

MEMBERSHIP BENEFITS



LONDON
DIAMOND
BOURSE

The UK's most prestigious jewellery organisation



WELCOME TO THE UK'S MOST PRESTIGIOUS DIAMOND AND JEWELLERY ORGANISATION

As you will read elsewhere in this booklet, there are many tangible benefits to joining the London Diamond Bourse. What I want to explain is the intangible benefits.

In many respects, the Bourse operates like a private club. Indeed, at one point we were actually called the London Diamond Bourse and Club. Our membership is made up exclusively of like-minded professionals derived from all aspects of the industry.

Directly and indirectly, we are involved in a huge percentage of the UK's £6bn jewellery trade. Moreover, thanks to our international affiliations and connections our Members are part of an extensive, worldwide network of fellow professionals.

Such a network offers extraordinary privileges and advantages. It provides information, contacts, leads and advice as well, of course,

as generating sales. It is of huge value in business planning, too. Recently, for example, our Members have been working together on such issues as transparent supply chains, sustainability and future proofing.

As a Member you will receive huge respect within the industry, from suppliers, clients and customers. The London Diamond Bourse is not, after all, a trade body or association that can be joined simply by filling out a form and paying a fee. Our Members are trusted and looked up to.

One final point. We are an extremely friendly, diverse and helpful organisation. Our Members share a common purpose. We hope that you will apply to join us.

Alan Cohen
President



A LONG AND REMARKABLE HISTORY

The London Diamond Bourse first opened its doors in 1940. The requirement for a trading floor came about mainly as a result of the Nazi occupation of Belgium. Previously, Antwerp had been the world's main diamond trading hub. During the War, much of the business moved to London. The Bourse's first location was in Greville Street, at the back of Mrs Cohen's Café. Despite the cramped conditions the Bourse operated with great success.

After the War, business continued to boom and the Bourse moved to 57 Hatton Garden and then to 32 Hatton Garden, where it occupied a whole floor of the building over Barclays Bank.

In the 1980s the Bourse took over its present premises at 100 Hatton Garden, again located over Barclays (of great assistance to our security) and in 1995 merged with the London Diamond Club.

In the early noughties membership numbers fell as Hatton Garden rents increased and the jewellery trade was driven to less expensive parts of London. However, recently the Bourse has been 're-discovered' and its membership base is, once again, starting to grow.

10 REASONS TO APPLY FOR MEMBERSHIP

1. Access to stock

You will not find a better source of loose diamonds and coloured gemstones than through the London Diamond Bourse. Membership will afford you unrivalled access to stock.

2. Trading opportunities

Membership offers exceptional opportunities for buying and selling, both in person and via our dedicated media platforms. Our WhatsApp groups are a fantastic source of source, inspiration and information. Many Members say the WhatsApp groups alone are worth joining for.

3. Shared expertise

Our Members – diamond and coloured gemstone traders, jewellers, mine owners, cutters, polishers, setters, mounters, buyers of rough, gemmologists, manufacturers, insurers, valuers and lapidaries – are happy to share their expertise.

4. Use of the London Diamond Bourse

The facilities at the London Diamond Bourse include the trading floor, hot-desks, private viewing rooms, testing equipment, wi-fi and refreshments.

5. Office and administrative services

Members may use London Diamond Bourse as their business address. We will take telephone messages and hold mail securely for you.



6. Access to safety deposit boxes

The Bourse is located over a safety deposit room thus allowing Members to keep their stock in one of the most secure facilities in the UK. Members also have access to bonded warehouse facilities.

7. Recognition

Membership of the London Diamond Bourse establishes you as reliable and dependable. You may use our logo and the World Federation of Diamond Bourses logo.

8. International connections

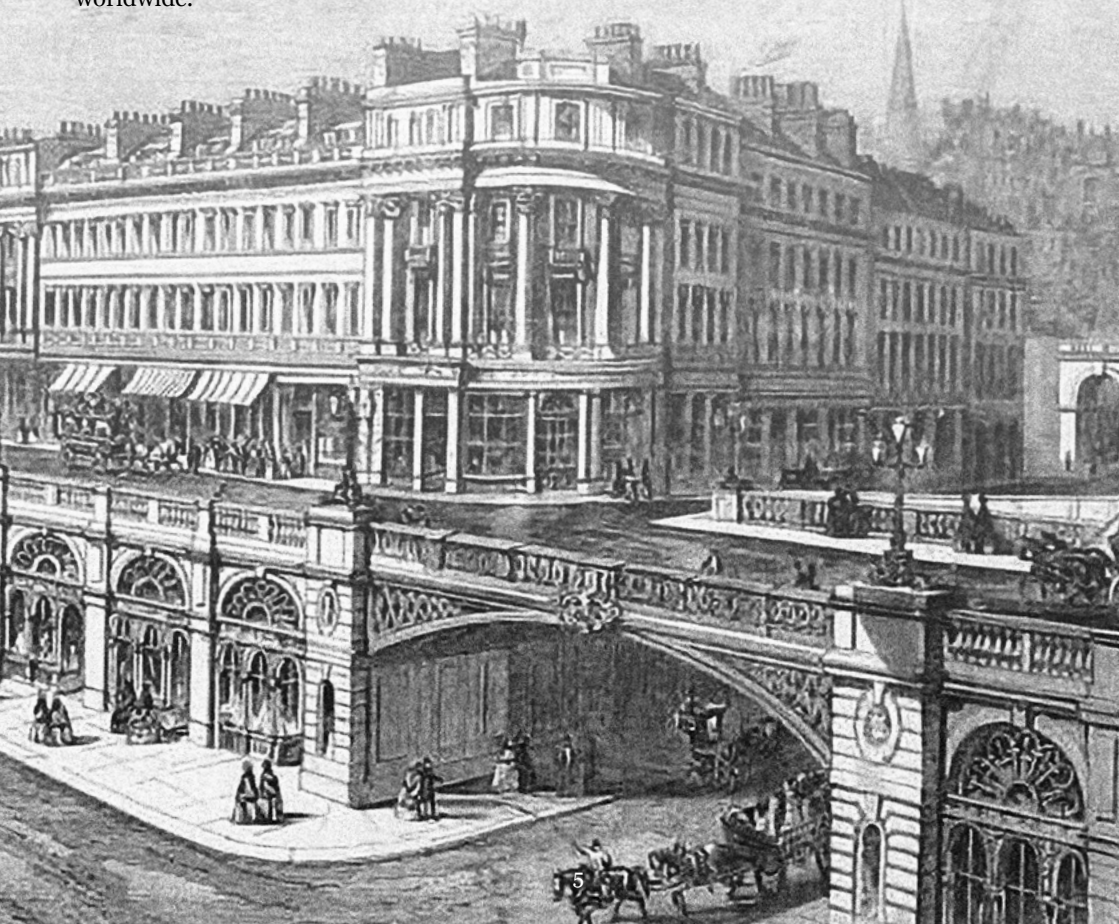
The London Diamond Bourse is one of 30 bourses located in 22 countries that enjoy membership of the World Federation of Diamond Bourses. Membership brings unrivalled networking opportunities and by arrangement access to other trading floors worldwide.

9. News and information

Members receive regular industry news, briefings and updates.

10. Extra savings and offers

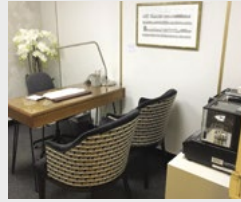
Members can take advantage of special savings and offers. For example: some Members share the shipping costs of sending stones to the GIA or DeBeers Labs. Others have been attending free educational and training courses. A fast track Kimberley Process certification service is also available.



MEMBER FACILITIES AT 100 HATTON GARDEN



ENTRANCE
Secure entrance.
Note Members
may use the Bourse
as their full-time
business address.



**PRIVATE
VIEWING ROOMS**
Our private viewing
rooms are available to
all Members.



QUIET ROOM
Quiet room with
television/video
facilities.



BOARD ROOM
Available for hire by
Members only.



STRONG ROOM
Safety deposit boxes
available in building.
Exclusive bonded
warehouse also
available.



**TESTING
EQUIPMENT**
We offer a full
range of testing
and photography
equipment.



CANTEEN
Canteen area with tea
and coffee facilities.



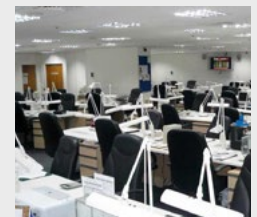
LOCKER ROOM
Full Members receive
a secure locker.



RECEPTION
The Bourse will take
messages and hold
post.



HOT DESKS
Desks, computers
and free wi-fi are all
available.



**THE TRADING
FLOOR**
Access to millions
of pounds worth of
stock.

WHAT OUR MEMBERS SAY

We use the Bourse as our London office. We see our private clients, look for stock and also sell to other Members. It has added to our credibility with our customers and has definitely paid for itself many times over. FC

As retailers with a number of showrooms we have found Membership extremely beneficial. It has been the intangible benefits – networking, buying opportunities, access to international markets – that have been of greatest value. AVC

As a new Member I would like to say how much I appreciate everything the Bourse has done to support and assist me. If you aren't sure whether Membership is for you, I would urge you to join for a year. I am confident you will find it worthwhile to continue on. HW

The Bourse gives me an extra layer of security from first time visitors. I am able to use one of the private viewing rooms making client meetings comfortable and relaxed. Having an extra layer of security adds to the peace of mind when dealing with high value items. But the main benefit of working out of the Diamond Bourse is the abundance of traders around you at any one time, which makes looking for a particular diamond a lot easier. I can honestly say that joining is one of my best business decisions yet. LM

I feel part of a professional body of likeminded individuals with whom I can consult. It demonstrates to my clients that I am a professional and bound by strict codes of conduct. I also feel part of something special. HL

Being part of the LDB has been extremely valuable to me. It has enabled me to source stock and work with likeminded colleagues. It provides me with the use of an internationally respected logo (my customers can see our code of ethics and business practice). Plus I have a London office to work from. DS



By Ben Rossfield

My father, Clive, began his career with a five-year diamond mounting apprenticeship, after which he set up on his own in the early 1970s. He became a Member of the Bourse in 1974 and was one of its best ambassadors. He appreciated the community spirit of like-minded professionals and the discipline of trust and integrity. He always said that membership improves one's standing in the industry, not just in the UK, but worldwide. Not surprisingly, after I joined the family business (I started at the bench as a diamond mounter) I also became a Member. That was in 1996.

Over the last five decades our firm has grown from strength to strength. I believe our retail premises is one of the longest established in Hatton Garden and also the only one still controlled by the same family. As an aside, it has been used in many films and television series, notably *Snatch* in 2000, which was surprisingly good for business. I attribute part of our success to our Membership of the Bourse.

Like any club, one only gets out what one puts in. If you join a gym you aren't going to become any fitter if you don't work out regularly. It is the same with the Bourse. I use it in many different ways. One of the biggest benefits it offers is a sense of trust. I know I can rely on both the Members and the Bourse itself. The knowledge base is also of massive use – it is quite amazing the different skill sets Members have. I find the WhatsApp groups of incredible value. Indeed, I have covered my yearly subscription many times over buying or selling via the groups! We also make use of the bonded warehouse status, to view goods.

When travelling, by the way, it is wonderful to be welcomed in other bourses all over the world. I strongly recommend membership to any trade professional of good standing. It offers benefits that no other organisation can match.

ABOUT MEMBERSHIP

The London Diamond Bourse stands for tradition, integrity and accountability. Members subscribe to and are bound by a strict code of ethics and best business practice. To become a Member of the London Diamond Bourse an individual must prove their standing within the industry. There are three tiers of Membership – each offering different benefits.

TIER ONE: £900 A YEAR

Tier One Membership is the ideal way to obtain a feel for the benefits offered by the Bourse at a relatively low cost. You can visit the Bourse, meet clients in the reception area (which has some desks and diamond lights and weighing scales), use it as your London base (we'll take messages for you), log in to our free Wifi and display the LDB and WFD logos on your communication material. Crucially, you will receive ample opportunities to meet other Members and to network. There will be invitations to events and you'll receive our briefings and updates. Plus, you will be

able to take advantage of our arbitration and informal dispute resolution services. However, it is important to understand that you won't have access to all of the Bourse's premises or facilities. Moreover, Tier One Membership is only available for a year.

TIER TWO: £1,500 A YEAR

Tier Two Membership has been designed with jewellers, retailers and other 'non-dealing' professionals in mind. It offers all the advantages listed above together with three extra, really valuable benefits being:

- (i) access to the private viewing rooms
- (ii) access to our WhatsApp groups and
- (iii) listing as a Member on the Bourse website.



TIER THREE: FROM £2,200 – £6,500 A YEAR

Full Tier Three Membership (£6,500 a year) provides you with unlimited access to all the Bourse's facilities (as described above) and a wide range of additional and valuable benefits. These additional benefits include a permanent seat with a set of drawers and a diamond light, access to the trading floor, access to Bourses all over the world, your own locker, a direct telephone line, access to all the Bourse's testing and other equipment, grouped shipping to GIA and DeBeers for grading, the ability to rent a safety deposit box, access to the bonded warehouse facility and a host of other advantages. Tier Three Members receive opportunities nationally and internationally to present their credentials. We run a 'buddy system' for new Tier Three Members, by the way, to ensure that you receive full value. There is a 50% discount for employees of Tier Three Members who wish to join with limited benefits. For a reduced annual fee of £4,000 a year you will receive limited access (three days a week with a 'hot-desk'), and for £2,200 a year will receive limited access (one a week with a 'hot-desk').

INTERNATIONAL: £1,500 A YEAR

We welcome International Members. You will receive all the benefits of Tier Three Membership but will be limited to 20 days attendance in the Bourse – although extra days can be booked for a separate fee.

Note there are extra charges for certain benefits such as phone calls and safety deposit boxes. Please enquire.

OUR MEMBERS ARE...

- Diamond dealers
- Coloured gemstone dealers
- Jewellers
- Jewellery designers
- Retailers
- Gemmologists
- Miners
- Cutters, polishers, setters, mounters and casters
- Manufacturers, insurers, valuers and lapidaries
- Horologists and watchmakers
- Dealers in watches and timepieces





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EQUALITY AND DIVERSITY POLICY

We are dedicated to creating an inclusive space for all our Employees and Members, extending the culture of inclusion into our Bourse. Diversity and inclusion are integral to our ethos. Our membership and employment initiatives are designed to attract suitably qualified individuals regardless of their race, sexual orientation, religion, age, gender, disability or any other dimension of diversity. We know through experience that different ideas, perspectives and backgrounds create a stronger and more creative organisation.