**April, 2011** 



# IMPORT MARKET USA: PRICE MATTERS

With rising cotton prices, suppliers face decision to tighten their belts or lose their share in the world's largest market.

Research Department
Pakistan Readymade Garments
Manufacturers & Exporters Association
(PRGMEA)



#### **Highlights:**

- 2010 was a year of recovery for the US market after the decline in 2009. Value of imports and quantities almost reached pre-crisis levels.
- Of the 14 textile and clothing categories analyzed in this report, countries which managed to reduce or hold their prices, generally gained in terms of market share. Although there were some exceptions but not in major categories covered.
- Pakistan may get better prospects in terms of US market share in 2011 if cotton prices stabilize and the supply of cotton in local market remains continuous.
- Pakistan remains the largest exporter of cotton yarn to the US. Its yarn exports increased by 88% in terms of value and 56% in terms of quantity in 2010. However, its market share remained steady at 38% & 43% respectively.
- In cotton sheets and fabrics, Pakistan faces stiff competition from India. Pakistan's share in cotton sheets (category 361) was 24% in value and 33% in quantity in 2008, which currently stands at 20% and 29% respectively.
- Although, the prices increase in cotton sheets was almost in line with global imports of USA, Pakistan still lost considerable market share despite offering lower average prices.
- In men's and ladies trouser categories and also in nightwear, Pakistan's prices increased by highest percentage.
- In cotton gloves, Pakistan's average price fell by almost 13%. Pakistan managed to gain significant market share in this category.
- Government of Pakistan needs to ensure continuous availability of cotton yarn at most competitive price to its apparel and home textile manufacturers as a policy matter. If this measure is insured, only then Pakistan will be able to enhance its share in major textile categories of US apparel and home textile market. Size of these segments can be gauged by the fact that in 2010, total imports of men's cotton trousers were \$5.3 billion and for women's cotton \$6.6 billion. Otherwise, Pakistan will continue to remain a leading yarn exporter, a market worth only \$70 million.



#### **Cotton Apparel & Hosiery:**

- In men's/boys cotton trousers category, Pakistan's price increase is 4% from 2009, whereas prices of China, Mexico & Bangladesh declined. Bangladesh's average price went down by 6% and it managed to improve its share by 6% in quantity.
- Although the US import market for men's/boys cotton trousers improved by 10% in value and 13% in quantity in 2010, Pakistan only managed to gain 9% and 5% respectively.
- In women's/girls cotton trousers category, Pakistan's average prices increased by almost 16% from 2009 while China's prices went down by 4% and it managed to increase its market share from 32% in 2009 to 38% in 2010 in terms of quantity.
- Pakistan's market share in women's/girls cotton trousers remained stable at 2%. Due to this price rise value of Pakistan's exports increased by 19% in 2010 but the quantities only managed an increase of 6%.
- In cotton nightwear category, Pakistan's and India's average prices increased by 27% and 30 respectively. Bangladesh managed to reduce its prices by 31% in this category. Market share, however, remained more or less the same for Pakistan, India and Bangladesh.
- In cotton hosiery category, Pakistan's prices increased by 15% from 2009. Pakistan's share currently stands at 15% in value and 17% in quantity, whereas in 2009, it was 18% and 23%. China, on the other hand, increased its prices by 5% and managed to gain 4% of market share in value and quantity.
- In cotton playsuits category, Pakistan's prices went down by 17% from 2009, however, its share also went down from 4% to 1%. Vietnam's prices also decreased by 35% and it managed to gain significant share, from 6% in 2009 to 13% currently in terms of value.
- In cotton gloves category, Pakistan's prices declined by 13% from 2009, while all the other countries incased their prices. Pakistan's market share increased from 8% in 2009 to 13% in 2011.



Category 347: Mens/Boys Cotton Trousers / Breeches / Shorts

Value in US\$ and Quantities in Dozen (14.90 sqm per Doz)

Country			Feb-11		2010		2009
	Value in US\$	100%	898,542,000	100%	5,376,163,000	100%	4,880,166,000
World	Qty in Doz	100%	13,540,634	100%	79,117,271	100%	69,983,872
	US\$ / Dozen		66.36		67.95		69.73
	Value in US\$	22%	200,439,000	21%	1,129,320,000	19%	922,470,000
China	Qty in Doz	21%	2,845,238	22%	17,060,623	19%	12,999,986
	US\$ / Dozen		70.45		66.19		70.96
	Value in US\$	16%	142,900,000	21%	1,105,891,000	21%	1,043,868,000
Mexico	Qty in Doz	12%	1,660,439	16%	13,044,086	17%	11,953,991
	US\$ / Dozen		86.06		84.78		87.32
	Value in US\$	23%	210,642,000	19%	1,031,322,000	19%	904,581,000
Bangladesh	Qty in Doz	30%	4,117,794	24%	19,044,574	24%	16,609,308
	US\$ / Dozen		51.15		54.15		54.46
	Value in US\$	6%	54,661,000	5%	275,811,000	5%	254,811,000
Vietnam	Qty in Doz	6%	834,785	6%	4,517,068	6%	3,929,528
	US\$ / Dozen		65.48		61.06		64.85
	Value in US\$	3%	22,899,000	4%	210,452,000	4%	193,846,000
Pakistan	Qty in Doz	3%	372,269	4%	3,428,550	5%	3,278,226
	US\$ / Dozen		61.51		61.38		59.13
Country				2	010 (YoY)	2	009 (YoY)
W. J.	Increase / d	ecrease	in Value		10%		-9%
World	Increase / d	ecrease	in Quantity		13%		-4%
Dokiston	Increase / d	ecrease	in Value		9%		-19%
Pakistan	Increase / d	ecrease	in Quantity		5%		-20%
Mex. 1.044 Chin, 922	, Va	lue in C	JS\$ Min	П	Q	ty in IV	IIn Dozen
Wrld, 4880	o .						
Mex, 1,106					_		
Chin, 1,129				World, 79	Pakistan, a China, 17 Mexico, 13	World, 70 Pakistan, 3	China, 13 Mexico, 12
Wrld, 5,376	6				2010		009



Category 348: Womens/Girls' Cotton Trousers / Breeches / Shorts

Value in US\$ and Quantities in Dozen (14.90 sqm per Doz)

Country	,		Feb-11		2010		2009
	Value in US\$	100%	1,154,837,000	100%	6,599,747,000	100%	6,161,497,000
World	Qty in Doz	100%	19,574,784	100%	117,076,747	100%	105,538,298
	US\$ / Dozen		59.00		56.37		58.38
	Value in US\$	36%	416,001,000	39%	2,569,003,000	35%	2,126,290,000
China	Qty in Doz	36%	6,971,080	38%	44,509,813	32%	34,124,532
	US\$ / Dozen		59.68		57.72		62.31
	Value in US\$	10%	120,515,000	10%	634,819,000	10%	590,859,000
Vietnam	Qty in Doz	11%	2,105,570	10%	11,654,947	10%	10,696,811
	US\$ / Dozen		57.24		54.47		55.24
	Value in US\$	10%	112,606,000	7%	491,787,000	8%	492,693,000
Bangladesh	Qty in Doz	11%	2,119,397	9%	10,053,493	9%	9,889,570
6	US\$ / Dozen		53.13		48.92		49.82
		70/	00.047.000	C0/	406 676 000	50/	250,050,000
la de a esia	Value in US\$	7%	80,847,000	6%	406,676,000	6%	369,060,000
Indonesia	Qty in Doz	8%	1,497,505	7%	8,582,369	7%	7,492,690
	US\$ / Dozen		53.99		47.39		49.26
	Value in US\$	2%	28,109,000	2%	135,334,000	2%	113,775,000
Pakistan	Qty in Doz	2%	477,641	2%	2,375,483	2%	2,241,844
	US\$ / Dozen		58.85		56.97		50.75
Country				2	010 (YoY)	2	009 (YoY)
	Increase / d	ecrease	in Value		7%		-9%
World	Increase / d	ecrease	in Quantity		11%		-1%
	Increase / d	ecrease	in Value		19%		-15%
Pakistan	Increase / de				6%		-15%
Vtnn S Chi. Pak, Wrd,	5	in US\$ MIn	Ī	a	ty in M	In Dozen	
Chi, Pak,	n, 635 2,569 8 6600			Warld, 117	Otto China. 45 Vietnam, 12	World, 106 Dazistan, 2	Ching, 34
					2010	20	009



## Category 351: Cotton Nightwear / Pajamas Value in US\$ and Quantities in Dozen (43.50 sqm per Doz)

Country	,		Feb-11		2010		2009
	Value in US\$	100%	108,762,000	100%	798,417,000	100%	722,305,000
World	Qty in Doz	100%	2,618,857	100%	20,007,672	100%	17,869,263
	US\$ / Dozen		41.53		39.91		40.42
	Value in US\$	55%	59,993,000	58%	460,601,000	57%	412,530,000
China	Qty in Doz	55%	1,434,041	56%	11,240,907	57%	10,101,286
	US\$ / Dozen		41.83		40.98		40.84
	Value in US\$	12%	13,244,000	9%	70,981,000	7%	50,203,000
Cambodia	Qty in Doz	12%	316,959	9%	1,810,313	6%	1,125,993
	US\$ / Dozen		41.78		39.21		44.59
	Value in US\$	3%	3,711,000	6%	48,299,000	7%	50,989,000
Bngladesh	Qty in Doz	6%	152,893	8%	1,623,745	8%	1,444,574
	US\$ / Dozen		24.27		29.75		35.30
	Value in US\$	5%	4,909,000	5%	39,983,000	5%	34,382,000
India	Qty in Doz	5%	137,002	7%	1,386,850	7%	1,247,917
	US\$ / Dozen		35.83		28.83		27.55
	Value in US\$	5%	5,006,000	3%	26,913,000	3%	24,357,000
Pakistan	Qty in Doz	6%	147,331	5%	1,007,644	5%	912,892
	US\$ / Dozen		33.98		26.71		26.68
Country				20	010 (YoY)	20	009 (YoY)
	Increase / de	ecrease	in Value		11%		-19%
World	Increase / de	ecrease	in Quantity		12%		-16%
Dakistan	Increase / de	ecrease	in Value		10%		-7%
Pakistan	Increase / de	ecrease	in Quantity		10%		8%
Camb. China, Pak, 5	413	Value i	n US\$ Min	ì		Qty in M	lin Dozen
Camb, China, Pak, s	461 }			World, 20	Pakistan, 1 China, 11 Cambodia, 2	World, 18 Pakistan, 1	China. 10 Cambodia, 1
					2010	2	00 <del>9</del>



## Category 332: Cotton Hosiery Value in US\$ and Quantities in Dpr (3.80 sqm per Dpr)

Count	ry		Feb-11		2010		2009
	Value in US\$	100%	139,027,000	100%	924,313,000	100%	774,207,000
World	Qty in Dpr	100%	29,869,515	100%	208,819,558	100%	175,870,739
	US\$ / Dpr		4.65		4.43		4.40
	Value in US\$	25%	34,509,000	24%	219,118,000	22%	169,386,000
Hnduras	Qty in Dpr	30%	9,024,394	28%	58,962,162	27%	47,746,189
	US\$ / Dpr		3.82		3.72		3.55
	Value in US\$	21%	28,902,000	18%	168,375,000	17%	130,951,000
China	Qty in Dpr	20%	5,962,413	17%	35,239,483	16%	28,300,570
	US\$ / Dpr		4.85		4.78		4.63
	Value in US\$	15%	20,521,000	17%	156,544,000	18%	140,627,000
Pakistan	Qty in Dpr	17%	5,177,714	22%	46,028,049	23%	40,821,672
	US\$ / Dpr		3.96		3.40		3.44
	Value in US\$	16%	21,658,000	13%	124,290,000	5%	37,809,000
Salvador	Qty in Dpr	14%	4,238,417	12%	25,499,053	5%	9,504,143
	US\$ / Dpr		5.11		4.87		3.98
	Value in US\$	12%	15,994,000	12%	108,216,000	12%	93,133,000
Mexico	Qty in Dpr	9%	2,747,489	9%	19,395,043	10%	18,295,531
	US\$ / Dpr		5.82		5.58		5.09
Country				2010 (YoY) 20			009 (YoY)
	Increase / de	ocrease i	in Value		19%		-5%
World	Increase / de				19%		1%
			·		1370		170
Pakistan	Increase / de				11%		1%
	Increase / de	ecrease i	n Quantity		13%		-4%
Hor Pak	no, 131 nd, 169 , 1 <mark>41</mark> d, 4890	Value	in US\$ MIn	Ī	·	Qty in IV	IIn Dpr
Hor 2010	na, 168 nd, 219 ., 1 <mark>5</mark> 7 d, 5,376			World, 209	Palestan, 45 Porduras, 59 China, 35	World, 176	
							<b>6</b>   D 2 G 0



## Category 237: Playsuits / Sunsuits, etc. Value in US\$ and Quantities in Dozens (19.20 sqm per Doz)

Country	,		Feb-11		2010		2009
World	Value in US\$  Qty in Pcs  US\$ / Doz	100%	21,430,000 584,615 <i>36.66</i>	100%	93,439,000 2,549,352 <i>36.65</i>	100%	52,512,000 1,405,936 <i>37.35</i>
	Value in US\$	48%	10,202,000	49%	45,358,000	32%	17,021,000
China	Qty in Pcs US\$ / Doz	37%	218,616 <i>46.67</i>	48%	1,217,264 <i>37.26</i>	34%	480,556 <i>35.42</i>
Vietnam	Value in US\$  Qty in Pcs  US\$ / Doz	13% 22%	2,739,000 128,937 <i>21.24</i>	10% 13%	9,004,000 335,976 <i>26.80</i>	6% 7%	3,200,000 97,698 <i>32.75</i>
Bangladesh	Value in US\$  Qty in Pcs  US\$ / Doz	7% 8%	1,463,000 44,200 33.10	6% 8%	5,450,000 197,974 27.53	8% 8%	4,041,000 114,419 <i>35.32</i>
India	Value in US\$  Qty in Pcs  US\$ / Doz	7% 5%	1,415,000 28,183 50.21	5% 4%	4,727,000 109,042 <i>43.35</i>	7% 9%	3,464,000 124,684 27.78
Pakistan	Value in US\$  Qty in Pcs  US\$ / Doz	1%	286,000 8,447 33.86	2% 3%	2,106,000 73,223 28.76	4% 3%	2,011,000 49,133 <i>40.93</i>
Country				20	10 (YoY)	20	009 (YoY)
World	Increase / de Increase / de				78% 81%		-14% -9%
Pakistan	Increase / de Increase / de				5% 49%		45% 17%
V'tnar China, 9 Pak, (	17 5	Value ii	n US\$ Min		C	Qty in IV	lln Doz
V'tnar China, Paki t	. <b>45</b> 3			World, 3	Pokistan, o China, 1	World, 1 Pakistan, 0	Genta, o



#### Category 331: Cotton Gloves & Mittens

Value in US\$ and Quantities in Dpr (2.90 sqm per Dpr)

Countr	y		Feb-11		2010		2009
	Value in US\$	100%	17,995,000	100%	84,649,000	100%	64,022,000
World	Qty in Pcs	100%	7,225,404	100%	37,020,373	100%	27,963,327
	US\$ / Dpr		2.49		2.29		2.29
	Value in US\$	62%	11,095,000	62%	52,323,000	65%	41,769,000
China	Qty in Pcs	64%	4,631,260	63%	23,265,407	64%	17,913,781
	US\$ / Dpr		2.40		2.25		2.33
	Value in US\$	13%	2,341,000	9%	7,684,000	8%	5,093,000
Pakistan	Qty in Pcs	15%	1,095,129	9%	3,448,840	7%	2,082,946
	US\$ / Dpr		2.14		2.23		2.45
	Valuata USA	F0/		C0/		60/	2 522 222
Marrian	Value in US\$	5%	958,000	6%	5,373,000	6%	3,698,000
Mexico	Qty in Pcs	4%	315,001	5%	1,936,272	5%	1,296,164
	US\$ / Dpr		3.04		2.77		2.85
	Value in US\$	6%	1,107,000	6%	5,170,000	4%	2,452,000
Honduras	Qty in Pcs	1%	56,544	1%	271,931	1%	168,893
	US\$ / Dpr		19.58		19.01		14.52
	Value in US\$	4%	779,000	4%	3,346,000	3%	1,889,000
Indonesia	Qty in Pcs	7%	534,172	8%	2,913,388	6%	1,723,023
	US\$ / Dpr		1.46		1.15		1.10
Country				20	010 (YoY)	20	009 (YoY)
			n Malasa				
World	Increase / de				32%		-37%
	Increase / de	creuse i	n Quantity		32%		-36%
Pakistan	Increase / de	ecrease i	n Value		51%		-38%
Takistan	Increase / de	ecrease i	n Quantity		66%		-50%
	co, 4	Value	in US\$ Mln		•	Qty in IV	Iln Dpr
20 Chine 9 Pak	a, 42 . 5						
Worl	ld, 64						
	co, 5 a, 52				2 8 3	<u>.</u> د	
2010 Chin				World, 37	Pakistan, : China, 23 Mexico, 2	World, 28	China, 18 Mexico, 1
Worl	ld, 65			3	2010		.009
					2010		



#### Cotton Sheets, Quilts, Pillows & Towels:

- In cotton sheets Pakistan's prices increased by 30% on average. China's prices rose by 22% and India's by 25%. However, Pakistan lost a considerable market share as its quantities went down by 10%. Pakistan had 26% share in 2009 in terms of value, which is now down to 20%.
- In bedspreads/quilts category, prices of US global imports increased by 36%. Chinese prices increased by 26% and India's by 9%. Pakistan's prices increased by 30%. However, Pakistan managed to increase its value and quantity in 2010.
- Just a cotton sheets, Pakistan's share of exports of pillows seems to be declining despite so substantial increase in average prices. Pakistan's share in quantity stood at 34% in 2009 which is now down at 25% in 2011.
- Pakistan's exports of cotton towels to US seem to be stable at around 33% share in quantity. While the average global import prices increased by 15%, Pakistan's prices increased by 10%. India's prices increased by 21% and its share now seem to be going down just a notch.



## Category 361: Cotton Sheets Value in US\$ and Quantities in Pieces (5.20 sqm per piece)

Coun	try		Feb-11		2010		2009
	Value in US\$	100%	187,246,000	100%	1,455,857,000	100%	1,205,220,000
World	Qty in Pcs	100%	26,416,835	100%	244,562,013	100%	224,761,037
	US\$ / Piece		7.09		5.95		5.36
	Value in US\$	36%	66,503,000	32%	471,580,000	26%	312,841,000
India	Qty in Pcs	22%	5,873,370	19%	47,479,519	15%	34,464,840
	US\$ / Piece		11.32		9.93		9.08
	Value in US\$	30%	56,709,000	30%	437,600,000	29%	352,368,000
China	Qty in Pcs	35%	9,180,250	34%	83,715,661	31%	69,805,771
	US\$ / Piece		6.18		5.23		5.05
	Value in US\$	20%	37,796,000	22%	314,605,000	26%	313,790,000
Pakistan	Qty in Pcs	29%	7,647,234	31%	74,799,375	37%	82,823,764
	US\$ / Piece		4.94		4.21		3.79
	Value in US\$	0%	508,000	3%	45,454,000	4%	44,206,000
Turkey	Qty in Pcs	0%	70,501	3%	7,777,323	3%	7,217,731
,	US\$ / Piece		7.21		5.84		6.12
	Value in US\$	3%	5,429,000	3%	45,201,000	3%	39,094,000
Portugal	Qty in Pcs	1%	325,440	2%	3,760,579	1%	3,238,934
	US\$ / Piece		16.68		12.02		12.07
Country	,			2	010 (YoY)	2	009 (YoY)
	Increase / de	ecrease i	n Value		21%		-16%
World	Increase / de	ecrease i	n Quantity		9%		-12%
Pakistan	Increase / de	ecrease i	n Value		0%		-9%
Takistaii	Increase / de	ecrease i	n Quantity		-10%		-2%
2009 Pa	iina, 352 dia, 313 ik, 201 d. 1,205	Valu	e in US\$ Min			Qty in	MIn Pieces
2010 Ch	ina, 436 <mark>In, 599</mark> I <mark>k, 2</mark> 42 Id, 1,456				Monta, 245 India, 47 China, 84		Polisistan, 83 India, 34 China, 70



## Category 362: Bedspreads / Quilts Value in US\$ and Quantities in Pieces (5.80 sqm per piece)

Country	,		Feb-11		2010		2009
World	Value in US\$ Qty in Pcs	100%	156,427,000 12,437,203	100% 100%	1,024,719,000 107,246,637	100% 100%	914,416,000 98,927,195
	US\$ / Piece  Value in US\$	60%	12.58 93,994,000	58%	<i>9.55</i> 599,073,000	57%	<i>9.24</i> 518,647,000
China	Qty in Pcs US\$ / Piece	48%	6,004,417 <i>15.65</i>	42%	45,007,558 <i>13.31</i>	42%	41,701,617 <i>12.44</i>
Pakistan	Value in US\$  Qty in Pcs	17% 35%	26,782,000 4,398,816	24% 45%	241,845,000 48,406,467	22% 43%	200,874,000 42,938,692
	US\$ / Piece  Value in US\$	8%	6.09 13,138,000	8%	5.00 80,493,000	7%	4.68 62,312,000
India	Qty in Pcs US\$ / Piece	6%	720,801 18.23	4%	4,791,998 16.80	4%	3,729,367 16.71
Mexico	Value in US\$  Qty in Pcs  US\$ / Piece	4% 2%	6,709,000 232,824 28.82	4% 2%	42,523,000 1,804,693 23.56	5% 2%	45,785,000 2,198,822 20.82
Bngladesh	Value in US\$  Qty in Pcs  US\$ / Piece	0% 1%	522,000 124,680 <i>4.19</i>	0% 1%	4,646,000 1,042,098 4.46	0% 1%	3,917,000 1,184,226 3.31
Country	0307 11000		4.13	20	010 (YoY)	20	009 (YoY)
World	Increase / de				12% 8%		-10% 0%
Pakistan	Increase / de				20% 13%		12% 7%
India, China, Pak, 2 World,	519 201	Value i	n US\$ Min			Qty in N	Aln Pieces
India, Chin, s Pak, 2 World, 25	599 2 <mark>4</mark> 2		•	World, 107	Othing, 45 Ohing, 45 India, 5	World, 99 Pakistan, 43	Chino, 42



## Category 360: Cotton Pillowcases Value in US\$ and Quantities in Pieces (0.90 sqm per piece)

Count	ry		Feb-11		2010		2009
	Value in US\$	100%	48,890,000	100%	361,859,000	100%	299,889,000
World	Qty in Pcs	100%	28,334,984	100%	236,449,932	100%	216,147,233
	US\$ / Piece		1.73		1.53		1.39
	Value in US\$	38%	18,382,000	37%	134,537,000	29%	86,704,000
India	Qty in Pcs	26%	7,333,606	25%	59,822,010	20%	43,043,746
	US\$ / Piece		2.51		2.25		2.01
	Value in US\$	30%	14,677,000	29%	104,614,000	29%	85,843,000
China	Qty in Pcs	34%	9,716,345	32%	76,612,879	30%	65,406,352
	US\$ / Piece		1.51		1.37		1.31
	Value in US\$	17%	8,515,000	19%	69,087,000	26%	77,741,000
Pakistan	Qty in Pcs	25%	7,056,396	27%	63,648,911	34%	77,741,000
rakistaii	US\$ / Piece	23/0	1.21	27/0	1.09	34/0	1.07
	033777666		1.21		1.05		1.07
	Value in US\$	5%	2,531,000	3%	11,252,000	3%	8,608,000
Bahrain	Qty in Pcs	6%	1,721,455	3%	7,644,682	3%	7,555,658
	US\$ / Piece		1.47		1.47		1.14
	Value in US\$	0%	41,000	2%	7,172,000	2%	7,180,000
Turkey	Qty in Pcs	0%	21,260	3%	6,813,859	3%	6,366,027
	US\$ / Piece		1.93		1.05		1.13
Country				2	010 (YoY)	2	009 (YoY)
	Increase / d	ecrease	in Value		21%		-14%
World	Increase / d	lecrease	in Quantity		9%		-10%
Doldistan	Increase / d	ecrease	in Value		-11%		-5%
Pakistan	Increase / d	ecrease	in Quantity		-12%		-1%
2009 Indi	na, 86 a, <b>0</b> 7 <b>, 78</b> d, 300	Value	in US\$ Min			Qty in	Min Pieces
2010 Indi	na, 105 a, 135 1. 69 d, 362				Pakktan, 64 India, 60 China, 77	World, 216	China, 65



## Category 363: Cotton Terry / Other Pile Towels Value in US\$ and Quantities in Pieces (0.40 sqm per piece)

Country	,		Feb-11		2010		2009
	Value in US\$	100%	223,204,000	100%	1,406,419,000	100%	1,205,062,000
World	Qty in Pcs	100%	108,301,808	100%	764,000,481	100%	671,004,971
	US\$ / Piece		2.06		1.84		1.80
	Value in US\$	30%	66,529,000	31%	429,228,000	30%	362,958,000
India	Qty in Pcs	24%	26,222,656	25%	190,802,987	26%	173,214,445
	US\$ / Piece		2.54		2.25		2.10
	Value in US\$	33%	74,347,000	27%	375,926,000	23%	282,744,000
China	Qty in Pcs	26%	28,031,566	21%	160,905,110	17%	115,715,613
	US\$ / Piece		2.65		2.34		2.44
	Value in US\$	20%	45,498,000	23%	319,063,000	22%	265,359,000
Pakistan	Qty in Pcs	33%	35,480,245	34%	259,527,263	34%	228,188,660
	US\$ / Piece		1.28		1.23		1.16
	Value in US\$	1%	2,998,000	5%	70,103,000	7%	81,265,000
Brazil	Qty in Pcs	1%	883,703	3%	25,437,956	5%	32,974,280
	US\$ / Piece		3.39		2.76		2.46
	Value in US\$	4%	8,123,000	3%	46,457,000	3%	35,916,000
Bngladesh	Qty in Pcs	9%	9,233,849	8%	61,116,756	7%	48,220,272
	US\$ / Piece		0.88		0.76		0.74
Country				20	010 (YoY)	2	009 (YoY)
	Increase / de	ecrease i	n Value		17%		-9%
World	Increase / de				14%		-7%
Dell'ate	Increase / de	ecrease i	n Value		20%		-7%
Pakistan	Increase / de	ecrease i	n Quantity		14%		-4%
China, India, Pak, 2 Wrd. 1	263 363 26 <mark>5</mark>	Value ir	n US\$ Mln	ì		Qty in	MIn Pieces
China, India, Pak, 3	429 819			World, 764	O100   Pakistan, 250   India, 191   China, 161	World, 671	hina, 116



#### Cotton Duck, Sheeting, Printed Fabric & Yarn:

- In cotton duck quality fabric exports to the US market, Pakistan came under pressure as it lost 40% in terms of value and 43% in terms of quantity in 2010 despite its price rise of just 11% comparing to US global import average of 9%. Pakistan's share curently stand at 14% in 2011 in comparison to 23% in 2009.
- In cotton sheeting fabric category, Pakistan's prices increased by 31% from 2009 while China's prices also increased by 34%. Pakistan's share is down slightly in terms of quantity, from 21% in 2009 to 17% in 2011. China's share in quantity, however, increased from 37% in 2009 to 42% in 2011.
- In the category of printed fabric of cotton, Pakistan's average price increased by 40% from 2009 while India's prices decreased by 6%. Pakistan's share came down from 18% in 2009 to 12% currently, in terms of quantity. India's market share, however, increased just a notch.
- Pakistan is still holding its lead in the category of carded cotton yarn despite 67% increase in average price. Pakistan's share in terms of quantity exported to US market stand at 43%. On the other hand, Chinese avarage price inceased by 59% from 2009 and its makret share increased from 3% in 2009 to 6% in 2011.



# Category 219: Duck Fabric Value in US\$ and Quantities in Square Meter

Country			Feb-11		2010		2009
	Value in US\$	100%	7,985,000	100%	49,509,000	100%	40,499,000
World	Qty in Sqm	100%	5,611,135	100%	52,455,207	100%	46,694,706
	US\$ / Sqm		1.42		0.94		0.87
	Value in US\$	33%	2,672,000	35%	17,322,000	29%	11,920,000
India	Qty in Sqm	39%	2,201,903	39%	20,382,448	33%	15,578,272
	US\$ / Sqm		1.21		0.85		0.77
	Value in US\$	8%	664,000	9%	4,581,000	19%	7,671,000
Pakistan	Qty in Sqm	14%	771,655	11%	5,967,250	23%	10,514,474
	US\$ / Sqm		0.86		0.77		0.73
	Value in US\$	11%	910,000	9%	4,484,000	9%	3,535,000
Canada	Qty in Sqm	4%	245,633	2%	1,235,973	2%	945,306
	US\$ / Sqm		3.70		3.63		3.74
	Value in US\$	13%	1,056,000	9%	4,583,000	9%	3,740,000
China	Qty in Sqm	6%	342,182	5%	2,454,397	4%	1,930,619
	US\$ / Sqm		3.09		1.87		1.94
	Value in US\$	5%	371,000	5%	2,404,000	4%	1,567,000
Tkmanistan	Qty in Sqm	10%	586,771	8%	4,385,082	8%	3,615,130
	US\$ / Sqm		0.63		0.55		0.43
Country				20	010 (YoY)	20	009 (YoY)
	Increase / de	ecrease	in Value		22%		-24%
World	Increase / de				12%		-21%
Dell'ete e	Increase / de	ecrease	in Value		-40%		-16%
Pakistan	Increase / de	ecrease	in Quantity		-43%		-7%
Canada 1000 Dale, 6 World, Canada 1000 Canada 1000 Canada	40	Value ir	n US\$ Min	S	<b>.</b>	Qty in M	·
Ö Paki 8 World,				Wo-ld, 52	Do birton, Canada, 1	World, 4.	Garada, 1



## Category 313: Cotton Sheeting Fabric Value in US\$ and Quantities in Square Meter

Count	ry		Feb-11		2010		2009	
	Value in US\$	100%	43,071,000	100%	259,176,000	100%	193,086,000	
World	Qty in Sqm	100%	35,754,392	100%	259,249,979	100%	197,030,254	
	US\$ / Sqm		1.20		1.00		0.98	
	Value in US\$	35%	14,906,000	36%	92,874,000	37%	72,033,000	
Korea	Qty in Sqm	24%	8,416,680	23%	58,447,228	24%	47,943,336	
	US\$ / Sqm		1.77		1.59		1.50	
	Value in US\$	33%	14,304,000	31%	80,241,000	27%	52,713,000	
China	Qty in Sqm	42%	14,976,763	42%	109,949,086	37%	73,746,787	
	US\$ / Sqm		0.96		0.73		0.71	
	Value in US\$	11%	4,551,000	12%	30,417,000	12%	22,815,000	
Pakistan	Qty in Sqm	17%	6,170,846	19%	48,959,923	21%	40,525,754	
	US\$ / Sqm		0.74		0.62		0.56	
	Value in US\$	8%	3,372,000	9%	23,475,000	11%	22,044,000	
Japan	Qty in Sqm	5%	1,703,735	5%	12,619,434	6%	12,308,220	
·	US\$ / Sqm		1.98		1.86		1.79	
	Value in US\$	5%	2,299,000	5%	13,536,000	4%	6,998,000	
Idonesia	Qty in Sqm	4%	1,601,699	4%	9,770,994	3%	5,138,658	
	US\$ / Sqm		1.44		1.39		1.36	
Country				20	010 (YoY)	2009 (YoY)		
	Increase / de	ocraaca i	n Value		34%		100/	
World	Increase / de				32%		-18% -28%	
			·					
Pakistan	Increase / de				33%		-15%	
٦	Increase / de	ecrease i	n Quantity		21%		-20%	
Kore	na, 53 ea, 72	Value	in US\$ Mln			Qty in N	Iln Sqm	
Wor	·ld, 193				_			
2010 Kore	na, 80 ea, 93 ii 8 iid, 259			World, 259	Pakistan, 49 Korec, 56 China, 110	World, 197	Korac, 46 China, 74	
					2010	2	.009	



#### Category 315: Cotton Printcloth Fabric

Value in US\$ and Quantities in Square Meter

World         Qty in Sqm         100%         9,483,053         100%         64,255,929         100%         58,5           US\$ / Sqm         0.83         0.81         0.81         0.81         0.81         0.81           China         Us in US\$         41%         3,237,000         47%         24,198,000         41%         16,5           China         Qty in Sqm         38%         3,583,422         48%         30,741,795         47%         27,8           Walue in US\$         13%         1,004,000         14%         7,452,000         13%         5,1           Korea         Qty in Sqm         1.75         1.53         1.53         1.53           Value in US\$         12%         984,000         15%         7,709,000         16%         6,4           Pakistan         Qty in Sqm         12%         1,140,449         16%         10,137,498         18%         10,3           US\$ / Sqm         0.86         0.7	2009	
World         Qty in Sqm         100%         9,483,053         100%         64,255,929         100%         58,5           US\$ / Sqm         0.83         0.81         0.81         0.81         0.81         0.81           Value in US\$         41%         3,237,000         47%         24,198,000         41%         16,5         17,7         18,7         19,7         18,7         19,7         18,7         19,7         19,7         19,7         19,7         19,7         19,7         19,7         19,7         19,7         19,7         19,7         19,7		
Value in US\$   41%   3,237,000   47%   24,198,000   41%   16,5	95,000	
China         Value in US\$         41%         3,237,000         47%         24,198,000         41%         16,5           China         Qty in Sqm         38%         3,583,422         48%         30,741,795         47%         27,8           US\$ / Sqm         0.90         0.79         0.79         0.79         0.79         0.79           Korea         Qty in Sqm         6%         574,861         8%         4,864,431         6%         3,7           US\$ / Sqm         1.75         1.53         1.54         1.53         1.53         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54         1.54<	27,237	
China         Qty in Sqm         38%         3,583,422         48%         30,741,795         47%         27,8           US\$ / Sqm         0.90         0.79         0.79         0.79         0.79         0.79         0.79         0.79         0.79         0.79         0.70	0.68	
Value in US\$         13%         1,004,000         14%         7,452,000         13%         5,1           Korea         Qty in Sqm         6%         574,861         8%         4,864,431         6%         3,7           US\$ / Sqm         1.75         1.53         1.53         1.53         1.53         1.53           Pakistan         Value in US\$         12%         984,000         15%         7,709,000         16%         6,4           Pakistan         Qty in Sqm         12%         1,140,449         16%         10,137,498         18%         10,3           US\$ / Sqm         0.86         0.76	05,000	
Value in US\$   13%   1,004,000   14%   7,452,000   13%   5,1	02,540	
Korea         Qty in Sqm         6%         574,861         8%         4,864,431         6%         3,7           US\$ / Sqm         1.75         1.53         1.53         1.53         1.53         1.53           Pakistan         Value in US\$         12%         984,000         15%         7,709,000         16%         6,4           Pakistan         Qty in Sqm         12%         1,140,449         16%         10,137,498         18%         10,3           US\$ / Sqm         0.86         0.7	).59	
US\$ / Sqm	18,000	
Value in US\$         12%         984,000         15%         7,709,000         16%         6,4           Pakistan         Qty in Sqm         12%         1,140,449         16%         10,137,498         18%         10,3           US\$ / Sqm         0.86         0.76         0.76         0.76         0.76         0.76           Thailand         Value in US\$         17%         1,353,000         9%         4,425,000         10%         3,9           US\$ / Sqm         0.43         0.34 <t< td=""><td>97,267</td></t<>	97,267	
Pakistan         Qty in Sqm         12%         1,140,449         16%         10,137,498         18%         10,3           US\$ / Sqm         0.86         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.76         0.70         0.70         0.70         0.70         0.70         0.70         0.70         0.70         0.70         0.70         0.70         0.74         0	36	
Value in US\$   17%   1,353,000   9%   4,425,000   10%   3,9           Thailand Qty in Sqm   33%   3,140,679   20%   13,071,670   18%   10,4           US\$ / Sqm   0.43   0.34   0.34             Value in US\$   6%   475,000   6%   2,904,000   7%   2,7           India Qty in Sqm   7%   669,281   5%   3,024,723   6%   3,6           US\$ / Sqm   0.71   0.96             Country         2010 (YoY)   2009 (YoY)           Pakistan Increase / decrease in Value Increase in Quantity   9%   -28%             Increase / decrease in Value Increase / decrease in Quantity   -2%   -28%             Ching, 17         Value in US\$ MIn	09,000	
Value in US\$   17%   1,353,000   9%   4,425,000   10%   3,9	85,165	
Thailand	).62	
Value in US\$   6%   475,000   6%   2,904,000   7%   2,7     India	03,000	
Value in US\$   6%   475,000   6%   2,904,000   7%   2,7     India	81,633	
India Qty in Sqm 7% 669,281 5% 3,024,723 6% 3,6  US\$ / Sqm 0.71 0.96  Country  Vorld Increase / decrease in Value Increase / decrease in Quantity 9% -28%  Increase / decrease in Value 20% -16% Increase / decrease in Quantity -2%  Pakistan Increase / decrease in Quantity -2%  China. 17  Value in US\$ MIn  Qty in MIn Squ	0.37	
Us\$/sqm 0.71 0.96  Country 2010 (YoY) 2009 (YoY)  World Increase / decrease in Value 30% -24% -28%  Increase / decrease in Quantity 9% -28%  Pakistan Increase / decrease in Value 20% -16% -16% -28%  Increase / decrease in Quantity -2% -28%  China. 17 Value in US\$ MIn Qty in MIn Squ	14,000	
Country  2010 (YoY)  2009 (YoY)  World  Increase / decrease in Value Increase / decrease in Quantity  9%  -28%  Pakistan  Increase / decrease in Value Increase / decrease in Value Increase / decrease in Quantity  -2%  China, 17  Value in US\$ MIn	17,514	
World Increase / decrease in Value 30% -24% Increase / decrease in Quantity 9% -28%  Pakistan Increase / decrease in Value 20% -16% Increase / decrease in Quantity -2% -28%  China, 17 Value in US\$ MIn Qty in MIn Sq.	0.76	
Pakistan  Increase / decrease in Quantity  9%  -28%  Increase / decrease in Value Increase / decrease in Quantity  -2%  -28%  China, 17  Value in US\$ MIn  Qty in MIn Square	2009 (YoY)	
Pakistan  Increase / decrease in Quantity  9%  -28%  Increase / decrease in Value Increase / decrease in Quantity  -2%  -28%  China, 17  Value in US\$ MIn  Qty in MIn Square	-24%	
Pakistan Increase / decrease in Quantity -2% -28% China, 17  Value in US\$ MIn  Qty in MIn Sq.	-28%	
Increase / decrease in Quantity -2% -28%  China, 17 Value in US\$ MIn Qty in MIn Sq.	-16%	
China, 17	-28%	
Pak, 6 World, 40  China, 24	n	
Morld, 52		
2010 2009	Korea, 4	



## Category 300: Carded Cotton Yarn Value in US\$ and Quantities in Kgs (8.50 Sqm per Kg)

Country		Feb-11		2010		2009		
World	Value in US\$	100%	10,780,000	100%	70,372,000	100%	39,060,000	
	Qty in kgs	100%	2,488,596	100%	22,210,795	100%	13,917,131	
	US\$ / Kg		4.33		3.17		2.81	
Pakistan	Value in US\$	39%	4,177,000	38%	27,020,000	37%	14,407,000	
	Qty in kgs	43%	1,065,707	43%	9,558,931	44%	6,130,904	
	US\$ / Kg		3.92		2.83		2.35	
Mexico	Value in US\$	38%	4,051,000	25%	17,542,000	34%	13,454,000	
	Qty in kgs	33%	810,830	20%	4,536,040	26%	3,653,644	
	US\$ / Kg		5.00		3.87		3.68	
India	Value in US\$	7%	799,000	11%	7,806,000	7%	2,900,000	
	Qty in kgs	10%	237,884	12%	2,715,122	10%	1,356,796	
	US\$ / Kg		3.36		2.88		2.14	
Korea	Value in US\$	4%	393,000	5%	3,642,000	4%	1,519,000	
	Qty in kgs	3%	68,402	6%	1,226,662	5%	670,142	
	US\$ / Kg		5.75		2.97		2.27	
China	Value in US\$	6%	595,000	3%	2,269,000	3%	1,222,000	
	Qty in kgs	6%	141,199	3%	693,212	3%	461,656	
	US\$ / Kg		4.21		3.27		2.65	
Country		2010 (YoY)		2009 (YoY)				
	Increase / d	/ dacrages in Value		80%		-15%		
World	Increase / decrease in Value Increase / decrease in Quantity			60%		-13% -18%		
			,					
Pakistan	Increase / decrease in Value			88%		-29%		
	Increase / decrease in Quantity			56%		-25%		
Mex. 13 Value in US\$ Min India, 3 Pab. 14 World, 39					Qty in Mln Kgs			
Mex, 18 India, 8 Pak, 27 World, 70					World, 22   Morld, 22   Morld, 14   World, 14   Morld,			



#### Pakistan Readymade Garments Manufacturers & Exporters Association

Shaheen View Building, 18-A, Block-VI, PECHS, Shahra-e-Faisal, Karachi -75400 Pakistan Tel # 0092-21- 34549073, 34547912 Fax # 0092-21- 34539669

> Email: prgmea@cyber.net.pk; research@prgmea.org Website: www.prgmea.org