

Retail Opportunity in the UK Jewellery Market

Source: iR Inside Retail

Edited by Communications and Training Department

THE ATTRACTIONS OF THE UK MARKET

1 THE ECONOMY

UK REMAINS
RESILIENT
DESPITE
UNCERTAINTY

+5.6%
RETAIL SALES
GROWTH APRIL
2016-2017

2 STRONG GROWTH

ONE OF THE
FASTEST
GROWING
EUROPEAN
ECONOMIES

+2.8%
2017-2022

3 EASY TO OPERATE

THE UK
WELCOMES
BUSINESS
WITH LOW
BUSINESS TAXES

4 THE UK CONSUMER

CONTINUES TO
LOVE SHOPPING -
HARDER TO
PLEASE BUT
HAPPY TO BUY
NEW AND
INTERESTING
PRODUCTS

5 OPEN-MINDED



UK RETAILERS KNOW THAT THEY WILL
ONLY ATTRACT CUSTOMERS THROUGH
CONSTANT NEWNESS. THEY ARE
PREPARED TO SEARCH THE WORLD
FOR THOSE NEW PRODUCTS AND NEW
SUPPLIERS TO KEEP CUSTOMERS
COMING BACK





6 BOOMING e-COMMERCE

UK LEADING THE WORLD IN e-COMMERCE SALES AS % OF TOTAL RETAIL SALES. THIS IS BOOSTING DEMAND FOR NEW PRODUCT AND OPENS UP ENORMOUS MARKET POTENTIAL

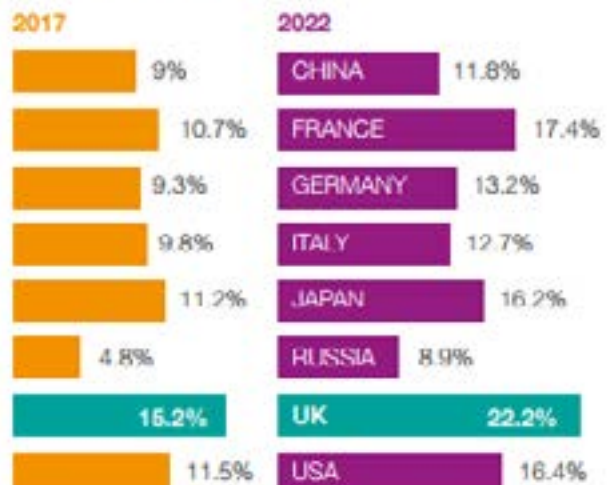
7 WORLD-CLASS RETAILING

HAVING LEARNT HOW TO OPERATE IN GOOD AND BAD TIMES, UK RETAIL IS TRANSFORMING TO BE READY FOR THE NEW RETAIL LANDSCAPE

8 INNOVATIVE INDEPENDENTS

THE LIFEBLOOD OF RETAILING, SMALL, ENTREPRENEURIAL RETAILERS CONTINUE TO FLOURISH BOTH ON AND OFFLINE

UK LEADS THE WORLD IN e-COMMERCE



ONLINE SALES AS % OF RETAIL
(Planet Retail/TINC)

UK is:

“Leader in online retailing”

“Home to many sharply focused multibrand pure plays such as ASOS, AO.com”

“Very resilient and hungry for innovative new product to serve their customers”



THE UK JEWELLERY AND WATCH MARKET

“Dominated by independents who are constantly looking for new and interesting product”

“Branded jewellery as an opportunity and have adapted their business models accordingly to sell predominantly fashion jewellery and watches”

“Looking for good quality product featuring precious metal and diamonds, which can be bought white label and sold as the jewellers ‘own’ brand”

WE WANT TO WORK AS A
PARTNERSHIP, WITH GOOD
MARKETING SUPPORT

“Companies from main supplier countries have many advantages in this area with skills in design and production quality delivered at low-cost”

“Relationship, Price and USP”

“Commerciality, Popularity, Exclusivity, Good stock availability for reordering”

For more information, please visit

https://www.jewelleryandwatchbirmingham.com/_media/2017-uk-jewellery-retail-market-opportunity.pdf