



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

## **Q & M LOOKS TO RAMP UP OVERSEAS PRESENCE IN ASIA**

- Singapore Minister for Manpower, Mr Tan Chuan-Jin graced opening of Aoxin Q & M Children Dentistry Centre in Shenyang, Liaoning province
- Q & M acquires three companies in China to expand into the market; works with International Enterprise (IE) Singapore on its Global Company Partnership (GCP) to boost global footprint

**Singapore, 7 July 2014** – Q & M Dental Group (Singapore) Ltd (全民牙医集团新加坡有限公司) (“Q & M”) has officially opened the Aoxin Q & M Children Dentistry Centre in Shenyang, Liaoning province, China on 4 July 2014. The opening ceremony was graced by Singapore Minister for Manpower, Mr Tan Chuan-Jin, Singapore Ambassador to China, Mr Stanley Loh Ka Leung and Assistant Chief Executive Officer (CEO) of International Enterprise (IE) Singapore, Mr Yew Sung Pei. Minister Tan is currently on a business mission in Liaoning in the capacity of Co-Chairman of the Singapore-Liaoning Economic and Trade Council last week.

Q & M has signed an agreement with Shenyang Aoxin Stomatology Group to own a controlling interest and has announced today that the acquisition of the Shenyang-based, Aoxin Stomatology Group in China for RMB 108 million has been completed.

On top of this, it previously announced the proposed acquisition of two other hospital groups in Northeastern China. It has signed memorandums of understanding with Donggang City Stomatological Hospital in Liaoning province, as well as Weihai Meichen Hospital in Shandong province.

Riding on the growth of Asia, Q & M targets to open more branches in Asia, especially in China and Malaysia. It will partner International Enterprise (IE) Singapore on its Global Company Partnership (GCP) for its overseas expansion plans. This includes its strategic focus on acquisitions and joint ventures in fast-growing regions, which value the quality and prestige associated with the Q & M brand. In China, the acquisition of the Chinese hospital groups forms the start of Q & M’s plans, where it is targeting second-tier cities in the Northeastern region. For example, IE Singapore introduced Q & M to Aoxin Stomatology Group as a potential acquisition target and was involved in the discussions.

The Company also hopes to move upstream to be its own dental products supplier and downstream into dental distribution through the acquisition of dental materials manufacturers and laboratories in China. In line with this strategy, Q & M has announced the proposed

acquisition of the Qinhuangdao-based (Hebei province), dental zirconium oxide blocks manufacturing company known as Aidite High Technical Ceramic Co Ltd for RMB 80 million.

In Malaysia, Q & M plans to grow its dental supplies distribution business as this benefits Q & M by providing economics of scale as well as greater cost efficiency to support its dental healthcare business. Q & M targets to have more than 15 dental clinics in Malaysia by 2015.

To support these plans, Q & M is working with IE Singapore through its GCP assistance. The GCP is IE Singapore's customised approach to help firms with existing overseas presence deepen their global footprint. The agency will work with Q & M on its internationalisation strategies in the next three to five years, develop an implementation roadmap and support the Company to build up capabilities for successful market access.

Dr Ng Chin Siau, the Group Chief Executive Officer, said "We are happy to partner IE Singapore in our regional expansion plans. We believe that with their support, Q & M will be able to fully realize its strategy of bolstering its presence in the region."

Said Mr Yew, IE Singapore's Assistant CEO, "Internationalisation is a key strategy for companies to sustain growth and become globally competitive. We work closely with Singapore companies, including SMEs, on their internationalisation journey in a holistic and strategic manner. Through our GCP, we can customise solutions according to Q & M's specific needs and plans, which will help them achieve their goal for overseas growth more effectively."

The GCP partnership looks at four key areas – build capabilities for internationalisation, manpower development, provide market access and access to financing. In line with Q & M's focus on acquisitions, IE Singapore will help identify potential acquisition targets for the Company in regional markets. It will also facilitate access to potential partners and senior government officials through its networks on the ground, including bilateral platforms such as the Singapore-Liaoning Economic and Trade Council.

—END—

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

Q & M Dental Group [QC7.SI] 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 more than 55 dental clinics and centres strategically located island-wide and 1 mobile dental clinic. It also owns two dental supplies and equipment distribution companies. The Group has a team of about 170 experienced dentists, supported by about 300 clinic support staff, to provide quality service to its patient pool of more than 600,000 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 operates two clinics in Shanghai. It also has operates 8 clinics in Malaysia and a dental equipment distribution company.

---

**Investor Relation  
Legal Counsel**

Andrew Tel: 6705 9888 (Ext: 503) Email: [andrew@gandm.com.sg](mailto:andrew@gandm.com.sg)

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).

---

**Investor Relation  
Legal Counsel**

Andrew Tel: 6705 9888 (**Ext: 503**) Email: [andrew@qandm.com.sg](mailto:andrew@qandm.com.sg)