



**ABEL & ZIMMERMANN**

seit 1885



Abel & Zimmermann's philosophy is expressed in its stunningly beautiful jewellery. Exquisite, one-of-kind designs, finest precious metals and stones are combined into unique jewellery which is flattering to anyone. All products are hand-made with the minutest attention to detail and perfection. Each piece's creation is lovingly recorded and its story contains not only a detailed account of the materials used but also who designed and hand-crafted it. Since its founding year in 1885, Abel & Zimmermann has maintained its reputation as a specialist jeweller in Germany's long-time city of gold - Pforzheim. Abel & Zimmermann is still headquartered in this city where jewellery manufacturing is not only a culture but is brought to excellence with highest ambitions. Abel & Zimmermann has always and still does adorn elected and crowned heads of state and the rich and noble around the world. As such Abel & Zimmermann is always aiming to meet the highest demands.



Abel & Zimmermann joined the Group in 2001 but is still headed by 4th generation members of the founding family, who are best suited to upkeep the long and eventful tradition of the company and its superb products. Its popularity and high renown in the US paved the way to utilize synergies with other existing top jewellery brands of the Group.



*feelings*  
*Katarina Witt*



"feelings Katarina Witt" is the jewellery collection which Dugena developed in cooperation with Katarina Witt and has been distributing with unprecedented success. This gold and silver jewellery is every bit as enchanting and versatile as Katarina Witt herself. Successful as a sportswoman, artist, presenter and businesswoman, her personality is genuinely expressed in this collection.



Designed by Katarina Witt together with Dugena's designers, the collection is distinctive and striking, charming and trend-setting. Women of all ages and characters are time and again attracted by the new unique designs and attractive prices. The jewellery collection is accompanied by a matching watch collection. In 2002, Dugena held a number of autograph sessions with Katarina Witt at selected point-of-sales. The warmth and natural charm with which she



meets her fans makes these events exceptionally successful and rewarding to everyone. Sales as a result of such autograph sessions increase noticeably and immediately.



# ESPRIT jewel







The new Esprit Jewel collections reflect the mega-trends that influence fashion as well as lifestyle of women and men around the world. It interprets them in a universally understandable design language that is authentic and true to its brand origins.

To support this direction, a new catalogue format was introduced. It expresses purely the Esprit lifestyle. To focus attention on the collection's highlights, it features only selected models. Enhanced by a mix of Esprit lifestyle motifs, this new look is absolutely inspiring. A separate retail catalogue with all styles is in addition offered to the trade for easier reference.

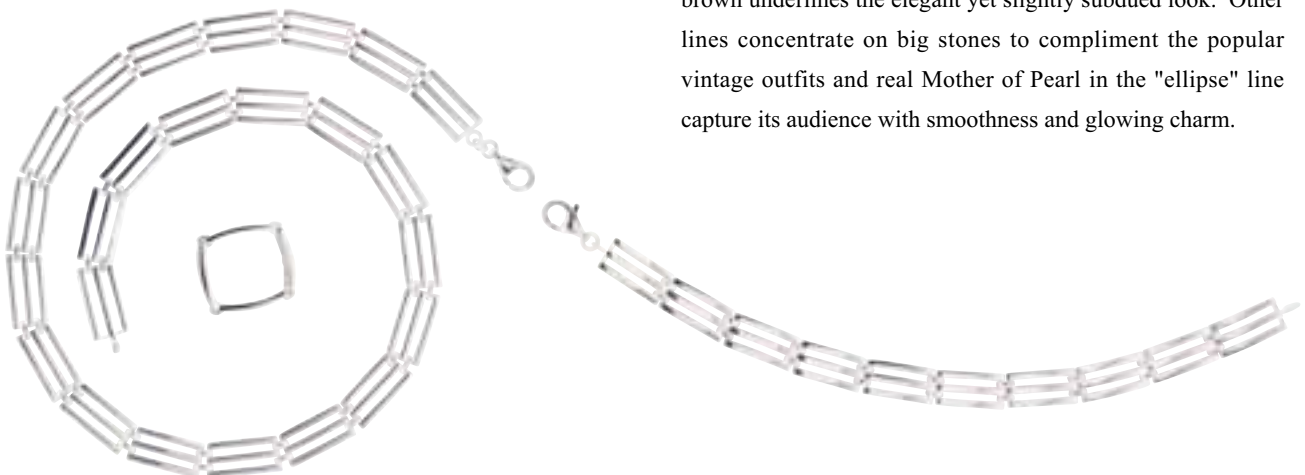
Black is back. Stronger than ever, cooler than before and hotter than anything else. The "nightlife" pieces bring together the fascinating darkness of Onyx set in bright sterling silver.

Cross designs have established an almost religious following. It is a cult, it is a desire for spirituality and it's pure fashion. Esprit's trademark "criss-cross" designs evolve from season to



season and are always among the bestsellers. Esprit takes the legendary design theme to new heights and crosses the line into new fashion territory.

The "wildlife" line offers tiger eye stones with their characteristic and warm colour spectrum, which defines the special appeal of this collection. Pure and natural, the combination of silver and brown underlines the elegant yet slightly subdued look. Other lines concentrate on big stones to compliment the popular vintage outfits and real Mother of Pearl in the "ellipse" line capture its audience with smoothness and glowing charm.

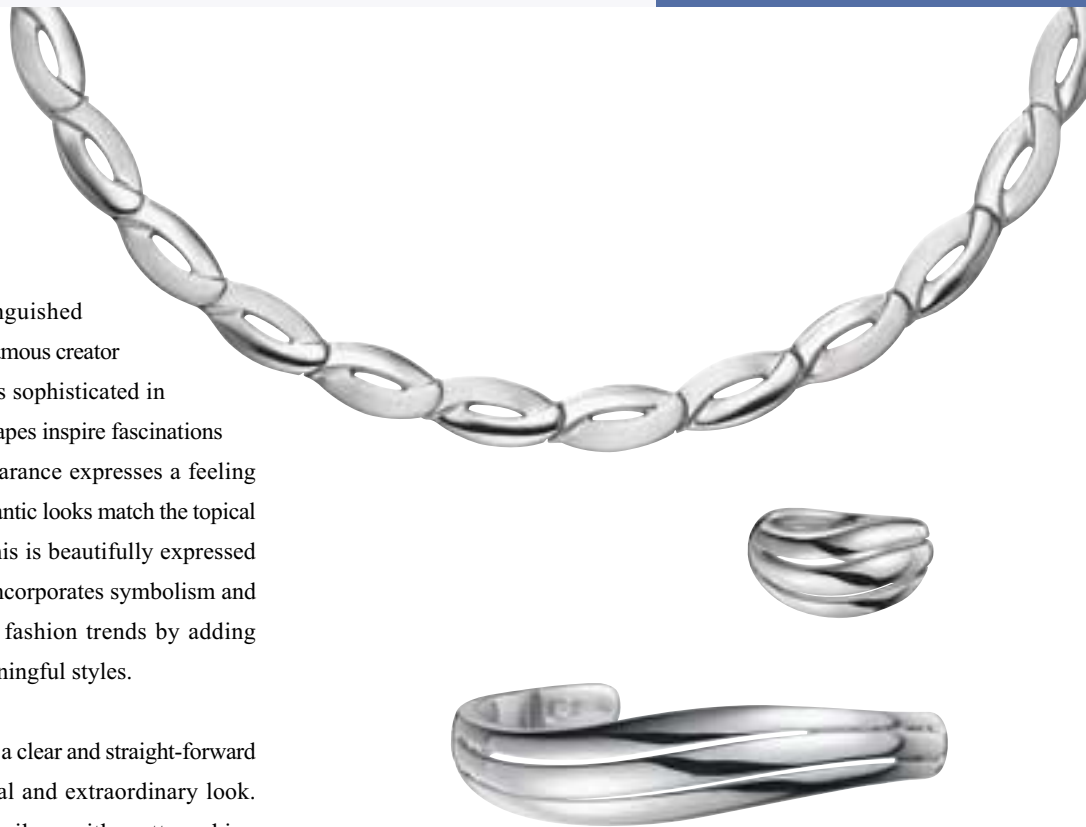


# pierre cardin



Pierre Cardin Jewel has the distinguished design, which is associated with the famous creator himself. The silver jewellery line is sophisticated in an elegant sense. The ornamental shapes inspire fascinations and euphoria. The individual appearance expresses a feeling of "savoir-vivre". Feminine and romantic looks match the topical return to soft and floral themes. This is beautifully expressed in the "Romance" line. "Emotion" incorporates symbolism and emotions while meeting the latest fashion trends by adding glittering circonia stones to the meaningful styles.

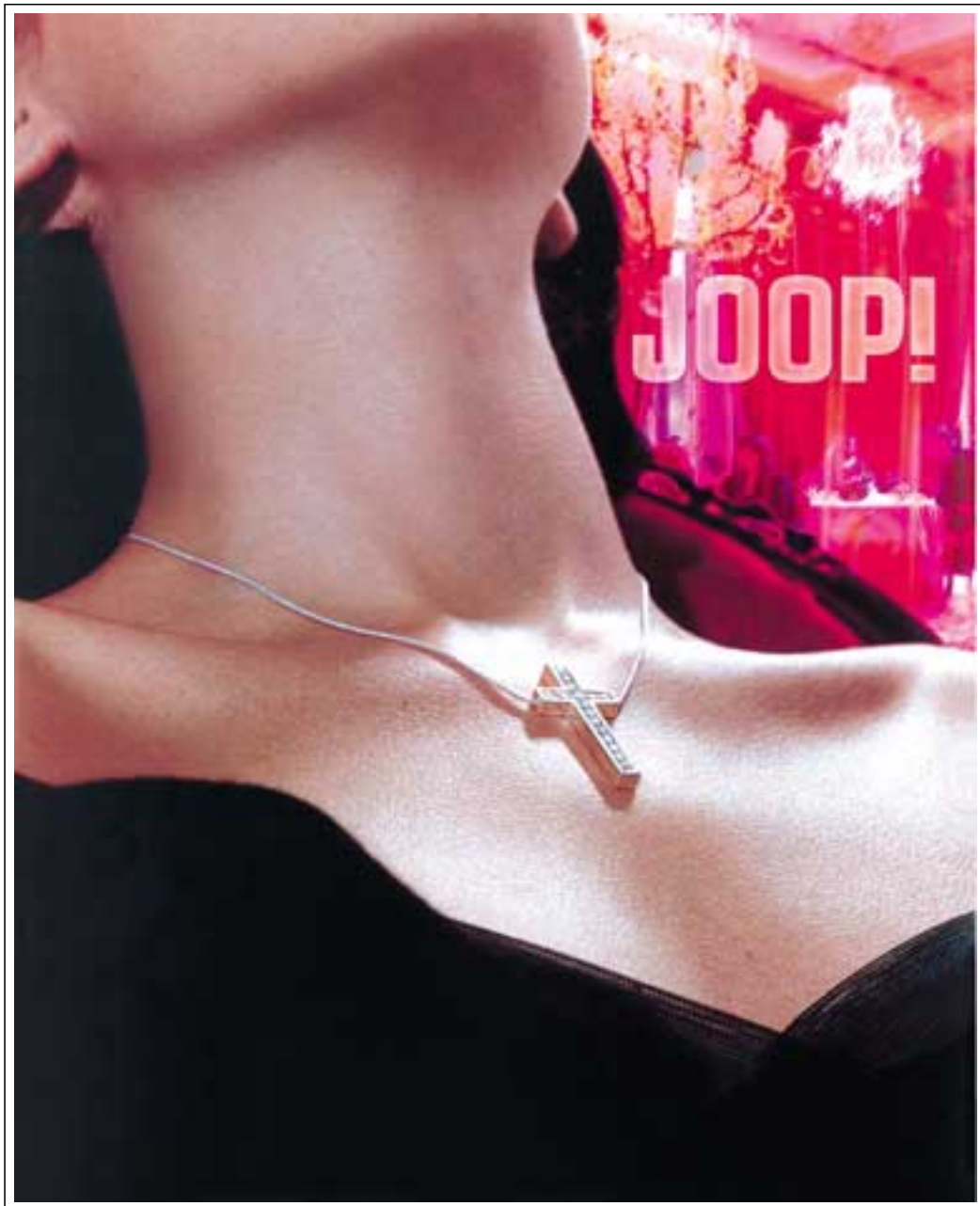
The gents' line features products with a clear and straight-forward design for men who seek a classical and extraordinary look. All items are produced in sterling silver with matt or shiny finish of highest quality in EganaGoldpfeil's own production sites.



During the EganaGoldpfeil Fair, Pierre Cardin introduced a new glass showcase - it can be lit individually and is adjustable in size. The practical modular system enables adaptations to any environment and provides numerous decoration variations. Another innovation is a sales counter solution, which again can be tailored to the retailers requirements. Together with window decorations, newspaper advertising formats, catalogues and much much more, Pierre Cardin offers a complete marketing tool.



# JOOP!



JOOP! Jewellery has formerly been a license before the Group's acquisition of the JOOP! brand together with two partners of JOOP! GmbH. This newcomer in the silver jewellery market surprises with new models and unexpected details. The new collection is a pleasure not just to wear but also to look at.

Sterling silver set with uniquely brilliant stones sparkles like snow flakes and make a flattering addition to any outfit. Rings with big stones and lovely designs conceal an unexpected surprise. Like witch craft they open and as if by magic a necklace appears. The cornflower is back - its revival comes with beautiful silver jewellery enhanced by epoxy. This versatile material can be shaped in any way - in this case to make impressive signet rings, bracelets and cuff-links. Leather bracelets and rings are adorned with simple cornflower engravings to make up a comprehensive line.

The Spring/Summer 2003 collection followed the trend to more lively colours. Fiery red and dark champagne circonia stones lend a glamorous look to the jewellery. At the same time and in contrast is the simple opulence of deepest black with silver or pavee settings.

The JOOP! logo or the J! device make all jewellery pieces unmistakable and easy to identify. Both are boldly engraved or in fact made into jewellery itself such as earrings in "J" design with a dangling exclamation mark.



# MEXX



"For some comforts, love can wait" - that's the bold motto of MEXX's advertising campaign for its latest jewellery range. The collection of sterling silver jewellery comprises basics, real "Essentials" and plenty of stylish new accessories in the "Fashionables" line. The collection draws on the current romantic tendency without sacrificing clear geometric shapes.

Jewellery lovers who prefer a pure, objective style go with the new "Special Simplicity". The necklaces, rings and earrings feature elongated, rectangular designs with a sophisticated highlight: a small, glittering circonia creates a stunning contrast with the matt, brushed surface.

Inspired by the trendy gypsy look, MEXX Jewels present a selection of new chain link bracelets - straightforward accessories with small, oval links or highly fashionable large links with matching earrings and necklaces.

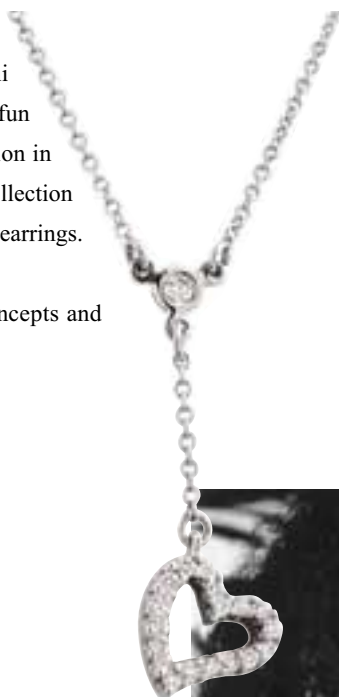
MEXX Jewels could gain considerable improvement in its market position. The carefully planned marketing mix of targeted activities for retailers and end-consumers with an emphasis on point-of-sale materials achieved an increased brand visibility and awareness.

The logo for the Jacquelin brand, featuring the name 'Jacquelin' written in a fluid, cursive script.

Jacquelin Designs stands for innovation and new concepts. New ideas that capture and inspire imaginations. The Jacquelin signature is a symbol of creativity, classic elegance and award winning style for today's discerning consumers.

This year, the Jacquelin brand has broadened its price point range to include the spectacular "Mini Collection by Jackie G." Customers who want the fun and excitement of retro-style symbols find expression in the Mini Collection. This very hip yet affordable collection consists of 14 karat gold and diamond pendants and earrings.

Jacquelin is renowned for her unique jewellery concepts and continues to create exclusive designs year after year.





The Kazto collections comprise delicate and feminine creations of platinum, diamonds and sapphires. Kazto's signature design - the four and five petal diamond flower - remains a favourite bestseller among customers.

Another successful line is Kazto's bridal collection with stylish engagement and wedding rings. The bridal collection was this year extended by exciting new styles, including anniversary rings and wedding bands for men.

Kazto is destined to be a continuous and prominent player in the high-end diamond fashion jewellery and plans to further develop and extend the bridal market in 2004.





# duNouveau

D E S I G N S<sup>®</sup>



duNouveau Designs is known for its classic and contemporary styles. A major contender in the bridal jewellery market for years, duNouveau could capture even more the hearts of American women by extensive national media exposure. The classic designs and modern boldness are very attractive to many consumers and retailers like to present these exclusive jewellery pieces.

This success of duNouveau Designs in the highly competitive bridal market has led to an expansion into jewellery collections beyond engagement rings. These new styles will further establish duNouveau and ensure its future success and popularity.



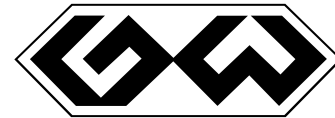
Yamato - Pearls with a Guarantee. For Yamato, this is more than a slogan - it is a promise. Yamato can easily make such promise as they offer exceptionally high quality at unbeatable prices. Yamato's pearl experts seek out the best categories of pearls of every provenance - from Chinese fresh water pearls to Akoya cultivated pearls to the highly valued Tahiti and South Sea pearls.

Yamato's success justifies this concept. More and more specialist dealers rely on the reputation and reliability of Yamato. In the past year, Yamato could again expand its market share, which speaks for itself.

Yamato offers a wide range of 18 karat gold fastenings, which further enhances the individuality of each rope of pearls. A particular eye-catcher on ready-to-wear necklaces and bracelets is the Yamato signet after the second pearl - a seal of quality and authenticity.



**SPEIDEL**



Guthmann & Wittenauer is another acquisition of the EganaGoldpfeil Group in 2003. Founded in 1910 in the jewellery town Pforzheim, Guthmann & Wittenauer's huge jewellery range of gold and silver today comprises some 8,000 different items. This traditional jeweller is a specialist in surface finishings and its emphasis is primarily on stamping, forming and chip removal techniques. Guthmann & Wittenauer today employs approximately 150 people and remains one of the biggest jewellery producers in Germany.

Speidel is another old and trusted German jewellery brand. Being a specialist in the stamping and electro-forming techniques, Speidel offers boisterous and trendy jewellery in 8 karat and 14 karat gold. Both techniques allow the production of large items with light weight, which makes the jewellery attractive but extremely affordable.