

# Facts and statistics from the world market of second hand clothes



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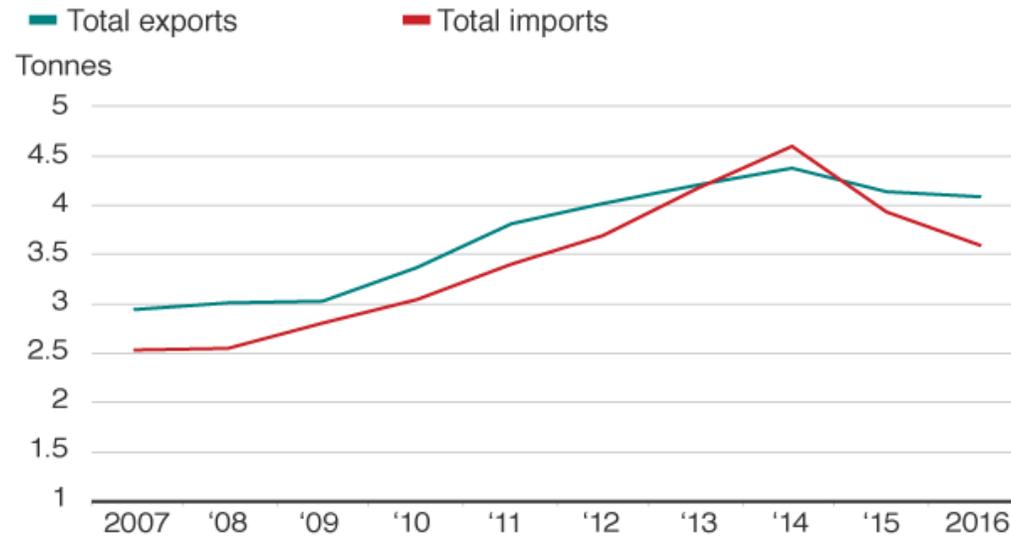
Julia Breidenstein, 09.05.2019, Ravenna

# „Used clothes: Why is worldwide demand declining?“

Kim Gittleson, bbc business correspondent, London, 31.01.2018



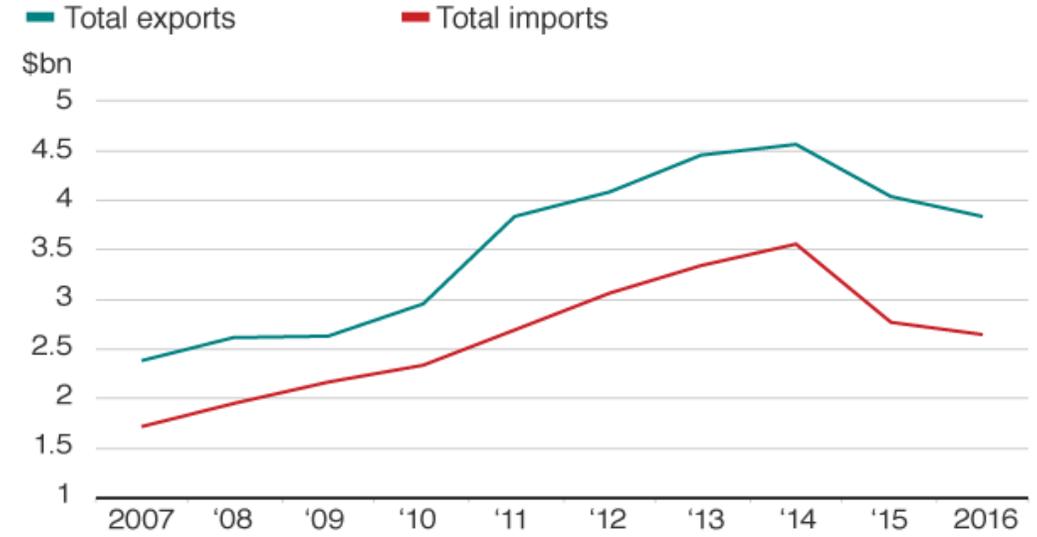
## Total global used clothing trade by volume



Source: United Nations



## Total global used clothing trade by value



Source: United Nations



“What is the future of used clothing now that no one wants our used clothes anymore?  
**Pity today's clothes. Like unloved toys, they're being worn less often than ever.**”



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# Why is worldwide demand declining?

- Because prices for new clothes are going down?
- Because people around the world have more money now?

**Why is it declining?**

~~Why~~ - **Is it declining?**



# UN Comtrade Database

## 3. Select desired data

### Periods (year)

✖ 2018

All or a valid period. Up to 5 may be selected.

### Reporters

✖ EU-28 ✖ USA ✖ Rep. of Korea

✖ China

All or a valid reporter. Up to 5 may be selected. All may only be used if a partner is selected.

### Partners

✖ World

World, All or a valid reporter. Up to 5 may be selected. All may only be used if a reporter is selected.

### Trade flows

✖ Export

All or select multiple trade flows.

### HS (as reported) commodity codes

✖ 6309 - Textiles; worn clothing and other worn articles

All, Total, AG[X] or a valid code. Up to 20 may be selected. If you know the code number, e.g. 01 - Live animals, type 01. To search by description type a word, e.g. rice.

## 4. See the results

Preview >

Download CSV 

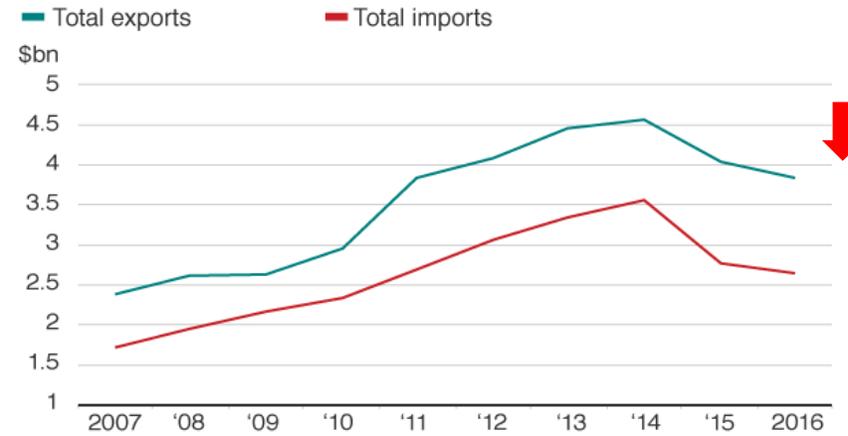


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Graphic published by BBC,  
until 2016:

### Total global used clothing trade by value



Source: United Nations



Graphic based on own research at  
the UN Comtrade database,  
until 2017:



Graphic: HUMANA Kleidersammlung GmbH, Source: UN Comtrade, Nov. 2018



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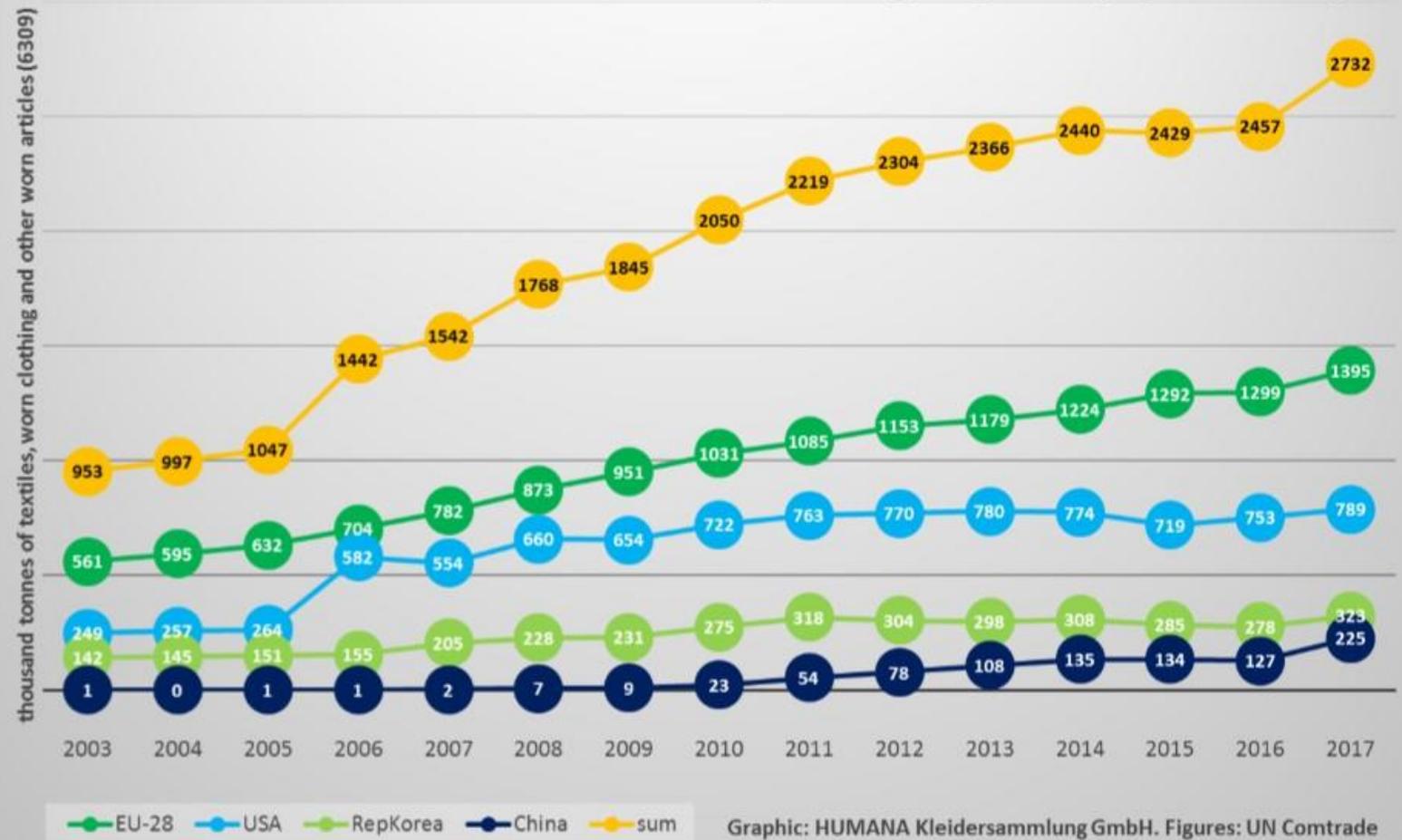
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# The 4 main exporting regions

# By volume (1,000 Tonnes)

## Global exports of used clothes from the four main exporting regions (by volume)



By value  
(Mio. USD)

## Global exports of used clothes from the four main exporting regions (by value)



# Facts and statistics from the world market of other goods

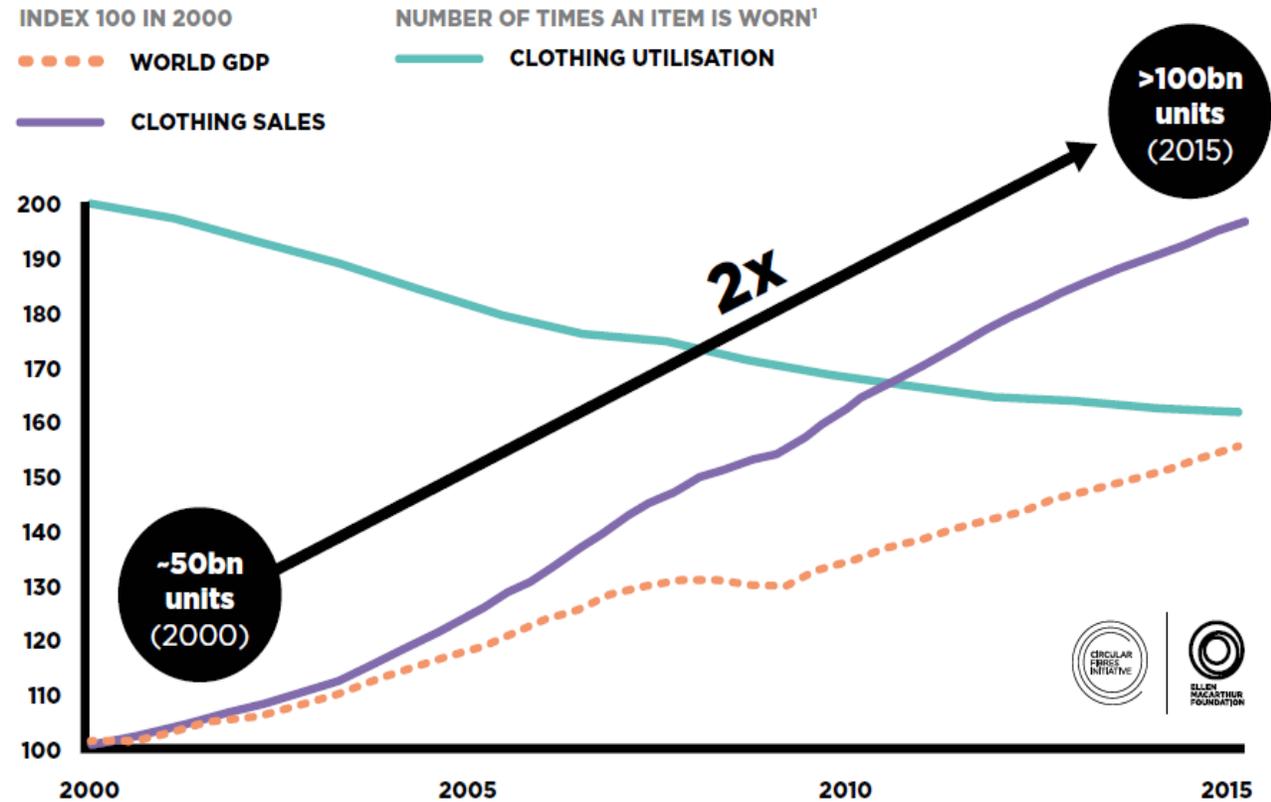


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# New clothes

**FIGURE 1:** GROWTH OF CLOTHING SALES AND DECLINE IN CLOTHING UTILISATION SINCE 2000



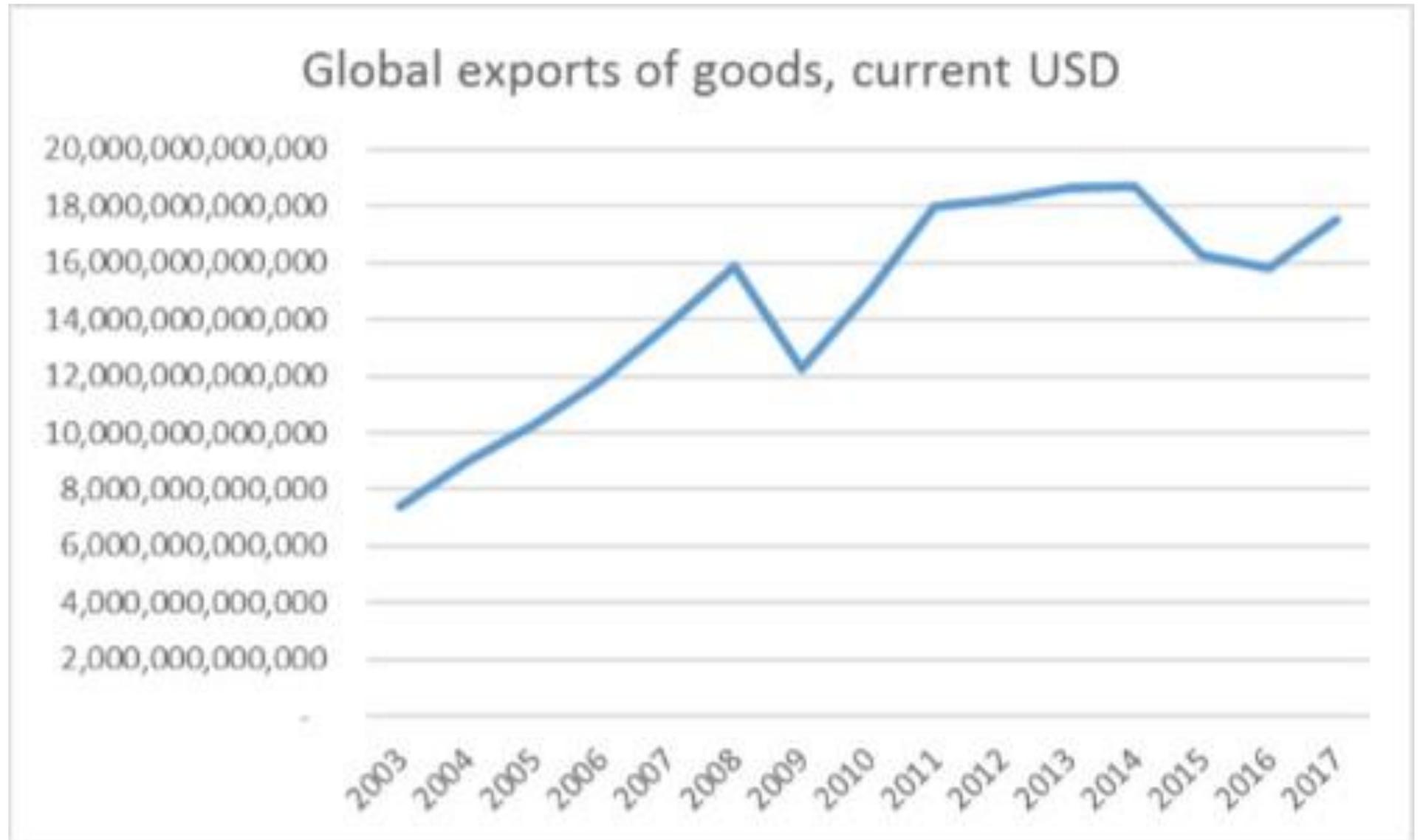
<sup>1</sup> Average number of times a garment is worn before it ceases to be used

**Source:** Euromonitor International Apparel & Footwear 2016 Edition (volume sales trends 2005–2015); World Bank, *World development indicators - GD* (2017)

# New clothes



# All goods



# Pictures and facts from real life in Asia



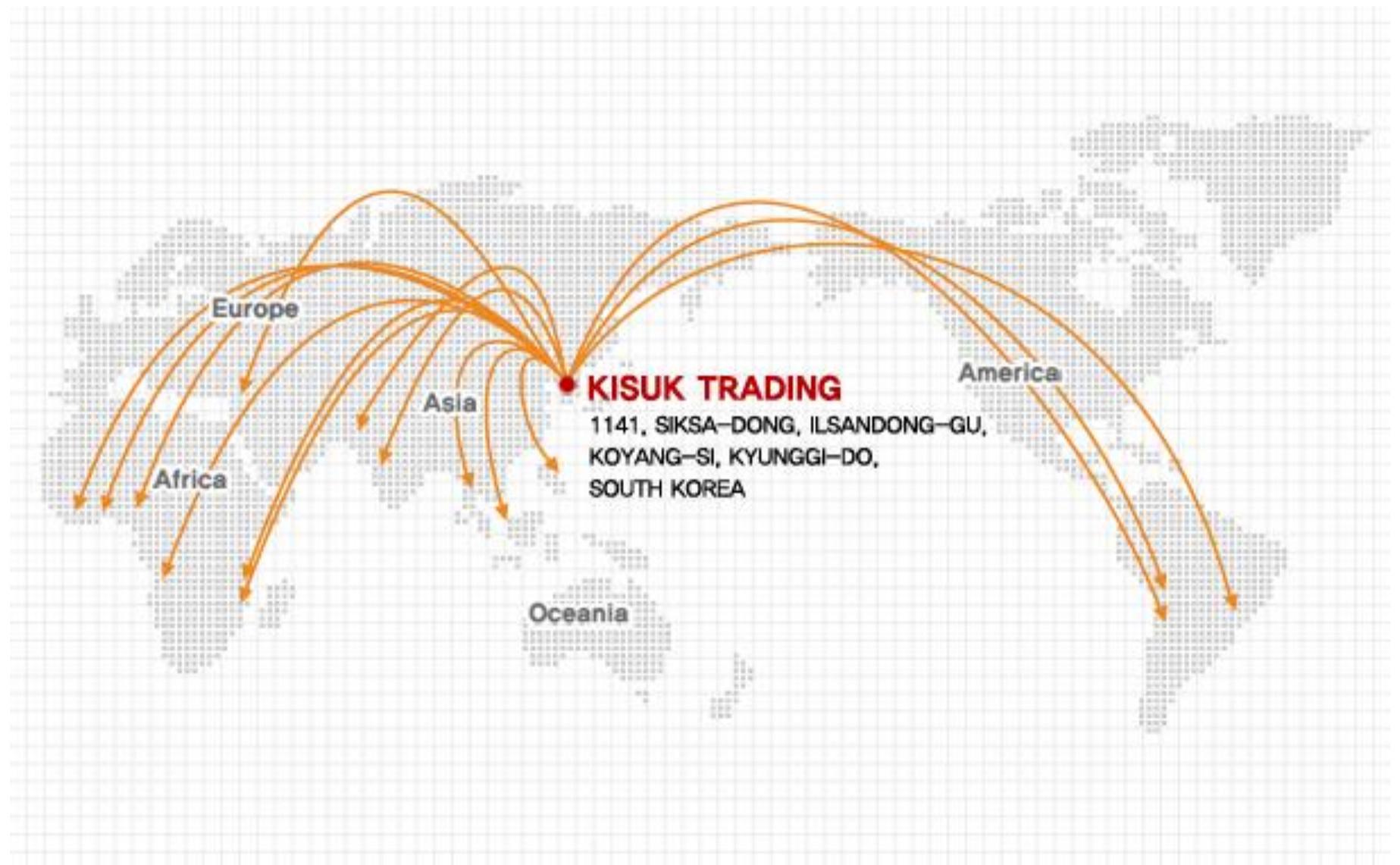
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# Korea



# Korea



# Shenzhen, China



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# MOVING MARKET

20 COUNTRIES OF AFRICA  
5 COUNTRIES OF SOUTHEAST ASIA

Guang Zhou



# Facts and figures from real life in the USA

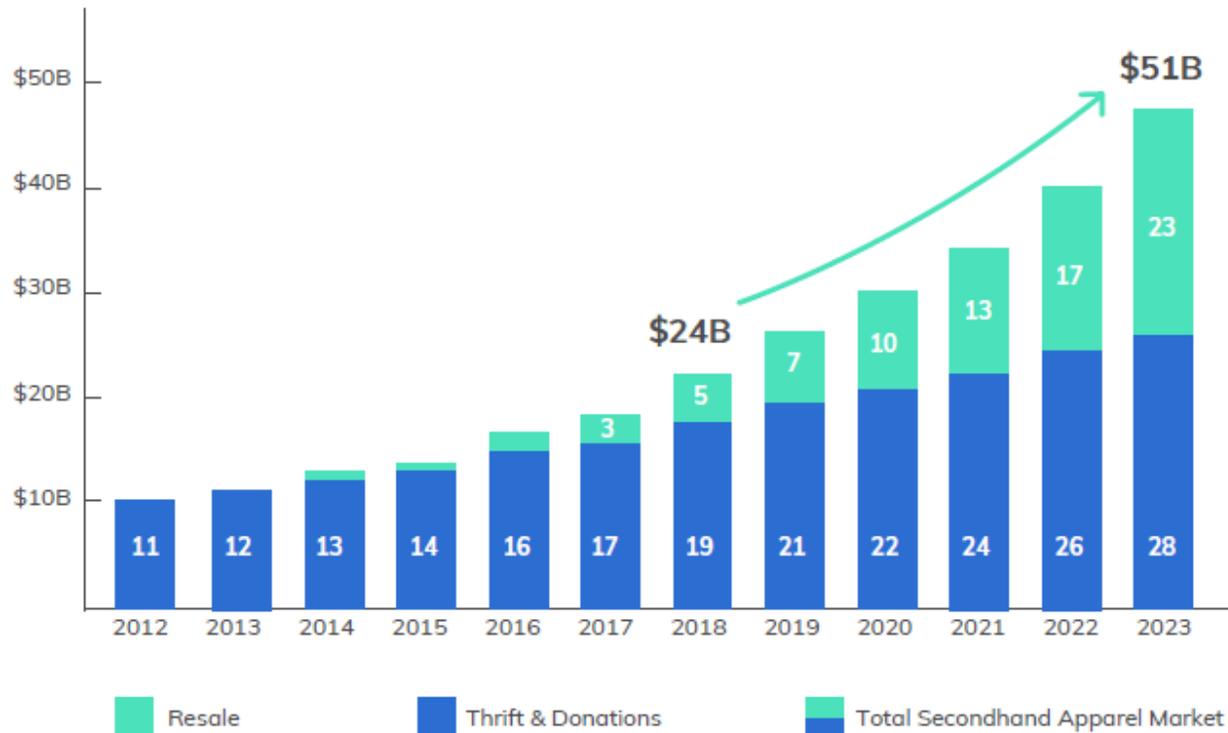


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# Secondhand Market Will Reach \$51B in 5 Years

Total Secondhand Apparel Market to Double in 5 Years With Resale Sector Driving the Growth<sup>1</sup>



Resale has grown

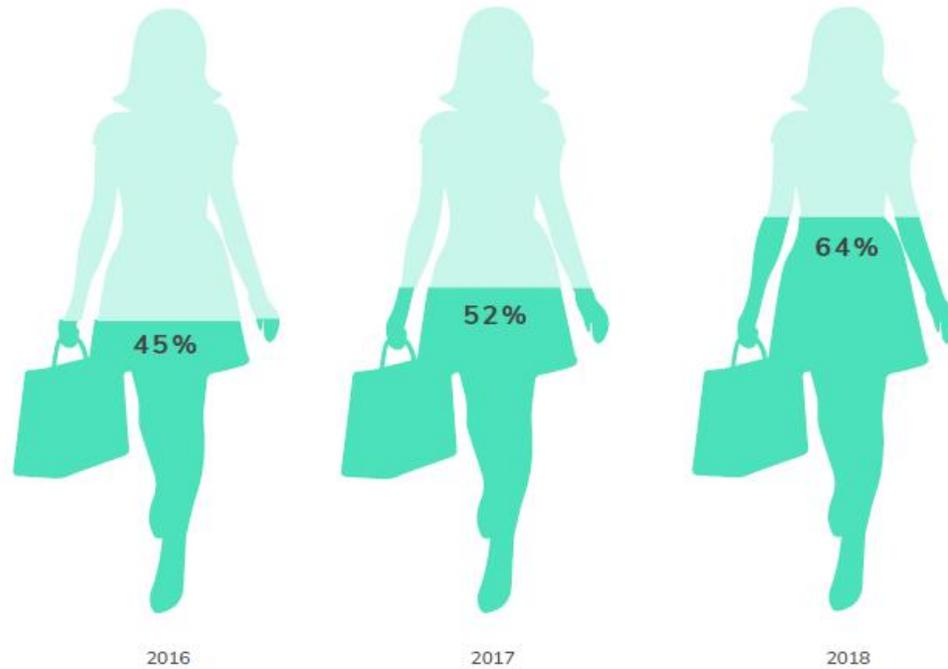
# 21X

faster than the retail apparel market over the past three years.<sup>1</sup>



# There Are More Secondhand Shoppers Than Ever Before

64% of Women Bought or Are Now Willing to Buy Secondhand Products



PERCENTAGE OF WOMEN OVER 18 WHO HAVE BOUGHT OR ARE OPEN TO BUYING SECONDHAND PRODUCTS IN THE FUTURE<sup>2</sup>

Includes apparel, footwear, accessories, books, furniture, entertainment, and beauty.

**56M**

women bought secondhand products in 2018, up from

**44M**

in 2017.<sup>2</sup>



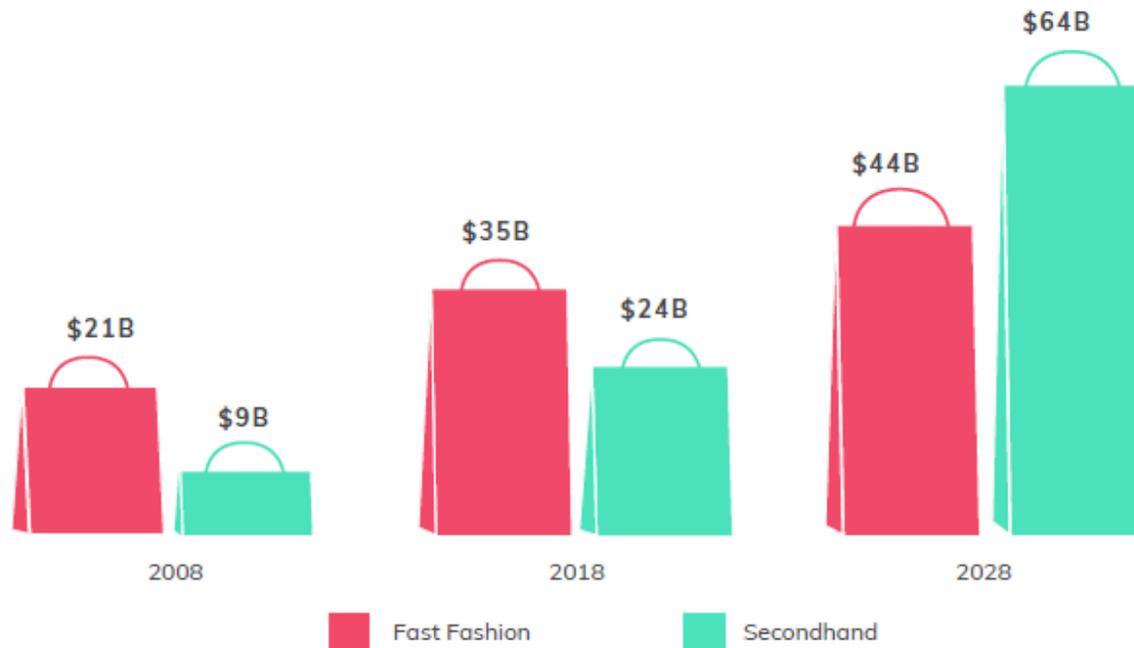
Source: ThredUp, GlobalData

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# Secondhand Will Be Larger Than Fast Fashion Within 10 Years

Secondhand Is Projected to Grow to Nearly 1.5x the Size of Fast Fashion by 2028<sup>1</sup>



thredUP Slows Down Fast Fashion



Source: ThredUp, GlobalData

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# Facts and figures from real life in Europe

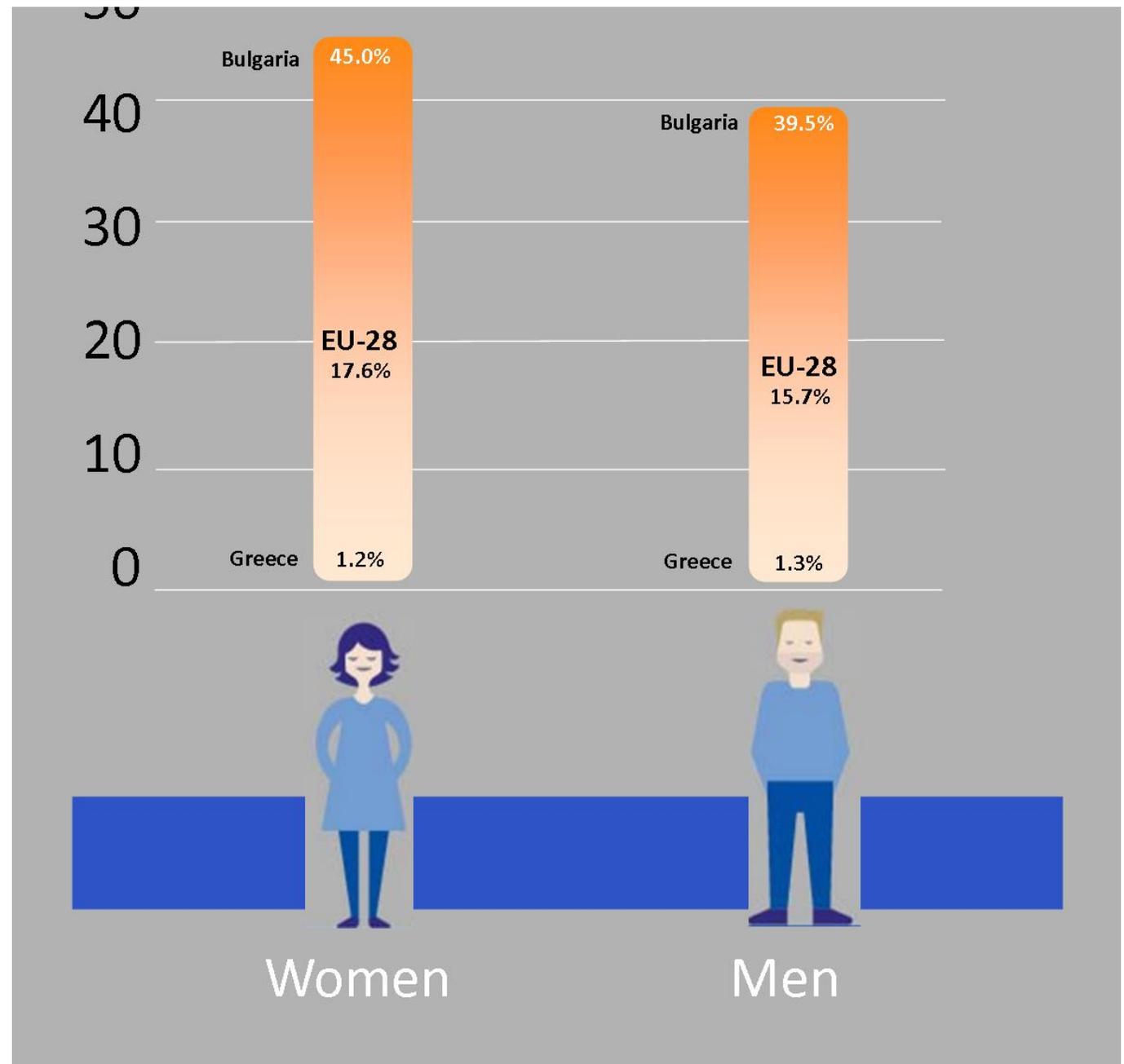


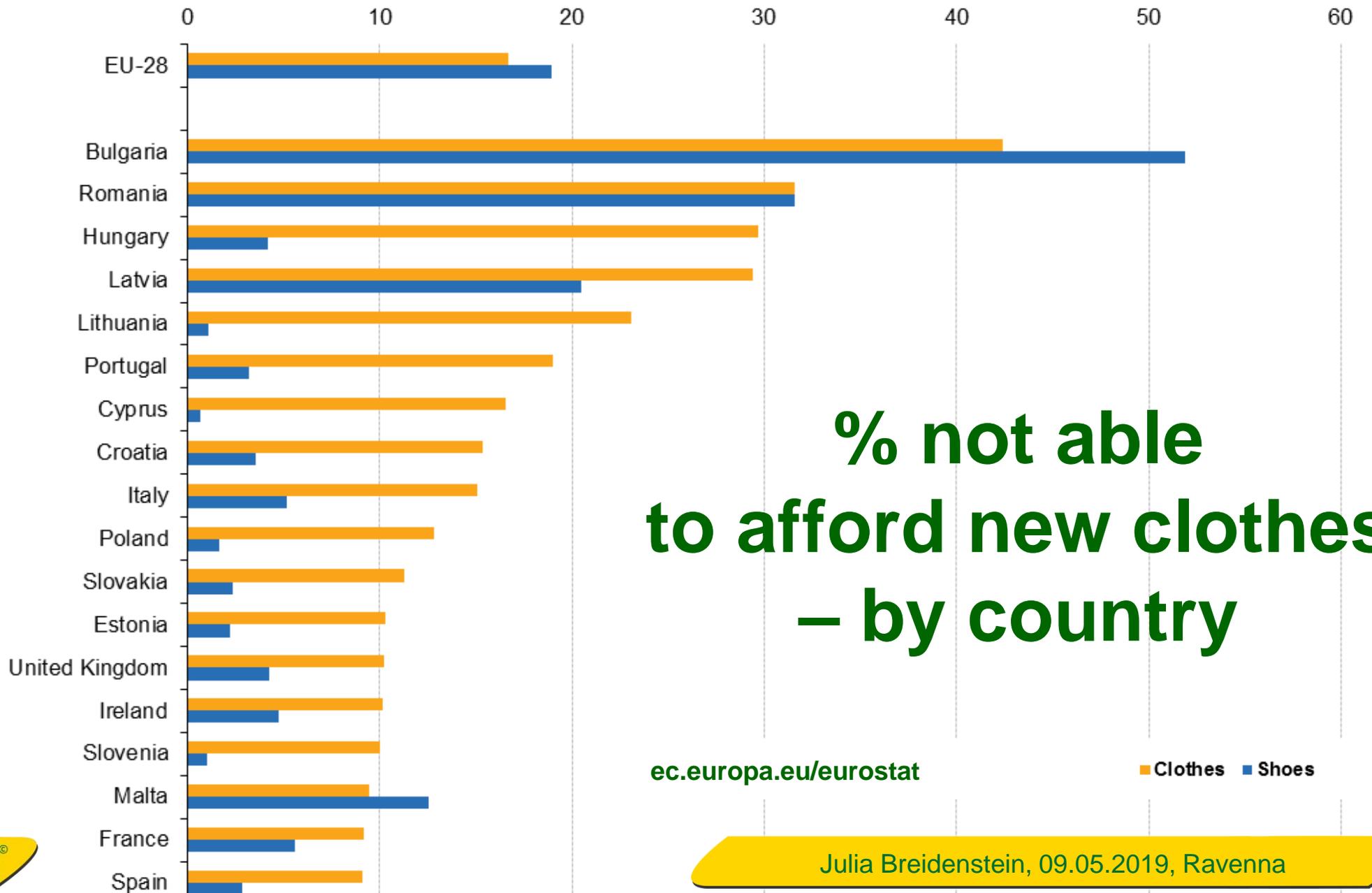
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# EU-28 not able to afford new clothes - women and men

[ec.europa.eu/eurostat](http://ec.europa.eu/eurostat) (2014)





# % not able to afford new clothes – by country

[ec.europa.eu/eurostat](http://ec.europa.eu/eurostat)

■ Clothes ■ Shoes

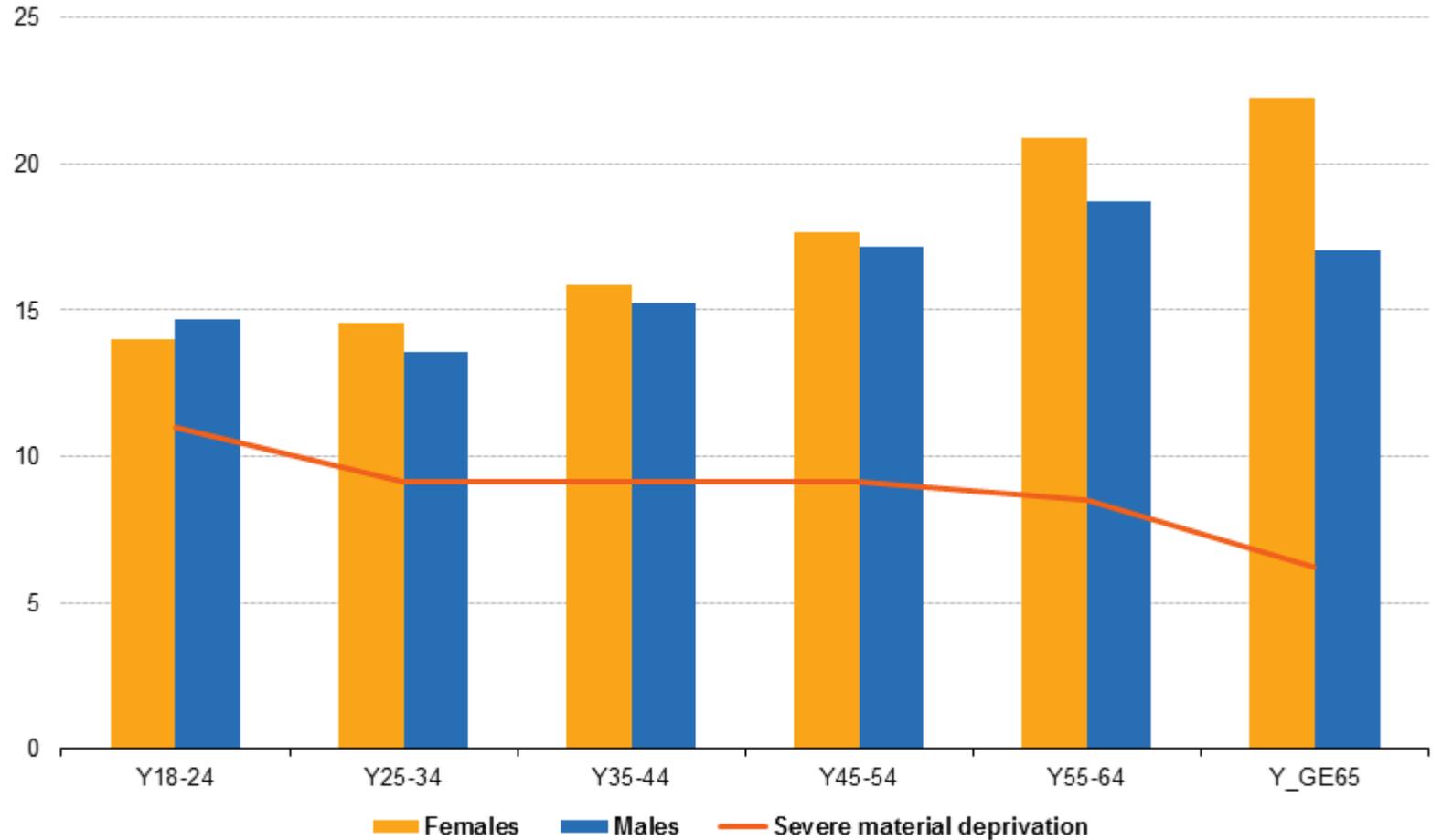
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# % not able to afford new clothes

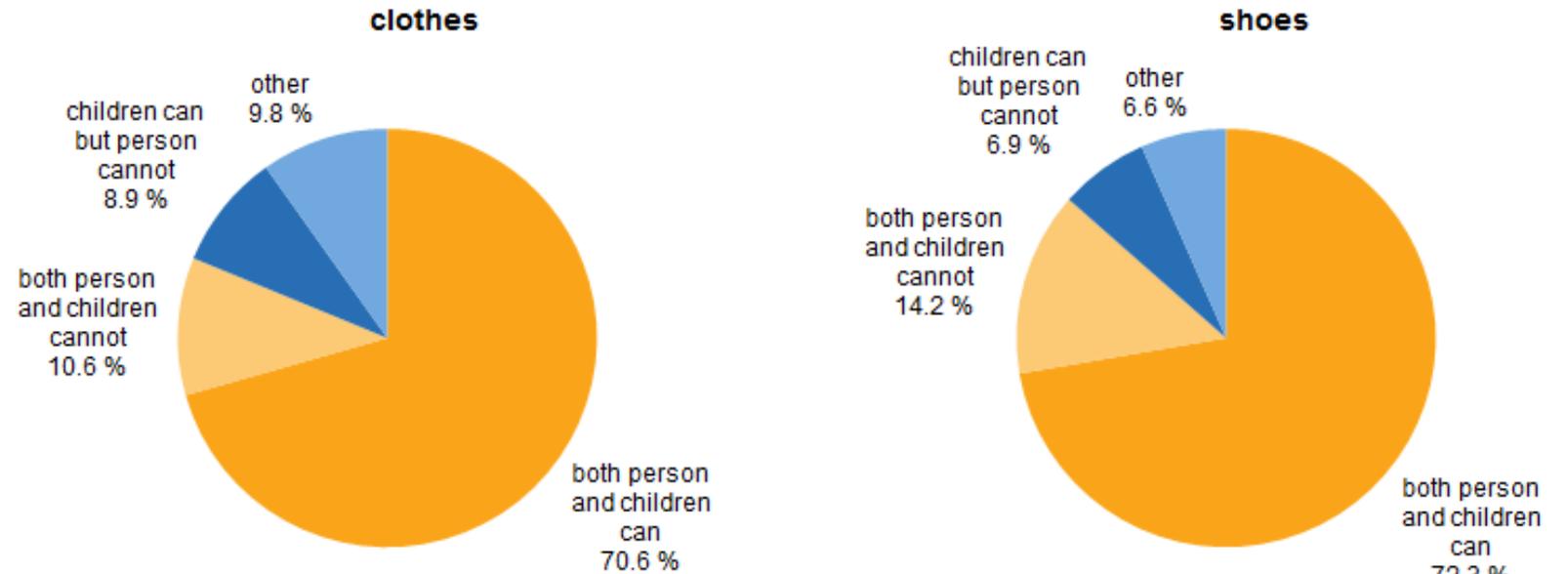
- by gender and age

[ec.europa.eu/eurostat](http://ec.europa.eu/eurostat)



# Households with children not able to replace worn-out clothes by new

[ec.europa.eu/eurostat](http://ec.europa.eu/eurostat)



(\*) people aged 16 and over who live in households with at least one child

Source: Eurostat (EU-SILC variables PD020 - Replace worn-out clothes by some new (not second-hand) ones and PD030 - Two pairs of properly fitting shoes (including a pair of all-weather shoes): weighted frequencies)

# Thank you very much!



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