China Gold & Silver Jewelry Market Channel Report, 2007-2008



The growth of China jewelry industry is exceedingly faster than expected. Starting from 2005, the sales of China's jewelry industry has increased by about CNY20 billion annually and it reached CNY180 billion in 2007.

So far, China's jewelry industry has become the third largest consumer hot spot preceded only by real estate and automobile industry. In March 2008, the latest statistics showed that the sales of gold and silver jewelry have kept a good momentum and its sales growth has topped among various kinds of commodities for five consecutive months.

Since 2003, the retail price index of China's gold and silver jewelry goods has risen continuously (on the basis of 100 in the previous year) and has been all higher than commodity retail price index in the same period, indicating that the growth rate of retail price of gold and silver jewelry goods has been higher than other commodities.

In 2007, the value of import and export of China's jewelry products totaled US\$14.2 billion, of which, US\$6.2 billion were from the imports and US\$8 billion were from the exports, up 35.57% on year and 16.81% on year respectively. That indicates China's jewelry market is increasingly prosperous and the import and export trade is continuously growing. China's position as one of world's main jewelry manufacturers and consumers has been further strengthened.

Price Index Trend of China Gold and Silver Jewelry Goods since 2003



Note: retail price index of gold and silver jewelry goods is on the basis of 100 in the previous year.

Source: National Bureau of Statistics of China & ResearchInChina

By the end of 2007, there have been more than 10,000 jewelry sales enterprises in Mainland. Most of them are small outlets without independent brands and competitiveness. However, some of them with large-scale shops or chain stores have independent brands, but their brands are only regional ones, which lack trans-regional influence. For example, Lao Fengxiang Co., Ltd., as a local leading brand in Shanghai, achieved around CNY6.1 billion in the sales revenue in 2007, still amounting to only less than 4% of China's total market share.

The report is based on the authoritative statistics of the Gems & Jewelry Trade Association of China, the China Gold Association, the Shanghai Diamond Exchange, the Ministry of Commerce, the National Bureaus of Statistics and statistics bureaus at provincial or municipal level, as well as information from financial statements of some key jewelry enterprises.





Table of Contents

- 1. Overview China Gold and Silver Jewelry Market
 - 1.1 Policy Environment
 - 1.1.1 Market-

oriented Process of China Jewelry Industry

- 1.1.2 Industrial Policy
- 1.2 Overall Size of the Market
- 1.2.1 Long-term Trend
- 1.2.2 Recent Trend
- 1.3 Overview of Segmented Market
- 1.3.1 Gold Jewelry
- 1.3.2 Platinum Diamond
- 1.4 Jewelry Price Index
- 1.4.1 Long-term Trend
- 1.4.2 Recent Trend
- 1.5 Import and Export
- 1.6 Industrial Life Cycle
- 1.7 Opportunity for China Gold and Silver Jewelry Market Development
- 1.7.1 Overall Demand Bolstered by Economic Development
- 1.7.2 Increasing Demand Boosted by Consumption Upgrade
- 1.7.3 Jewelry Consumption Stimulated by Marriage Peak
- 1.7.4 Industrial Development Propelled by Olympic Games
- 1.8 Main Risks
- 2. Main Sales Regions of China Gold and Silver Jewelry Products
 - 2.1 Main Regions

- 2.2 Main Cities
- 2.2.1 Beijing
- 2.2.2 Shanghai
- 2.2.3 Guangzhou, Capital of Guangdong Province

3. Features of China Gold and Silver Jewelry Consumption

- 3.1 Main Impact on Consumers to Buy Jewelry
- 3.2 Purchasing Power and Consumer Willingness
- 3.3 Utility
- 3.4 Attention Degree of All Types of Jewelry
- 3.5 Purchasing Places

4. Sales Channels of China Gold and Silver Jewelry Industry

- 4.1 Overview of Sales Channels
- 4.1.1 Dimensions of Sales Channels
- 4.1.2 Target of Channel Strategies
- 4.2 Main Sales Channels of China Jewelry Industry
- 4.2.1 Special Counter at Shopping Malls
- 4.2.2 Wholesaling Professional Marketplace
- 4.2.3 Jewelry Shop—Retailing Professional Marketplace
- 4.2.4 Franchised Store
- 4.2.5 Network Marketing
- 4.2.6 Auction
- 4.2.7 Retail Terminals



- 4.3 Key Marketing Modes and Problems
- 4.3.1 Key Marketing Modes
- 4.3.2 Key Problems

• 5. Competition in China Gold and Silver Jewelry Industry

- 5.1 Industry Concentration
- 5.2 Brand Competition
- 5.3 Brand Competition Pattern

6. Key Companies of China Gold and Silver Jewelry Industry

- 6.1 Shanghai Lao Fengxiang Co., Ltd.
- 6.1.1 Company Profile
- 6.1.2 Business Modes
- 6.1.3 Sales Channels
- 6.1.4 Advantages and Disadvantages
- 6.1.5 Operation
- 6.2 Beijing Caibai Department Store
- 6.2.1 Company Profile
- 6.2.2 Competition Advantages
- 6.2.3 Business Modes and Sales Channels
- 6.3 Shanghai Yuyuan Tourist Mart Co., Ltd.
- 6.3.1 Company Profile
- 6.3.2 Marketing Network
- 6.3.3 Operation
- 6.4 Hubei Dongfang Jinyu Co., Ltd.
- 6.4.1 Company Profile
- 6.4.2 Big Events
- 6.4.3 SWOT Analysis
- 6.4.4 Business Modes and Marketing Network

- 6.4.5 Operation
- 6.5 Chow Tai Fook Jewelry Co., Ltd.
- 6.5.1 Company Profile
- 6.5.2 Sales Situation in Mainland China
- 6.5.3 Marketing Network in Mainland China
- 6.6 Chow Sang Sang Jewelry Co., Ltd.
- 6.6.1 Company Profile
- 6.6.2 Marketing Network in Mainland China
- 6.6.3 Jewelry Business in Mainland China
- 6.7 Hang Fung Gold Technology Group
- 6.7.1 Company Profile
- 6.7.2 Marketing Network in Mainland China
- 6.7.3 Operation
- 6.8 Cartier
- 6.8.1 Company Profile
- 6.8.2 Marketing Network in China
- **6.9 ENZO**
- 6.9.1 Company Profile
- 6.9.2 Marketing Network in China
- 6.10 Chow Tai Seng Jewelry Co., Ltd.
- 6.10.1 Company Profile
- 6.10.2 Marketing Network
- 6.11 TSE Suiluen Jewelry (International) Limited
- 6.11.1 Company Profile
- 6.11.2 Big Events
- 6.11.3 Marketing Network
- 6.11.4 Operation
- 6.12 Rain Ring Co., Ltd.
- 6.12.1 Company Profile
- 6.12.2 Marketing Network
- 6.13 Marketing Network of Other Key Jewelry Brands in China

Selected Charts

Price Indicators of China's Jewelry Products since 2003

Monthly Trend of Retail Price Indicators of China's Jewelry Products

Statistics of Import and Export of China's Jewelry Industry in 2007 (US\$100 million)

Relationship between Total Retailing Value of Jewelry (over quota) and China GDP, 20 02-2007

Comparison of Per Capita Gold Consumption Internationally

The Number of Newborn Babies in China, 1978-1997

China's Top Five Provinces in Terms of Jewelry Retailing Sales (over quota) in 2006

Jewelry Retailing Sales (over quota) and Its Growth Rate in Beijing, 2004-2007

Jewelry Retailing Sales (over quota) and Its Growth Rate in Shanghai, 2004-2007

Jewelry Retailing Sales (over quota) and Its Growth Rate in Guangzhou, 2004-2007

Factors of Attracting Consumers to Buy Jewelry

Annual Jewelry Consumption, 2006-2007

Ratio of Consumers Buying Over Four Items of Jewelry In One Year

Occasions to Wear Jewelry

Preferred Materials of Choosing Jewelry

Preferred Places of Purchasing Jewelry

Sales Channels of China's Jewelry Industry

Brand Competition of China's Jewelry Industry

Key Brands in China's Jewelry Industry

Business Modes of Shanghai Lao Fengxiang Co., Ltd.



Regional Distribution of Jewelry Stores of Lao Fengxiang Co., Ltd.
Regional Distribution of Chains of Lao Fengxiang Co., Ltd.
Marketing Network Structure of Lao Fengxiang Co., Ltd.
Part of Real Estate of Lao Fengxiang Co., Ltd.
Main Business Revenue and Growth Rate of Lao Fengxiang Co., Ltd., 2004-2007
Key Profit Indicators of Lao Fengxiang Co., Ltd., 2004-2007
Gross Profit and Growth Rate of Lao Fengxiang Co., Ltd., 2004-2007
Changes of Gross Profit of Lao Fengxiang Co., Ltd. 2004-2007
List of Branches of Beijing Caibai Department Store



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