Straumann wins Asia Company of the Year award

“Frost & Sullivan was delighted to work with Straumann Asia Pacific Senior Vice President Frank Hemm during the award handover. “Our success is driven by innovative, differentiated and clinically proven products and technologies with Swiss quality. With our strength in sales and marketing structure, we provide additional services that focus on our customers’ needs in the region. World class clinical education, patient education and practice building support have won us the confidence of dental professionals.”

Straumann is doing business from its regional office in Singapore since mid 2008.

Colgate ranks top among Asian customers

In this time of economic uncertainties, it is even more crucial to have strong brands to retain customer loyalty and sustain business growth. Brands with the greatest equity are more likely to tide over tough times, as customers are willing to pay higher prices for products which they have established a closer relationship with,” said Paul Richmond, Managing Director, Consumer Group, the Nielsen Company Singapore and Malaysia.

The Nielsen reports identified over 500 brands across 95 categories of consumer products and services in Singapore, Malaysia, Hong Kong and India.

Biomaterials and implants stimulate global demand

Improvements in the field of dental biomaterials and tissue regenerative material have enabled dentists to offer more natural and long-term dental solutions. The latest technology, such as CAD/CAM, reduces the overall turnaround time for dental procedures, while improving efficiency of dental practitioners further, the report states.

(Edited by Daniel Zimmermann, DTI)
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CAD/CAM tech thrives at world’s largest dental show

According to preliminary figures, the number of companies planning to showcase the latest technology in this field has increased by almost 50 per cent. The last show in 2009 only saw 89 companies exhibiting CAD/CAM related products.

Digital processes are increasingly determining the day-to-day work in dental practices and laboratories due to increasing demand for dental prosthetic devices in most Western markets. In addition, prices for high-value materials like zirconia and ceramics have fallen significantly over the last two years. A 2010 report by the Canadian Millennium Research Group predicted the global dental CAD/CAM market to grow strongly through 2014 despite the economic challenges that dentists have to face because of the recession.

Prof Albert Mehl, currently Guest Professor at the Centre for Dentistry and Oral Medicine at the University of Zurich, sees many advantages in the new technology. “The enormous potential of digital scanning has been recognised by the industry and thus is currently in heavy development,” he told Dental Tribune ONLINE. “As soon as quality and practicability have been demonstrated within clinical environments, amortisation will no longer be an issue.”

The International Dental Show will be held from 22 to 26 March 2011 in Cologne in Germany.

Q&M to invest in foreign businesses

Daniel Zimmermann
DTI

HONG KONG/LEIPZIG, Germany: Singapore’s largest provider of private dental healthcare services is extending its reach into the Asian markets. Earlier this month, Q&M Dental Group announced to have acquired a majority stake in DWM, a privately held dental practice business in Malaysia, through its subsidiary in Kuala Lumpur. The company also announced plans to merge with Shenzhen New Perfect Exact Research, one of China’s largest providers of dental laboratory services.

Founded in 1999, Q&M currently maintains over 75 dental clinics with over 400 dentists and other dental personnel in Singapore and China. Reported total revenue of the group for the first two quarters in 2010 was S$47.8 million (US$15.5 million). The DWM acquisition, which is considered as first step of achieving bigger market share in Malaysia, will cost the company shares worth S$457,500 (US$330,000).

Q&M also intends to spend RM809 million (US$14.6 million) in cash and new shares for the acquisition of New Perfect. The transaction plan will be presented to shareholders during an extraordinary general meeting before applying to the Singapore Stock Exchange later this year, the company said in a press release.

Commenting on the Proposed Joint Venture, Q&M CEO Dr Ng Chin Siau said, “Besides generating new earnings streams for the Group, our proposed entry into dental laboratory businesses will provide support to our clinics in the People’s Republic of China with a wide variety of dental products. Our maiden joint ventures have raised the Group’s profile and we intend to continue identifying strategic opportunities there while integrating the operations of our new overseas companies.”

Earlier in August, the Q&M entered the Chinese market by forming joint ventures with two dental groups in Beijing and Nanjing. At the same time, the company also signed a agreement to invest in a dental laboratory company based in the country’s Zhejiang Province.

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