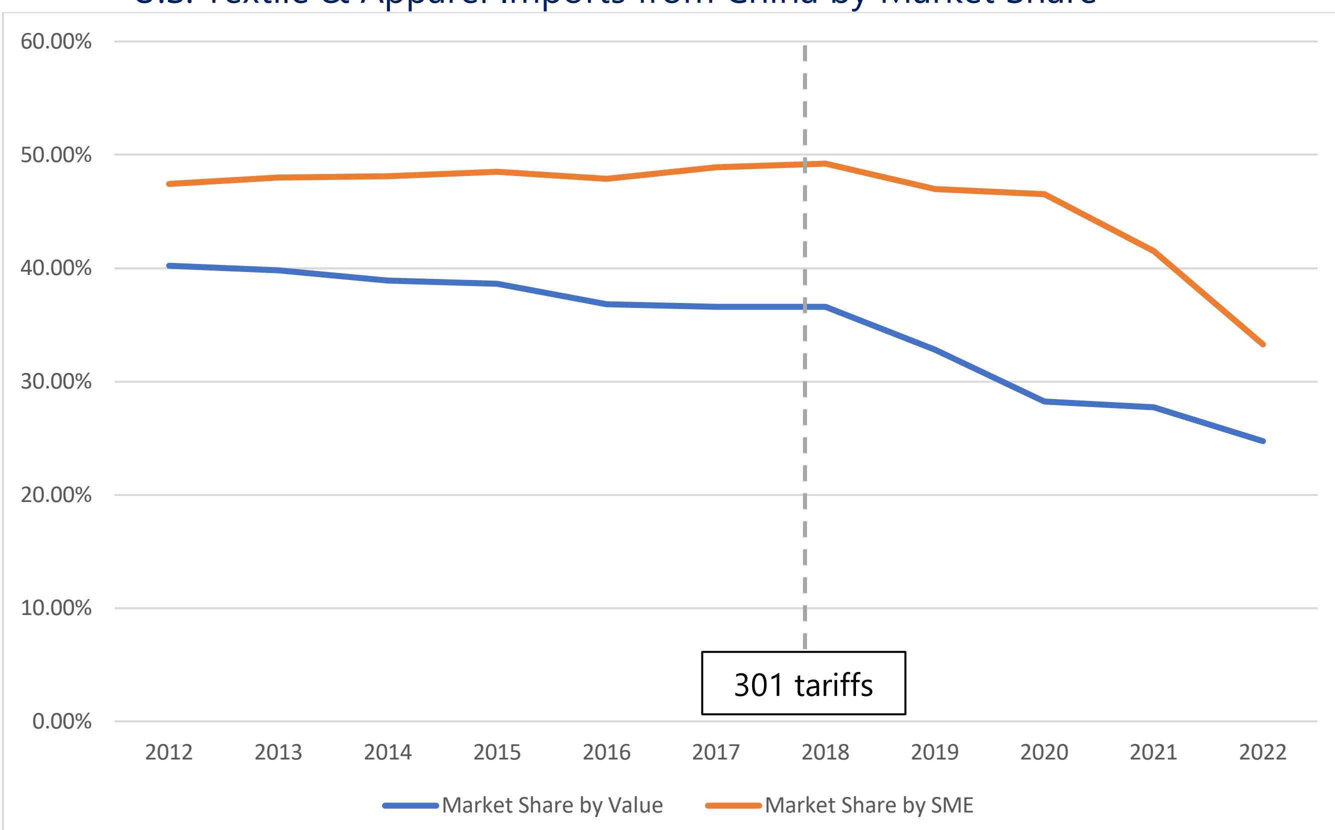
Sourcing Trend #1: China Remains the Top Supplier

Even with lower imports to the U.S. during 2022, China remains the major supplier to the U.S. market. This trend remains constant since we first started tracking sourcing trends for USFIA members. However, we do see that China is no longer a dominant supplier.

So, let's look at the numbers in 2022.

- By quantity, China supplies 33% of total textile and apparel imports (down from 41% for 2021). India ranks second with 9%.
- By value China supplies 24% of U.S. textile and apparel imports. Vietnam ranks second for value, supplying 14%.
- China remains the top supplier of apparel, of yarns, and of home textiles. China supplies 34% of apparel imported to the U.S., 19% of yarn imports and 63% of made-ups and home textiles.
- Türkiye is the new top supplier of U.S. fabric imports, with a 15% share by quantity. China ranks as the number two supplier, shipping 13% of U.S. fabric imports by quantity. By value, China is the largest supplier of fabrics (with 17% of imports), and India ranks second with 11% of imports.

U.S. Textile & Apparel Imports from China by Market Share



Sourcing Trend #2: Asian Apparel Suppliers Continue to Dominate Sourcing

When it comes to apparel, Asian suppliers continue to dominate the U.S. market. The top six suppliers ship more than 70% of total apparel imports. We also see more consolidation of imports from the three largest apparel suppliers, who represent 50% of apparel imports.

There are more than 190 countries that supplied apparel imports to the U.S. market during 2022. However, by quantity there are only 17 countries with a market share of more than one percent. While details about all apparel suppliers are available in the Addendum of this report, following is a table that shows the market share for these 17 apparel suppliers.

Top U.S. Apparel Suppliers in 2022 by Quantity

Rank	Country	% Share
1	China	34.7
2	Vietnam	15.8
3	Bangladesh	10.1
4	India	4.8
5	Indonesia	4.5
6	Cambodia	4.4
7	Honduras	3.0
8	Pakistan	2.9
9	Mexico	2.5
10	Nicaragua	2.2
11	El Salvador	1.9
12	Sri Lanka	1.6
13	Guatemala	1.3
14	Egypt	1.2
15	Haiti	1.2
16	Jordan	1.1
17	Thailand	1.0

By value, China is the top supplier of U.S. apparel imports, but China does not dominate the import data. There are 18 suppliers that ship one percent or more of apparel imports. Inflationary pressures clearly have affected the value of apparel imports.

Top U.S. Apparel Suppliers in 2022 by Value

Rank	Country	% Share
1	China	21.8
2	Vietnam	18.3
3	Bangladesh	9.8
4	India	5.7
5	Indonesia	5.6
6	Cambodia	4.4
7	Honduras	3.2
8	Mexico	3.2
9	Nicaragua	2.9
10	Pakistan	2.8
11	Sri Lanka	2.1
12	Italy	2.0
13	Jordan	1.9
14	Guatemala	1.9
15	El Salvador	1.9
16	Egypt	1.4
17	Türkiye	1.0
18	Thailand	1.0

Sourcing Trend #3: Average Unit Values for Apparel and Home Textiles Reflect Inflation and Higher Costs

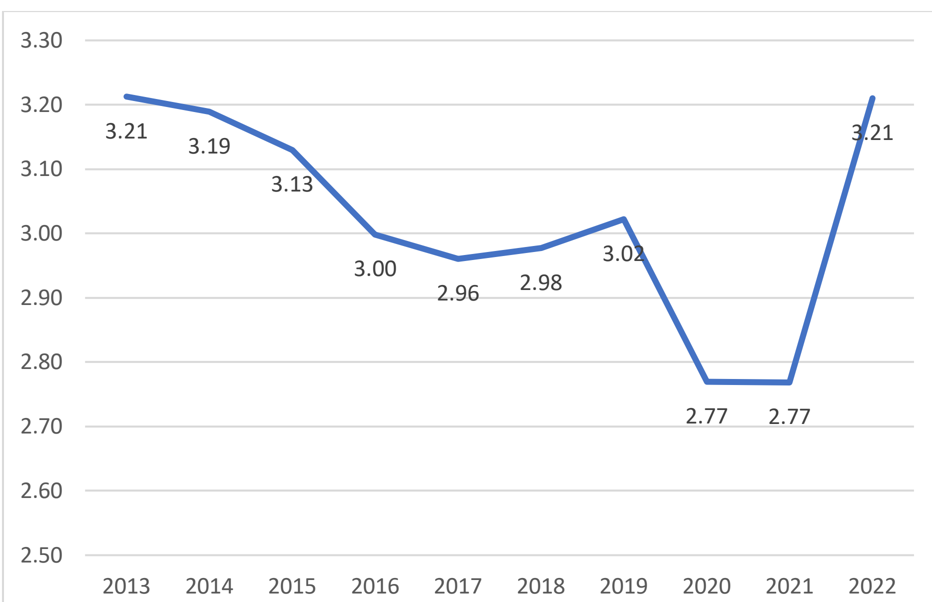
Inflation and rising costs remain a concern for sourcing executives as the U.S. economy rebounds from the impact of COVID-19. During 2022 the average unit values jumped by double digits for apparel and for home textiles. Costs rose for yarn imports too, although we see a sharp drop in the value of fabric imports.

Average Unit Value (Based on SMEs) 2022 vs. 2021

	Unit Value 2022	Unit Value 2021	% Change
TOTAL	**1.25**	**1.21**	**3.3**
Apparel	3.21	2.77	16.0
All Non-Apparel	0.43	0.5	-13.7
Yarns	0.46	0.42	9.0
Fabrics	0.17	0.25	-30.5
Made-Ups	0.82	0.73	12.3

After years of stable prices, and a sharp drop in prices during the depths of the global pandemic, the 2022 data highlights the impact of inflation and rising costs. The average unit value for imported apparel jumped by 16%. While this is a sharp increase from the past few years, you may be as surprised as we were to see that the 2022 average unit value for apparel actually represents a return to the same level as ten years ago.

Apparel Unit Value 2013 – 2022



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In the following table we highlight the major apparel suppliers and the shifts in the average unit value of U.S. imports from these countries. As expected, the 2022 average unit values are higher for all the major apparel suppliers.

Average Unit Value 2022 vs. 2021

	Unit Value 2022	Unit Value 2021	% Change
All Apparel	**3.21**	**2.77**	**16.0**
China	2.02	1.76	14.4
Vietnam	3.71	3.28	13.1
Bangladesh	3.10	2.74	13.0
India	3.80	3.27	16.1
Indonesia	4.05	3.74	8.3
Cambodia	3.20	2.73	17.3
Honduras	3.39	3.05	11.3
Pakistan	3.03	2.48	22.4
Mexico	4.06	3.43	18.4
Nicaragua	4.26	3.26	30.5

Sourcing Trend #4: New Suppliers Highlight Apparel Sourcing Opportunities

While Asian suppliers continue to dominate U.S. apparel sourcing, there are fast-growing competitors all over the world. Before we highlight the new apparel suppliers, it's important to note that during 2022, two major apparel countries expanded their share of imports. Two very successful major suppliers are Bangladesh and Indonesia, which both surged by more than 20% compared to one year ago. With growth of 20%, Bangladesh consolidates its position as the third largest supplier of apparel to the U.S. market. With growth of 24%, Indonesia now supplies more apparel to the U.S. market than Cambodia. The continued success of the apparel sectors in Bangladesh and Indonesia reflect the variety of apparel products available and the competitive pricing.

So where are fashion brands and retailers finding new sourcing opportunities? Following are the apparel suppliers with growth of 25% or more during 2022.

Fastest Growing Apparel Suppliers in 2022

Rank	Country	% Increase
34	Tanzania	167.6
38	Ghana	93.8
47	Ukraine	64.1
20	Myanmar/Burma	37.6
42	Tunisia	33.1
41	France	26.1
25	Madagascar	25.1

- **AGOA** suppliers are the fastest-growing during 2022. This may be surprising since so much attention has been focused on the loss of AGOA benefits for Ethiopia. However, both U.S. imports from **Tanzania** and **Ghana** surged during 2022. Tanzania is the fastest-growing apparel supplier with imports up by 167% and Ghana is close behind, with imports up by 98%. For both countries, the vast majority of the apparel shipments to the U.S. are in Category 638, MMF Knit Tops, M&B. (Ghana also is strong in production of Category 639, MMF Knit Tops, W&G.) While U.S. imports from **Madagascar** did not grow as quickly, there still is a 25% increase from 2021. There is also a wider range of types of apparel imported from Madagascar. Category 638 is the largest category, but there also are substantial imports of Cotton Shorts and Trousers (Categories 347 and 348) and MMF Short and Trousers (Categories 647 and 648).
- **Ukraine:** It is surprising to see Ukraine on the list of fastest-growing apparel suppliers. The largest apparel products imported from Ukraine are intimate apparel: Category 350 (Cotton Robes and Dressing Gowns) and Category 351 (Cotton Nightwear).
- **Myanmar/Burma:** While many brands and retailers have moved sourcing away from Myanmar due to the political situation, the trade statistics reflect that some companies returned during 2022. The largest product imported during 2022 is not a traditional consumer product sold by brands and retailers, but rather HTS 6210.10.50, Nonwoven Disposable Apparel designed for hospitals, clinics, labs or contaminated area use.

- **Tunisia:** Many brands source in Tunisia for the EU market, but in 2022 there is a substantial increase in imports to the U.S. No surprise that the top apparel products are Cotton Shorts and Trousers (Categories 347 and 348).
- **France:** Most of the U.S. textile and apparel imports from France are fabrics, so it's a surprise to see this double digit increase in apparel imports. There are increases in most types of apparel even with the high average unit value of $22.71.

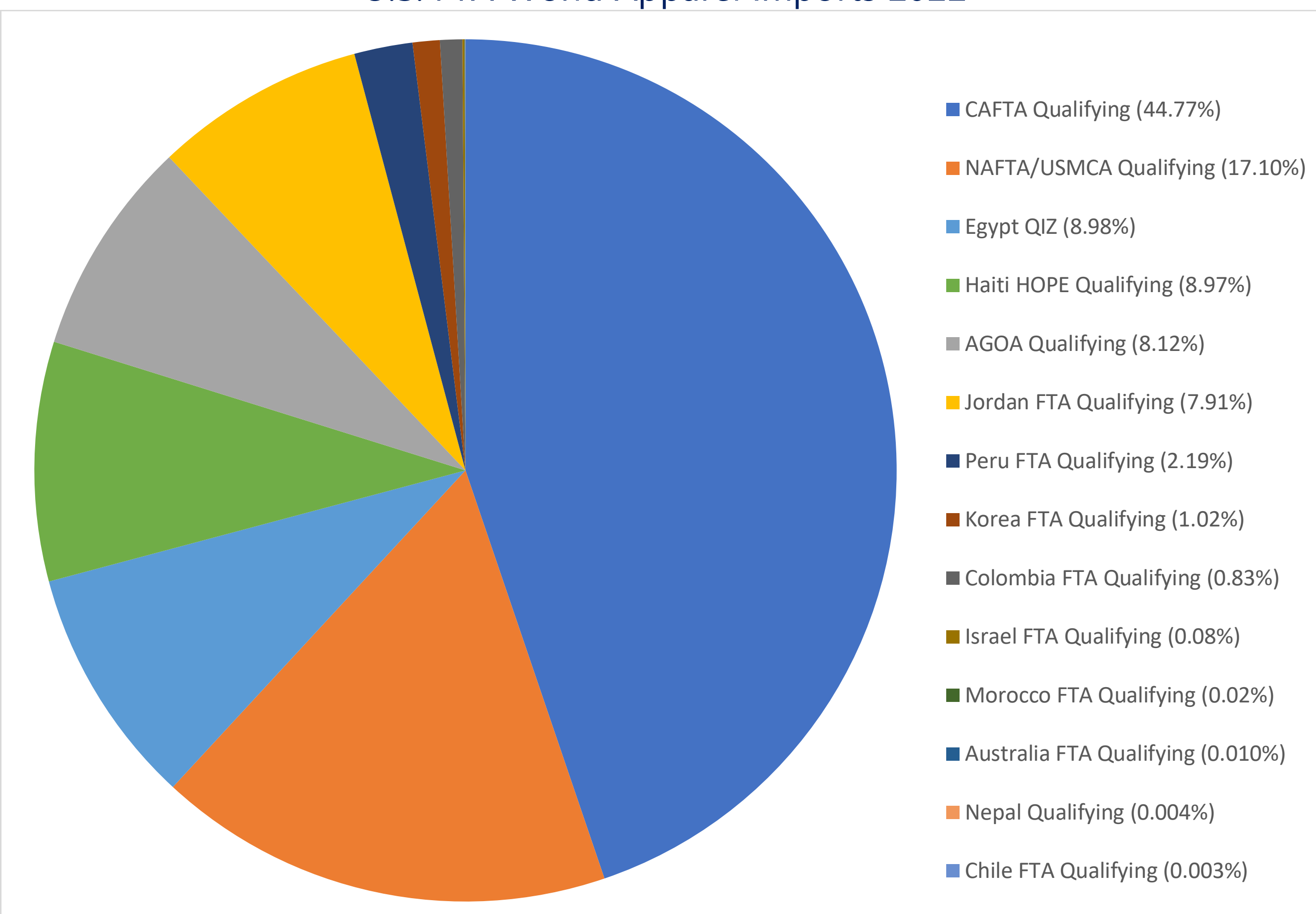
Sourcing Trend #5: Despite High Duty Rates, FTAs and Preference Programs Remain Underutilized

Every year in this report, we talk about the opportunity to source in duty-free locations. With duties on apparel as high as 32%, there are many reasons to take a fresh look at the apparel and textile manufacturers that are eligible for preference programs and free trade agreements. Overall, only 13.1% of apparel imports qualified for duty-free access during 2022. This is lower than one year ago when 14.5% of apparel imports entered duty-free.

As usual, apparel brands and retailers look to Western Hemisphere duty-free options for most of this trade. USMCA and CAFTA rank highest for duty-free imports. Just under 45% of total duty-free apparel imports claim CAFTA status. The CAFTA countries continue to supply a wide range of apparel to the U.S. market, taking advantage of the benefits of speed-to-market and no duties. Another 17% of these duty-free imports are from our USMCA partners, Mexico and Canada.

In 2022, Egypt and Haiti are in a virtual tie as the third most used duty-free option. The AGOA apparel industry is close behind, and several AGOA suppliers also are among the fastest-growing apparel suppliers.

U.S. FTA World Apparel Imports 2022



2022 Preference Apparel Imports

Preference Apparel Imports							
	2022				2021		
Region	Total	Preference	% Share	% Change Total	Total	Preference	% Share
World	31,106,275,705	4,081,349,474	13.1	5.5	29,470,971,462	4,262,793,075	14.5
AGOA	462,165,557	331,257,316	71.7	16.1	397,915,361	388,923,576	97.7
Australia	1,160,472	426,688	36.8	6.3	1,091,350	512,604	47.0
Bahrain	7,417	296	4.0	707.1	919	-	-
CAFTA	2,841,614,429	1,827,352,635	64.3	2.4	2,775,326,452	1,889,357,855	68.1
CBTPA	72,127	-	-	-58.7	174,769	-	-
Chile	179,665	139,363	77.6	-3.9	186,912	160,057	85.6
Colombia	40,549,991	33,940,822	83.7	-10.0	45,048,579	38,512,513	85.5
Egypt	386,333,876	366,388,629	94.8	8.8	354,929,790	340,629,575	96.0
Haiti	370,720,622	366,249,297	98.8	-11.9	420,777,985	414,210,202	98.4
Israel	3,371,414	3,113,796	92.4	-37.6	5,406,660	4,613,805	85.3
Jordan	345,213,661	322,701,917	93.5	10.6	312,186,515	294,362,429	94.3
Korea	52,990,581	41,487,887	78.3	0.2	52,864,383	42,152,492	79.7
Morocco	36,213,049	870,464	2.4	18.0	30,689,221	807,698	2.6
NAFTA/USMCA	823,247,350	697,733,441	84.8	-5.6	871,734,732	761,132,453	87.3
Nepal	2,267,679	169,914	7.5	37.8	1,646,061	157,521	9.6
Oman	3,379	-	-	210.3	1,089	-	-
Panama	199,757	126,169	63.2	564.5	30,062	4,940	16.4
Peru	112,010,745	89,279,455	79.7	10.5	101,350,428	87,246,685	86.1
Singapore	532,257	111,385	20.9	155.7	208,155	8,670	4.2

Sourcing Spotlight: CAFTA

For years, U.S. apparel brands and retailers have expressed concern about the lack of qualifying textile inputs and the restrictive yarn-forward rules of origin which force them to make a choice between sourcing entirely from Asia or missing out on duty-savings benefits when sourcing from the CAFTA-DR region. The good news is that during 2022 U.S. brands and retailers placed more sourcing orders with apparel suppliers in the Western Hemisphere. Supply chain disruptions and price pressures continue to encourage sourcing executives to look at nearshoring opportunities. What is troubling, though, is that the percentage of CAFTA apparel imports that qualify for duty-free access fell to a record low. For the overall CAFTA imports, the percentage that qualified for duty-free benefits was 66%, compared to 74% during 2021 and almost 80% in 2020. This is moving in the wrong direction from the highest level of duty-free apparel benefits back in 2011 – 87%.

CAFTA Utilization Rates 2008 – 2022

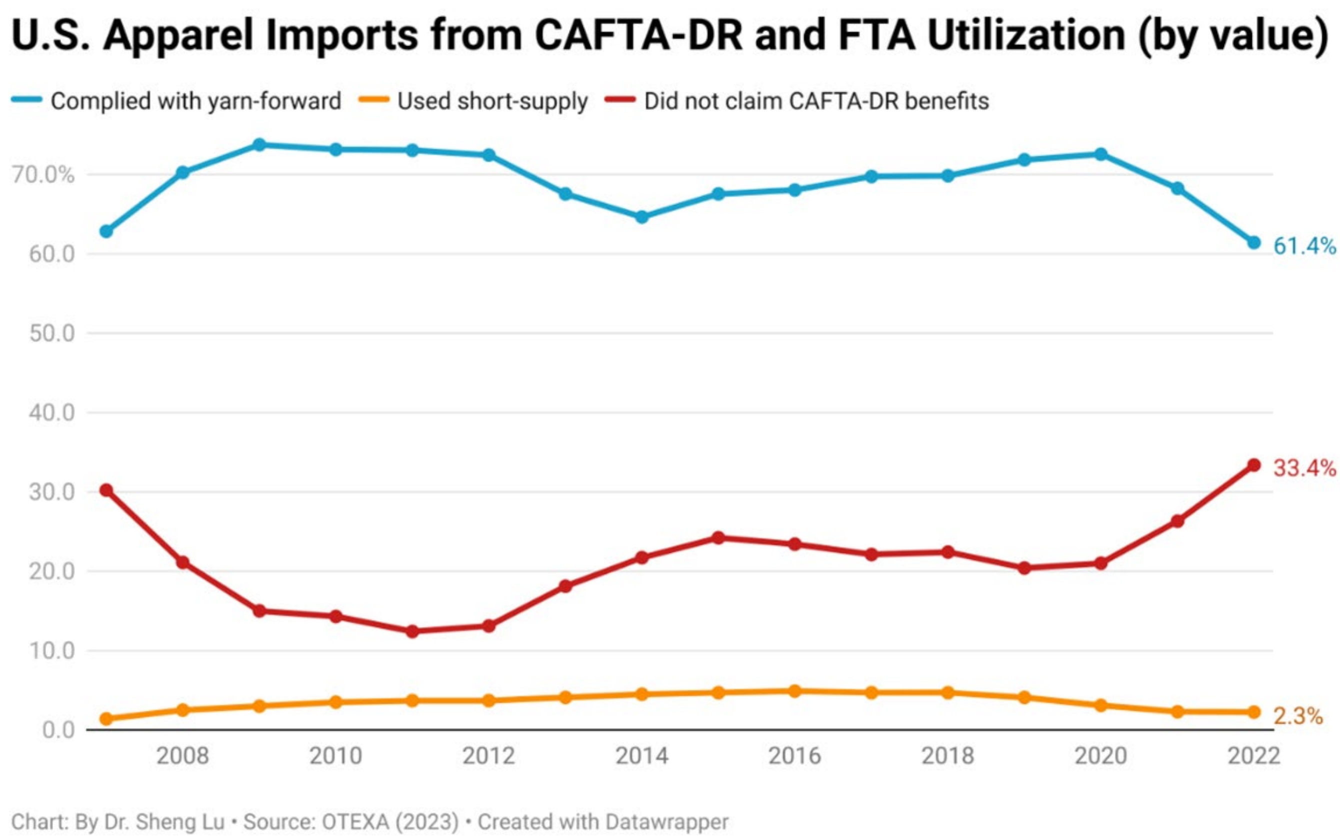


Chart courtesy of Dr. Sheng Lu, Associate Professor in the Department of Fashion and Apparel Studies, University of Delaware.

We know that sometimes it is confusing to remember the various duty-free programs that offer lower costs for apparel. Following is a list of all the Free Trade Agreements and trade preference programs that allow duty-free imports for textile and apparel products. If you have questions about the agreements, please contact us at info@usfashionindustry.com.

U.S. Free Trade Agreements and Preference Programs

Current Free Trade Agreements

Country	Implemented
Israel	1985
Jordan	2001
Chile	2004
Singapore	2004
Australia	2005
Morocco	2006
CAFTA:	
El Salvador Honduras Nicaragua Guatemala Dominican Republic Costa Rica	March 2006 April 2006 April 2006 July 2006 March 2007 January 2009
Bahrain	August 2006
Oman	January 2009
Peru	February 2009
Korea	March 2012
Colombia	May 2012
Panama	October 2012
USMCA (Canada and Mexico)	July 2020

Special Duty-Free Sourcing Programs

Qualified Industrial Zones (QIZ)

Expiration of Agreement: No expiration date

Countries Eligible: Jordan, Egypt

Africa Growth and Opportunity Act (AGOA)

Expiration Date: September 30, 2025

Countries Eligible for Apparel Benefits:

Benin	Kenya	Nigeria
Botswana	Lesotho	Senegal
Burkina Faso	Madagascar	Sierra Leone
Cape Verde	Malawi	South Africa
Chad	Mauritius	Tanzania
Cote d'Ivoire	Mozambique	Togo
Eswatini	Namibia	Zambia
Ghana		

Caribbean Basin Trade Partnership Act (CBTPA)

Expiration Date: September 30, 2030

Countries Eligible:

Antigua & Barbuda	Curacao	Montserrat
Aruba	Dominica	St. Kitts & Nevis
Bahamas	Grenada	St. Lucia
Barbados	Guyana	St. Vincent & the Grenadines
Belize	Haiti	Trinidad & Tobago
British Virgin Islands	Jamaica	

Haitian Hemispheric Opportunity through Partnership Encouragement Act of 2008 (HOPE II) and Haiti Economic Lift Program Act (HELP)

Expiration Date: September 30, 2025

Expiration of Value-Added Tariff Preference Level (TPL): December 19, 2025

Trade Preferences for Nepal

Expiration Date: December 31, 2025

Sourcing Spotlight: Apparel Sourcing Trends in the EU

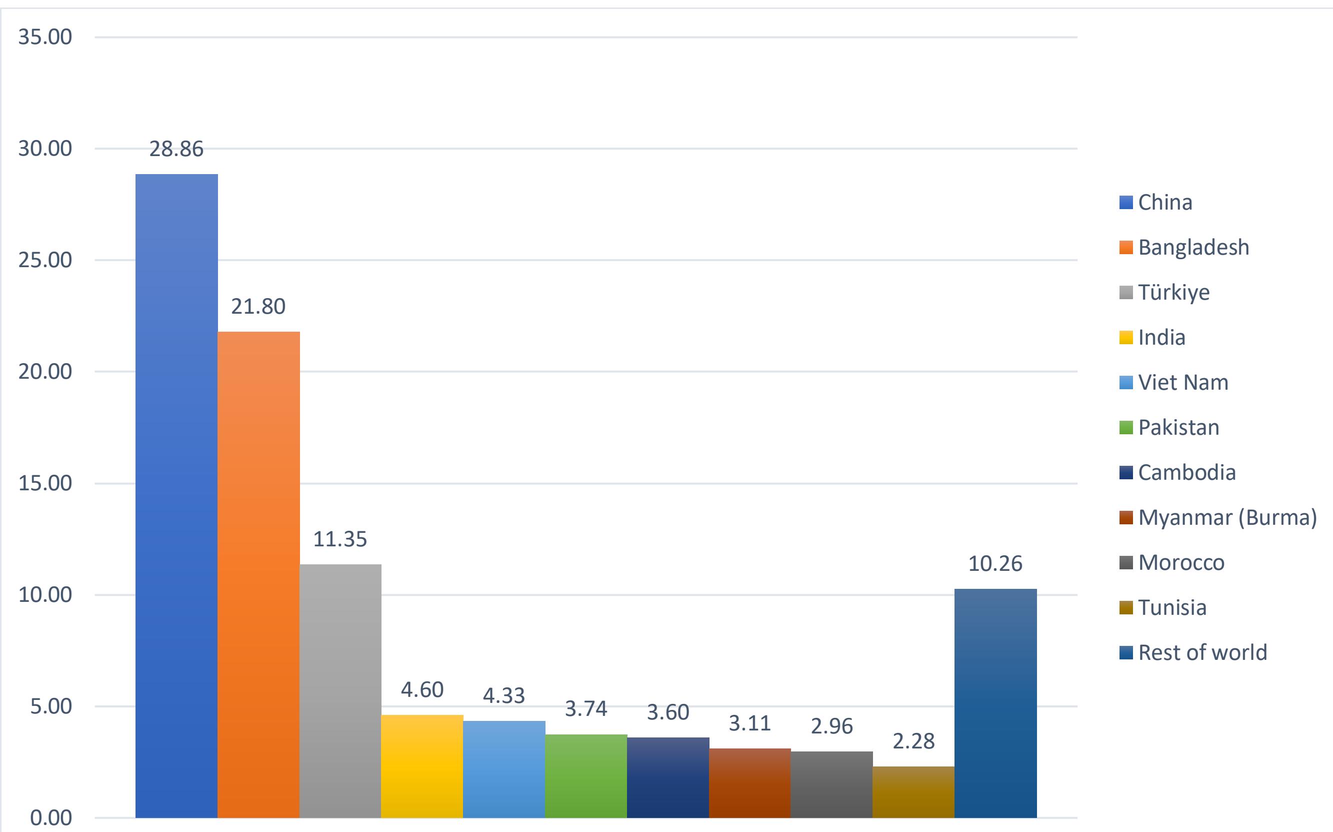
Did you know that the European Union imports more apparel than the United States? In 2022 EU apparel imports were €96.7 billion (equivalent to more than $102 billion), while the U.S. imported $99 billion. So, we think it is worth looking at the EU's apparel sourcing trends during 2022.

As expected, China is the top supplier to the European Union, with apparel exports at more than €28 billion, compared to the $21 billion to the U.S.

Reflecting the greater concentration of the EU imports, the #2 (Bangladesh) and #3 (Türkiye) apparel suppliers to the EU, when combined, ship more than China. They ship 22% and 11% of EU apparel imports, respectively. And what's even more interesting is that the value of Bangladesh's apparel exports to the EU is more than twice the value of the U.S. imports from Bangladesh. (Keep reading … we dive into the top U.S. apparel imports from Türkiye on the next page.)

If you are looking for new manufacturers or thinking about expanding your presence in the EU market, there are a number of apparel centers that you won't see on the U.S. top ten list. Morocco (with the potential benefits of the little-used Free Trade Agreement with the United States) and Tunisia offer new sourcing options.

EU Top 10 Apparel Importers in 2022 (by billion Euros)



Sourcing Spotlight: Apparel Sourcing Trends from Türkiye

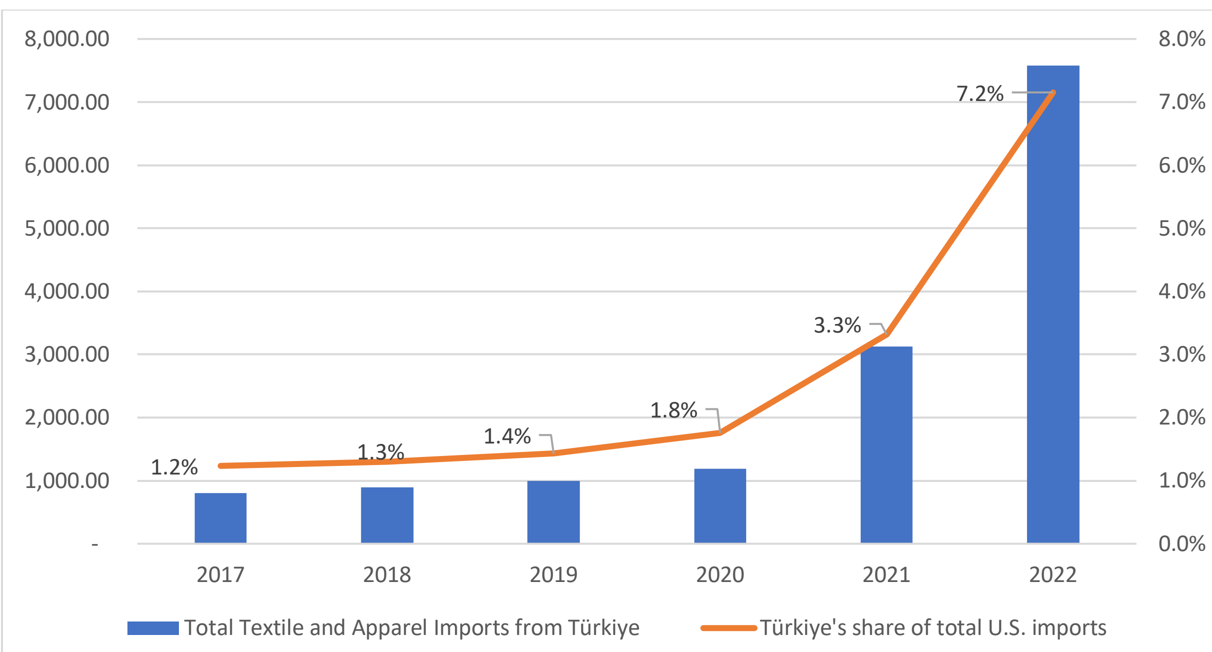
During the pandemic, U.S. imports from Türkiye grew rapidly and now Türkiye ranks as the third largest supplier of textiles and apparel to the U.S. market (compared to ranking sixth in 2021 and tenth in 2020). Türkiye supplies more than 7% of total textile and apparel imports.

Let's take a closer look at the imports from Türkiye. U.S. imports of apparel, yarns, and fabrics grew during 2022. The fastest-growing imports, by quantity, are fabrics. Those imports surged by 184%.

2022 Textile & Apparel Imports from Türkiye

	Year Ending December 2022			Year Ending December 2021			% Change	
	Quantity	Customs value	Unit value	Quantity	Customs value	Unit value	Quantity	Value
TOTAL	7,574,015,554	2,799,661,259	0.37	3,126,589,849	2,824,997,502	0.90	142.25	-0.90
Apparel	138,601,584	1,036,101,056	7.48	125,207,441	862,167,699	6.89	10.70	20.17
Non-Apparel	7,435,413,970	1,763,560,203	0.24	3,001,382,408	1,962,829,803	0.65	147.73	-10.15
Yarns	342,441,895	208,245,513	0.61	221,948,178	168,372,439	0.76	54.29	23.68
Fabrics	6,766,092,729	313,633,344	0.05	2,378,723,553	257,098,080	0.11	184.44	21.99
Made-Ups	326,879,346	1,241,681,346	3.80	400,710,677	1,537,359,284	3.84	-18.43	-19.23

Five Years of Change in Textile & Apparel Imports from Türkiye



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In this section we look at value data to highlight the major apparel imports from Türkiye. Together these products represent one-half of all apparel imports from Türkiye. Reflecting the impact of COVID-19 on the apparel trade, we see the sharp drop in imports of PPE nonwoven disposable apparel, which accounted for more than one-quarter of the U.S. apparel imports from Türkiye during the beginning of the pandemic.

Top 10 Apparel Imports for Türkiye in 2022

HTS	Product Description	2022	2021	% Change	Share of Apparel Imports from Türkiye
6204.62.80	Women's or girls' trousers, breeches and shorts, not knitted or crocheted, of cotton, nesoi, o/than rec perf outwear	129,672,367	68,823,661	88.41	14.37
6110.20.20	Sweaters, pullovers and similar articles, knitted or crocheted, of cotton, nesoi	94,157,599	51,399,308	83.19	10.43
6203.42.45	Men's/boys' trousers &shorts, not bibs, not knit/crochet, cotton, not containing 15% or more by weight of down, etc, o/than rec perf outwear	46,361,611	32,449,179	42.87	5.14
6109.10.00	T-shirts, singlets, tank tops and similar garments, knitted or crocheted, of cotton	45,111,864	30,684,885	47.02	5.00
6110.30.30	Sweaters, pullovers and similar articles, knitted or crocheted, of manmade fibers, nesoi	42,572,676	34,798,087	22.34	4.72
6208.91.10	Women's or girls' bathrobes, dressing gowns and similar articles, not knitted or crocheted, of cotton	25,883,168	16,236,076	59.42	2.87
6205.20.20	Men's or boys' shirts, not knitted or crocheted, of cotton, nesoi	25,341,283	17,323,792	46.28	2.81
6210.10.50	Nonwoven dispos apparel designed for hosps, clinics, labs or cont area use, made up of fab of 5602/5603, n/formed or lined w paper, not k/c	24,737,198	203,497,890	-87.84	2.74
6104.63.20	Women's or girls' trousers, breeches and shorts, knitted or crocheted, of synthetic fibers, nesoi	23,483,675	7,399,639	217.36	2.60
6204.44.40	Women's or girls' dresses, not knitted or crocheted, of artificial fibers, nesoi	19,145,048	9,722,004	96.92	2.12

This year, USFIA's 2023 Sourcing Partner, the Istanbul Textile and Apparel Exporter's Association (IHKIB), shares their insights about the advantages for brands and retailers to source apparel in Türkiye. To learn more about IHKIB and sourcing opportunities, please contact apparel&d@itkib.org.tr.

The main pillars of the Turkish Apparel Industry are sustainability, agility, strong understanding of the fashion industry, and an eco-friendly approach to production. Türkiye is far ahead of its competitors in many areas including fabric, accessories, design, production capacity, ethical production, and investment.

In this section we dive deeper into Türkiye's transformation agenda for the coming years.

Apparel Industry of Türkiye in 2022/2023

The transformation agenda of the Turkish apparel industry: Sustainability, Circularity and Digitalization!

The main agenda of the Turkish apparel industry is concentrated on sustainability and green production with the announcement of the European Green Deal. Although sustainability is not a new concept for the industry, the requirements of the EU Green Deal and improving sustainability became one of the main concerns of the industry.

After the pandemic, the industry hit above $20 billion in exports, demonstrating how the traditional competitive features of the industry fit with global apparel supply chain needs in this new normal of the post-COVID era. Near-shoring and flexibility in production with no-stock has always been an advantage of the Turkish apparel industry in the global apparel value chain.

Now, with the Green Deal, another traditional competitive feature of the industry will fit to the emerging sustainable global apparel supply chain: good-quality durable apparel goods with less resource-consuming, but still stylish, materials!

The apparel industry of Türkiye has recently announced the roadmap towards sustainability and green production, including digitalization and the establishment of a circular supply chain in apparel with our esteemed international partners. All the efforts of the industry are to increase the added value in production, the sustainable design and fashion capability of the industry, and rise the unit export price in apparel exports.

Turkish apparel suppliers are showcasing their products every three months in the US!

The apparel industry of Türkiye is targeting to introduce US consumers to the value-added apparel products of Turkish origin. The Istanbul Apparel Exporters Association (IHKIB), the leading representative organization of the industry, is organizing trade missions to New York in order to present the Turkish apparel brands who want to develop apparel business with US customers.

Istanbul Fashion Connection (IFCO) is hosting international buyers in İstanbul twice a year!

Starting last year, leading Turkish apparel brands began meeting with their international partners at IFCO. Trade visitors networked directly with their international production companies in the IFCO Sourcing area, which is especially designed for production. IFCO is becoming the fashion connection point for global buyers from all over the world and the US.

Save the date of next IFCO: 9-11 August 2023

The industry in figures:

Türkiye's apparel sector exported a total of $31.2 billion in 2022 (together with textiles), accounting for 12.4% of Türkiye's total exports. In addition, both sectors account for 17% of total industrial production and employ over 1.2 million people. With a share of 6.7% of the total GDP, the total production of the textile and clothing industry in 2022 amounts to $79 billion.

The Turkish clothing industry is the leading branch of industry in the manufacturing sector and the branch with the highest employment in the Turkish economy. With an export volume of over $21 billion, the Turkish apparel industry is the sixth largest exporting country in the world. In the medium term, the Turkish apparel industry is aiming for an export volume of $40 billion.

Türkiye is already the third largest supplier to the clothing market in the European Union. Exports to the US have increased by more than 60% over the past five years.

Building up strong partnerships and securing the smooth functioning of the supply chain is the key to success in today's apparel business. Being the leading supplier of the World and the EU, the Turkish Apparel Industry wants to be a partner supplier within the US market and is able to offer solution-based partnerships for US buyers & brands in the apparel business with its current competitiveness and sustainability level.

Message of IHKIB Chairman on the recent earthquake…

As you know, Southeastern Türkiye recently experienced a devastating earthquake which caused widespread damage and loss of life. Although the earthquakes had a disruptive impact on commercial industries and facilities in the region; our member companies throughout Türkiye carry on with their production as usual and in a more dedicated manner than ever before.

In the aftermath of the earthquake, Türkiye's exporters and producers have shown incredible determination and resilience. They have worked tirelessly to maintain high production levels, meet customer demands without any delays, and keep the global supply chains running smoothly. Despite the challenges posed by the earthquake, the exporters continue to provide high-quality goods and services to customers around the world.

This is a testament to the strength of Türkiye's economy and the dedication of its people. Turkish exporters and producers are renowned for their unwavering commitment to quality and reliability, and they have proven once again that they can deliver even under the direst of circumstances.

We will continue to be your reliable and stable partners in trade, despite dealing with what many acknowledge as the largest natural disaster of the last century.
We are grateful for your solidarity and convey our gratitude on behalf of Türkiye.

Sincerely,

Mustafa GÜLTEPE
Chairman

Appendix

U.S. General Imports—Total Textiles & Apparel (In Millions) in YE December 2022

	Square Meter Equivalents (SMEs)				U.S. Customs Value			
Region	2022	2021	% Change	% Share	2022	2021	% Change	% Share
World	*105,879.17*	*94,314.19*	*12.26*	*100.00*	*132,201.24*	*113,938.83*	*16.03*	*100.00*
ASEAN	16,525.79	11,922.75	38.61	15.61	34,229.00	26,417.32	29.57	25.89
NAFTA/USMCA	5,262.72	4,286.08	22.79	4.97	6,005.38	5,523.74	8.72	4.54
CAFTA	3,001.61	2,952.19	1.67	2.83	10,667.18	8,760.30	21.77	8.07
Sub Sahara Africa	488.16	419.82	16.28	0.46	1,782.20	1,446.84	23.18	1.35

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
Country	Rank	2022	2021	% Change	% Share	2022	2021	% Change	% Share
China	1	35,220.88	39,127.61	-9.98	33.27	32,688.16	31,601.76	3.44	24.73
India	2	10,004.44	9,036.77	10.71	9.45	11,053.87	9,852.15	12.20	8.36
Türkiye	3	7,574.02	3,126.59	142.25	7.15	2,799.66	2,825.00	-0.90	2.12
Vietnam	4	7,142.72	6,355.12	12.39	6.75	19,658.65	15,444.59	27.29	14.87
Mexico	5	4,332.40	3,260.90	32.86	4.09	4,772.11	4,326.87	10.29	3.61
Malaysia	6	4,137.58	845.72	389.23	3.91	324.39	266.25	21.83	0.25
Bangladesh	7	3,635.09	3,099.56	17.28	3.43	10,042.79	7,418.40	35.38	7.60
Pakistan	8	3,460.90	3,515.48	-1.55	3.27	4,768.72	4,222.71	12.93	3.61
Egypt	9	3,302.69	2,575.23	28.25	3.12	1,619.43	1,360.89	19.00	1.22
Czech Republic	10	2,369.53	1,346.95	75.92	2.24	64.41	51.32	25.51	0.05
Italy	11	2,355.17	979.38	140.48	2.22	2,794.76	2,254.04	23.99	2.11
Israel	12	2,207.47	2,336.84	-5.54	2.08	249.06	264.14	-5.71	0.19
Indonesia	13	2,132.60	1,864.56	14.38	2.01	6,190.41	4,529.18	36.68	4.68
Korea	14	1,857.57	2,062.99	-9.96	1.75	1,140.63	1,015.98	12.27	0.86
Cambodia	15	1,825.91	1,711.93	6.66	1.72	5,227.21	3,977.26	31.43	3.95
Brazil	16	1,292.80	52.65	2,355.60	1.22	54.19	43.27	25.24	0.04
Honduras	17	994.39	927.28	7.24	0.94	3,210.23	2,682.07	19.69	2.43
Taiwan	18	949.69	914.67	3.83	0.90	795.05	690.70	15.11	0.60
Canada	19	930.32	1,025.18	-9.25	0.88	1,233.27	1,196.87	3.04	0.93
Thailand	20	796.01	680.16	17.03	0.75	1,325.64	1,016.50	30.41	1.00

ALL DATA COMES FROM U.S. GOVERNMENT STATISTICS

Appendix

U.S. General Imports—Apparel (In Millions) in YE December 2022

Region	Square Meter Equivalents (SMEs) 2022	2021	% Change	% Share	U.S. Customs Value 2022	2021	% Change	% Share
World	31,106.28	29,470.97	5.55	100.00	99,932.25	81,588.88	22.48	100.00
ASEAN	8,363.46	7,351.60	13.76	26.89	30,666.82	23,824.32	28.72	30.69
NAFTA/USMCA	823.25	871.73	-5.56	2.65	3,734.36	3,346.43	11.59	3.74
CAFTA	2,841.61	2,775.33	2.39	9.14	10,547.98	8,642.42	22.05	10.56
Sub Sahara Africa	462.61	398.32	16.14	1.49	1,763.08	1,426.23	23.62	1.76

Country	Rank	Square Meter Equivalents (SMEs) 2022	2021	% Change	% Share	U.S. Customs Value 2022	2021	% Change	% Share
China	1	10,781.79	11,128.15	-3.11	34.66	21,734.25	19,609.82	10.83	21.75
Vietnam	2	4,912.41	4,375.04	12.28	15.79	18,246.42	14,370.10	26.97	18.26
Bangladesh	3	3,141.94	2,604.16	20.65	10.10	9,746.16	7,146.08	36.38	9.75
India	4	1,496.13	1,281.66	16.73	4.81	5,684.38	4,195.13	35.50	5.69
Indonesia	5	1,383.45	1,107.77	24.89	4.45	5,607.44	4,144.76	35.29	5.61
Cambodia	6	1,361.76	1,243.66	9.50	4.38	4,354.69	3,389.91	28.46	4.36
Honduras	7	939.13	871.99	7.70	3.02	3,185.50	2,657.98	19.85	3.19
Pakistan	8	906.85	895.18	1.30	2.92	2,747.90	2,216.06	24.00	2.75
Mexico	9	778.01	826.10	-5.82	2.50	3,161.69	2,835.52	11.50	3.16
Nicaragua	10	669.07	611.37	9.44	2.15	2,850.03	1,995.69	42.81	2.85
El Salvador	11	586.53	655.52	-10.52	1.89	1,911.39	1,787.30	6.94	1.91
Sri Lanka	12	504.79	442.30	14.13	1.62	2,126.93	1,734.06	22.66	2.13
Guatemala	13	399.15	393.72	1.38	1.28	1,934.02	1,640.52	17.89	1.94
Egypt	14	386.33	354.93	8.85	1.24	1,422.35	1,138.79	24.90	1.42
Haiti	15	370.57	420.78	-11.93	1.19	971.25	1,011.86	-4.01	0.97
Jordan	16	345.21	312.19	10.58	1.11	1,936.46	1,674.92	15.62	1.94
Thailand	17	310.96	285.73	8.83	1.00	1,018.15	797.02	27.74	1.02
Dominican Republic	18	245.80	241.35	1.84	0.79	650.10	549.86	18.23	0.65
Philippines	19	188.89	177.88	6.19	0.61	761.24	614.59	23.86	0.76
Burma	20	153.20	111.33	37.62	0.49	384.29	274.17	40.17	0.38

ALL DATA COMES FROM U.S. GOVERNMENT STATISTICS

Appendix

U.S. General Imports— Made-Ups (In Millions) in YE December 2022

	Square Meter Equivalents (SMEs)				U.S. Customs Value			
Region	2022	2021	% Change	% Share	2022	2021	% Change	% Share
World	28,270.54	32,528.07	-13.09	100.00	23,171.98	23,771.41	-2.52	100.00
ASEAN	1,338.60	1,235.47	8.35	4.73	2,795.49	1,916.57	45.86	12.06
NAFTA/USMCA	993.13	1,079.62	-8.01	3.51	1,077.25	1,079.54	-0.21	4.65
CAFTA	90.41	109.33	-17.30	0.32	86.53	83.50	3.63	0.37
Sub Sahara Africa	6.81	7.15	-4.77	0.02	10.13	12.65	-19.96	0.04

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
Country	Rank	2022	2021	% Change	% Share	2022	2021	% Change	% Share
China	1	17,826.75	21,706.25	-17.87	63.06	9,478.89	10,352.65	-8.44	40.91
India	2	4,014.73	4,285.14	-6.31	14.20	4,306.95	4,733.95	-9.02	18.59
Pakistan	3	2,256.41	2,304.15	-2.07	7.98	1,763.58	1,757.44	0.35	7.61
Mexico	4	877.98	970.01	-9.49	3.11	920.10	917.34	0.30	3.97
Vietnam	5	600.79	562.19	6.87	2.13	983.58	719.91	36.63	4.24
Bangladesh	6	474.82	470.70	0.88	1.68	291.16	265.31	9.74	1.26
Türkiye	7	326.88	400.71	-18.43	1.16	1,241.68	1,537.36	-19.23	5.36
Cambodia	8	302.46	254.93	18.64	1.07	833.23	540.39	54.19	3.60
Israel	9	202.81	164.22	23.50	0.72	139.31	123.47	12.83	0.60
Indonesia	10	180.84	156.08	15.87	0.64	444.78	246.38	80.53	1.92
Thailand	11	120.99	106.96	13.12	0.43	195.11	118.13	65.16	0.84
Canada	12	115.15	109.61	5.06	0.41	157.16	162.20	-3.11	0.68
Portugal	13	108.38	137.82	-21.36	0.38	215.54	244.66	-11.90	0.93
Taiwan	14	107.51	97.03	10.79	0.38	112.15	100.13	12.00	0.48
Korea	15	94.45	69.89	35.15	0.33	133.20	100.40	32.67	0.57
Italy	16	78.10	79.49	-1.75	0.28	426.12	376.94	13.05	1.84
Philippines	17	61.52	57.24	7.48	0.22	173.91	123.58	40.73	0.75
Honduras	18	49.46	46.48	6.41	0.17	22.56	20.56	9.73	0.10
Burma	19	47.39	57.78	-17.98	0.17	139.06	134.57	3.34	0.60
Egypt	20	39.45	49.21	-19.84	0.14	180.64	202.44	-10.77	0.78

ALL DATA COMES FROM U.S. GOVERNMENT STATISTICS

Appendix

U.S. General Imports — Fabrics (In Millions) in YE December 2022

Region	Square Meter Equivalents (SMEs) 2022	SMEs 2021	SMEs % Change	SMEs % Share	U.S. Customs Value 2022	U.S. Customs Value 2021	U.S. Customs Value % Change	U.S. Customs Value % Share
World	42,916.81	28,863.40	48.69	100.00	7,454.82	7,121.15	4.69	100.00
ASEAN	6,227.78	2,827.15	120.28	14.51	603.82	529.28	14.08	8.10
NAFTA/USMCA	3,011.07	1,903.52	58.18	7.02	875.31	817.61	7.06	11.74
CAFTA	45.59	40.97	11.27	0.11	24.17	24.08	0.37	0.32
Sub Sahara Africa	18.01	13.84	30.14	0.04	5.82	4.87	19.55	0.08

Country	Rank	Square Meter Equivalents (SMEs) 2022	SMEs 2021	SMEs % Change	SMEs % Share	U.S. Customs Value 2022	U.S. Customs Value 2021	U.S. Customs Value % Change	U.S. Customs Value % Share
Türkiye	1	6,766.09	2,378.72	184.44	15.77	313.63	257.10	21.99	4.21
China	2	5,901.57	5,684.16	3.82	13.75	1,308.21	1,470.52	-11.04	17.55
India	3	4,149.20	3,141.78	32.07	9.67	891.41	786.82	13.29	11.96
Malaysia	4	4,040.65	743.02	443.81	9.42	29.33	17.64	66.30	0.39
Egypt	5	2,873.86	2,163.79	32.82	6.70	12.70	12.67	0.27	0.17
Czech Republic	6	2,358.67	1,336.65	76.46	5.50	46.17	33.45	38.03	0.62
Mexico	7	2,320.39	1,166.78	98.87	5.41	471.75	431.97	9.21	6.33
Italy	8	2,146.64	799.74	168.42	5.00	345.98	308.70	12.08	4.64
Israel	9	1,985.47	2,156.99	-7.95	4.63	53.35	88.81	-39.92	0.72
Vietnam	10	1,322.63	1,320.44	0.17	3.08	366.52	320.82	14.25	4.92
Korea	11	1,304.14	1,284.48	1.53	3.04	665.01	610.93	8.85	8.92
Brazil	12	1,280.90	44.53	2,776.56	2.98	16.33	13.69	19.28	0.22
Denmark	13	728.47	679.73	7.17	1.70	11.94	23.57	-49.32	0.16
Canada	14	690.69	736.74	-6.25	1.61	403.56	385.64	4.65	5.41
Germany	15	611.00	849.96	-28.11	1.42	333.78	396.91	-15.90	4.48
Saudi Arabia	16	589.06	262.68	124.24	1.37	139.23	78.01	78.48	1.87
Taiwan	17	564.72	581.21	-2.84	1.32	399.92	355.10	12.62	5.36
Japan	18	500.44	434.38	15.21	1.17	389.10	346.51	12.29	5.22
Indonesia	19	364.75	287.15	27.02	0.85	69.83	55.68	25.42	0.94
Thailand	20	315.69	220.20	43.37	0.74	92.21	79.44	16.07	1.24

ALL DATA COMES FROM U.S. GOVERNMENT STATISTICS

Appendix

U.S. General Imports—Yarn (In Millions) in YE December 2022

Region	Square Meter Equivalents (SMEs)				U.S. Customs Value			
	2022	2021	% Change	% Share	2022	2021	% Change	% Share
World	3,585.54	3,451.75	3.88	100.00	1,642.19	1,457.40	12.68	100.00
ASEAN	595.94	508.53	17.19	16.62	162.87	147.14	10.69	9.92
NAFTA/USMCA	435.27	431.20	0.94	12.14	318.45	280.17	13.67	19.39
CAFTA	24.00	26.56	-9.66	0.67	8.50	10.31	-17.55	0.52
Sub Sahara Africa	0.73	0.52	40.37	0.02	3.16	3.08	2.65	0.19

Country	Rank	Square Meter Equivalents (SMEs)				U.S. Customs Value			
		2022	2021	% Change	% Share	2022	2021	% Change	% Share
China	1	710.77	609.05	16.70	19.82	166.82	168.78	-1.16	10.16
Korea	2	405.99	655.75	-38.09	11.32	113.93	121.97	-6.59	6.94
Mexico	3	356.02	298.01	19.46	9.93	218.58	142.04	53.89	13.31
India	4	344.38	328.18	4.94	9.60	171.12	136.25	25.59	10.42
Türkiye	5	342.44	221.95	54.29	9.55	208.25	168.37	23.68	12.68
Vietnam	6	306.88	97.45	214.90	8.56	62.13	33.76	84.02	3.78
Taiwan	7	211.45	179.12	18.05	5.90	74.82	59.29	26.20	4.56
Indonesia	8	203.55	313.57	-35.09	5.68	68.35	82.36	-17.01	4.16
Pakistan	9	103.83	114.04	-8.96	2.90	47.86	37.65	27.13	2.91
Portugal	10	84.39	82.60	2.17	2.35	39.31	32.20	22.07	2.39
Canada	11	79.25	133.19	-40.50	2.21	99.88	138.13	-27.69	6.08
Germany	12	49.71	45.52	9.20	1.39	44.01	35.67	23.40	2.68
Thailand	13	48.36	67.28	-28.11	1.35	20.18	21.91	-7.88	1.23
Italy	14	46.63	22.05	111.52	1.30	55.47	39.27	41.24	3.38
Latvia	15	40.40	42.02	-3.85	1.13	10.33	7.67	34.73	0.63
Netherlands	16	33.52	24.82	35.05	0.93	7.31	6.44	13.57	0.45
Malaysia	17	31.13	24.73	25.87	0.87	9.18	6.13	49.86	0.56
Spain	18	17.01	22.74	-25.22	0.47	13.26	17.27	-23.22	0.81
Israel	19	15.87	10.29	54.18	0.44	8.80	4.33	102.94	0.54
France	20	15.77	16.40	-3.82	0.44	22.69	21.72	4.47	1.38

ALL DATA COMES FROM U.S. GOVERNMENT STATISTICS