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Spire speaks at South East Asia Hospital Expansion Summit 2015

27 May 2015



Indonesia has emerged as an attractive healthcare market. The industry has surged by 300% since 2005, with national healthcare expenditure reaching USD26 billion in 2014. Recognizing the investment potential, the South East Asia (SEA) Hospital Expansion Summit 2015 gathered industry leaders and government officials to discuss opportunities and challenges in this sector.

Jeffrey Bahar, Deputy Chief Executive Officer of the Spire Research and Consulting group, was honored to be invited as a guest speaker at the South East Asia Hospital Expansion Summit 2015. In his presentation, Bahar gave a brief overview of Indonesia's healthcare sector, focusing on investment prospects for private firms.

Bahar mentioned that in 2012, Indonesians spent around USD11.5 billion (yearly) for healthcare services abroad. Wealthy Indonesians still opt for medical treatment overseas to treat complicated conditions, preferring medical tourism destinations like India, Singapore, Malaysia and Thailand.

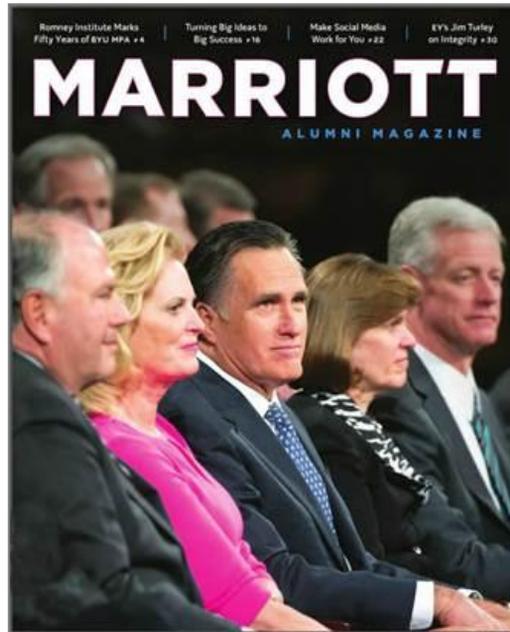
To promote a better distribution of hospitals across Indonesia's many provinces and cities, the government has allowed a maximum of 67% foreign ownership for new investors. This, together with other liberalization measures, has excited the investor community.

Nonetheless, roadblocks remain. Low health expenditure (USD106.63), a shortage of doctors and medical professionals as well as an inequitable healthcare financing system – leading to unequal distribution of hospitals across geographic areas – continue to hold back the industry's growth.

Bahar's presentation deck on "Healthcare in Indonesia: Future Growth Opportunities" can be found [here](#).

Spire receives a special mention in Marriott Alumni Magazine

19 February 2015



The Marriott Alumni magazine recently released its Winter Edition for 2015 which is a tri-annual publication on behalf of the Marriott School of Management at Brigham Young University, Utah. With focus on innovative business research, highlights on alumni achievements – it also provides lifelong learning opportunities. Distributed to friends and alumni across the globe, James Wilcox, Senior Consultant, Client Service, U.S of Spire Research and Consulting was given a special mention in the Marriott Alumni Magazine Flipbook, Winter Edition 2015 – being a former student of Marriott School of Management.

The magazine acknowledges his head start in his professional career having handled several market research projects across various countries – ensuring the highest level of research and consulting outputs for all projects.

Spire joins the Supply Chain and Logistics Summit 2015 as a guest speaker

19 May 2015



Indonesia boasts 90 million internet users with online retail sales of USD2.6 billion in 2014. The e-commerce boom has fed robust growth in express courier services. Recognizing this trend, the Indonesia Supply Chain & Logistics Summit 2015 gathered industry leaders and government officials to discuss key industry trends, opportunities and challenges.

Jeffrey Bahar, Deputy Chief Executive Officer of the Spire Research and Consulting group, was invited as a guest speaker at the Supply Chain & Logistics Summit 2015. In his presentation, Bahar highlighted Indonesia's booming e-commerce industry, focusing on the surge in the express courier services market.

Bahar mentioned that outsourced/contract logistics services in Indonesia are worth approximately USD29 billion, with more than 2,500 players in 2015. The industry is supported by growth in Gross Domestic Product (GDP) and domestic consumption.

At the same time, Indonesia's e-commerce market continues to shine. A population of 255 million with an expanding middle-class drive the growth of this sector. Popular e-commerce platforms including OLX, PinkEmma and Bhinneka; there are many more.

Moreover, logistics providers are cashing in on the e-commerce wave. Industry leaders like FedEx Express, First Logistics and DHL Express support deliveries for e-commerce platforms.

Nevertheless, roadblocks remain. Due to inadequate infrastructure, higher logistics costs are incurred – which means longer shipping lead times that dampen consumer enthusiasm. Moreover, Indonesia is a cluster of around 20,000 islands, which poses a geographical disadvantage. Other limitations include poor execution of government initiatives as well as limited skilled logistics workers.

Bahar's presentation deck on "The Rise of Express Courier in E-commerce Business" can be found [here](#).

Spire Client Entertainment Night April 2015

28 April 2015



Spire Singapore hosted its first Client Entertainment Night of the year. Our business associates and partners joined us for a dinner reception followed by the movie screening of "Marvel's Avengers: Age of Ultron." The event was held at Cathay Cineleisure Orchard. It was an opportunity for everyone to loosen up and take a break from the humdrum of regular work.

A comic book adaptation based on the Marvel Comics superhero team – The Avengers – enthralled our guests, taking them into an action-packed adventure ride. A sequel to the 2012's The Avengers, this version shows how the Avengers must work as a team to defeat Ultron – a mechanical artificial intelligence determined to eradicate the human race.

The much-awaited blockbuster and good food proved to be a great evening enjoyed by all.

Spire celebrated 15 years of excellence in April

15 – 17 April 2015



Spire Research and Consulting celebrated its 15th anniversary in April at The Imperial Hotel in Hua Hin, Thailand. The celebration of 15 years of success brought together all employees across 9 countries.

Established in 2000, Spire's network now spans 9 country offices and 30 countries with a Spire research footprint, bringing the highest standards of project conceptualization, execution and delivery to each project.

To commemorate 15 years in the research and consulting industry, all employees were welcomed with a gala dinner on the first night – all decked up in their native attire. The subsequent two days continued with group sessions on learnings, sharings by leaders and fun-filled activities to lighten the mood and build bonds – all amidst the sea-side calm of Hua Hin's beautiful beach.

It was a memorable experience shared by many and infused with the hope of celebrating many more wins!

Spire explores low-cost green cars at the South East Asia Automotive Summit 2015

8 April 2015



South East Asia's automotive sector has recorded impressive growth over the last decade. With 1.2 million vehicles sold in 2013, Indonesia is spearheading this phenomenal growth story. Recognizing the growth potential, the South East Asia Automotive Summit 2015 gathered industry leaders and government officials to discuss key industry trends, opportunities and threats.

Jeffrey Bahar, Deputy Chief Executive Officer of the Spire Research and Consulting group, was honoured to be invited as a guest speaker at the South East Asia Automotive Summit 2015. In his presentation, Bahar spoke about Indonesia's rapidly advancing automobile industry giving centre-stage to the Low Cost Green Car/ Low Emission Car (LCGC/LEC) segment.

Bahar noted that the Indonesian automobile market story was very different in 2014. It was plagued by slow annual growth (around 5%), the falling Indonesian Rupiah, political uncertainty and post-election disputes. Inflation, luxury taxes, pull-backs in subsidized fuel and subsequent tariffs hikes further stunted demand.

However, an expanding middle-class population of 100 million, rising consumer confidence, low interest rates for car credit (5-6%) and an expected growth of 5-7% (year-on-year) in the Gross Domestic Product (GDP) in the next five years will be primary growth drivers for Indonesia's auto segment.

Interestingly, within 18 months of a new initiative launched in 2014 introducing Low Cost Green Car/Low Emission Cars (LCGC/LEC), domestic sales for LCGC reached 223,000 units. The cars were lauded for fuel efficiency and lower prices. Manufacturers hope that this segment will take off among price-sensitive consumers.

Nonetheless, challenges remain. Manufacturers need to ensure low-cost production without sacrificing quality. Moreover, intense competition from established players might muscle out new entrants. Established players – with Toyota Agya on top – could continue to dominate domestic sales.

Bahar's presentation deck on "Indonesia Automotive Insight: The New Era of LCGC/LEC" can be found [here](#).