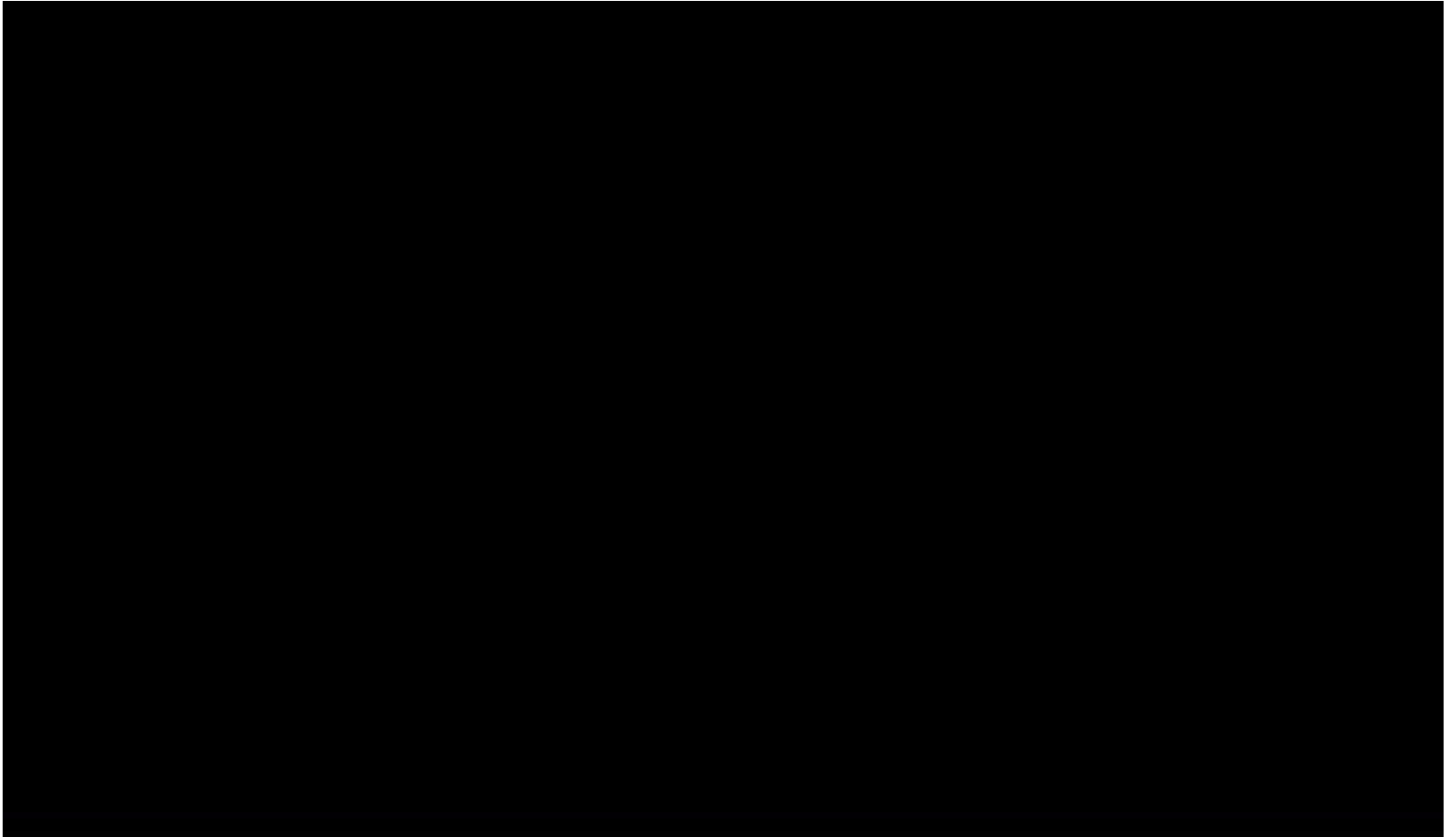




全民
Q&M

Corporate Presentation







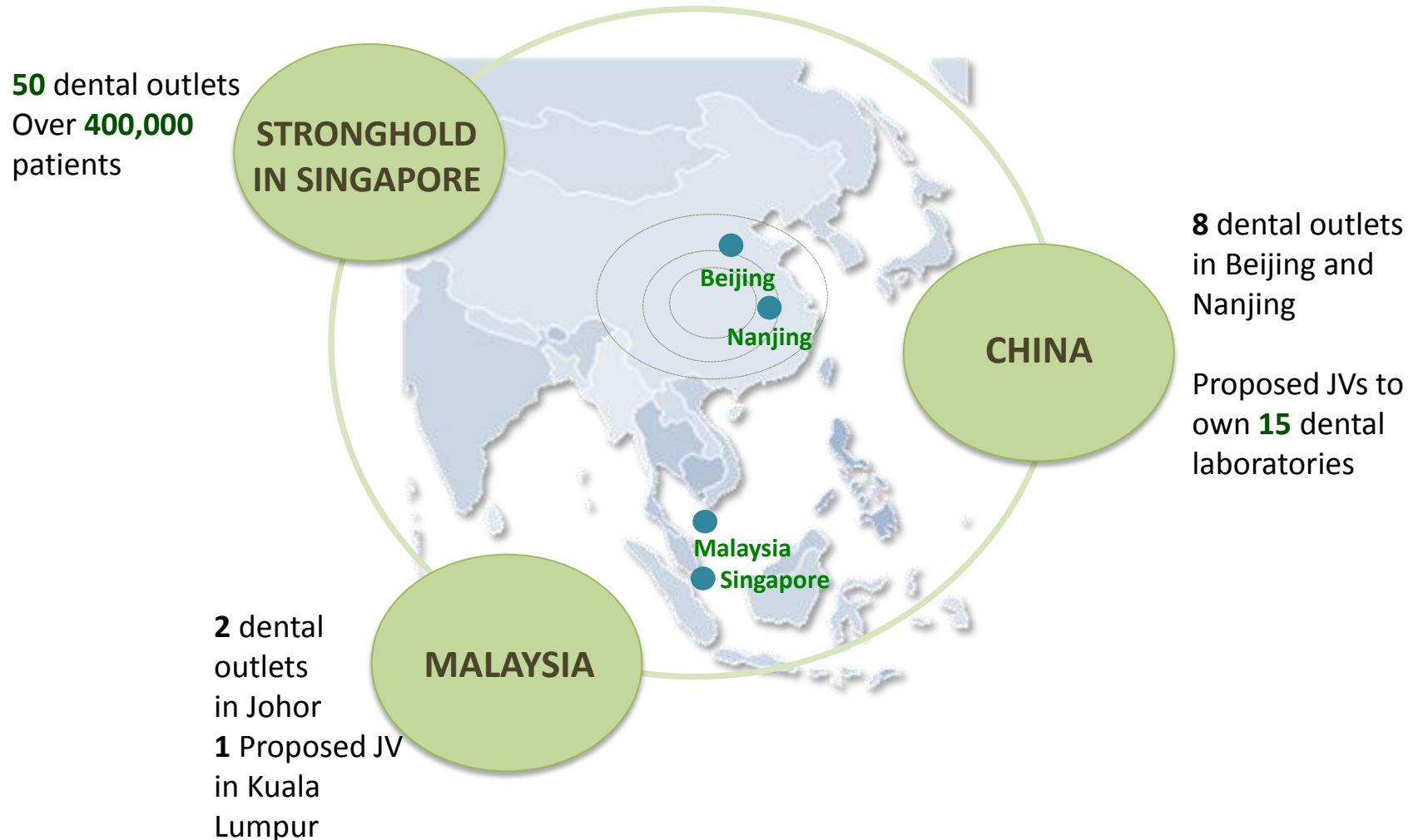
全民
Q&M

Corporate Overview



An Overview of Q & M

A growing private dental healthcare group in Asia

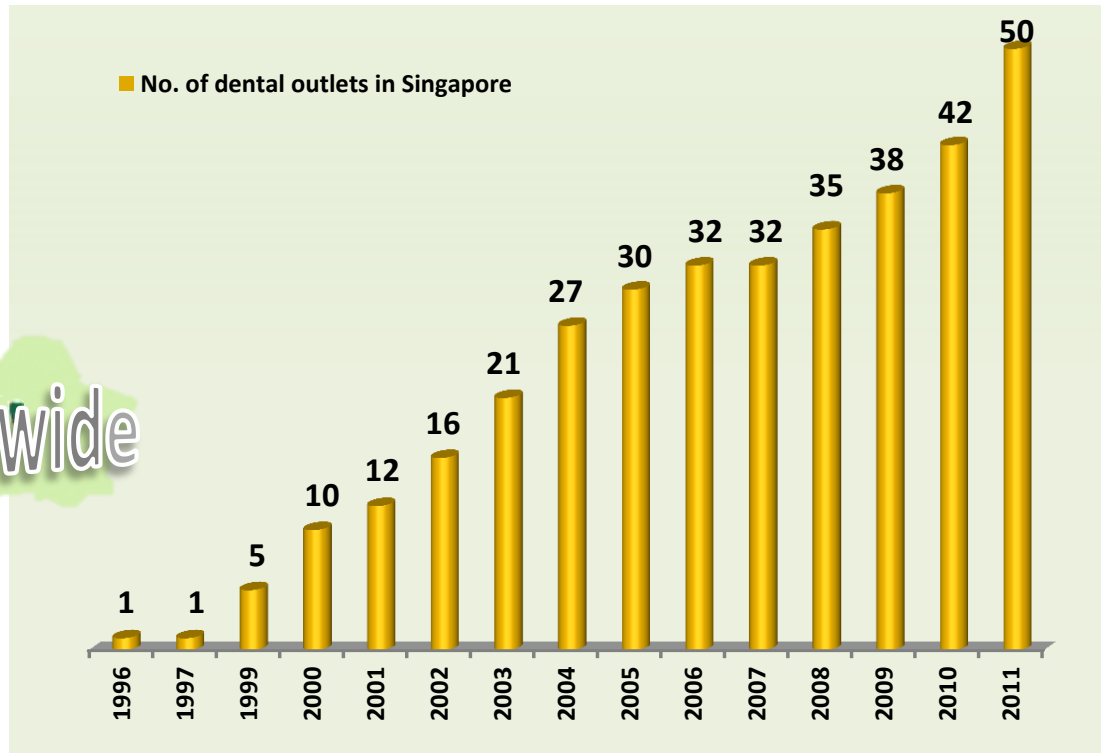


Robust Organic Growth

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

~ 7% market share*

50 dental outlets islandwide



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

Multi-disciplinary Services

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 130 qualified and experienced dentists
- Around **9%#** 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



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



- 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)



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

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



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

- Proposed to invest RMB98 m for 49% interests
- 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



Beijing Le Le Jia Medical Solutions Co., Ltd.
(“Le Le Jia”)

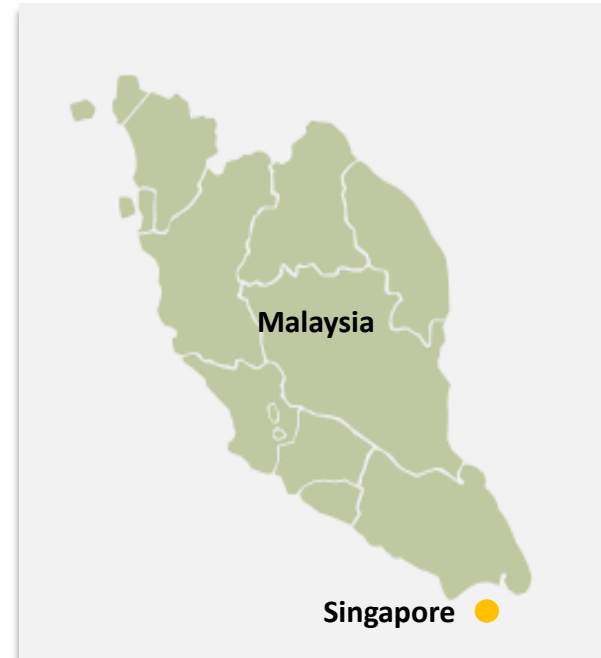
- Proposed to invest RMB25.0 m for 49% interests
- Manufacture dental devices and dental device materials
- Owns a dental laboratory in Beijing
- Proposed joint venture subject to satisfactory due diligence investigations

Dental Wellness (Molek) in Johor Bahru



- Acquired 70% stake in Dental Wellness for RM1.05M
- 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



2 clinics in Johor Bahru since 2011
1 Proposed JV in Kuala Lumpur in 2012



Singapore Distributor Services





Distribution Dental Products

- **Dental Treatment Unit** = Takara Belmont (Japan), Halim (Korea)
- **Autoclave** = Tuttnauer (Israel)
- **Prophylaxis** = Gulin Woodpecker (China), EMS (Swiss)
- **Handpieces, Implant Motor System** = COXO (China), Bein Air (Swiss), W&H (Austria)
- **Micro Motor** = Bein Air (Swiss)
- **Endo System** = Micro Mega (France)
- **Dental Laser System** = LAMBDA Spa (Italy)
- **Light Cure System, Small Devices** = Gulin Woodpecker (China), Dmetac (Korea), COXO (China)
- **Compressor, Suction System** = Durr (Germany)
- **X- Ray Scanner System, Intra Oral Camera System** = Durr (Germany)
- **Cone Beam/ 3D/ 2D Intra, Panoramic X-Ray System** = Owandy (France), RayScan (Korea)
- **Dental MicroScope** = Alltion (China)
- **Injection Unit** = KMG (Korea)
- **Lab Motor System** = Aseptico (USA)
- **CADCAM Scanner, Milling Machine** = Bein Air (Swiss)
- **Equipment Disinfection System** = Durr (Germany)



Distribution Dental Material

- **Restorative Material** = VOCO (Germany)
- **Impression Material, Infection Control Products** = Sultan Healthcare (USA)
- **Pin and Post (Fiber Post & Drill)** = Nordin (Swiss)
- **Amalgam** = Madespa (Spain)
- **Alginate** = Major (Italy)
- **Paper Point & GP Point** = DiaDent (Korea)
- **Burs** = MicroDont (Brazil)
- **Hand Instrument** = Towne Brothers (Pakistan)



Strength

- **Strong financial support from Q&M Dental Group** = Main Board Public listed Company
- **Products** = Complied to HSA, MOM, NEA, GDPMDS standards
- **One Stop Shopping** = Able to supply full range of products
- **New Clinic/ Hospital Planning** =
 - to assists in clinic design and planning
 - to provide guidance during construction and renovation work
 - to install and commission equipment and devices
 - to provide care and maintenance training of equipment and devices
 - to assists in applying financing support for package purchase
- **After Sales Support for Equipment and Devices** =
 - Preventive Maintenance Programme after product warranty
 - Respond time to service call = within 4 hours
- **Sales Support** =
 - Daily door to door sales presentation by area sales person
 - Respond time to sales call = within one hour
- **Staff** =
 - With total 118 years of dental industry experience from sales and engineering team



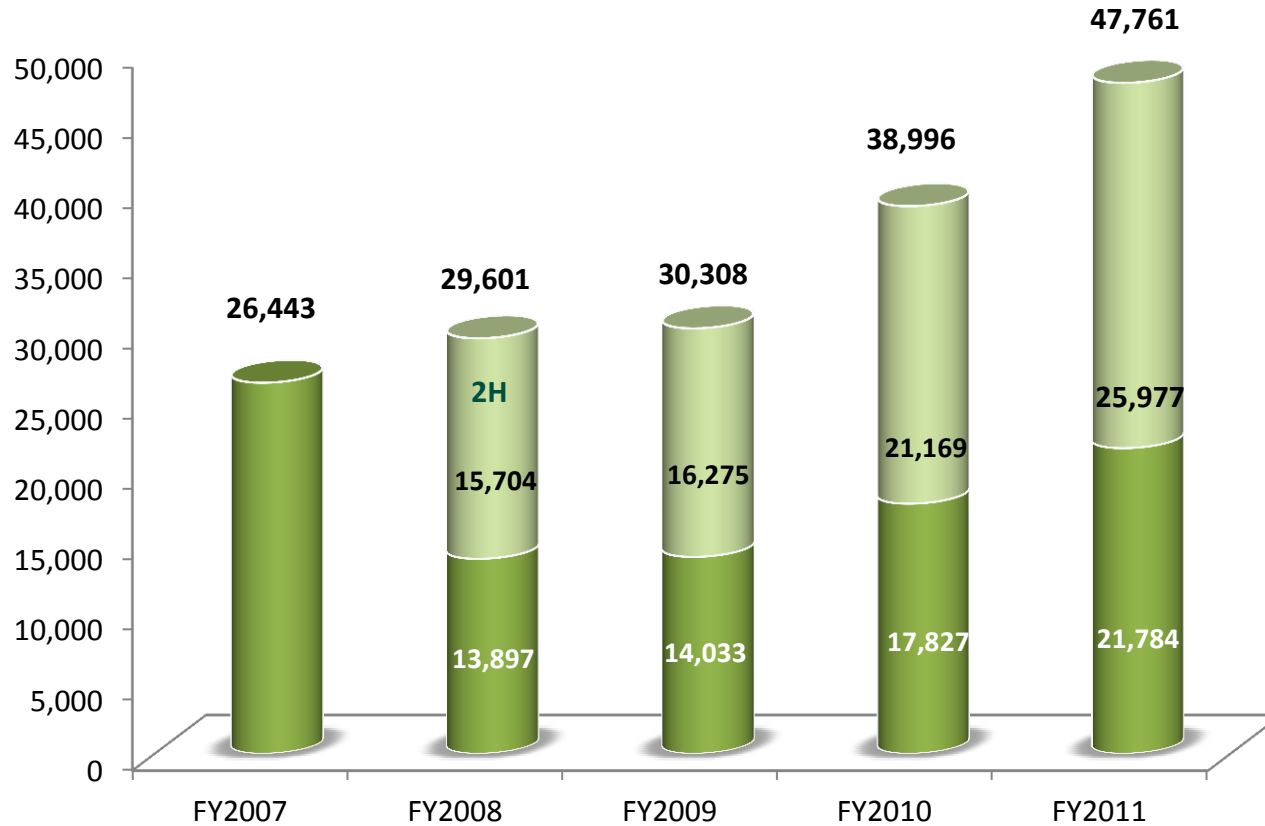
全民
Q&M

Financial Highlights



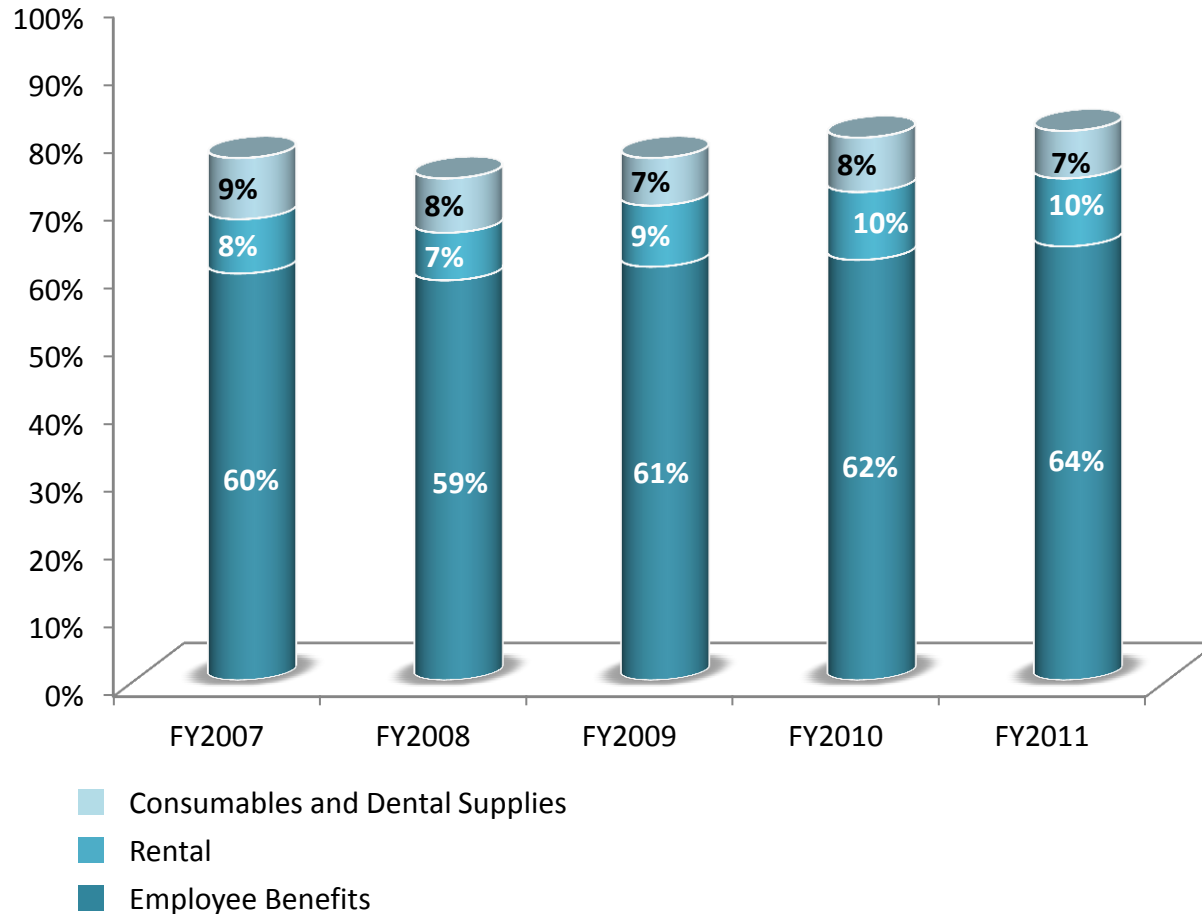
Revenue

(S\$'000)



No. of dental outlets in Singapore	32	35	38	42	50
------------------------------------	----	----	----	----	----

Key Operating Expenses as a percentage of Group revenue

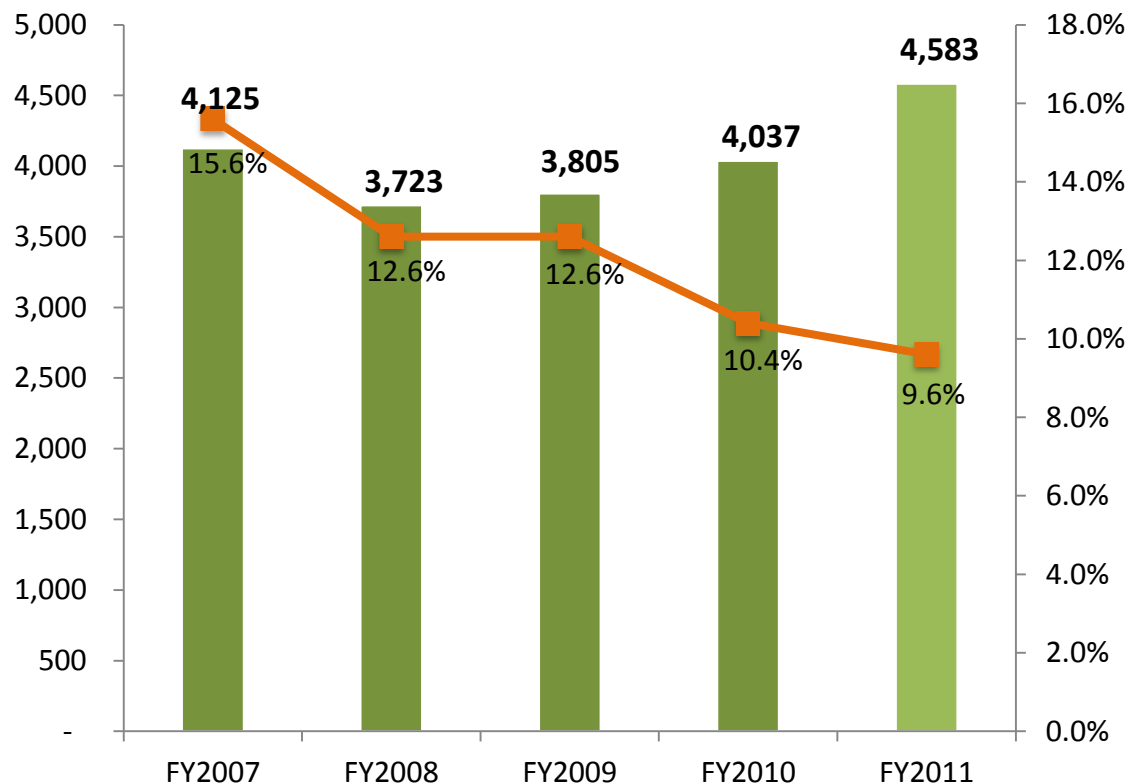


- **Key expenses forms approximately 81% of Group revenue**
- **Variable expenses (in line with revenue)**
 - Employee benefits
 - Consumables expenses
- **Fixed expense**
 - Rental expense

Net Profit and NP Margin

Profit After Tax

(S\$'000)



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

Balance Sheet

(S\$ million)	31 Dec 2011	31 Dec 2010
Key Assets		
Trade and Other Receivables (short-term)	7.0	4.4
Cash and Cash Equivalents	13.6	14.9
Plant and Equipment	8.3	6.5
Other Receivables	0.8	1.2
Key Liabilities		
Trade and Other Payables	6.3	5.0
Bank Loan and Finance Leases	1.8	-
Equity		
Shareholders' Equity	27.2	25.9

Per Share Data and Financial Ratios

Per Share Data* (cents)	FY2011	FY2010
Cash Per Share	4.9	5.4
Net Asset Value Per Share	9.9	9.4
Earnings Per Share	1.67	1.47
Financial Ratios	FY2011	FY2010
Net Gearing (times)	Net Cash	Net Cash
Return on Equity	16.8%	15.6%
Current Ratio (times)	2.9	3.9
Dividend Per Share	FY2011	FY2010
Interim	0.6000	0.5838
Final	0.7500	0.6000
Total	1.3500	1.1838

*Based on total number of shares issued of 275,226,497 shares as at 31 December 2011
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 1:3500 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
Plan to invest RMB400 million to build PRC dental business

Build new growth engine



1. Target to own and operate 50 dental outlets and at least 20 laboratories by 2015
2. Continue to seek strategic joint ventures and/or acquisitions
3. Build combined profit base of RMB80M for PRC JVs

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

Plans to raise fund to finance the Group's expansion in the PRC

Strategic Investment of US\$15M by IFC, a member of World Bank

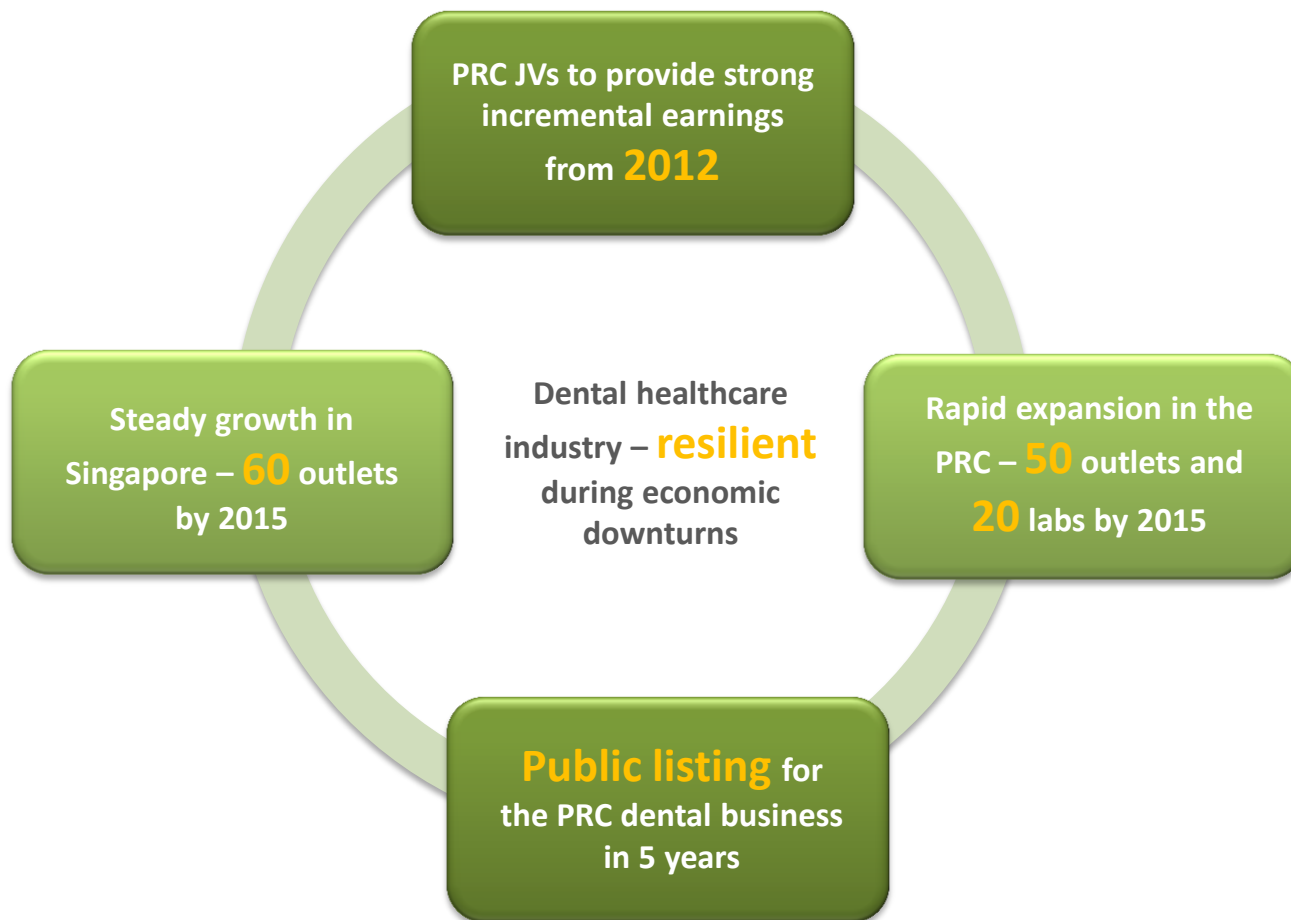
- US\$10m senior loan
- US\$5m convertible loan
- To facilitate the Group's expansion plans in the PRC and help widen access to high quality dental care in the country



全民 Q&M

Salient Highlights





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:

Mr V. Subramaniam

General Counsel

Tel: (65) 6779 3432

Email: subra@QandM.com.sg

Mr Vitters Sim

Chief Financial Officer

Tel: (65) 6779 7371

Email: vitters@QandM.com.sg

