

Watches and Jewellery Retailing - UK - September 2013

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"While consumers are increasingly happy to browse and buy precious metal jewellery online, not being able to see the piece in person remains a big barrier to shopping online. Improving the way jewellery is displayed on websites, with extreme close-ups and videos of models wearing the pieces, could help drive online sales."

- Tamara Sender, Senior Fashion Analyst

This report looks at the following areas:

- · Which areas are performing best for the watches market?
- How has the growth in popularity of costume jewellery impacted the precious jewellery market?
- · To what extent do consumers buy watches and jewellery online?
- How is new technology affecting the traditional watches market?
- · How has the luxury-end of the market performed?

The precious metal jewellery market has remained flat in 2013 as high precious metal prices combined with cautious consumer spending have impacted growth. Women of all ages are now buying more costume jewellery than precious metal jewellery for themselves.

Sales of watches have outperformed precious metal jewellery sales, although these only account for a quarter of the total market. Fashion watches are a burgeoning market as young, trend-led consumers buy into watches as the latest must-have accessory, and the luxury end of the market has continued to do well.

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