

|                      |            |
|----------------------|------------|
| Financial Year End   | 31/12/2010 |
| Report Period Ending | 31/12/2010 |

|                       |            |
|-----------------------|------------|
| <b>Recommendation</b> | <b>BUY</b> |
| Target Price (MYR)    | 0.27       |
| Current Price (MYR)   | 0.16       |

|                           |            |
|---------------------------|------------|
| <b>Industry Group</b>     | Housewares |
| <b>Industry Sub Group</b> | Housewares |

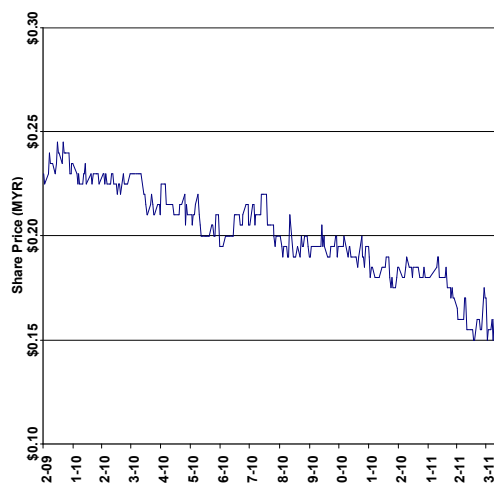
|                                |        |
|--------------------------------|--------|
| <b>Key Company Statistics</b>  |        |
| Bloomberg Ticker               | NHR MK |
| Bursa Stock Code               | 7215   |
| Issued Share Capital (mn)      | 236.6  |
| Market Capitalisation (MYR mn) | 37.9   |
| 52 week High (MYR)             | 0.25   |
| 52 week Low (MYR)              | 0.15   |
| Average Volume (3 month) '000  | 249.3  |
| 1 Yr Return (%)                | -28.7  |

|                               |      |
|-------------------------------|------|
| <b>Major Shareholders (%)</b> |      |
| Hsiao Tsai Sheng              | 11.5 |
| Hsiao Liu Lee                 | 11.5 |
| Hsiao Chih Chien              | 11.5 |

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## SHARE PRICE LAST 12 MONTHS (MYR)



## MALAYSIA EQUITY NI HSIN RESOURCES BHD

### INITIATION REPORT

Ni Hsin Resources Bhd is one of the leading cookware manufacturers listed in Malaysia. The company has its roots in Taiwan, and its main subsidiary Ni Hsin Corporation Sdn Bhd was incorporated in Malaysia in 1989 and listed in 2005. About 20% of total revenue is realised in Malaysia, with Japan, Taiwan, Singapore, and South Korea accounting for the lion's share of the company's substantial export revenue. Over half of the firm's revenue consists of cookware products.

### INVESTMENT RISKS

Risks to our recommendation and target price include: i) increases in the MYR exchange rate, ii) rising promotional costs, and iii) a sharp slowdown in the general level of economic activity in the economies of the company's trading partners, e.g. Japan, Taiwan, Singapore and South Korea. Gross margins have held up particularly well considering the rising cost of metals; continued rises in stainless steel prices would be an additional concern.

### RECOMMENDATION

Ni Hsin Resources Bhd is facing a number of challenges, however the current share price has discounted many of the headwinds. In addition, management has put in place a number of initiatives that are likely to result in improved sales and higher factory utilisation. We rate the shares a BUY with a fair value of MYR 0.27.

The company's up to date manufacturing assets alone are worth some MYR 0.15 per share. Thus there is not a great deal of downside for the shares at current levels. The balance sheet is very clean, and management was able to operate two out of three of its lines profitably during the past year under some very difficult trading conditions. Moreover, should stainless steel prices come off, or capacity utilisation increase in the quarters ahead, net margins would likely double or triple from their current levels.

### FTSE-BURSA INDEX MEMBERSHIP

| FBM KLCI | FBM 70 | FBM EMAS | FBM HIJRAH |
|----------|--------|----------|------------|
| No       | No     | No       | No         |

## ANNUAL RESULTS AND METRICS (MYR mn)

| FY Dec            | 2009  | 2010  | 2011F | 2012F |
|-------------------|-------|-------|-------|-------|
| Revenue           | 47.3  | 36.0  | 41.5  | 44.0  |
| Revenue g (%)     | -16.2 | -24.0 | 15.3  | 6.1   |
| Net Profit        | 5.1   | -0.3  | 4.0   | 4.2   |
| Net Profit g (%)  | -17.6 | na    | na    | 6.2   |
| Dividends         | 3.6   | 1.2   | 1.2   | 1.2   |
| Equity            | 59.0  | 57.4  | 60.2  | 63.3  |
| Total Liabilities | 9.8   | 7.9   | 8.0   | 8.1   |
| Debt/Equity (%)   | 16.7  | 13.7  | 13.2  | 12.7  |
| EPS (sen)         | 2.2   | -0.1  | 1.7   | 1.8   |
| P-S (x)           | 1.2   | 1.1   | 0.9   | 0.9   |
| P-E (x)           | 10.6  | na    | 9.6   | 9.0   |
| P-BV (x)          | 0.9   | 0.7   | 0.6   | 0.6   |
| ROE %             | 8.7   | -0.6  | 6.6   | 6.6   |

**MALAYSIA EQUITY  
NI HSIN RESOURCES BHD**

## COMPANY PROFILE

Ni Hsin Resources Berhad (NHR") began operation in 1957 as a family owned business manufacturing stainless steel cookware in Taiwan. It was later incorporated in Malaysia in 1989 to take over the family's business in Taiwan. NHR was subsequently listed on the Second Board of Bursa Malaysia in 2005.

NHR has three 100% owned subsidiaries - (i) Ni Hsin Corporation which designs and manufactures high-end cookware and kitchenware; (ii) Ever-Grow Advanced Materials which is principally engaged in research, development and manufacturing of clad metals and stainless steel convex mirrors; and (iii) Steel Crafts Europa, a company incorporated in Italy having its principal activities in trading and assembly of kitchenware, cookware, clad metals and stainless steel convex mirrors.

The cookware division is the main revenue generator for NHR with Japan forming the largest market. Having built its ODM/OEM business since 2002, NHR is now focusing on developing its in house Buffalo brand. NHR's local distributor Everpro Sdn Bhd has opened nine "Buffalo" concept stores. NHR has also opened a fine dining kitchen to increase its brand recognition.

One of the major benefits of Ni Hsin's cookware is the even and rapid application of heat. Not only does the stainless steel in the Ni Hsin's cookware avoid burning and wastage in comparison with cheaper materials, stainless steel cookware has none of the harmful health effects which results from the deterioration of cheaper metals. When sub-standard cookware ages, metal chips, usually aluminium, find their way into the food that is being cooked.

Finally, the purchase of premium cookware such as Ni Hsin's actually saves consumers money as the Ni Hsin's cookware lasts two to three times longer than lower quality cookware.

## BOARD OF DIRECTORS, MANAGEMENT

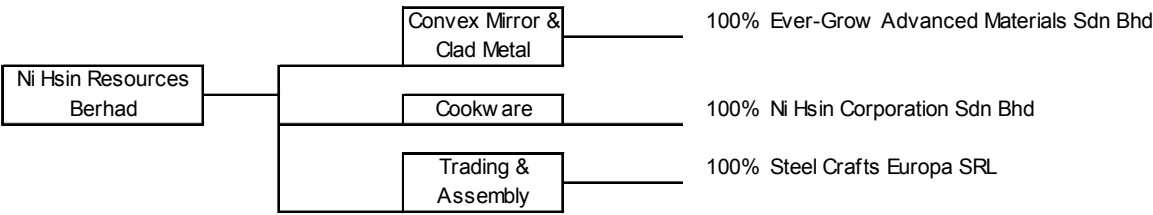
### BOARD OF DIRECTORS

|                     |                                    |
|---------------------|------------------------------------|
| Hsiao Chih Jen      | Chairman/Managing Director         |
| Hsiao Chih Chien    | Executive Director                 |
| Hsiao Chih Che      | Executive Director                 |
| Hsiao Tung Min      | Executive Director                 |
| Ng Shw u Ching      | Executive Director                 |
| Dato' Wong Pui Lam  | Independent Non-Executive Director |
| Chong Yew Kiang     | Independent Non-Executive Director |
| Anita Chew Cheng Im | Independent Non Executive Director |

### MANAGEMENT

|                  |                            |
|------------------|----------------------------|
| Hsiao Chih Jen   | Chairman/Managing Director |
| Hsiao Chih Chien | Executive Director         |
| Hsiao Chih Che   | Executive Director         |
| Hsiao Tung Min   | Executive Director         |
| Ng Shw u Ching   | Executive Director         |

CORPORATE STRUCTURE



This chart features the company's direct subsidiaries & associates and excludes dormant & inactive companies

**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**
**SALES BY SEGMENT (MYR mn)**

|                    | 2006        | 2007        | 2008        | 2009        | 2010        | 5 Yr Cagr    |
|--------------------|-------------|-------------|-------------|-------------|-------------|--------------|
| Cookware           | 37.3        | 37.2        | 45.4        | 37.1        | 24.6        | -8.0%        |
| Convex Mirror      | 4.4         | 3.9         | 4.6         | 4.7         | 6.6         | 8.4%         |
| Clad metals        | 2.0         | 3.3         | 6.4         | 5.5         | 4.6         | 18.1%        |
| Other - restaurant |             |             |             |             | 0.3         | na           |
| <b>Total</b>       | <b>43.7</b> | <b>44.4</b> | <b>56.4</b> | <b>47.3</b> | <b>36.1</b> | <b>-3.7%</b> |
| <b>% Total</b>     | <b>2006</b> | <b>2007</b> | <b>2008</b> | <b>2009</b> | <b>2010</b> |              |
| Cookware           | 85.4%       | 83.8%       | 80.4%       | 78.4%       | 68.1%       |              |
| Convex Mirror      | 10.1%       | 8.8%        | 8.2%        | 9.9%        | 18.3%       |              |
| Clad metals        | 4.6%        | 7.4%        | 11.3%       | 11.6%       | 12.7%       |              |
| Other - restaurant |             |             |             |             | 0.8%        |              |
| <b>Total</b>       | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |              |

**SALES BY REGION (MYR mn)**

|                | 2006        | 2007        | 2008        | 2009        | 2010        | 5 Yr Cagr    |
|----------------|-------------|-------------|-------------|-------------|-------------|--------------|
| Japan          | 24.0        | 23.1        | 33.9        | 25.5        | 18.1        | -5.5%        |
| Malaysia       | 5.2         | 7.5         | 6.8         | 9.5         | 5.8         | 2.0%         |
| Other Asia     | 10.5        | 11.5        | 13.0        | 8.0         | 9.0         | -2.9%        |
| USA/Canada     | 1.3         | 0.9         | 1.1         | 1.9         | 1.8         | 6.7%         |
| Europe         | 0.4         | 0.4         | 0.6         | 0.5         | 0.7         | 10.6%        |
| Other          | 2.2         | 0.9         | 1.1         | 1.9         | 0.7         | -19.8%       |
| <b>Total</b>   | <b>43.6</b> | <b>44.4</b> | <b>56.5</b> | <b>47.3</b> | <b>36.1</b> | <b>-3.7%</b> |
| <b>% Total</b> | <b>2006</b> | <b>2007</b> | <b>2008</b> | <b>2009</b> | <b>2010</b> |              |
| Japan          | 55%         | 52%         | 60%         | 54%         | 50%         |              |
| Malaysia       | 12%         | 17%         | 12%         | 20%         | 16%         |              |
| Other Asia     | 24%         | 26%         | 23%         | 17%         | 25%         |              |
| USA/Canada     | 3%          | 2%          | 2%          | 4%          | 5%          |              |
| Europe         | 1%          | 1%          | 1%          | 1%          | 2%          |              |
| Other          | 5%          | 2%          | 2%          | 4%          | 2%          |              |
| <b>Total</b>   | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |              |

**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**

**PRODUCTION CAPACITY**

| Capacity                        | 2007      | 2008      | 2009      | 2010      | 2011      | 5 yr CAGR |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
|                                 |           |           |           |           |           |           |
| Cookware (units)                | 1,662,000 | 1,662,000 | 1,662,000 | 1,662,000 | 1,662,000 | 0.0%      |
| Clad Metal (units)              | 831,000   | 831,000   | 831,000   | 831,000   | 831,000   | 0.0%      |
| Convex Mirror (pieces)          | 55,000    | 55,000    | 55,000    | 55,000    | 55,000    | 0.0%      |
|                                 |           |           |           |           |           |           |
|                                 |           |           |           |           |           |           |
|                                 |           |           |           |           |           |           |
| Factory Space (m <sup>2</sup> ) | 14,002    | 14,002    | 14,002    | 14,002    | 14,002    | 0.0%      |
|                                 |           |           |           |           |           |           |
| Factory 1                       | 6,320     | 6,320     | 6,320     | 6,320     | 6,320     | 0.0%      |
| Factory 2                       | 7,682     | 7,682     | 7,682     | 7,682     | 7,682     | 0.0%      |
|                                 |           |           |           |           |           |           |
|                                 |           |           |           |           |           |           |

| Machinery (Units) | 2007 | 2008 | 2009 | 2010 | 2011 | 5 yr CAGR |
|-------------------|------|------|------|------|------|-----------|
|                   |      |      |      |      |      |           |
|                   | 259  | 265  | 280  | 289  | 289  | 2.2%      |
|                   |      |      |      |      |      |           |

**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**
**PROFIT & LOSS (All figures in MYR mn unless otherwise indicated)**

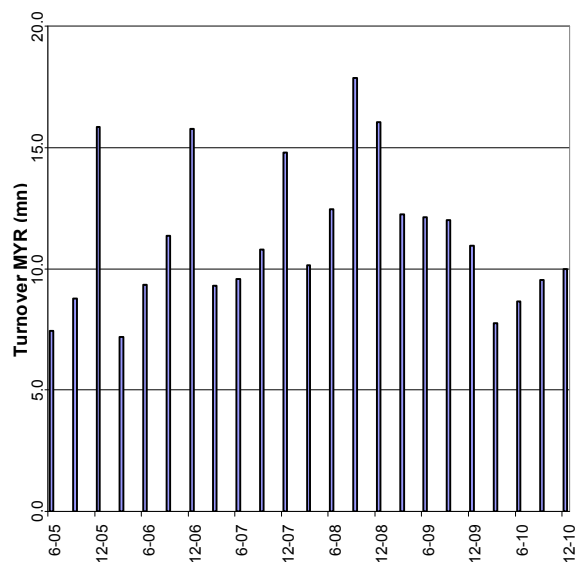
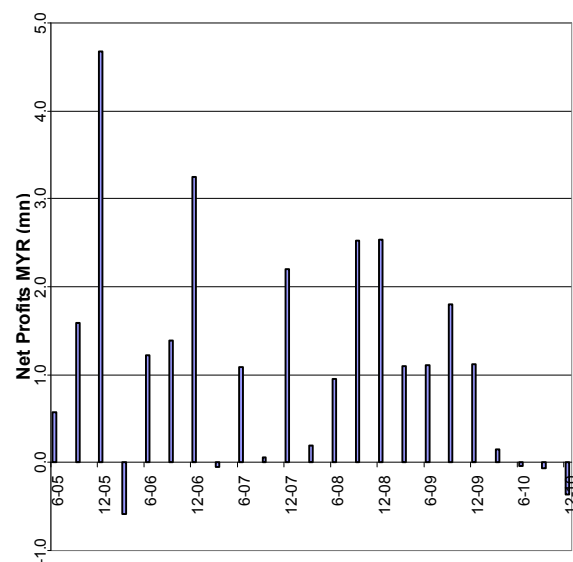
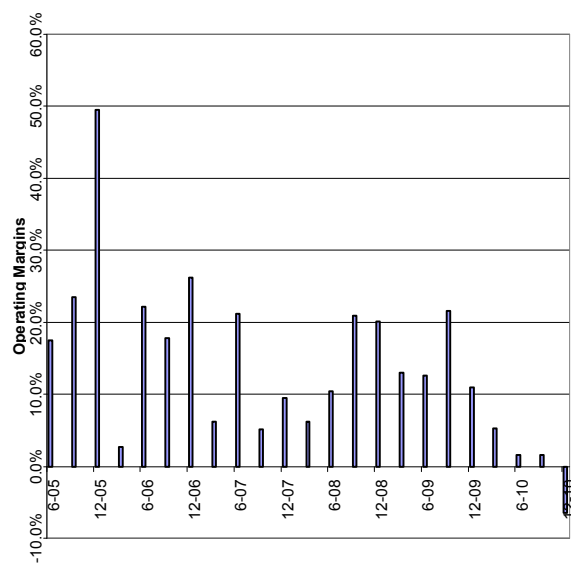
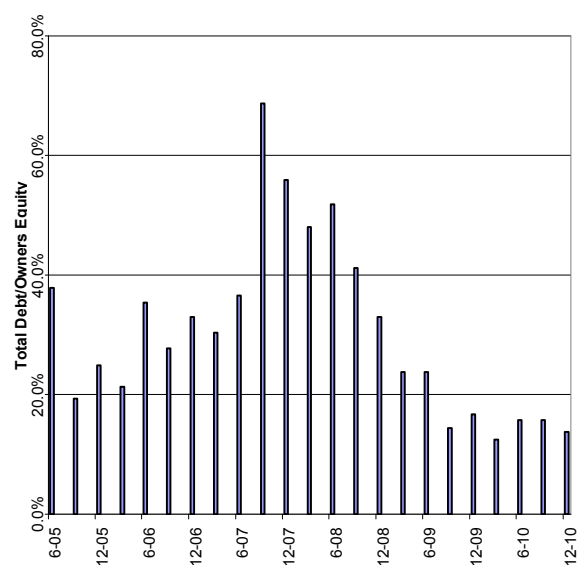
| FY Dec                     | 2009 | 2010 | 2011F | 2012F |
|----------------------------|------|------|-------|-------|
| Revenue                    | 47.3 | 36.0 | 41.5  | 44.0  |
| Operating Profit           | 6.9  | 0.0  | 5.4   | 5.7   |
| Other Income               | 1.0  | 0.7  | 0.6   | 0.6   |
| Share of Associates        | 0.0  | 0.0  | 0.0   | 0.0   |
| Depreciation/Amortization  | -2.3 | -2.3 | -2.3  | -2.4  |
| Finance Costs              | -0.3 | -0.1 | -0.1  | -0.1  |
| Pre Tax Profit             | 6.7  | 0.0  | 5.3   | 5.7   |
| Tax                        | -1.6 | -0.3 | -1.3  | -1.4  |
| Minority Interest          | 0.0  | 0.0  | 0.0   | 0.1   |
| Net Profit to Shareholders | 5.1  | -0.3 | 4.0   | 4.2   |
| Operating Margin (%)       | 14.6 | 0.1  | 13.0  | 13.0  |
| PBT Margin (%)             | 14.2 | 0.0  | 12.9  | 12.9  |
| Net Margin (%)             | 10.8 | -0.9 | 9.5   | 9.5   |
| Effective Tax Rate (%)     | 23.9 | 25.0 | 25.0  | 25.0  |

**BALANCE SHEET (All figures in MYR mn unless otherwise indicated)**

| FY Dec                     | 2009 | 2010 | 2011F | 2012F |
|----------------------------|------|------|-------|-------|
| Total Assets               | 68.8 | 65.3 | 68.2  | 71.3  |
| Fixed Assets               | 34.5 | 34.3 | 35.7  | 37.2  |
| Current Assets             | 29.2 | 25.9 | 27.4  | 29.1  |
| Other LT Assets            | 5.1  | 5.1  | 5.1   | 5.1   |
| Current Liabilities        | 7.2  | 5.7  | 5.7   | 5.8   |
| LT Liabilities             | 2.7  | 2.2  | 2.2   | 2.2   |
| Total Liabilities          | 9.8  | 7.9  | 8.0   | 8.1   |
| Share Capital              | 47.3 | 47.3 | 47.3  | 47.3  |
| Minority Interest          | 0.0  | 0.0  | 0.0   | 0.0   |
| Owner's Equity             | 59.0 | 57.4 | 60.2  | 63.3  |
| Total Equity               | 59.0 | 57.4 | 60.2  | 63.3  |
| Total Liabilities & Equity | 68.8 | 65.3 | 68.2  | 71.3  |

**PER SHARE DATA (All figures in sen unless otherwise indicated)**

| FY Dec                | 2009 | 2010 | 2011F | 2012F |
|-----------------------|------|------|-------|-------|
| Revenue               | 20.0 | 15.2 | 17.5  | 18.6  |
| Cash Flow             | 3.1  | 0.8  | 2.7   | 2.8   |
| Earnings              | 2.2  | -0.1 | 1.7   | 1.8   |
| Dividends             | 1.5  | 0.5  | 0.5   | 0.5   |
| Book Value            | 24.9 | 24.3 | 25.5  | 26.7  |
| Payout (%)            | 70.4 | na   | 29.4  | 27.6  |
| P-S (x)               | 1.2  | 1.1  | 0.9   | 0.9   |
| P-CF (x)              | 7.3  | 19.6 | 6.0   | 5.7   |
| P-E (x)               | 10.6 | na   | 9.6   | 9.0   |
| P-BV (x)              | 0.9  | 0.7  | 0.6   | 0.6   |
| Dividend Yield (%)    | 6.6  | 3.1  | 3.1   | 3.1   |
| ROE (%)               | 8.7  | -0.6 | 6.6   | 6.6   |
| Total Debt/Equity (%) | 16.7 | 13.7 | 13.2  | 12.7  |

**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**
**REVENUE (QUARTERLY, LAST 5 YEARS, MYR mn)**

**NET PROFIT (Q'TERLY, LAST 5 YRS, MYR mn)**

**OPERATING PROFIT MARGINS**

**TOTAL DEBT/OWNER EQUITY**


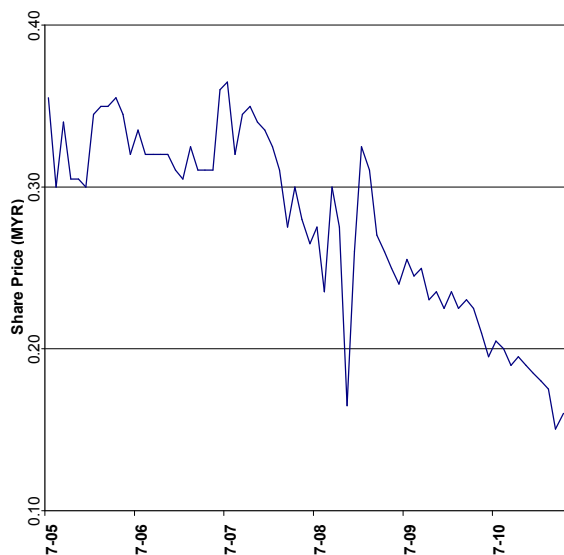
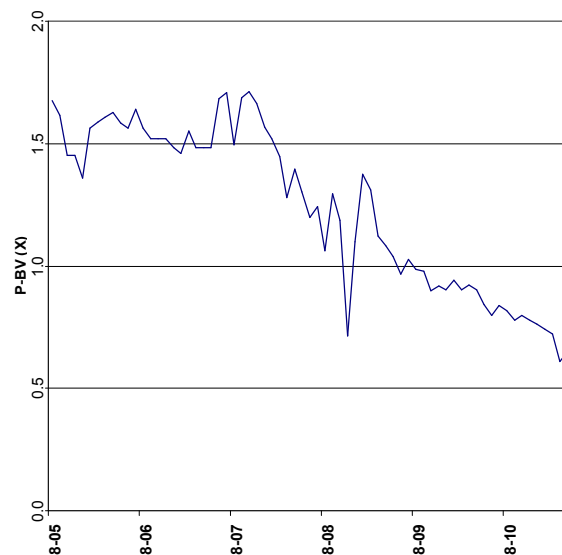
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**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**
**COMPETITOR'S METRICS (All figures in MYR mn unless otherwise indicated)**


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| <b>FY1*</b>             | <b>Ni Hsin</b>   | <b>Cam</b>       |
|-------------------------|------------------|------------------|
| <b>Ending</b>           | <b>Resources</b> | <b>Resources</b> |
|                         | <b>Bhd</b>       | <b>Bhd</b>       |
|                         | <b>Dec-11</b>    | <b>Dec-11</b>    |
| <b>Revenue</b>          | 41.5             | 69.8             |
| <b>Net Profit</b>       | 4.0              | 4.1              |
| <b>Equity</b>           | 60.2             | 88.9             |
| <b>Dividends</b>        | 1.2              | 0.0              |
|                         |                  |                  |
| <b>Market Cap</b>       | 37.9             | 46.2             |
| <b>P-S (x)</b>          | 0.9              | 0.7              |
| <b>P-E (x)</b>          | 9.6              | 11.2             |
| <b>P-BV (x)</b>         | 0.6              | 0.5              |
| <b>Div Yield (%)</b>    | 3.1              | 0.0              |
|                         |                  |                  |
| <b>Net Margins (%)</b>  | 9.5              | 5.9              |
| <b>ROE (%)</b>          | 6.6              | 4.6              |
| <b>Payout Ratio (%)</b> | 29.4             | 0.0              |

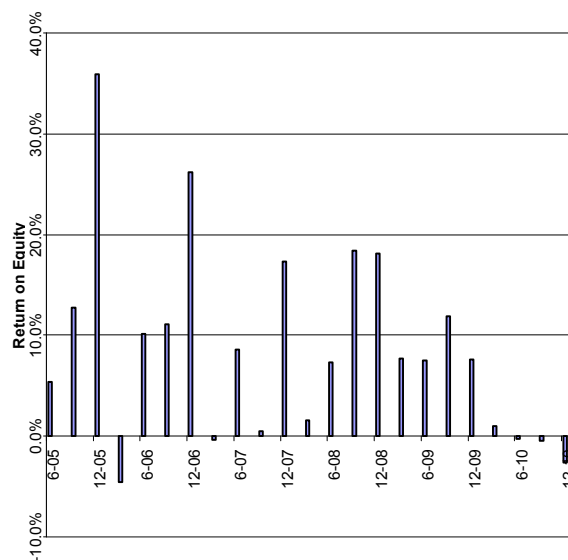
\*Consensus data used for peers where available

**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**
**SHARE PRICE (MONTHLY, LAST 5 YEARS, MYR)**

**P-BV (X) (MONTHLY, LAST 5 YEARS)**

**VALUATION METRICS**

| Current Year<br>Dec 2011                        | Current<br>Year<br>Metrics | Apply<br>Historic<br>P-BV to<br>Current<br>BV | Apply<br>Historic<br>ROE to<br>Current<br>BV | Fair<br>Value* |
|-------------------------------------------------|----------------------------|-----------------------------------------------|----------------------------------------------|----------------|
| Sales (MYR mn)                                  | 41.5                       |                                               |                                              |                |
| Book Value (MYR mn)                             | 60.2                       |                                               |                                              |                |
| Earnings (MYR mn)                               | 4.0                        |                                               | 5.4                                          |                |
| ROE                                             | 6.6%                       |                                               | 9.0%                                         |                |
| P-BV (x)                                        | 0.6                        | 1.2                                           |                                              |                |
| P-E (x)                                         | 9.6                        |                                               | 9.0                                          |                |
| Market Cap (MYR mn)                             | 37.9                       | 72.3                                          | 48.8                                         |                |
| Price (MYR)                                     | 0.16                       | 0.31                                          | 0.21                                         | 0.27           |
| <b>Average Fair Value<br/>Estimate (MYR) **</b> |                            |                                               |                                              |                |
| <b>0.26</b>                                     |                            |                                               |                                              |                |

\*Proprietary Fair Value Model

\*\* A check on our Proprietary Fair Value Model Price

**RETURN ON EQUITY**


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**INVESTMENT RISKS**

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Risks to our recommendation and target price include:

i) Increases in the general level of interest rates would dampen the outlook for Ni Hsin Resources Bhd ("NHR"). With a total debt/equity ratio well below 20%, however, NHR is fairly well insulated from all but very sharp increases in interest rates. In addition, Bank Negara Malaysia so far seems intent on mitigating inflationary pressures with a strong ringgit, rather than relying on interest rate increases.

ii) Increases in the level of oil and food prices pose another risk to cookware sales. Energy prices, especially fossil fuels such as crude oil and coal are reaching 'painful' levels in many countries around the world. In addition, food prices are also at very elevated levels which may well lead to lower levels of consumption. If crude oil prices rise another 20-30% we may well see another major economic shock and with it a more pronounced drop in demand for both oil and food. With less spending power due to higher energy and food prices, consumers around the world will have to tighten their belts.

Ironically, higher food prices tend to induce people to eat a greater proportion of home prepared food. Meanwhile higher energy prices are a plus point for NHR's cookware as they use less energy to cook food in comparison with lower quality cookware.

iii) A slowdown in the economies of Japan and Malaysia, NHR's major markets, would also be a negative. The recent disaster in Northern Japan may in fact have a silver lining. Tens of thousand of homes were destroyed; whether people rebuild or move to another location they will very likely require replacement cookware.

iv) Higher stainless steel prices would also be a negative. Metal prices are already quite high and with hints of slower growth emanating out of many large economies, any increases in metal prices are not likely to equal the quantum seen over the last eighteen months.

**MALAYSIA EQUITY**  
**NI HSIN RESOURCES BHD**

**INDUSTRY SALES AND COST DRIVERS**

**SALES DRIVERS - PURCHASING POWER IN JAPAN, MALAYSIA PROXY**

| Japan National Income | 2006         | 2007         | 2008         | 2009         | 2010         | 5Yr CAGR |
|-----------------------|--------------|--------------|--------------|--------------|--------------|----------|
| Japan GDP (Yen bn)    | \$507,583.63 | \$515,486.18 | \$504,409.53 | \$470,883.15 | \$479,378.83 | -1.1%    |
| Annual Price Change   | 1.1%         | 1.6%         | -2.1%        | -6.6%        | 1.8%         |          |

| Malaysia National Income | 2006     | 2007     | 2008     | 2009     | 2010     | 5 Yr CAGR |
|--------------------------|----------|----------|----------|----------|----------|-----------|
| GDP Per Capita (MYR)     | 21,409.2 | 23,533.3 | 26,902.5 | 24,365.6 | 27,113.4 | 4.8%      |
| Annual Change            | 8.5%     | 9.9%     | 14.3%    | -9.4%    | 11.3%    |           |

**COST DRIVERS - NICKEL PRICES, STAINLESS STEEL PRICES**

**NICKEL PRICES**

| Avg Prices, USD/Tonne | 2007        | 2008        | 2009        | 2010        | 2011        | 5 Yr CAGR |
|-----------------------|-------------|-------------|-------------|-------------|-------------|-----------|
| Nickel Prices         | \$35,865.42 | \$20,806.67 | \$15,008.33 | \$22,342.08 | \$28,170.00 | 3.1%      |
| Annual Price Change   | 48.3%       | -42.0%      | -27.9%      | 48.9%       | 26.1%       |           |

**STAINLESS STEEL PRICES**

| Avg Prices, USD/MT*     | 2007       | 2008       | 2009       | 2010       | 2011       | 5 Yr CAGR |
|-------------------------|------------|------------|------------|------------|------------|-----------|
| Stainless Steel Prices  | \$5,505.63 | \$4,815.63 | \$2,930.71 | \$4,061.25 | \$4,455.00 | -4.1%     |
| Annual Price Change     | 42.6%      | -12.5%     | -39.1%     | 38.6%      | 9.7%       |           |
|                         |            |            |            |            |            |           |
|                         |            |            |            |            |            |           |
| <b>*304 Cold Rolled</b> |            |            |            |            |            |           |

**ANALYST'S DISCLOSURE**

**BUY:** Share price may exceed 10% over the next 12 months

**TRADING BUY:** Share price may exceed 15% over the next 3 months, however longer-term outlook remains uncertain

**NEUTRAL:** Share price may fall within the range of +/- 10% over the next 12 months

**TAKE PROFIT:** Target price has been attained. Look to accumulate at lower levels

**SELL:** Share price may fall by more than 10% over the next 12 months

**NOT RATED (NR):** Stock is not within regular research coverage

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J Charles Wilson  
Head of Research

**ANALYST'S RECOMMENDATION RECORD**

| Ticker        | Date      | Recommendation | Fair Value | Price At Recommendation<br>Date | % Price Change Since<br>Prior Recommendation |
|---------------|-----------|----------------|------------|---------------------------------|----------------------------------------------|
| NHR MK Equity | 24-Feb-11 | HOLD           | 0.17       | 0.17                            |                                              |
| NHR MK Equity | 11-Apr-11 | BUY            | 0.27       | 0.16                            | -5.9%                                        |

**QUESTIONS?****CONTACT THE INVESTMENT ADVISER:**

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