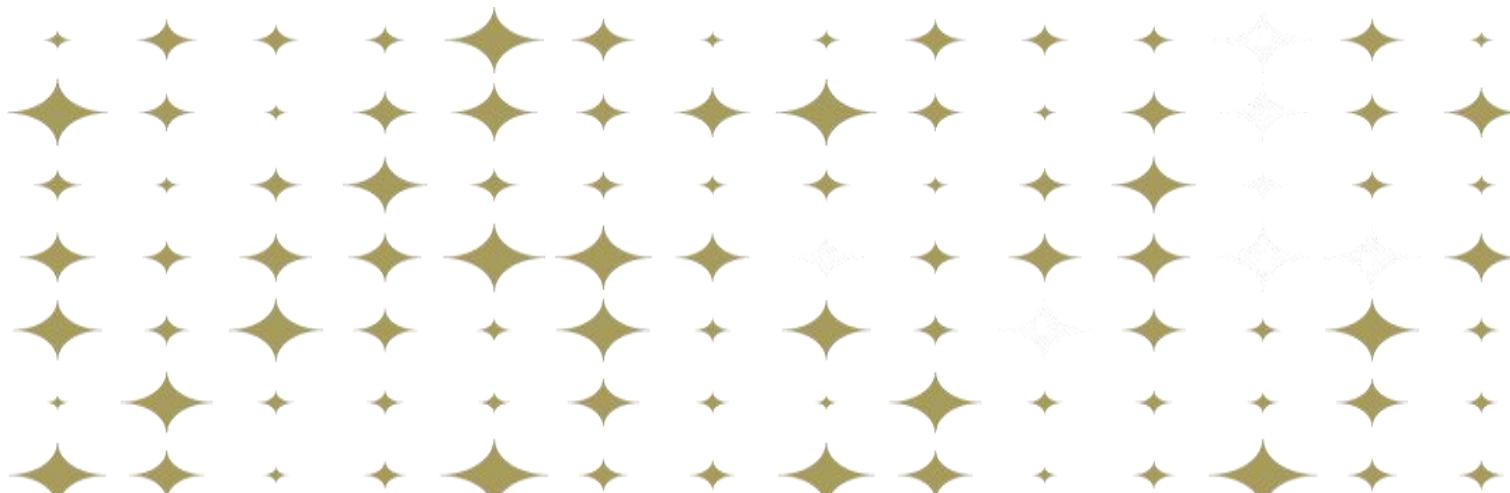


1st



India-UK Business Networking Meet

...Enhancing Trade Ties



Sponsored by the MINISTRY OF COMMERCE & INDUSTRY

Message

UK is India's one of the significant trade partners for gem and jewellery products. Its trade has witnessed a rise over a period from US\$555 million in 2015 to US\$1.30 billion in 2018. The country with 1.55% share in India's total exports of gem and jewellery is amongst its top 10 export destinations which reflects scope of further increasing exports to the said country.

India has vast manufacturing capacities and capabilities to cater to the specific requirements of UK customers for gem and jewellery products in terms of design, quality, colour, shape etc. Skills are in culture for centuries and now after having blended with technology contemporary products are produced in addition to the varied kinds of handcrafted jewellery.

“India Global Connect” – A Business Networking Meet a new initiative of the GJEPC to provide a virtual platform to the manufacturers/retailers and wholesalers of gem and jewellery products of India and other countries to connect with each other for exploring business possibilities would help in fostering bilateral trade relations between the two countries.

Shri Colin Shah
Chairman
GJEPC

Set up by

- ◆ Ministry of Commerce and Industry, Government of India in 1966
- ◆ Apex body of the Gems and Jewellery industry
- ◆ **55** years of rich legacy

Trade Facilitator Role

- ◆ Represents industry issues to the Government

Trade Development Role

- ◆ India Pavilion, BSMs, Trade Delegations, Mega Expo - IIJS with a presence of 50000 visitors and 2000 exhibitors from across the world.

- ◆ VBSMs, India Global Connect, Virtual Exhibition

Infrastructure Development Role

- ◆ Common Facilitation Centres (CFCs)
- ◆ Jewellery Park , Gem Bourse

Sustainable Development Role

- ◆ Various social initiatives viz. Group Mediclaim scheme for karigars, Parichay Card ; Improvise lives of 600000 people engaged in the sector through social initiatives

Self Regulation

- ◆ My KYC

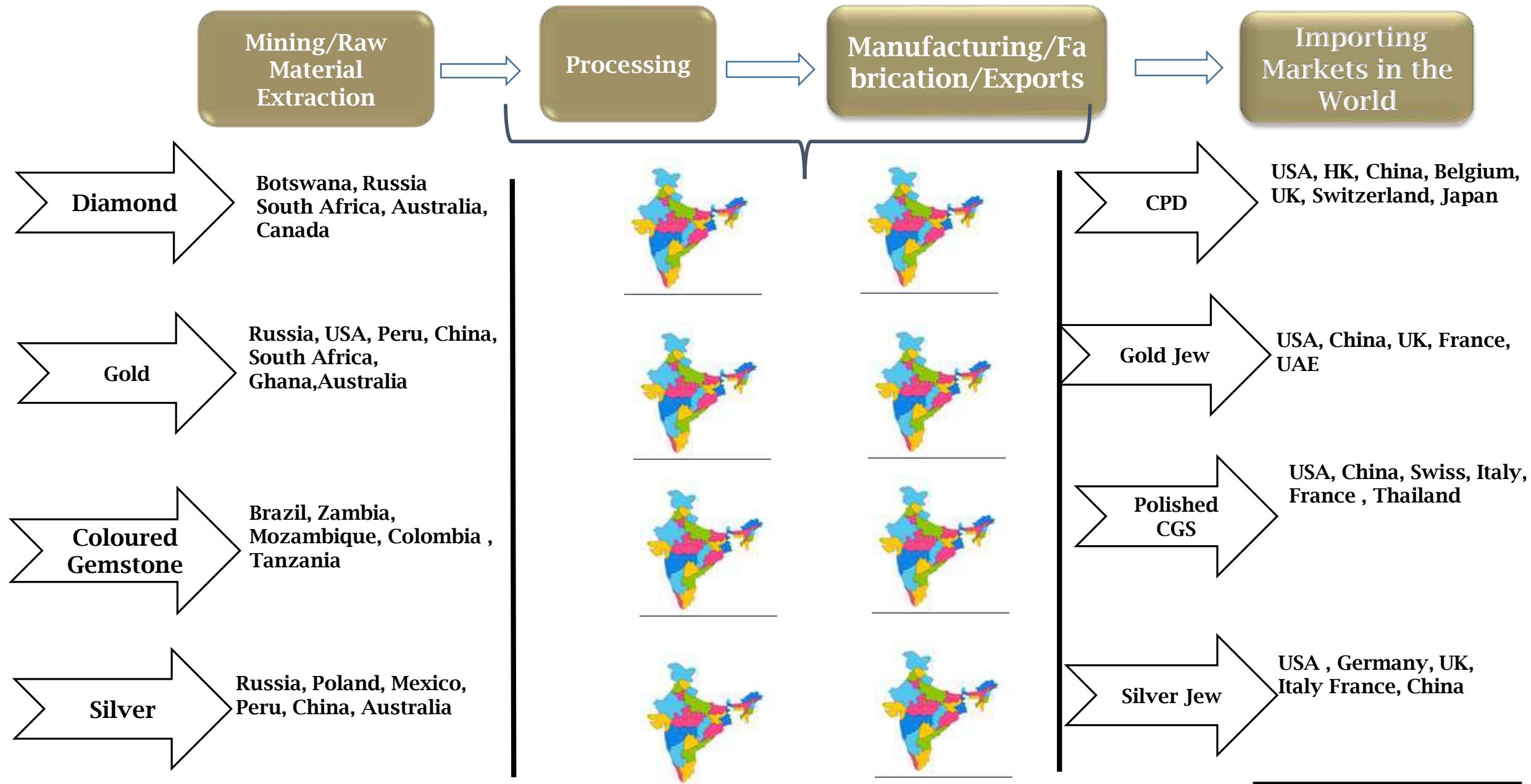
Kimberley Process

- ◆ Nodal Agency for Kimberley Process Certification Scheme (KPCS).

Skilling Institutions and Testing Labs

- ◆ 7 skilling centres, 3 Certification labs

India's Manufacturing Prowess : Key Position in Global Value Chain



This makes India the 5th largest exporters of G&J products in the Global Market

India's Gem & Jewellery Sector -2019 A Leading Exporter in Global Market...



World Exports: **US\$ 629.06 bn**

India's % Share in World's Exports: **5.8%**

India's Rank: **5th**

Source: GJEPC analysis based on UN Comtrade, 2019

Key Gem and Jewellery Exports Global vis-à-vis India's Position in 2019

HS Codes	Commodities	World Exports (US\$ billion)	India's Exports (US\$ billion)	India's Share (%)	India's Ranking
711319	Gold Jewellery	101.89	12.36	12.1	2 nd
710239	Cut and Polished Diamonds	76.51	20.57	26.9	1 st
711311	Silver Jewellery	7.12	1.18	16.7	2 nd
7103	Coloured Gem Stones	9.89	0.427	4.3	5 th
7117	Imitation Jewellery	7.23	0.189	2.6	11 th
7104	Synthetic Diamonds/Stones	2.12	0.450	21.2	2 nd

India - UK Gem and Jewellery Bilateral Trade At a Glance



India - UK Gem and Jewellery Trade (US\$ million)

Year	Exports to UK	Imports from UK	Total Trade
2015	513	42	555
2016	494	90.5	584.5
2017	564	370	934
2018	908	395	1303
2019	590	157	747

India-UK : Total G&J trade doubled from US\$555 million in 2015 to US\$1303 million in 2018.

India - UK Gem and Jewellery Trade Commodities

Exports to UK	Imports from UK
Gold Jewellery	Platinum Bar
Cut & Polished Diamonds	Rough Diamonds
Silver Jewellery	Lab Grown Diamonds

UK share in India's G&J Exports 1.55% ;
India's 9th key export partner

S.No.	Country	2019 US\$ Million	% Share
1	Hongkong	10442.72	27.41
2	United Arab Emirates	10170.31	26.69
3	United States Of America	9560.17	25.09
4	Belgium	1827.47	4.80
9	United Kingdom	590.13	1.55
10	Japan	399.96	1.05

Source: GJEPC

UK's Imports of Gem and Jewellery Products from World & India - 2019

India's Export Potential in UK

Hs Codes	Commodities	Imports from World (US\$ million)	Imports from India (US\$ million)	Supplying market	India Rank as sourcing partner
711319	Gold Jewellery	4035	215	France (66.9%), Italy (5.6%), India (5.3%) , Thailand (3.8%), USA (3.7%), Spain (3.2%), HK, China (2.4%)	3 rd
710239	Cut & Polished Diamonds	1110	142	Belgium (27%), Israel (22.9%), India (12.9%) , USA (10.5%), Switzerland (9.4%), France (3.6%)	3 rd
711311	Silver Jewellery	570	52	Germany (55.3%), India (9.1%) , Thailand (7.8%), China (7.5%), USA (7.5%), Italy (4.3%)	2 nd



India's export potential for varied gem and jewellery products in UK market is understood by assessing UK imports of key G&J commodities from the World and India



For gold jewellery, cut and polished diamonds and silver jewellery, India is the 2nd or the 3rd largest exporter to UK. However, the country's share 5.3%, 12.9% and 9.1% in UK total imports of the said commodities is relatively lower than the leading country's share which 67% of France ; 27% and 23% of Belgium and Israel and 55.3% of Germany in case of gold jewellery, CPD and silver jewellery imports from the world. Hence, there is a need to enhance penetration in UK market and accordingly the ways can be explored.

UK's Imports of Gem and Jewellery Products from World & India - 2019

India's Export Potential in UK contd...

Hs Codes	Commodities	Imports from World (US\$ million)	Imports from India (US\$ million)	Supplying market	India Rank as sourcing partner
7117	Imitation Jewellery	355	13	China (41.3%), France (10.3%), Germany (9.7%), Italy (5.8%), Austria (4.8%), HK (4.1%), Thailand (3.8%), USA (3.7%), India (3.6%)	9th
710391	Precious Coloured Gemstone - Rubies, Sapphires, Emeralds	145	1.6	Switzerland(18.4%), USA (16%), France (16%), Thailand (9.8%), HK, China (5.6%), Myanmar (2.5%), Belgium (2.3%), SriLanka (1.9%), Italy (1.6%), India (1.2%)	10th
710399	Precious and Semi-Precious Stones	50	3.4	Italy (39%), Thailand (17.4%), France (10.2%), Germany (8.5%), India (6.7%) , China (3.8%)	5th



Imitation jewellery and precious and semi-precious stones India's % share in UK total imports of the said products as well as its position both are weak



In this manner, for the stated commodities there is a need to significantly enhance presence in the UK market in terms of % share as well as the position as a sourcing partner for UK market.

Tariffs Applicable on Gem and Jewellery Products for India in U.K

HS Code	Description	Specific Duty rate
711319/711320	Precious Metal Jewellery gold	2.5 to 4%
711311	Precious Metal Jewellery Silver	2.5 to 4%
7117	Imitation Jewellery	4%
710239	Cut & Polished Diamonds	Free
710391/710399	Polished Coloured Gemstone	Free
710120/710122	Processes Pearls	Free
VAT	20%	

Source : World Tariff as on 25th September 2020

Import tariffs in UK are on the lower side as on the imports of gold/silver/imitation jewellery is ranging from 2.5% to 4%. For cut and polished diamonds, Polished coloured gem-stones and Processed Pearls import tariff rates are NIL in UK market.

India's G&J Sector : Manufacturing Capacities ...



◆ No. of Units engaged in producing varied G&J products	:	10 Lakh
◆ People Engaged	:	4.3 million
◆ Exports	:	US\$36 billion
◆ Special Economic Zone(SEZ)	:	In 10 SEZs - 500+ G&J Co. with superior infra, adv tech, highly skilled workers working in conducive environment
◆ G&J Clusters at PAN India level	:	390 (Mf + Trading)
◆ Imports the highest qty. of rough diamonds	:	158.63 million carats, 42% in total world imports of 377 million carats- as per KP 2019 Data



India's Diamonds Ensure 4Cs

- Well Cut and Polished Diamonds reflecting superior rightness, fire & scintillation
- Colorless Diamonds
- Niche in Cutting and Polishing small diamonds
- Fl (Flawless)
- All shapes – Round, Princess, Oval, Marquise, Pear, Emerald , Heart etc.
- 14 /15 diamonds set in jewelry worldwide are processed in India
- Conflict Free Diamonds





India - Finest Cutting and Polishing Centers for Precious and Semi Precious Stones in the World

- C&P Emerald, Tanzanite, Morganite and many other gemstones.
- Cutting 90% of Emeralds and all of Tanzanite.
- Processes more than 300 different varieties of precious and semi-precious gemstones
- Among the top 5 exporter of CGS in the world



Skill and Craftsmanship Prowess...

Enhancing Competitiveness : Semi - Precious Stones

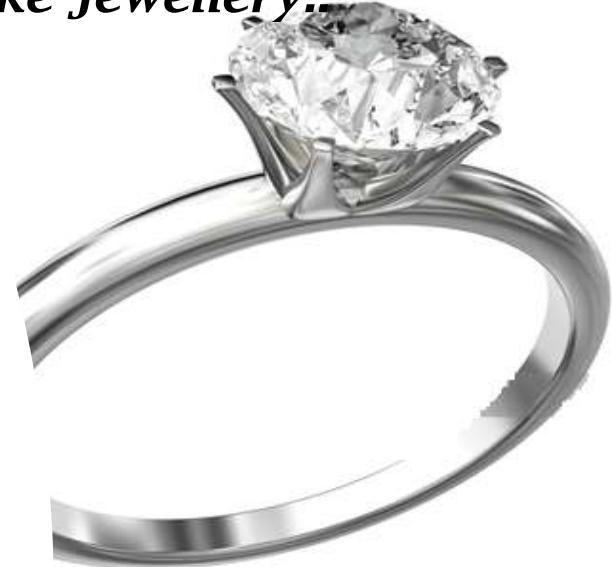
- 2D carvings in high quality gemstones - can be customized
- Developed expertise in high precision 3-Dimensional carving capabilities.
- This kind of intricacy was only possible by hand or machines
- Revolutionary step towards advancement of gemstone design

Picture Includes :

Whisky Quartz, Red Garnet, Swiss Blue Topaz, Citrine, Lemon Quartz etc.

Diamond Jewellery

- Highly Diverse in Range - Design, Shapes, Colors
- Produces Plain as well as Studded with Diamonds, Precious Stone Jewellery
- Manufacture 9kt, 14kt, 18kt Jewellery in white gold, rose gold etc.



Platinum, Gold, Silver Jewellery

- Platinum Bands & Studded
- Light Weight 9kt 14kt, 18K , 22kt Gold Jewellery
- Made up of White, Rose, Yellow Gold
- Sterling Silver Jewellery (925)
- Handcrafted Filigree Jewellery
- Using CNC Machining Technology

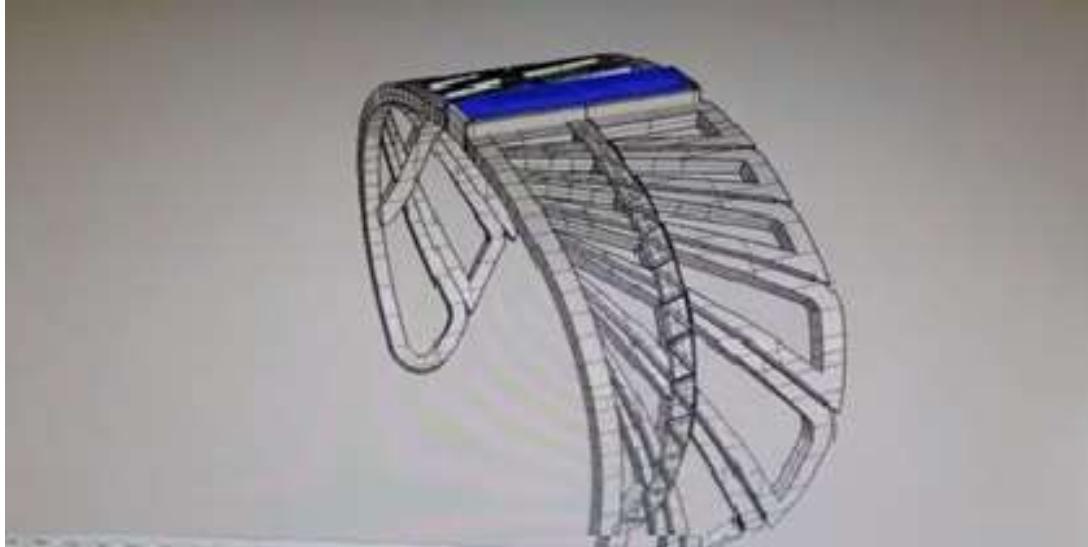


Many More Products

- **Lab Grown Diamonds**
- **Imitation Jewellery**
- **Articles of Gold , Silver , Pearls etc.**
- **Pearls**
- **Ancillary Products like Boxes, Cards etc.**

Technology Prowess : At A Glance

Computer Aided Design (CAD)



Lasers Soldering Technology



3D Printing

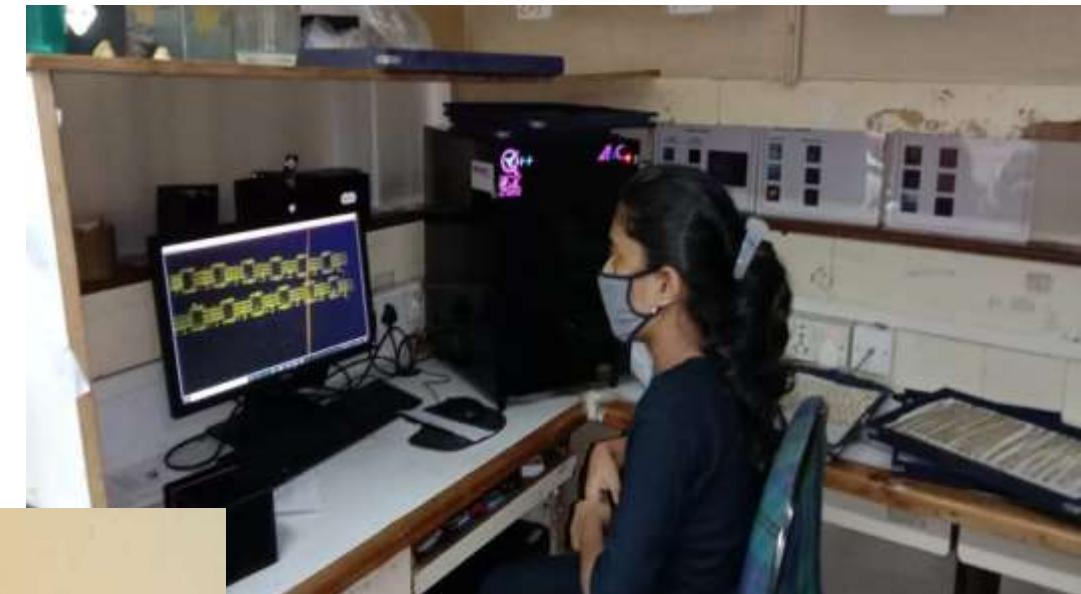


Lasers Marking Technology for Brand & Hall marking



Quality Control & Testing Prowess At a Glance

CPD as an Instance...



Key Takeaways:

- India has vast manufacturing capacities and capabilities to cater to the specific requirements of UK customers for gem and jewellery products in terms of design, quality, colour, shape etc. Skills are in culture for centuries and now after having blended with technology contemporary products are produced in addition to the varied kinds of handcrafted jewellery.
- UK market has demand for diamond jewellery, engagement rings made up of platinum/white/rose/yellow gold; coloured gemstones and silver jewellery. As India has manufacturing prowess in producing all these products and well aware about the UK market, therefore there is a scope for future collaborations between the two countries in terms of combining India's mass production support with UK's designing.
- UK trade procedures are simple and tariffs on imports of gem and jewellery products are also on the lower side. Hence, new entrants from Indian side can easily access to UK market for supplying its products.
- Indian vendors/suppliers are meeting all requirements of UK buyers for gem and jewellery products while there is a need to fix the challenge of non-availability of consolidated shipping and high shipping cost.
- Clearly, we are in mid of digital transformation of the Gem & Jewellery Industry and India is right at forefront with its various virtual shows, so there is a need to keep an eye out for future events in this regard.



People at Work ...



Disclaimer

A Research Report titled "**India-UK Business Networking Meet**" is prepared by Gems and Jewellery Export Promotion Council (GJEPC) for general guidance and information purposes only and should not be reproduced or decentralized to others without the permission of Gems and Jewellery Export Promotion Council.

Though, each effort is formed to confirm the accuracy and completeness of data contained, the GJEPC takes no responsibility and assumes no liability of any error/ omission or accuracy of the report. Readers of the report should consider professional advice or analyze their own judgement and conclusion before making any decision.

Gems and Jewellery Export Promotion Council (GJEPC)

ALL RIGHT RESERVED
16th November 2020

For any queries you may contact :

Ms Rashmi Arora,
Assistant Director (Economist),
GJEPC, Email : rashmi.arora@gjepcindia.com



From being celebrated for its artistic, delicate artwork and precision of embellishments to supplying the purest metals and gemstones across various continents, the Indian Jewellery industry is constantly evolving with the changing times....

Thanks