



Q & M DENTAL GROUP (SINGAPORE) LIMITED  
(Company Registration No. 200800507R)

## Q & M Dental Group maintains growth in 1Q12;

### On track in its expansion plans

- Revenue grows by 23% quarter on quarter.
- Net profit rose 6% to S\$1.1 million due to higher revenue from new and existing dental outlets despite rising costs.

**SINGAPORE, 14 MAY 2012** – Q & M Dental Group (Singapore) Ltd (全民牙医集团 (新加坡) 有限公司), (“Q & M”) the largest private dental organisation in Singapore, posted an increase of 23% in revenue of S\$13 million for the first three months ended 31 March 2012 (1Q12), from S\$10.58 million for the corresponding quarter last year.

Revenue improved due to higher contribution from existing and new dental outlets in Singapore and Malaysia, including dental equipment and supplies distribution business in Singapore.

As a result of this, the Group’s 1Q12 net profit increased 6% to \$1.1 million from \$1.0 million in the previous corresponding quarter.

Dr Ng Chin Siau, Founder and Group Chief Executive Officer of Q & M commented: “This set of financial results reflects on the resilience of our business and the investments we have made to strengthen our services and market share. We continue to expand at home and abroad despite the high degree of uncertainty in the world economy.”

“The Group is constantly eyeing to expand its businesses through acquisitions, joint ventures and/or strategic alliances with parties who create synergistic value with our existing business in Singapore, China and Malaysia. I believe we could export our well-proven systems and know-how to create a win-win for Q & M and local partners,” Dr Ng said.

Major expenses – employee benefits, consumables and dental supplies used and rental – registered increases, which were in tandem with the increase in the number of dental clinics in the Group. During the reporting period, the Group had a total of 46 dental clinics, three dental centres and one mobile dental clinic in operation, compared to 40 clinics, two dental centres and one mobile dental clinic at the end of March 2011 in Singapore.

Employee benefits expense increased 25% to \$8.3 million in 1Q12, from \$6.7 million in 1Q11 because of the increase in headcount to support the growing operations in Singapore.



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The addition of dental outlets in Singapore and Malaysia raised rental expense by 18% to \$1.3 million from \$1.1 million in 1Q11.

During the reporting period, the Group's cash and cash equivalents decrease to \$10.7 million from \$13.6 million. The decrease was due to the purchase of a property in Clementi, plant and equipment for the new dental outlets and the repayment of bank loans and finance leases. Bank borrowing and finance leases totalled \$0.9 million.

The Group is well-positioned to benefit from the rising demand for higher value specialist dental healthcare services from an affluent and aging population.

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**About Q & M Dental Group (S) Limited** (全民牙医集团 (新加坡) 有限公司)

Q & M Dental Group (S) Limited [QC7] is a growing private dental healthcare group in Asia. The Group operates the largest network of dental outlets in Singapore and is building its presence in the People's Republic of China ("PRC") and Malaysia. Founded in 1996, Q & M Dental Group has built an established brand through its reputation as a reliable provider of quality dental healthcare services.

In Singapore, the Group has 46 dental clinics strategically located island-wide, four dental centres and one mobile dental clinic. It also owns two dental supplies and equipment distribution companies. The Group has a team of about 150 experienced dentists, supported by about 300 clinic staff, to provide quality service to its more than 400,000 patient pool island-wide.

Q & M Dental Group is presently executing plans to expand its presence in the overseas markets. To date, the Group has invested in two dental healthcare groups in the PRC that operate a total of seven dental clinics, one dental centre and a mobile dental clinic in Beijing and Nanjing cities. It also has a 70% stake in a dental practice in Johor, Malaysia, which operates three clinics.

The Group was listed on the Main Board of the SGX-ST on 26 November 2009. For further information on Q & M Dental Group, please visit the Group's website at: [www.QandMDental.com.sg](http://www.QandMDental.com.sg)

*Issued for and on behalf of Q&M Dental Group*

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