



Q & M DENTAL GROUP (SINGAPORE) LIMITED

(Company Registration No. 200800507R)

Q & M Dental Group (S) Ltd acquires leading Malaysian dental supplies and equipment distribution company, AR Dental Supplies Sdn Bhd for RM 8.4 Million (\$\$3.36 million)

- Q & M Dental Group (Malaysia) Sdn Bhd has acquired 70% of AR Dental Supplies Sdn Bhd for Ringgit 8.4 million
- Q&M's first foray into the Malaysian dental supplies and equipment distribution sector.

Singapore, 8 July 2013 – Q & M Dental Group (Singapore) Ltd (全民牙医集团 (新加坡) 有限公司), ("Q & M") through its 100%-owned subsidiary in Malaysia has acquired 70% stake in AR Dental Supplies Sdn Bhd for Ringgit 8.4 million (approximately \$\$3.36 million).

The Sale and Purchase Agreement was entered on 11 March 2013 between Q & M Dental Group (Malaysia) Sdn Bhd ("QDGM") and AR Dental Supplies Sdn Bhd ("ARD"), which has operations and offices in Selangor, Johor, Penang, Sabah, Sarawak and Terengganu. QDGM completed the acquisition on 5 July 2013.

The deal signifies Q & M's further integration of its Malaysian operations by securing the support services for its six clinics located in Klang Valley and Johor Bahru. Similar to its development in Singapore where Q&M's 56 dental clinics and dental centres are supported by 2 dental materials and equipment distribution companies, Q&M plans for a similar role for ARD. Further ARD with its exclusive distributorship for many dental materials and equipment would provide economies of scale to Q&M's clinic operations and purchasing in Malaysia. Q&M could effectively enhance its presence in the dental supplies distribution market in South East Asia when the ARD's operations are complemented by the distribution companies owned by Q&M in Singapore.

Q&M also intends to utilize the contacts and the network of ARD to recruit more dentists and acquire more dental practices. With the acquisition of ARD, Q&M plans to quicken its rate of expansion in the Malaysian dental sector.

Commenting on the proposed acquisition, Q&M's Malaysia CEO and the Group's Deputy CEO, Dr Ng Jet Wei, said "Q&M could create a niche market for itself by providing standardized quality dental services through a coherently branded dental chains. This approach helps to provide continual employment for the increasing number of dental graduates and boost Malaysia's dental tourism. Together with our own distribution companies in Singapore, the acquisition of AR Dental Supplies will help expand our distribution business into Malaysia and other SEA countries. The



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supply companies would also provide economies of scale to Q&M Clinic's operation and purchasing in Malaysia".

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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.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 52 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 170 experienced dentists, supported by about 300 clinic staff, to provide quality service to its more than 450,000 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 operates 2 dental clinics in Shanghai. The Group operates 3 dental clinics in Klang Valley and 3 dental clinics in Johor Bahru, Malaysia..

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

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