

COTTON INCORPORATED'S SUPPLY CHAIN INSIGHTS

# DENIM JEANS



OF CONSUMERS LOVE OR ENJOY **WEARING DENIM** 

## REASONS TO SHOP FOR DENIM



new style



old jeans



PAIRS DENIM JEANS OWNED ON AVERAGE





## **CONSUMERS PURCHASE JEANS...**



All or mostly in a physical store



41%

Equally in-store and online



All or mostly online

### WHY PURCHASE JEANS IN A PHYSICAL STORE



**56%** 

Easy to find right size and fit



**53**%

Like to try before I buy



Like to touch and feel before purchase

#### WHY PURCHASE JEANS ONLINE



Better deals/ promotions



Easy to price compare



41% Convenience



Good selection of





#### COTTON INCORPORATED'S SUPPLY CHAIN INSIGHTS

## DENIM JEANS





Online retailers

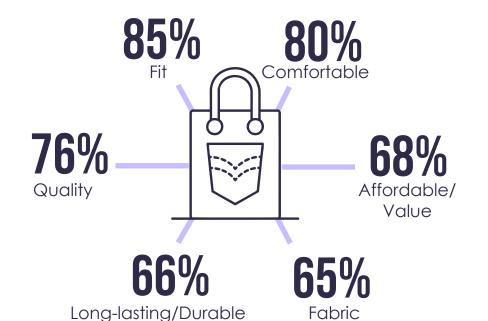
Blogs, websites, or magazines

People I see on the street

Social media

### **PURCHASE DRIVERS**

% VERY IMPORTANT TO DENIM JEANS PURCHASE DECISION





prefer denim be made of cotton

**Fabric** 

## IN THE PAST FEW YEARS, DO YOU WEAR YOUR JEANS ...?





















39% More

47% same

14% less

**WHY WEAR JEANS MORE** OFTEN



They are comfortable



**57%** 

Look good with everything



My personal style has changed

