

Standard Chartered Asia Pacific
Emerging Corporates Spring
Conference 2011
14 – 15 April 2011



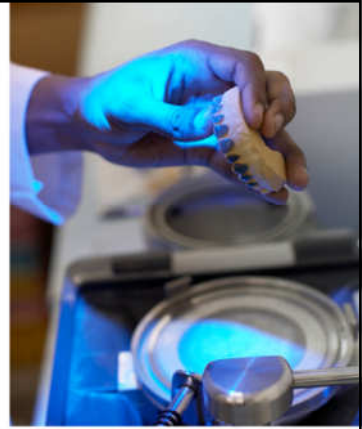
Corporate
Presentation





全民
Q&M

Corporate
Overview

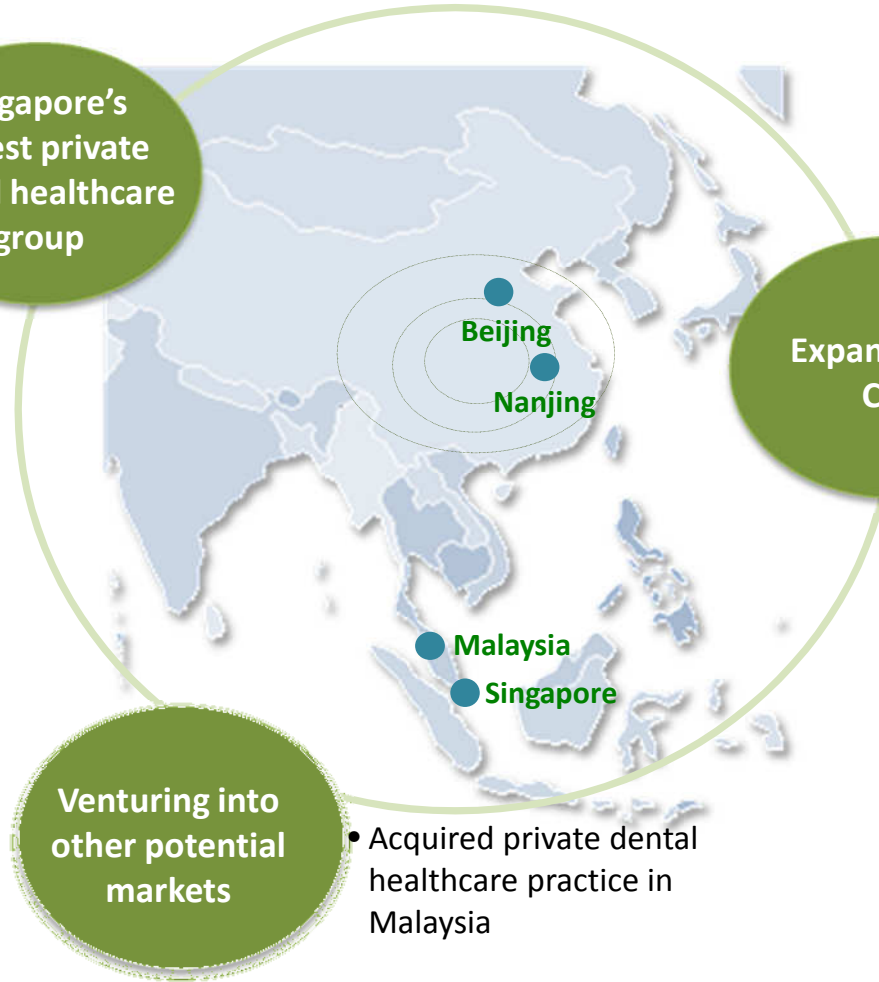


An Overview of Q & M

A growing private dental healthcare group in Asia

- 42 dental outlets & 1 mobile clinic (~ 6% market share*)
- Over 400,000** patients

Singapore's largest private dental healthcare group



Expanding into China

- JVs with two dental healthcare groups
- Proposed JVs with two dental laboratory groups

Venturing into other potential markets

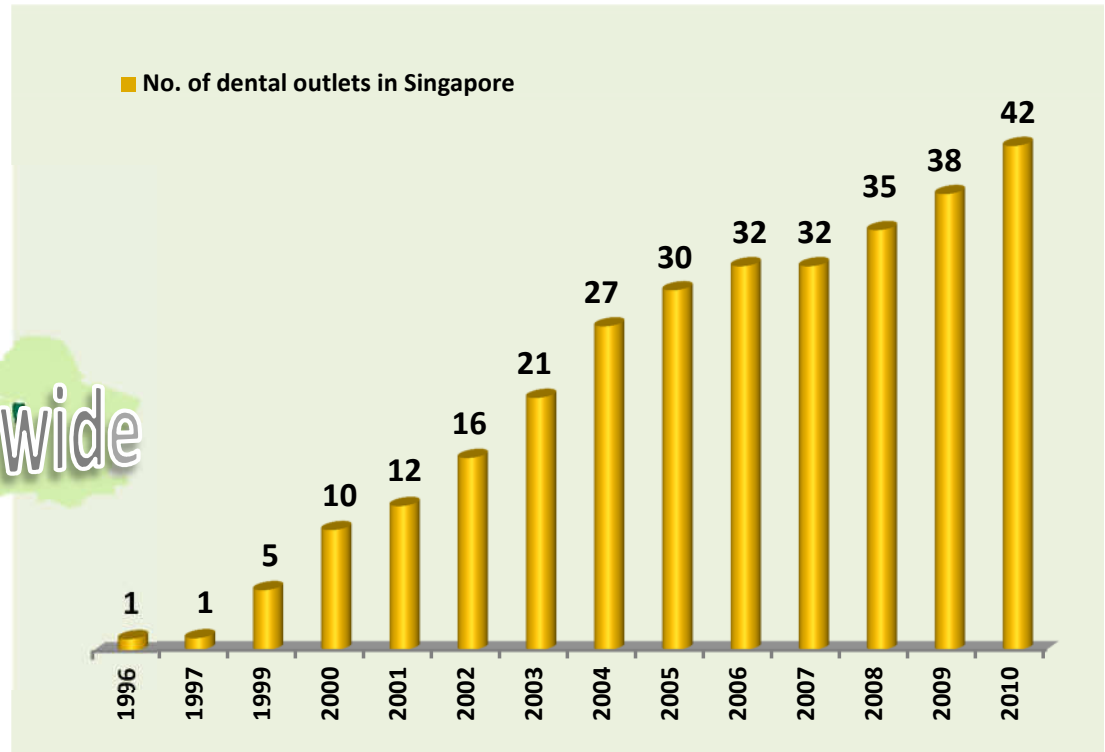
- Acquired private dental healthcare practice in Malaysia

* Based on a total of 654 registered private dental clinics in Singapore in 2009 as extracted from the Singapore Dental Council Annual Report 2009

** Between Dec 2005 and latest practicable date

Robust Organic Growth

Strong brand name with 14-year track record of robust organic growth in Singapore



Full spectrum of services ranging from general dental care to specialised services



General dental
treatment



Endodontics



Orthodontics



Periodontics



Prosthodontics



Paedodontics



Oral Surgery



Dental Implants



Aesthetics
Dentistry



Operating Model

- Multi-disciplinary dental healthcare services at a single location
- Focus on specialist dental healthcare services
- Equipped with latest technology

City Square Mall - Largest private dental centre in Singapore

- Operational on 17 December 2009
- 32 treatment rooms; total floor area of 12,000 sq ft
- Investment cost – S\$3 million



The Centrepoint – Situated in prime shopping belt

- Operational on 1 October 2010
- 16 treatment rooms; total floor area of 4,600 sq ft
- Investment cost – S\$2 million

An established & reliable dental healthcare services provider in Singapore

Established brand

- Reputable and widely recognised brand in Singapore's dental industry

Widest network

- Clinics strategically located island-wide near amenities like bus interchanges and MRT stations

Large patient base

- Treated more than 400,000 patients
- ~18% of population who visit dentists more than once a year*

Full dental services

- Multi-disciplinary expertise to offer patients comprehensive scope of quality dental services

Large dentist pool

- Over 120 qualified and experienced dentists
- Around 8%# of registered dentists in Singapore

Strong leadership

- Experienced management team who are practising dentists
- 18 Principal Shareholders – 10 years service and moratorium until 2017



*Based on 46% of Singapore's population of 4.8 million as extracted from the Statistics Singapore website (<http://www.singstat.gov.sg/stats/themes/people/hist/popn.html>). According to the Health Promotion Board's Oral health Campaign 2005, only 46% of adults visited the dentists at least once a year.

#Based on 1,464 registered graduate dentists in Singapore as extracted from Singapore Dental Council Annual Report 2009



- 3 dental clinics in Beijing
- 30% stake in Aiyashi JV for RMB12m (RMB10m to fund expansion and working capital)

Vendor's undertaking :

*- total net income generated via service fees to JV
>RMB3.2m per annum for 10 years**



- 4 dental clinics, 1 dental centre and 1 mobile clinic in Nanjing
- 50% stake in Dan De JV for RMB8.7 m (RMB7.5m to fund expansion and working capital)

Vendor's undertaking:

*- total net income generated via service fees to JV
>RMB1.6m per annum for 10 years**



Yiwu He Cheng Dental Equipment Co., Ltd. ("He Cheng")

- Proposed to invest RMB26.5 m for 49% interests in JV for He Cheng
- He Cheng owns a dental laboratory based in Zhejiang Province
- Specialises in manufacture of crowns, bridges and orthodontics products

Vendor's undertaking:

- Distributable PAT >RMB5m in the 1st year, >**RMB6m** from 2nd to 10th year



Shenzhen New Perfect Exact Research Co., Ltd. ("New Perfect")

- Proposed to invest RMB98 m for 49% interests in JV for New Perfect
- New Perfect is one of the largest dental laboratory group with 14 laboratories across the PRC
- Full range of products including crowns, bridges, implants, attachments, inlays/onlays, veneers
- Serves the PRC, North America, Europe and AP markets

Vendor's undertaking:

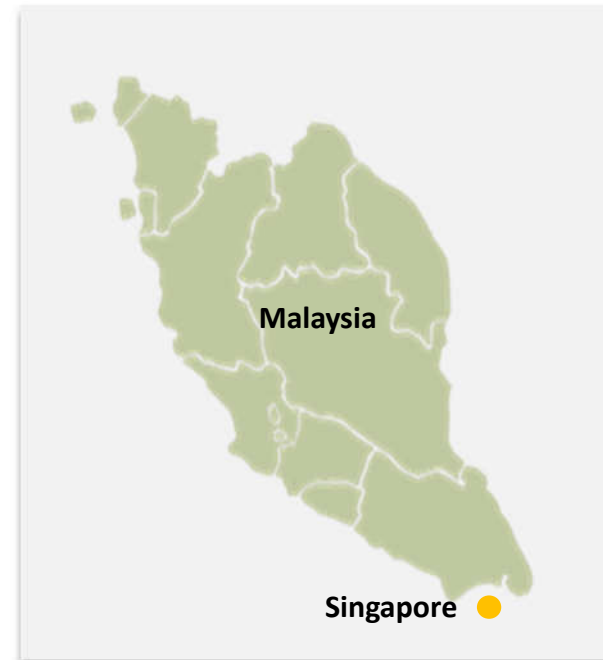
- Dividend, service fee and/or transaction profit >RMB16m in the 1st year, RMB18m in 2nd year, and RMB20m per annum from 3rd to 10th year
- Q & M Dental Group (China) has the priority right to receive **RMB9.8m** for 10 years

Acquired stake in Dental Wellness (Molek)



1. Dental Wellness – dental practice based in Johor Bahru
2. Acquired 70% stake for RM1.05M
3. Vendor's guarantee:
 - Profit > RM500,000 in total for 1 Jan 2011 to 31 Dec 2012
 - Profit > RM250,000 per annum from 1 Jan 2013 to 31 Dec 2016

Platform to expand into Malaysia's private dental healthcare market



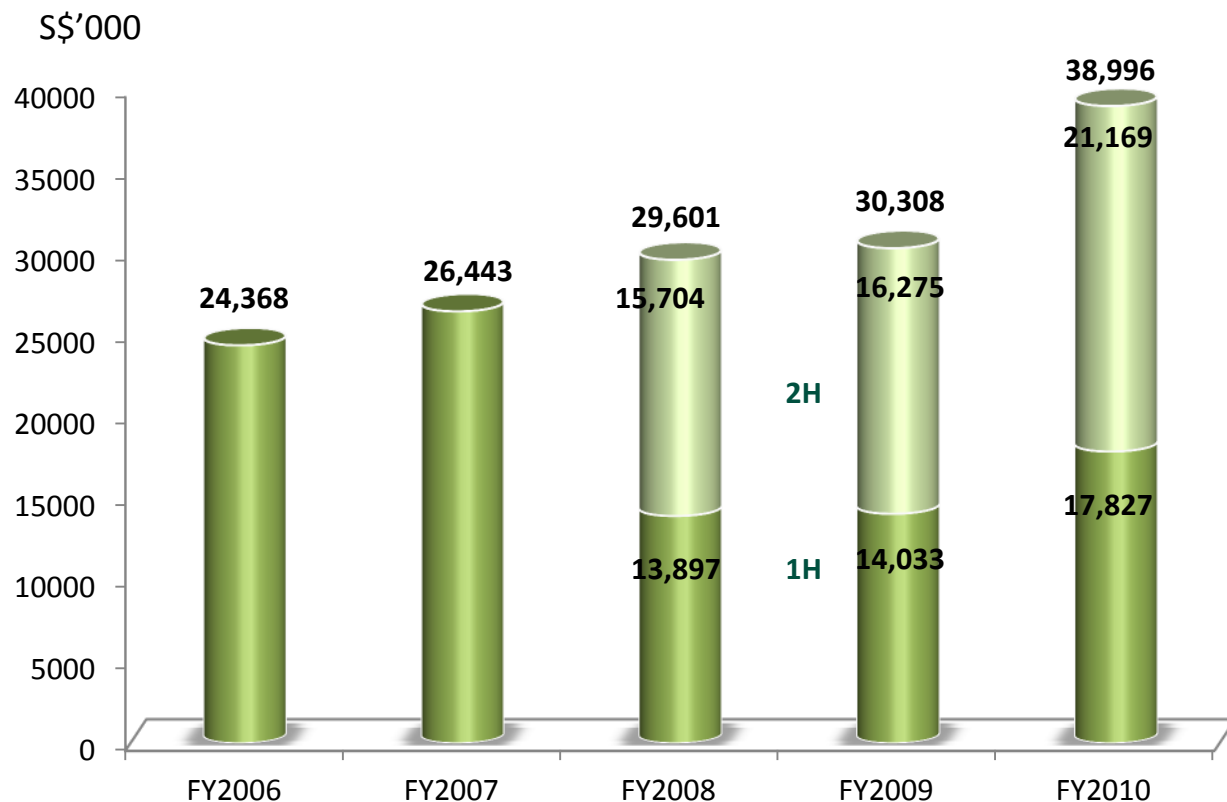


全民
Q&M

Financial
Highlights



Revenue



FY2010 revenue up 29%

- Higher revenue from existing clinics
- Full-year contribution from 3 new dental outlets opened in FY2009
- Maiden contributions from 3 new dental outlets opened in FY2010

Patient visits up 10% to 250,000 in FY2010, from 227,000 in FY2009

- 76,980 new patients in FY2010

No. of dental outlets

32

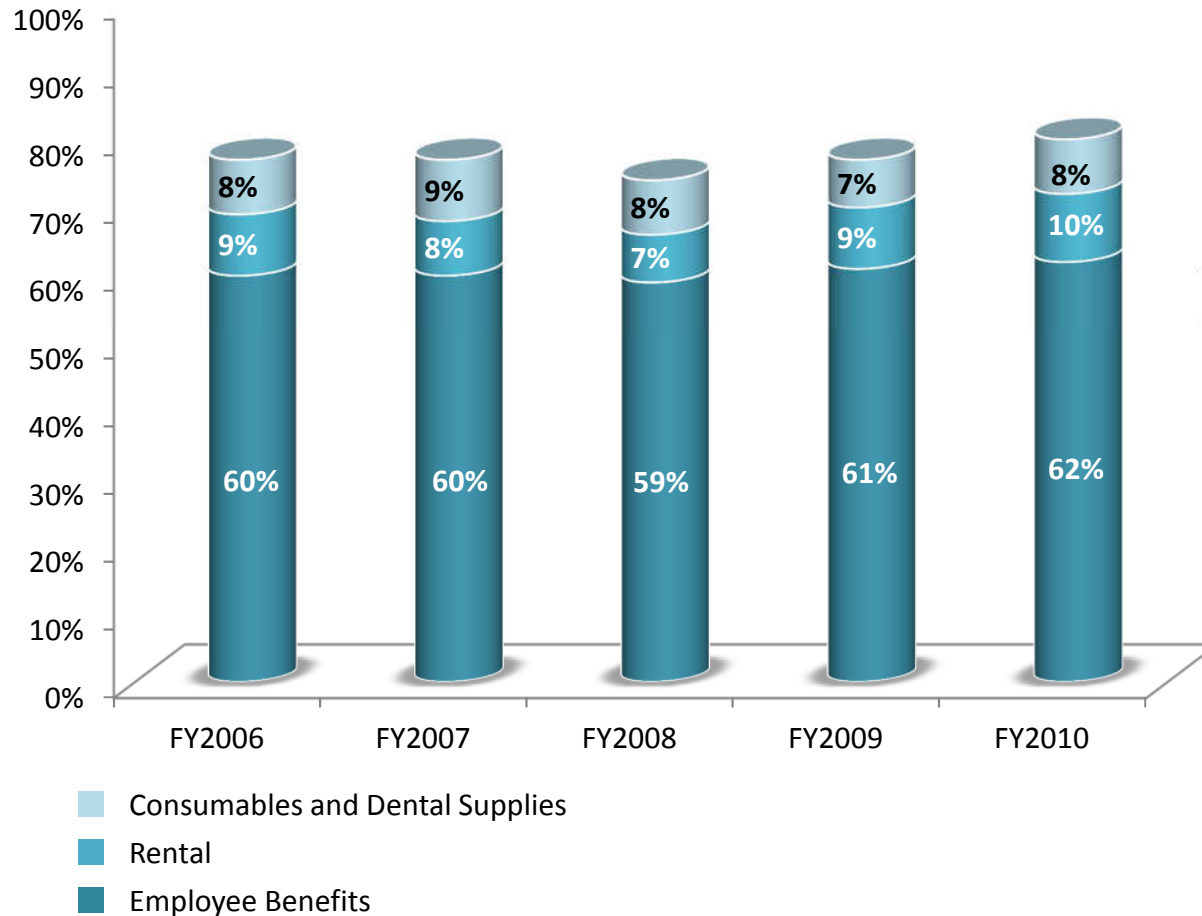
32

35

38

42

Key Operating Expenses as a percentage of Group revenue



Key expenses formed 80% of revenue

Variable expenses (in line with revenue)

- Employee benefits/revenue up slightly due to expansion of headcount
- Consumables/sales up slightly due to higher purchasing cost and new dental outlets

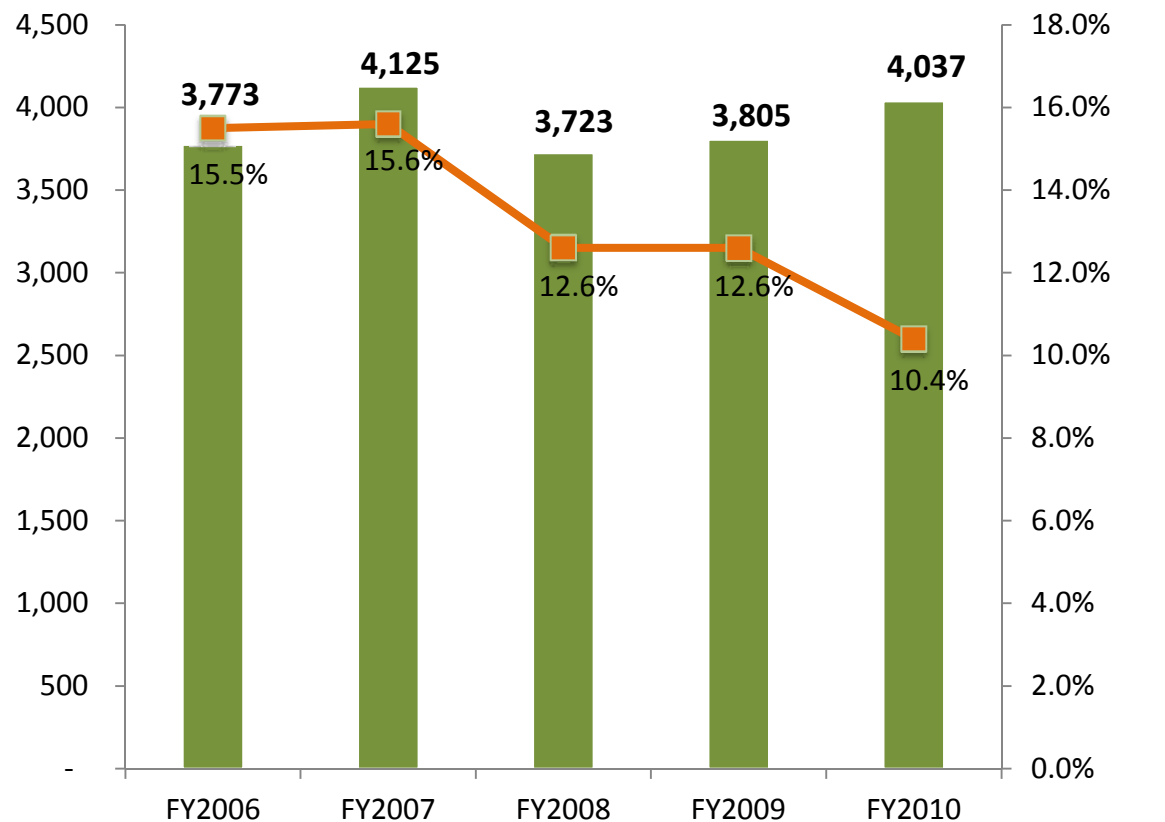
Fixed expense

- Rental/sales up due to higher rental rates and addition of new dental outlets

Net Profit and NP Margin

Profit After Tax

(S\$'000)



FY2010 net profit up 6% y-o-y

Sustained bottom line despite:

1. Higher operating costs
 - due mainly to new dental outlets in Singapore
 - New outlets takes time to build up revenue but have an immediate impact on costs
2. Higher other expenses
 - ~S\$0.2 million for overseas market expansion activities
 - Revenue and profit of such activities to materialise only from FY2011

Group incurred professional fees and expenses in relation to its public listing of \$649,000 and \$498,000 in FY2008 and FY2009 respectively.

(S\$ million)	31 Dec 2010	31 Dec 2009
Key Assets		
Trade and Other Receivables (short-term)	4.4	1.6
Cash and Cash Equivalents	14.9	21.6
Plant and Equipment	6.5	4.4
Other Receivables	1.2	1.1
Key Liabilities		
Trade and Other Payables	5.0	3.8
Short-term Bank Loan	-	0.5
Equity		
Shareholders' Equity	25.9	24.3

Per Share Data* (cents)	FY2010	FY2009
Cash Per Share	5.4	7.9
Net Asset Value Per Share	9.4	8.9
Earnings Per Share	1.5	1.4
Financial Ratios	FY2010	FY2009
Net Gearing (times)	Net Cash	Net Cash
Return on Equity	15.6%	15.6%
Current Ratio (times)	3.9	5.0
Dividend Per Share	FY2010	FY2009
Interim	0.5838	-
Final	0.6000	0.6183
Total	1.1838	0.6183

*Based on total number of shares issued of 275,226,497 shares as at 31 December 2010
Listing Date: 26 November 2009



全民
Q&M

Prospects and
Future Plans



Growth potential of Singapore's dental healthcare market

Dental healthcare awareness and infrastructure in Singapore

- Only 46.5% of adults visited dentists at least once a year
- Ratio of dentist to patients is 1:3400 which is below developed nations of 1:1200

Increasing demand for specialist dental healthcare services

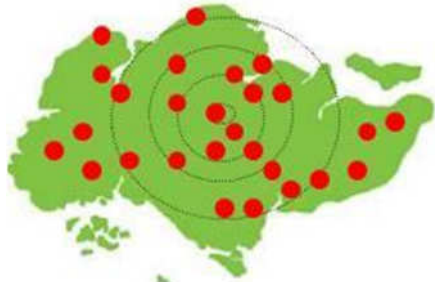
- Rising affluence in Singapore drives demand for specialist dental healthcare services such as aesthetics dentistry

Growth of medical tourism market in Singapore

- Singapore's reputation as medical hub attracts overseas patients for higher value-added dental healthcare services

Potential Growth Drivers

Set up new clinics



1. Target to own and operate 60 outlets by 2015
2. Through organic expansion and/or acquisitions
3. Upgrade existing facilities

Expand patient base



1. Increase utilisation of newly opened dental centres and clinics
2. Expand team of dentists trained in specialist services
3. Enhance mix of service offering

Explore strategic alliances



1. Continue to explore strategic alliances, joint ventures, or acquisitions in dental-related businesses in Singapore

To ride on the rising affluence and demand for better quality dental healthcare services

Large addressable market size

- Around 1.3 billion people
- Dentist-to-population ratio of 1:10,000
- Only 8% of population visit dentists once per year

Growing affluence

- Higher standards of living
- Dental healthcare awareness to increase with higher affluence

Demand for private dental healthcare services

- Growing middle class in the PRC
- Drives demand for higher value and differentiated services from government clinics

Vision - To achieve a separate public listing for the PRC dental business within 5 years

Build new growth engine



1. Target to own and operate 50 dental outlets and at least 20 laboratories by 2015
2. Plan to invest RMB180m over 3 years to establish dental business
3. Continue to seek strategic joint ventures and/or acquisitions

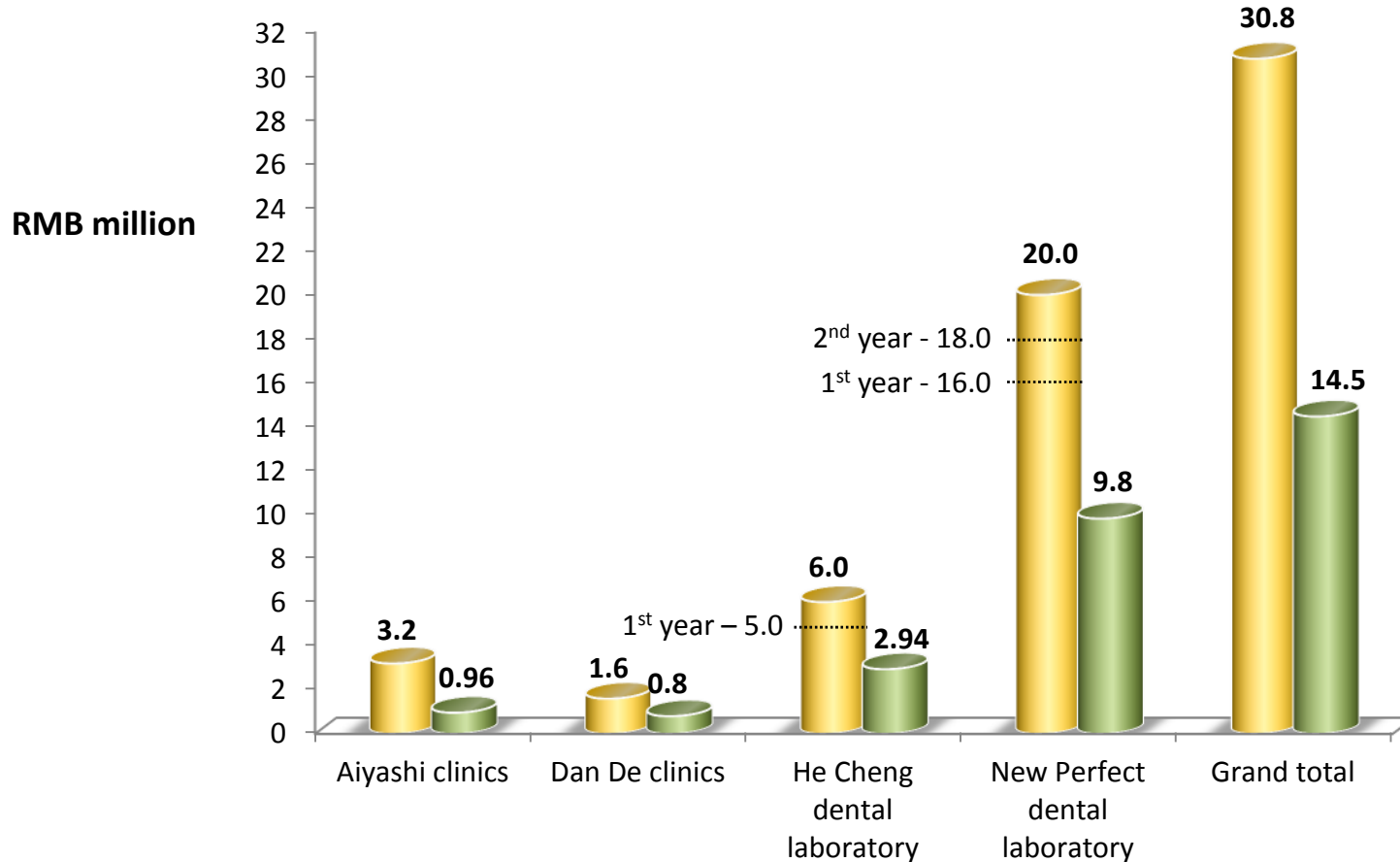
Expansion plans for JV clinics



1. Dan De group opened 5,000 sq ft dental centre with 6 consultation rooms in Zifeng Tower (Nanjing) on 2 January 2011
2. Continue to work with JV partners in Beijing and Nanjing to expand network and enhance the service of dental outlets

Building New Earnings Driver

Potential contribution from 2 dental clinic groups and 2 dental laboratories in the PRC estimated to be at least RMB14.0 M (~\$2.8M) per annum



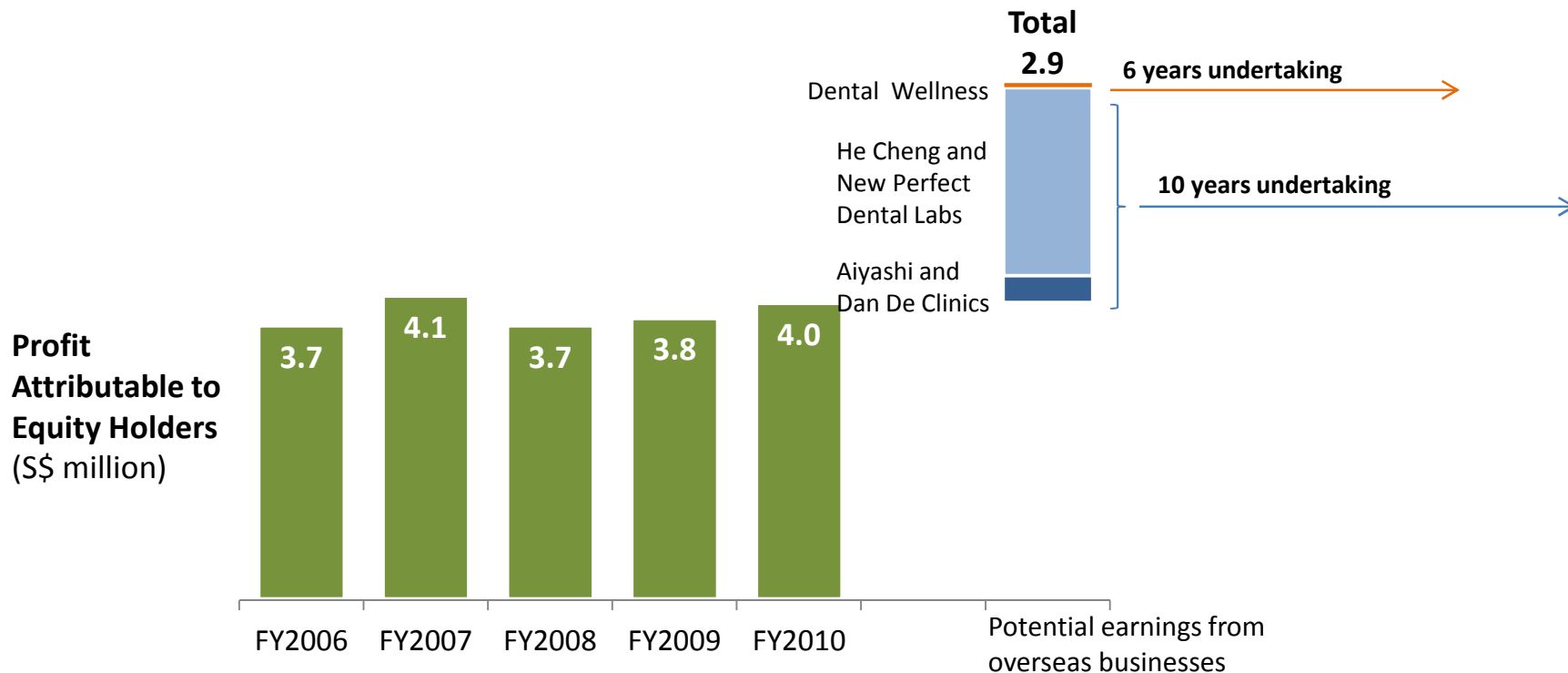
N.B.

(i) Total annual net income is computed on the undertakings set out in the respective joint venture agreements when completed.

(ii) QDGC's share, i.e. the service fee, dividends and/or transaction profit payable to QDGC, is based on the undertakings and its interests in the respective joint ventures.

(iii) He Cheng and New Perfect joint ventures are at due diligence stages and subject to signing of definitive agreements.

Potential earnings from overseas dental businesses



N.B.

1. Potential contributions from overseas businesses are computed based on the undertakings set out in the respective joint ventures and acquisition with respect to profit / service fee / dividends payable to the Group
2. Conversion rate : RMB1 = SGD5.0595
3. Q & M Dental Group holds 99% interests in QDGC

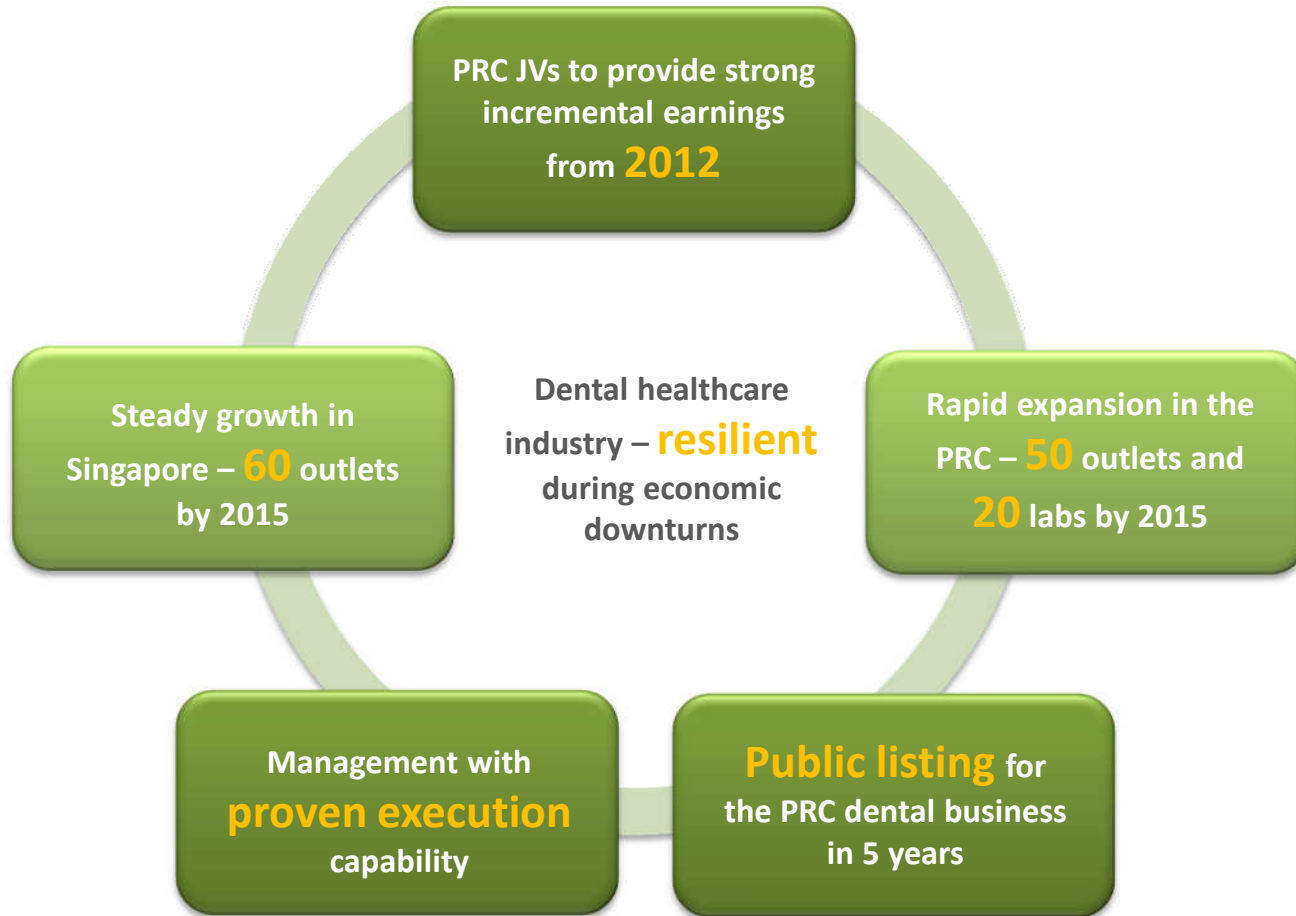


全民
Q&M

Salient
Highlights



Investment Merits



This presentation contains certain statements that are not statements of historical fact, i.e. forward-looking statements. Investors can identify some of these statements by forward-looking items such as 'expect', 'believe', 'plan', 'intend', 'estimate', 'anticipate', 'may', 'will', 'would', and 'could' or similar words. However, you should note that these words are not the exclusive means of identifying forward-looking statements. These forward-looking statements are based on current expectations, projections and assumptions about future events. Although Q&M Dental Group (Singapore) Limited believes that these expectations, projections, and assumptions are reasonable, these forward-looking statements are subject to the risks (whether known or unknown), uncertainties and assumptions about Q&M Dental Group (Singapore) Limited and its business operations.

Some of the key factors that could cause such differences are, among others, the following:

- changes in the political, social and economic conditions and regulatory environment in the jurisdictions where we conduct business or expect to conduct business;
- the risk that we may be unable to realise our anticipated growth strategies and expected internal growth;
- changes in currency exchange rates;
- changes in customer preferences and needs;
- changes in competitive conditions in the dental services industry and our ability to compete under these conditions;
- changes in pricing for our services; and
- changes in our future capital needs and the availability of financing and capital to fund these needs.

Given these risks, uncertainties and assumptions, the forward-looking events referred to in this presentation may not occur and actual results may differ materially from those expressly or impliedly anticipated in these forward-looking statements. Investors are advised not to place undue reliance on these forward-looking statements.

Investors should assume that the information in this presentation is accurate only as of the date it is issued. Q&M Dental Group (Singapore) Limited's business, financial conditions, results of operations and prospects may have changed since that day. Q&M Dental Group (Singapore) Limited has no obligation to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law.

Thank You



Q & M Dental Group (Singapore) Limited

67 Ayer Rajah Crescent

#05-12/14 Ayer Rajah Industrial Estate

Singapore 139950

www.QandMDental.com.sg

Email: QandM@QandM.com.sg

Investor Relations Contact:

Octant Consulting

Tel : (65) 6220 2842

herman@octant.com.sg or lisa@octant.com.sg

