



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

Q & M Dental Group achieves robust growth in 3Q12;

- Revenue grows by 17% quarter on quarter from clinic operations.
- Net profit rose 19% to S\$1 million.

SINGAPORE, 12 November 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 19% in revenue of S\$14.3 million for the three months ended 30 September 2012 (3Q12), from S\$12 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. During the reporting period, the Group had a total of 49 dental clinics, four dental centres and one mobile dental clinic in operation, compared to 43 clinics, two dental centres and one mobile dental clinic at the end of September 2011 in Singapore. Q & M also currently operates 3 dental clinics in Malaysia.

As a result of this, the Group’s 3Q12 net profit increased 19% to \$1 million from \$840,000 in the previous corresponding quarter.

Major expenses, such as employee benefits and rental, registered increases, which were in tandem with the increase in the number of dental clinics in the Group.

Employee benefits expense in 3Q12 rose 15% to \$9.1 million, from \$7.9 million in 3Q11 which was in tandem with the growth in Group revenue. As a percentage of revenue, employee benefits expense in 3Q12 was 63.8% compared to 66.1% in 3Q11.

The addition of dental outlets in Singapore and Malaysia raised rental expense in 3Q12 by 25% to \$1.4 million from \$1.2 million in 3Q11.

Dr Ng Chin Siau, Founder and Group Chief Executive Officer of Q & M commented: “The current financial results reflect the strength of the Group and the return on our efforts to expand our market share. We shall continue to expand at home and abroad prudently to achieve maximum benefits of the Group.”

The Group is constantly looking to extend its reach domestically and overseas and we look to build integration at all levels of the dental industry to generate cost efficiencies and better return for our shareholders.



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The Group is well-positioned to benefit from the rising demand for higher value specialist dental healthcare services from an affluent and aging population and the increase in Singapore's population numbers."

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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 51 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 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

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