



MEDIA FACTSHEET

Q & M's JV partnership strategy takes off in China; continues to expand its operations in China with support from IE Singapore

Singapore, Monday, 5 June 2017

1. Working with International Enterprise (IE) Singapore on a Joint Venture (JV) partnership approach to expand in China, Q & M Dental Group – among Singapore's top dental healthcare groups – operates 11 dental establishments across China.
2. Since 2009, Q & M has been working closely with IE Singapore to expand its operations and offerings across the value chain in tier 1 and 2 cities in China. It first entrenched its brand name in Northeast China by partnering dental hospitals and clinics in Shenyang, Gaizhou and Panjin cities in Liaoning province. Together with IE Singapore, Q & M mapped out its market entry strategy through JV partnerships to expand into China more efficiently.
3. IE Singapore worked closely with local health bureaus in Liaoning province to facilitate Q & M's joint venture partnership with Shenyang Aoxin Stomatology Group (Aoxin). After acquiring a 60% stake in Aoxin for approximately S\$22 million in 2014, Q & M was able to tap Aoxin's network of three dental hospitals, three dental clinics and a dental training centre. This helped Q & M entrench its presence in Northeast China and further expand its operations through Aoxin.

Q & M's joint venture partner, Aidite, opens new building in Hebei province today in conjunction with Aidite's 10th year anniversary

4. Q & M announced the above plans today during the opening ceremony of Aidite's new office building comprising a factory, research and development centre, training centre and one-stop dental clinic in Qinhuangdao, Hebei province. Q & M partnered with Aidite, China's second largest producer of zirconium oxide blocks, in 2014. With the

investment into Aidite, Q & M moved upstream into the manufacturing of zirconium oxide blocks which are used in dental computer-aided design/computer-aided (“CAD/CAM”) manufacturing machines in the fabrication of dental prosthesis. The CAD/CAM system uses computer-aided design and manufacturing technology to fabricate ceramic and resin restorations such as inlays, onlays, crowns and bridges. It also allows Q & M to tap Aidite’s global network and offer new services across the value chain, capturing a larger market share and boosting its value proposition as an integrated dental healthcare group.

5. The opening of the new factory greatly improves Aidite’s production capabilities, allowing it to scale up its production to meet increasing demands globally. Aidite’s products are certified, amongst others, with US FDA, Europe CE mark, Korea FDA, Taiwan FDA and Singapore HSA accreditations, and are also protected by patents for its market first 6-layer multilayer zirconium oxide blocks.

Q & M’s continued partnership with IE Singapore

6. With the aim to continue expanding dental-related operations in China, IE Singapore will continue to work with Q & M to deepen its presence in China through a JV partnership strategy. IE Singapore will introduce partners, facilitate discussions with partners across the value chain, including dental clinics, hospitals and equipment suppliers, and engage city and provincial governments closely. IE Singapore will also support Q & M to expand its offerings across the entire dental service value chain, adding to their vision to become the leading integrated dental healthcare group in Asia. Beyond China, Q & M is also partnering IE Singapore to expand actively in Malaysia.
7. Said Dr Ng Chin Siau, Group CEO, Q & M, “Q & M saw China as a key expansion market very early on after the listing of Q & M. IE Singapore was a critical partner for us as its in-market networks enabled us to engage the relevant city and provincial authorities directly, and it also assisted us in identifying and collaborating with very important local partners, Aoxin and Aidite. The partnership with Aoxin was a significant one as it set our foundation in Northeast China, allowing us to expand further in the Liaoning Province, culminating in a spin-off and separate listing of the Aoxin Q & M Group on the Catalist Board of the Singapore Exchange Securities Trading Limited while the partnership with Aidite enabled Q & M to venture upstream in the dental-related value chain, culminating in a spin-off and separate quotation of Aidite on the National Equities Exchange and Quotations of China”.

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Note to Editor

Please use 'IE Singapore' if an acronym for 'International Enterprise Singapore' is required. Unless otherwise stated, the use of statistics cited in our media releases, website or Statlink, should be attributed to IE Singapore.

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We attract and anchor global trading companies in Singapore by promoting our unique advantages as a global trading hub. Today, Singapore is home to a complete ecosystem for the energy, agri-commodities and metals & minerals trading clusters.

Through our network of over 35 overseas centres and comprehensive assistance programmes, we partner Singapore companies to strengthen their global competitiveness.

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