

"Preparing For Upturn"							
No	Date	Time	Topic	Synopsis	Speakers	Company	Cost
1	6th Aug	02:00 -03:30	Successful Jewellery Retailing in Rural India	Gold Plus from Titan Industries, the flagship jewellery company from the Tata Group, was started in 2006 with an aim to herald standardization in a largely undifferentiated rural/ semi-urban jewellery market by establishing quality benchmarks. With 2 stores in 2006 to 30 in 2009, Gold Plus has successfully managed to leverage the design and retail expertise of Titan Industries to present market relevant offerings catering to local tastes and preferences. The product range, showroom ambience and marketing efforts showcased the company's superior understanding of local consumers. Even in the era of the current economic downturn, India's rural market has managed to remain buoyant and it continues to propel hopes of transforming India into one of the most resilient global economies in the years to come; making the Gold Plus Success Story extremely relevant to the jewellery trade in India.	L R Natarajan	Tata Gold Plus	400
2	6th Aug	04:00-05:30	Natural Colored Diamonds & Advantages	Rio Tinto is the world's largest producer of natural coloured diamonds. Through its 100% ownership of the Argyle Diamond Mine, Rio Tinto has produced more than US\$3 Billion of brown diamonds , since 1986, equating to an estimated US\$30 billion in retail diamond jewellery. Rio Tinto's Argyle Diamond Mine is also the world's only consistent producer of rare pink diamonds. Rio Tinto will be presenting on how its marketing efforts have driven growth in two very different product categories, and in doing so supported its customers and the overall market for coloured diamonds	Vikram Merchant	Rio Tinto	400
					Josephine Archer	Argyle Pink Diamonds	
3	7th Aug	10:00-11:15	Lessons from China's gold Jewellery growth	Until a few years ago, the majority of gold jewellery sold in China was chuk kam or virtually pure 24-carat gold, that was sold by weight with a low retail mark-up and the overall demand was stagnant. The market was failing to produce jewellery or retail innovations that appealed to younger, urban consumers and the demand was stagnant. Since 2002, there has been a dramatic turnaround with the introduction of innovative products/ programs such as K-gold (18 carat gold with Italian inspired design) that are proving successful in attracting the urban cosmopolitan market. No wonder China's retail gold demand rose 2 percent in the first quarter of 2009 on stronger appetite for jewelry while the desire for the yellow metal declined worldwide. The Indian trade could perhaps take away some learnings from this model in order to further strengthen the existing jewellery retailing sector in India.	Albert Cheng	WGC	400
4	7th Aug	11:30-12:45	Identifying Diamond Treatments	A range of synthetic treated diamonds can be found in the jewelry trade today. There are also a number of natural diamonds that have been treated in the laboratory to improve their color or appearance. These products have become increasingly sophisticated, and details of the growth or treatment process are not always revealed, a situation that compounds the difficulty of gem identification. The focus of the talk will be on the description and identification of various treatment processes (HPHT-treatment, irradiation, diamond coatings) and synthetic diamonds (HPHT-grown and CVD-grown)	Matthew Hall	GIA India	400
5	7th Aug	01:00-02:15	E-Selling (Free Seminar)	B2B and B2C E-Commerce strategies for Jewellery Manufacturers and Retailers in India, how Online Jewellery Store is set up and managed, covering topics in Technology, Logistics, Marketing and Intellectual Property. Cost-Revenue Models adopted by online stores, Modern Supply chain, Traditional Business Model in retail jewelry business, Changes in retail business model after advent of internet, Consumer behavior changes after advent of internet	Prabir Chatterjee (Moderator)	Adora	Free
					Kashyap Mehta	Diamond Technology Solutions	
					Anil Shah	Venus	
					Sanjiv Khandelwal	Centerac	

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6	7th Aug	02:30 - 03:45	"Ocean of Colours" : Gemstones	How to make maximum use of Gemstone in Jewellery to enhance the value beautification & profitability	Avnish Shah (Moderator)	R A Shah	400						
					Dharmendra Tank	Hiralal Chagganlal Tank							
					Salil Shah	Diamrusa							
					Romi Mehta	Bapalal Keshavlal							
					Siddhartha Sacheti	Jaipur Gems							
					Ravin Gandhi	Gazdar							
7	7th Aug	04:00 - 05:15	World of Designers	Thought process and the desire to concieve, start and create the design, collection, identity and the business	Biren Vaidya (Moderator)	Rose International	400						
					Vikram Singh	Mishti							
					Roopa Vohra	Gilt & Glass							
					Farah Khan	Farah Khan Fine Jewellery							
8	8th Aug	10:00-11:15	Optimizing Manufacturing of Jewellery	Techniques and processes to develop better products	Rhea Nasta	Rhea Studio	500						
					Mahesh Rao (Moderator)	Peacock Jewellery							
					Saumik Gandhi	MKS Jewelry							
					Colin Shah	Kama -Schachter Jewellery Pvt Ltd							
9	8th Aug	11:30-12:45	Leading jewellers of the world in association FICCI present "Brand Valuation : Relevance, Scope & Future Potential for the Indian Jewellery Industry"	The primary objective of the presentation is to provide the IJJS audience an appreciation of the value multiplier embedded in brand assets and how that will be a major determinant of long term value to Indian jewellery companies in future.The implications are significant for the Indian jewellery sector: (1) Develop a portfolio of super-premium and premium brands will be key determinants of total company value in the medium term (2) Increasing the value of jewellery brands allows firms to fund future growth (3) Develop a track record of growing premium brands. The session will provide a high level perspective on the importance of premium and super-premium jewellery brands and their impact on value-driving strategies & resource allocation to ensure maximum returns to shareholders	Unni Krishnan	Brand Finance	500						
					10	8th Aug		01:00-02:15	How Kaizen Can Help In Retail	Kaizen is a simple and thought stimulating approach to making small changes in the method of working. What is critical to note is that the changes made give large improvements and quantum leaps from the existing situation. Traditionally it was believed that Kaizen is meant for the manufacturing sector companies and has limited application in service sector companies. However, increasingly, the service sector companies are resorting to Kaizen implementation. These companies are actually pioneering a whole new approach to service providing. We would thereby take this opportunity to bring you some success stories in the field of retail (high-end apparels, jewelry) where Kaizen has brought about a remarkable difference to the performance. It has turned out to be a strong weapon to beat the recession and gain business results like Productivity, Cost reduction, Quality of service, Waste reduction etc.	Mahesh Rao	Peacock Jewellery	500
										Shishir Nevatia	Sun Jewels		
										Nitin Kadam	Kadam & Kadam Jewellers Pvt. Ltd.		
Nishi Podhar	Kaizen												
11	8th Aug	02:30-03:45	Overview on the Gold, Silver and the PGM's market	This session provides an overview of the supply and demand balance of the global gold market and an outlook on the gold price in the coming months. The session also highlights the important role that western investment demand is expected to play this year, and how it is expected to overcome weakness in jewellery demand. It also covers other issues impacting the gold market such as the fiscal and monetary policies being enacted, especially by the US administration and their ability to generate inflationary pressures. In conclusion, Dr. Walker will discuss the future of the jewellery industry in view of GFMS's long term price forecast.			500						

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12	8th Aug	04:30-06:00	Building a Vibrant Domestic Jewelry Business	The importance of building a strong domestic business centered around a bouquet of vibrant, well-positioned products and brand, in order to de-risk the export business. Brand-building in the Gems & Jewelry sector - what are the challenges, and the key pitfalls that a brand owner needs to keep in mind. Role of advertising: Opinion maker? Creator of retail pull? Top- Down or peer to peer?	Eminent personalities from the G&J Industry, Retail, Luxury & Advertising sector		500
13	9th Aug	10:00 - 11:15	Converting traditions into successful business models	How India's culture and traditions generate opportunities of developing new products from India's rich cultural heritage to create new lines and help create new business models.	Ashok Minawala (Moderator)	Danabhai Jewellers	500
					Natubhai Choksi	CVM Exports	
					Chandrakant Roy Choudhary	M P Jewellers	
					Nitin Khandelwal	Khandelwal Jewellers	
					Anup Bohra	Jewels Emporium	
<b>P Ahameed *</b>	<b>Malabar Gold</b>						
14	9th Aug	11:30-12:45	Profit from best business practices in retail	How good business practices can improve images and bottom lines: eg Trust Mark, improve store performance- case study	Neelesh Hundekari (Moderator)	A T Kearney	500
					Haresh Soni	Premji Valji	
					Vinod Hayagriv	Krishna Chettiah	
					Bachraj Bamelwa	Nemichand Bamelwa & Sons	
					Nitin Kadam	Kadam & Kadam Jewellers Pvt. Ltd.	
15	9th Aug	01:00-02:15	State of Diamond industry	Speaker will address the impact of the global economic crisis on the diamond and jewelry trade. The talk will focus on how members of the jewelry trade can develop strategic thinking that will enable them to prosper in spite of the extremely difficult market conditions	Martin Rapaport	Rapaport Group	500
16	9th Aug	02:30-03:45	Methods of selling jewellery across regions	Comparative Study on pricing, policies and systems across the country and advantages of standardising factors to help consumers buy.	Dinesh Jain (Moderator)	P. M. Shah & Co. Jewellers	500
					Sandeep Kulhalli	Titan / Tanishq	
					Nitin Khandelwal	Khandelwal Jewellers	
					Suvro Chandra	PC Chandra	
					Haresh Soni	Premji Valji	
17	9th Aug	04:00-05:15	Changing face of retailing	How to Create an uncontested Market Space and Make Competition less relevant, thinking out-of-the-box and creating new attractive value through an innovative business model rather than a new innovative technology.	Ashok Minawala (Moderator)	Danabhai Jewellers	500
					Vinod Hayagriv	Krishna Chettiah	
					Sandeep Kulhalli	Titan / Tanishq	
					Shailesh Sanghani	Priority	
					Hemant Shah	Hammer Plus	
18	10th Aug	10:00 - 11:15	Opportunities & Threats in Modern Wholesaler	Their role -Issues, concerns, Importance and responsible practices of wholesalers	Dharmesh Sodah (Moderator)	World Gold Council	400
					K Srinivasan	Emerald Jewels	
					Ashok Jain	Laxmi Jewellery	
					Mahesh Gandani	Kisna Jewels	
					Anish V Birawat	Chain-N-Chains Jewels LTD	
19	10th Aug	11:30-12:45	Creating large synthetic Gem Diamonds	With the announcement of General Electric Company of USA in 1955, scientists' dream of converting graphite into diamonds became a reality. Since then attempts have been made by many scientific & research organisations to create gem quality synthetic diamonds. Today scientists are using (1)high pressure & high temperature (HPHT) and (2) chemical vapour deposition (CVD) techniques to produce gem quality single crystal large synthetic diamonds. Both these methods will be discussed in detail.	Dr M. D. Shastri	GII	400

Note: Speakers marked in \* are To Be Confirmed