

# IDEALCUT

THE NEWSLETTER  
OF  
THE GEM &  
JEWELLERY EXPORT  
PROMOTION COUNCIL

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## Update on the Diamond Industry

**C**haim Even Zohar, noted industry analyst addressed members of the Gem & Jewellery Export Promotion Council on Nov 19, 2008. Given below are excerpts of his presentation.



- 0.9 to 1.49 has remain constant over same time

- 1.5 up has shown remarkable price gains

*\*As per Rapnet prices*

### Rough Supply Situation

- End of age-old London control on supply and cartel structure leads to destocking and oversupply
- Competition in Rough production important to ensure fair price
- Rough Production cuts inevitable in short term
- Rough Supply will decline in long term
  - Mining in Russia, Australia and Canada going underground, Botswana expected in 2015... showing signs of reducing supply

### Highlights

- DTC forecasts 15% reduction in Diamond sales in 2009
- Indian domestic demand better than most countries
- Rough prices are expected to decline in the near term
- In the long run Diamond demand is expected to outstrip production
- Drop in demand and drop in prices temporary

### Polished Supply and Demand Situation

- In boom time, 20% retail growth leads to 40% growth in employment at Diamond factories
- Today's scenario - Inverse holds true, 10% drop in demand can lead to 30% drop in employment
- Recession has affected demand of all products, Diamond is no different
- Diamond financing has become difficult as demand and price of Diamond remain uncertain

### Polished Diamond Price Trends 2002-2008\*

- While other commodity prices have escalated, Diamond prices have been stable
- 0.5 to 0.7, India's forte, has declined by 12.5%



### Review of Financial Situation of Industry

- Industry vulnerable to global credit crunch due to high dependence on debt
- Defaults on Diamond payments, write off expected to be 10% of inventory

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- Debt equity ratio may deteriorate further as the result of write offs
- Banks will be cautious while lending, urge to reduce inventory
- Receivables will drop in proportion to sales

## World-wide retail demand

- Expected to drop by 8%-9% in 2009
- US expected to show a significant slowdown
- Europe expected to slow down
- Middle East / Asia – Flat (growth in some areas, while slowing sales in others)
- Japan – Slightly lower sales as economy continues to slow down

## DTC

- Major marketing thrust on large carat diamonds
- Campaign repositions diamonds representing “enduring value”
- Headlines include “Fewer, better things” and “Here’s to less”
- Ad spend to double in 2009

## Some Facts

- In 2007, diamonds worth USD 13 billion were mined, at a cost of USD 7 billion, eventually sold with jewellery at USD 73.08 billion.
- US consumed goods worth USD 36.50 billion
- KP stats indicate 167 million carats global production in 2007
- No major mine has been discovered after 2003 when Diavik was commissioned
- The demand of diamonds is assessed to outstrip the supply of rough by 2015.

## Tips to Tide Over Difficult Times

1. Be extremely cautious
2. Don't buy what you don't need
3. Must reduce cost
4. Collect / chase receivables immediately
5. Refuse credit
6. Be more transparent with the Banks
7. Start own generic advertising
8. India has a monopoly in polishing small diamonds – play to your strength
9. Stop killing each other

## 42nd AGM 2008

The 42nd Annual General Meeting (AGM) of the Gem & Jewellery Export Promotion Council (GJEPC) took place on

30th September 2008 in Mumbai. Following the AGM, the newly elected Committee of Administration (21 members and 3 Government Nominees) unanimously elected Mr. Vasant



*Mr. Vasant Mehta, Chairman*

Mehta, as the Chairman of the Council.

Mr. Mehta took on the responsibilities from Mr.

Sanjay Kothari, who has completed

his two-year term (2006 – 2008)

as Chairman. Mr. Rajiv Jain, who

was Chairman, Jaipur region

has assumed the post of Vice-

Chairman of Council. They will

hold office for a period of two years

from 2008 to 2010. As Chairman and

Vice Chairman of GJEPC they shall be responsible for the smooth functioning of the Council.



*Mr. Rajiv Jain, Vice-Chairman*

## News Highlights

- **AMRB Research:** For development of Brand India Campaign a research in the Middle East was conducted to understand the “Jewellery Buying Behaviour of Consumers” there.
- **Promotion of Gold Jewellery to Tourists visiting India:** GJEPC in association with World Gold Council has initiated a project to Promote Gold Jewellery to Foreign Tourists in India on the lines of ‘Incredible India’. A full fledged marketing campaign comprising of advertisements, hoardings and banners would be launched in four major tourist destinations namely Mumbai, Agra, Delhi and Jaipur.
- **Corporate Film:** A corporate film on the Indian Gem & Jewellery Industry was launched on 4th November 2008 in New Delhi. Its duration is 90 seconds and will be used for in-flight promotions.

*(Contd. next page)*

## Kimberley Process Certification Scheme **Plenary Meet Concluded Successfully**

**A**s a Chair of the Kimberley Process Certification Scheme for 2008, Department of Commerce, MoC&I, New Delhi organised the plenary meeting from 3rd to 6th November, 2008, at Vigyan Bhavan, New Delhi. The World Diamond Council delegation and Civil Society also attended the Plenary as Observers. Non-Participating Governments comprising of Mexico, Burkina Faso and Panama desirous of joining KPCS as participants were also present. GJEPC's members and officials of CoA participated in the meet as well

The Hon'ble Minister of State for Commerce & Power, Shri Jairam Ramesh inaugurated the meeting followed by the welcome address by Shri Gopal K. Pillai, Commerce Secretary. The introductory remarks were given by Dr Rahul Khullar, Special Secretary & KP Chair.

The report on the recent visit to Venezuela was given by the Additional Secretary, Shri P. K. Choudhary who led the visit on behalf of KP Chair. The team was successful

in establishing communication channels resulting in better understanding of the challenges being experienced by the Bolivarian Republic of Venezuela in the diamond mining sector.

The Plenary welcomed **Mexico** as a participant to the KPCS in 2008. The total number of participants in the KP now stands at 49 representing 75 countries (including 27 members of the European Union represented by the European Commission).

The Plenary welcomed **USA** as the new Chair for Working Group on Statistics (**WGS**) which would take over the charge from Canada.

**Namibia** will take over as **Chair of the Kimberley Process** from India w.e.f. **1st January 2009**.

**Israel** was selected as the KP **vice chair for 2009** and will succeed Namibia as the Chair of KP from **1st January 2010**.

GJEPC had also organized a cultural evening on 4th November 2008 showcasing classical dance amalgamated with contemporary experience.



### News **Highlights** (Contd.)

- **Diamond Promotion Advertisement** is to be released from January 2009 in international markets.
- **Qualitative Research by IMRB** was done to study

consumer buying behaviour for diamond jewellery in eight major metros in India. Based on the research findings presented by IMRB, a campaign to promote Jewellery as a Category in India will be developed.

## Second Indo-US Business Relationship Development Conference **Mutual Satisfaction at Outcome**



The second Indo-US Jewellery Business Relationship Development Conference hosted by the Gem & Jewellery Export Promotion Council (GJEPC) in Mumbai on September 8-9, 2008 concluded on a positive note. All the Indian jewellery manufacturers who participated as Sponsors and the US Retailers' expressed satisfaction that the conference was very successful for both sides.

The conference featured the largest retailers and wholesalers from the US, including Sterling's Kay and Jared Division, Fred Meyer Jewellers, Reeds of North Carolina, Herten & Stocker and Wickersham Jewellers representing RJO, Bergstrom's and Becker's Jewellers representing Leading Jewellers of the World, Cardow's of the US Virgin Islands and fine jewellery designer and wholesaler Temple St. Clair.

In addition, GJEPC had tied-up with Rio Tinto Diamonds as the lead sponsor and eleven top Indian manufacturing sponsors: Elegant Collection, Fine Jewellery, Goldiam International, Jewelex, KP Sanghavi, Minestone, Mohit, Shrenuj,



SNC Jewels, Sunjewels Eleganza and Supergems.

The four-day event consisted of two days of panel discussions, keynote speeches and one-on-one meetings between US retailers and wholesalers and Indian jewellery manufacturers. The conference concluded with two more days of factory visits to closely understand the manufacturing side of potential business partners and help forge new business connections.

## Second Indo-China Diamond Buyer Seller Meet **Forging Business Ties**

The Gem and Jewellery Export Promotion Council of India (GJEPC) in association with Shanghai Diamond Exchange (SDE) China, had organized a **Second Indo-China Buyer Seller Meet in Shenzhen from 23rd to 25th September 2008 at Intercontinental Ballroom, Shenzhen.**

The meet was a platform for Indian diamond manufacturers to exhibit loose diamonds and explore the possibilities of forging long term business relations with the Chinese Diamond Jewellery manufacturers and diamond wholesalers. GJEPC had organized a cultural evening on 23rd September as a networking platform for Indian exhibitors and Chinese buyers.

## Scintillating Display At 25th Edition of **India International Jewellery Show**



the trade in gems and jewellery in India and abroad during the past 25 years.

IIJS today has developed into a brand by becoming one of the key factors catalyzing the growth of the Indian gem & jewellery industry. It is one of the ideal destinations for networking and sourcing the widest variety of products.

Besides individual overseas exhibitors, National Pavilions from Thailand, Dubai, Belgium, Italy Turkey, Japan and Israel formed an impressive part of IIJS 2008 making it a truly global exhibition.

Delegates from all the countries had interactive meetings with Council officials.

The 'Seminar Spectrum' programme at IIJS 2008 focussed on topics that were relevant to every jeweller.

IIJS 2008 saw some unique design displays like the replica of the Nano car, a silver and gold peacock, and a dragon studded with orange sapphires, emeralds and diamonds denoting the Indian flag.

Gala fashion shows and soirees brought the industry together for glamorous star studded evenings. The Solitaire Design Awards and Jashn Fashion Shows recognized the creativity and craftsmanship of jewellery designers.

The GJEPC kicked off the celebrations for the Silver Jubilee of IIJS with a gala function on the eve of the inauguration of the exhibition. The Council honoured former presidents and other luminaries who have made significant contributions to the promotion of

## 35th Annual Awards **GJEPC Honours Industry's Best Achievers**

The 35th Annual Awards for the Gem & Jewellery Industry was presented by The Gem & Jewellery Export Promotion Council on Saturday, 20th September, 2008 at the Hotel Le Meridian, Chennai. The event was all about celebrating the industry's excellence in the categories of exporters, importers, banks, agencies and emerging exporters. Dr. M.K. Karunanidhi, Hon'ble Chief Minister of Tamil Nadu was the Chief Guest at the award



function. The winners were felicitated at this gala event amongst an elite gathering of government officials, industry leaders and socialites.

## Successful Indian Participation at International Exhibitions

### Jewellery Arabia 2008 ( 25-29 November, 2008 )

Jewellery Arabia 2008 was inaugurated on 25th November, 2008 by His Highness the Prime Minister of the Kingdom of Bahrain, Shaikh Khalifa Bin Salman Al Khalifa in Manama, Bahrain

This year's show was the largest in the Jewellery Arabia series and was spread over 18,000 square metres gross area. Around 600 exhibitors participated in this show and were visited by approx. 30,000 visitors.

The India Pavilion hosted by GJEPC was the largest this year with 53 exhibitors occupying 728 sq. metres area at two locations, one at Hall 2 (with 48 exhibitors) and other at Palm Ball Room (with 5 exhibitors).



There has been a long and steady increase in the number of exhibitors and the total space over the years at the India Pavilion. This has been mainly possible because of the aggressive marketing of the space by the Council and the growth of the visitors at the India Pavilion over the years.

Promotion of the Council and its activities with special emphasis on IJS Signature Goa was carried out. The visitor

flow was higher on 28th and 29th November, 2008. Most of the exhibitors did fairly good business. However, they felt that a continuous presence at the show was the factor of paramount importance.

### Hong Kong Jewellery & Watch Fair 2008

( 15-20 September 2008 )

Council had organized an India Pavilion with 24 member exhibitors occupying 330 sq metres / 34 booths at the September Hong Kong Jewellery and Watch Fair 2008 at Asia World Expo, Hong Kong.



The India Pavilion had excellent foot falls at the exhibition. Most of the participants gave a positive feedback and showed interest in retaining the same area for 2009.

The organizers have decided to allot Asia World Expo to loose stone exhibitors and the Hong Kong Convention Center for fine jewellery only in order to attract the targeted visitors.

Following promotional measures were carried out to promote India Pavilion at HJWF2008:

- Special light box at the main entrance
- One Page Advertisement in the Exhibitor Directory
- One Page Advertisement in the Visitor Guide
- Promotional Bags containing information on India Pavilion
- Complete Press Kit on India Pavilion, was kept at the Press Centre of HJWF 2008 at both the venues (Asia World Expo & HK Convention Centre)
- On site distribution of exclusive directory of Indian Exhibitors participating under India Pavilion at both the venues (Asia World Expo & HK Convention Centre)
- 10,000 brochures of IJS Signature Goa 2009 were distributed at both venues during the show

## Promotional Booths

Council had two complimentary booths of 8.5 sq metres at both the venues, i.e., AWE and HKCEC. The AWE booth was used as an office as well as a business centre for the exhibitors. The booth at HKCEC was used for the promotion of IJS Signature Goa 2009 as well as for meetings with various organizations. A promotional kit was handed over to all the visitors at both the venues.

## Bangkok Gems & Jewelry Show 2008

( 11-14 September 2008 )

Council organized an India Pavilion at the 42nd Bangkok Gems & Jewelry Show 2008 at Bangkok, Thailand. The India Pavilion with an area of 180 sq metres and 20 booths showcased the merchandise of 12 exhibitors.

The India Pavilion was well organized and was located at the Challenger – 1 with all the other International Pavilions. Indian exhibitors had a fulfilling experience at the show. Council had organised two-fold promotions covering both print as well as electronic media, including a one-minute video with clippings of Indian exhibitors and a full page advertisement in the Newsletter.

## Choice ( 6-10 September 2008 )

Council organized joint participation with 11 exhibitors & 14 booths with an area of 165 sq metres at Choice 2008 at Vicenza, Italy. This was the third edition of the show for the year 2008 in which the Council participated and promoted its activities and IJS Signature 2009, Goa

Show organizers this year had introduced stunning new Fashion Pavilion GLAMROOM. It was the new pavilion for prêt à porter jewellery and easy-to-wear accessories, a concentrate of the most innovative products in terms of design, fashion and trends. 100 selected companies were invited to 'glam' the pavilion designed by famous Italian architect and designer Aldo Cibic.

## JCK Las Vegas 2008 ( 30 May to 3 June 2008 )

The Gem & Jewellery Export Promotion Council organised an India Pavilion for the fifth consecutive year at JCK Las Vegas 2008, held at the Sands Expo. It consisted of a 76-strong Indian contingent of leading jewellery manufacturing firms which participated under the aegis of the Council. They portrayed India's capability and strength in producing world class jewellery. The exhibits included the latest range

of jewellery designed for European markets in both gold and platinum studded with precious diamonds and stones. Coloured gemstones, both precious and semi-precious, were also displayed at the show. Total area occupied by the India Pavilion was 113 booths measuring 1130 sq metres.

## Basel World 2008 ( 3-10 April 2008 )

Basel World closed on a record note this year with 106,800 visitors at the show. The 2,087 exhibiting companies from 45 countries exhibited the latest trends and innovations in Watch & Jewellery items across the surface area of 160,000 sq metres. Of the total 2087 participants 458 exhibitors were Swiss brands, 291 brands in the watch-making section (Halls 1,4,5); 43 brands in the jewellery section (Halls 2,5) and 124 brands in related sectors (Halls 3,5). Basel World 2008 is the highlight of the watch and jewellery calendar and is Switzerland's biggest trade show.



The India pavilion organized by GJEPC at Basel World 2008 was located at Hall 6 with 39 exhibitors and 64 booths showcasing elegant and world-class designs from their studios. The India Pavilion served as an important platform for the visitors at Basel to get a glimpse of the Indian gem & jewellery industry.

The Indian contingent spread across 768 sq metres mesmerized the visitors at the Basel Show. India has been catering to global market demands be it Europe, Middle East, Asia or USA. Special lines of jewellery based on new designs and themes were created specifically for the European and USA market and were showcased at the India Pavilion.

## Progress at Kimberley Process Intersessional Meet

**O**n January 1, 2008 India assumed the chair of the Kimberley Process Certificate Scheme (KPCS) for the period 1.1.2008 to 31.12.2008. As the current Chair of the Kimberley Process, India hosted the 5th Intersessional meeting of the Kimberley Process from 17 to 19 June 2008 at Vigyan Bhavan, New Delhi.

Around 200 delegates from 35 countries participated in various joint sessions to review the developments so far and to plan for the year ahead. The Intersessional was structured around working group meetings and did the background work for the decisions to be taken in the Plenary. They also discussed ways to further strengthen the KPCS.

Under the aegis of the United Nations, KPCS is a joint Government, industry and civil society initiative to stem the flow of conflict diamonds – rough diamonds used by rebel movements to finance wars against legitimate governments. KPCS imposes extensive requirements on its members to enable them to certify shipments of rough diamonds as 'conflict-free'.

The GJEPC reiterates its commitment to the KP and agrees to abide by the decisions that were taken during the three-day event. The intersession meeting has once again underlined the success of the Kimberley Process and the conference was a huge success and a testament to India's capability to host such an important event.

## Press Conference Held at Chennai

**G**JEPC organized the first ever press meet at Chennai on 16th May 2008 to release the export statistics and promote IJUS 2008. It was well-attended with almost all important press and media participating in the meet. Sanjay A Kothari, Chairman, GJEPC along with Mr. Princeson Jose, Regional Chairman and Mr. Ruban Hobday, Director - SR, GJEPC addressed the press.

The Chairman gave a presentation on Council's achievements and its future plans to promote the Indian exports.

## India-Russia Chamber of Commerce Introduced

**A**n India-Russia Chamber of Commerce has been established to accomplish a long felt need of the business community for a dedicated country specific chamber. The chamber was inaugurated by His Excellency Mr. Alexander Zhukov, Deputy Prime Minister of the Russian Federation on February 12, 2008 at Hotel Taj Mansingh, New-Delhi.

The overall objective of this Chamber of Commerce will be to contribute towards the realization of the vast potential that exists in the economic/commercial field between the two countries.

A website ([www.ircc.in](http://www.ircc.in)) is in process of being set up and will become operational very soon. All the members of the Gem & Jewellery Export Promotion Council are invited to be its members.

The Chamber is located at the following address:  
A-9/13A, Vasant Vihar, New-Delhi-110057  
Tel: 91-11-2615 6338, 6340, Fax: 91-11-2651 5335  
E-mail:[sgjrcc@gmail.com](mailto:sgjrcc@gmail.com)

## Challenges Faced by the Industry in South

### Land for Indian Institute of Gems & Jewellery:

The need of the hour is to have a well-equipped international Gem & Jewellery Training Institute at Chennai. This will increase the potential of the jewellery sector in Tamilnadu both domestically and internationally.

### Supply of Gold

There is a severe problem with regard to the supply of gold in the South. Nominated Agencies are not in a position to cater to the exports and concentrate only on domestic business in big way.

### 4% VAT on Gold in Kerala

Kerala is the only Government, which has imposed 4%, VAT on gold in India. Hence the exports from Kerala are very negligible. Exporters get their supply from Coimbatore forcing them to open a company in Tamilnadu.

## Impact of Global Financial Crisis on Industry

The current global economic meltdown has hit the Indian Gem & Jewellery Industry. With liquidity drying up, diamond manufacturers are finding it extremely tough to meet their commitments for buying rough diamonds from overseas mining companies. As a result, they could lose their license to acquire the rough diamonds from these companies.

Concerned over the possibility of the companies losing their licenses and to maintain stability and confidence in the diamond market, which is going through unprecedented crisis, the Council had written to mining majors like DTC, Rio Tinto, Alrosa, BHP Billiton, etc recently to curtail the supply of rough diamonds for a few weeks.

The Council has already addressed the matter at all levels of Ministry of Commerce & Industry and Ministry of Finance. In November 2008, a series of meetings were held with Shri Kamal Nath, Hon'ble Minister of MoC&I; Shri Jairam Ramesh, Hon'ble Minister of State for Commerce and Power; Shri G.K. Pillai, Commerce Secretary; Shri A.Ramanathan, Finance Secretary; Shri P.V.Bhide, Revenue Secretary; Shri R.S. Gujral, DG, DGFT; Dr H.A.C.Prasad, Senior Economic Advisor. All the current critical issues, which are severely hampering the growth of the industry were explained to them in detail.

In response to the current global liquidity crisis, the Council recently has issued a statement to all its members asking them to halt all rough diamonds imports to the country for a month starting November 25, 2008. This move by the Indian Diamond Industry is meant to apply pressure on the global diamond miners so that they may also share in the financial burden along with the exporters, who are currently undergoing unprecedented crisis.

## Reduction in Value Addition Norms for Gem & Jewellery Industry

As a result of Council's continuous efforts, representations at all levels of Government of India and a series of meetings with the DGFT officials, the Value Addition norms for our sector have now been reduced. Owing to abrupt fluctuation in gold prices, our member exporters were unable to comply with the previous high Value Addition norms.

A committee under the Chairmanship of Shri R.S.Gujral, Director General of Foreign Trade, was constituted to review the current value addition norms for Gem & Jewellery Sector.

The revised value addition norm is as follows:

Sr. No.	Item of Export	Minimum Value Addition
a)	Plain gold/Plain gold / platinum / silver jewellery and Articles and ornaments like Mangalsutra containing gold and black beads / imitation stones, except in studded form of jewellery.	3%
b)	All types of Studded gold / platinum / silver Jewellery and articles thereof.	5%
c)	Any jewellery / articles manufactured by fully mechanized process	1.5%
d)	Gold / silver / platinum medallions & coins (excluding coins of nature of legal tender)	1.5%
e)	Gold / silver / platinum findings/ mountings manufactured by mechanized process	2.25%

## Rupee Export Credit Interest Rates-Extension of Period of Credit

In view of the difficulties faced by exporters on account of the weakening of external demand, RBI vide Circular DBOD. Dir. (Exp).BC.No.80/04.02.01/2008- 09 dated November 15, 2008, has extended the prescribed interest rate of BPLR minus 2.5 percentage points as applicable on Pre-shipment Rupee Export Credit up to 270 days (as against existing up to 180 days) with effect from November 15, 2008.

## Export Credit Refinance Facility: Relaxation

**R**BI vide Circular MPD. No. 310 /07.01.279/2008-09 dated November 15, 2008 has enhanced the eligible limit of export credit refinance (ECR) facility from the existing level of 15 per cent of the outstanding rupee export credit eligible for refinance as at the end of the second preceding fortnight to 50 per cent. The rate of interest charged on the ECR facility will continue to be the prevailing repo rate under the liquidity adjustment facility (LAF) of the Reserve Bank which is currently 7.5 per cent.

## Advance Remittance for Direct Import of Rough Diamonds

**O**wing to Council's strong representations, two mining companies namely M/s Rio Tinto, Belgium and M/s BHP Billiton, Belgium have now been included in the list of overseas mining companies to make advance remittance without any limit and without bank guarantee or standby letter of credit, by an importer, for direct import of rough diamond.

M/s. Rio Tinto and M/s BHP Billiton conduct their full operations for supply of rough diamonds from their respective offices in Belgium and banks were not permitting advance remittances to these companies as their Belgium office was not mentioned in the Circular. The issue has now been resolved.

## Incorporation of National Skill Development Corporation (NSDC)

**W**ith a view to address the issue of shortage of adequately skilled workforce in India, The National Skill Development Corporation (NSDC) was incorporated by the Indian Ministry of Finance as a private sector-led entity. Shri Vasant Mehta, Chairman, GJEPC has been inducted as one of the nominee directors for a term of three years.

The Hon'ble Finance Minister, Shri P. Chidambaram has emphasized the need to deliver skilled manpower of reasonable magnitude and quality within a short time frame. The

objective of this corporation is to bridge the emerging skill gaps in the Indian economy and cater to the demand on account of worldwide skill shortages.

## statistics

### Net Exports of Gems & Jewellery

Figures in US \$ million (Carats in million)

ITEMS	April- November 2008*	April- November 2007**	% Growth/ decline over previous Year
Cut & Pol Diamonds *	9669.86	9112.36	6.12
(Quantity)	(28.29)	(28.13)	0.59
Gold Jewellery - D. T. A.	1459.48	1995.45	-26.86
SEZ / EPZ	1851.58	1719.88	7.66
<b>Total</b>	<b>3311.06</b>	<b>3715.33</b>	<b>-10.88</b>
Coloured Gemstones	193.03	167.20	15.45
Others	143.63	156.46	-8.20
<b>Net Exports</b>	<b>13317.58</b>	<b>13151.35</b>	<b>1.26</b>
Exports of Rough Diamonds	591.71	350.77	68.69
(Quantity)	(23.76)	(16.83)	41.19
<b>Total Exports</b>	<b>13909.29</b>	<b>13502.11</b>	<b>3.02</b>

Note:

- \*Data of Cut & Pol Diamonds include export of CPD (Bonded W.H.) also.
- Figures for April/November 2008 are provisional and subject to revision.
- Data for October & November 2007 does not include figures from Chennai MEPZ & Coimbatore and Bangalore data for November 2008
- Above figures do not include data for Costume/Fashion Jewellery, and Sales to foreign tourists.

### Net Imports of Gems & Jewellery

ITEMS	April- November 2008*	April- November 2007**	% Growth/ decline over previous Year
Rough Diamonds	6917.87	6277.73	10.20
(Quantity)	(102.26)	(110.84)	
Gold Bar	1484.38	1593.71	-6.86
Others **	488.32	139.75	249.42
<b>Total</b>	<b>8890.57</b>	<b>8011.19</b>	<b>10.98</b>
Cut & Polished Diamonds	4905.97	3096.89	58.42
Others ***	340.33	387.16	-12.10
<b>Total Imports</b>	<b>14136.87</b>	<b>11495.24</b>	<b>22.98</b>

Note:

- \*\*Data of Rough Col. Gemstone, Raw Pearls, Rough Synthetic stones, Silver Bar & Platinum.
- \*\*\*Data of Gold Finding/Mounting/Casting, Gold Jewellery, Non-Gold Jewellery & Col. Gemstones.
- Figures for April 2008/November 2008 are provisional and subject to revision.
- Fig of Gold Bar from MMTC not included for the month of Oct. & Nov. 2008 and SBI, Bank of India & UBI for Nov. 2008
- Fig from MEPZ Chennai not received from October & November 2008

Name	Address	Contact	Requirement
<b>Shahid</b>	Shahid Brothers P-438, St-3, Mughalpur-1, Faisalabad Pakistan	Email: gemsminspk@ Yahoo.com Website: www. K2minerals.com Tel: 0092 300 665 8188	Required to Import Gemstone & Beads In Bulk. Contact with Detailed Price List.
<b>Clive Mascarenhas</b>	Safety Track Villa No 6, 19th Street, Off Old University P.O. Box 11251, Sanaa, R. O. Yemen	Email: Clivem03@Yahoo.com Tel: +967-733795593	Our Business Associates has Large Quantity Of The Following Precious Stones: Opal, Pearl, Garnet, Peridot, Chrysoberyl, Quartz, Beryl, Apatite, Zircon & Almandine. Inviting Serious Buyers To Yemen To Check The Material Or Submit Samples For Testing To A Lab Of Their Choice. Already Has Test Certificates From The Dubai Municipality (Copies Can Be E-Mailed To You On Request). Sale Will Be Held Only Through The Embassy. Visa Can Be Arranged.
<b>John Kalu</b>	Jeanson United Inc175 Rue De Fiata, Bp 1210	Email: jeansonunited@hotmail.com Tel: 00228-936-50-71 Fax: 00228-222-22-52	Reputable importers of: jewelry products, Interested manufacturers, exporters and suppliers, may contact for business.
<b>Mohit Kumar</b>	National Jewels, Jagadhri Road Yamuna Nagar- 135001 Haryana	Email Mohit@Nationaljewels. com Tel: 09355521619	Required is the loose diamond polki to use in kundan jewellery. Also looking for kundan polki enameled jewellery ghaats
<b>Aruj Ajmera</b>	Sambhav Gems Limited F- 64, Gems & Jewellery Zone, Epip, Sitapura Industrial Area, Jaipur	Email aruj@sambhavgems.net Tel: +91-141-5122667 Fax: +91-141-2770655	Looking For Treated Colored Diamond Studded Jewellery For Local & Export Purpose.
<b>N M Patel</b>	Gujarat Vichar Manch Post Box No 512, Akrd, Surat 395008	Email gujaratvicharmanch@ gmail.com Tel: 09228484459	Required In Bulk Real Diamond
<b>Stefano Bertoncetto</b>	New Orobase Contra' Porta Nova 11/15 36100 Vicenza	Email Stefano@orobase.com Tel: +393498135034 Fax: +390444325137	Looking For Indian Company That Would Like To Sell Their Products In The Italian Domestic Market. Looking For Diamond Merchandise And Colored Stones Merchandise To Sell Directly To The Retailers. The Price For The Public Should Be No More Than Euro 1500/2000
<b>Pravin chandra Bhagwanji</b>	Bcpms Europe Limited 38, Court Parade, East Lane, Wembley, Middlesex, London	Email Bcpms@Europe.Com Tel: 02089080222	Looking For Top 20 Exporters/Suppliers Of Loose Diamond In India.
<b>Kishore</b>	Balaji Exports Balaji Exports Main Road, Thagarapavalasa Vishakapatma Andhrapradesh India	Email: kishore@ indiancolorgems.com Tel: +919866066045	Rough suppliers from South India for colored gemstones rough and diamonds, Supply is direct from mines. Contact for all rough sizes
<b>Chandrakant Wadkar</b>	Discover Diamonds Shop No.4, Baburao Lane, Pushpa Park, Daftary Road, Near Ghaushala Lane, Malad East, Mumbai- 400097	Email: casdiscover@yahoo. com Tel: 9869314897	Requirement of rough diamonds, specifications are: Size: 0.50ct to 3 ct, Shape: Sawables, Makeables, Round Clarity: IF to VS2, color D to J.Quantity: 100 carats to 3000 carats + Certificate: Kimberley Payment terms: LC will be provided by the bank. Bank to Bank.
<b>Linda Heenan</b>	Achieve CV30 Pirleyhill Drive Shieldhill Falkirk Fk1 2ea	Email: lindaheenan@ blueyonder.co.uk Tel: 01324 611041	Currently setting up new jewellery business in UK selling silver and gold jewellery to retail customers. Looking to form working relationships with suppliers who would be willing to supply in the UK. Also looking for products to suit the European market.
<b>Shailesh Patel</b>	Electrocare SystemShyam Shopping Centert, Veraval- Shapar Dis. Rajkot 360002	Email:electrocare2007@ reddiffmail.com Tel: 02827-254187	Require pletiniam-pletiniam-rodium13% wire coil.wire gage is .40mm to .25mm, Contact with cost involved
<b>Philip Mewani</b>	Diamond Marquise 560 Sylvan Avenue Englewood Cliffs New Jersey 07632	Email: philip212@yahoo.com Tel: 201-503-1150 Fax: 201-503-1149	Interested in getting invisible diamond jewelry designs manufactured in India & in getting baguette jewelry done in India.
<b>P. Sharma</b>	Prabhakar Djewels Pvt. Ltd. Djewels House 2576/6 IInd Floor, Gurudwara Road Near GPO, Karol Bagh New Delhi-110005 (INDIA)	Email: sales@djewels.org Tel: 00 91-11-32510842 Fax: 00 91-11-28755842	Presenting a wide new collection of ethnic & traditional diamond jewelry, diamond rings, Diamond Engagement Rings for men, women & teens.
<b>Bela Bathy</b>	BELAS GOLD LTD BUDAPEST HUNGARY	Email: belasgold@yahoo.de Tel: 00 36 70 273 49 33	Hungarian company looking for connection to rough gold & rough diamonds trading companies.
<b>FILIP</b>	Kathmandu South Africa	Email: kathmandu@telkomsa.net Tel: 0137570135	Looking for silver and silver plated jewellery.

## IIJS Signature 2009



With IIJS having developed into a strong brand, the Council earlier this year, launched a brand extension –the IIJS Signature – to promote India as “the preferred source of jewellery”.

Conceived as a showcase for the best of the best jewellery produced out of India, the IIJS Signature is a by-invitation-only show. Exhibitors are carefully selected for the design-led and manufacturing quality of their products. A select group of buyers is specially invited to the show thus ensuring an elite clientele for exhibitors.

The venue for IIJS Signature is enchanting Goa which offers ample opportunities for combining business and pleasure.

The first edition of the IIJS Signature was held between February 29 and March 3, 2008. It had 98 exhibitors in 140 stalls and almost 500 visitors. From the moment participants stepped into the venue of the show, on the banks of the Mandovi River, the difference between IIJS Signature and other shows was evident to one and all. The vibrant ambience and picturesque surroundings created an up-beat atmosphere at the show. The jewellery on display on the other hand also elicited the most enthusiastic responses from one and all. And the very special



events held in the evenings exuded the special spirit of the entire experience.

The Chief Guest at the inauguration of the show, Pratapsinh Rane, the Speaker of the Goa Assembly said that the excellence that the industry has achieved was amply evident in the display in the halls of

the show. “India is a leader in diamonds and will definitely achieve leadership in manufacturing jewellery in coming times,” he said.

Navin Jashnani, Convener of the IIJS Sub-Committee of the Council summed it all up in his remarks at the inauguration saying, “The IIJS Signature has sent a loud message to the gem and jewellery fraternity across the world that India has moved from being recognized merely for its labour intensive skills, to excellence in design and craftsmanship.”



The second edition of the IIJS Signature will be held in Goa from February 20th to 23rd, 2009.

## calendar of events

### January 2009

M	5	12	19	26	
T	6	13	20	27	
W	7	14	21	28	
T	1	8	15	22	29
F	2	9	16	23	30
S	3	10	17	24	31
<b>S</b>	<b>4</b>	<b>11</b>	<b>18</b>	<b>25</b>	

08 - 11 Macau Jewellery & Watch Fair 2009

11 - 18 First 2009

Country Reports available with Council  
Secondary data for Angola, Thailand and Italy

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