THE CALL

NEWSLETTER OF THE STOCK EXCHANGE OF NEWCASTLE

March 2002

Welcome

Welcome to the inaugural issue of *The Call*. *The Call* is the monthly newsletter of the Stock Exchange of Newcastle Limited (NSX) and will provide valuable information for people in business.

NSX provides an efficient mechanism to mobilise growth capital for innovative and growing businesses as well as those segments of the economy requiring tradeable securities.

If you are involved in a growing business, either as a principal or as a company adviser, then this newsletter will help you to keep up to date with Australia's second official stock exchange.

Founded in 1937, incorporated in 1972 and reactivated under Corporations Law as the NSX in 2000 and fully regulated by ASIC. The NSX is establishing itself as the premier market for small to medium, prominent regional businesses and sub exchanges like the Australian Wine Exchange. The NSX is a publicly unlisted company with over 80 shareholders and with a strong national network of member brokers and corporate advisers.

The NSX operates a state of the art trading engine licensed from the ASX based on SEATS, called NETS. All securities listed on the NSX are fully transferable and registered with CHESS. Settlement for all trading is T+3, which is a globally agreed standard.

Investing In Innovation

The Stock Exchange of Newcastle (NSX) will hold a unique one-day event to bring together innovators and investors in May 2002.

Professional business services, manufacturers, information technology and finance and investment sectors are among those who will want to be part of this event.

Investing In Innovation will be held at Newcastle City Council on Friday 24 May 2002 and will provide a forum for investors, inventors, innovators and advisers from around Australia to showcase and network their businesses. This event is part of the Australian Innovation Festival – a nationwide event to raise awareness of innovation as a driver of technological and economic competitiveness, both for industry sectors and throughout the general community.

More details will be advised closer to the date. If you would like to find out more information on how to become a partner, sponsor, trade exhibitor or speaker at this exhibition please contact Scott Evans, General Manager.

Visit the web site of NSX to find out the latest news, prices, details of trading settlement, listing requirements and information about member brokers and nominated advisers.

www.newsx.com.au

New securities to list on the NSX

The Australia Wine Exchange (AWX) has released its second prospectus for Wine Class Shares to be traded on the Stock Exchange of Newcastle.

The AWX was established to create a new capital market for Australian wine producers and enable investors and wine enthusiasts to build and trade a portfolio of wine-backed shares.

The first prospectus was launched at the NSX in October last year by the then Federal Minister for Finance and Regulation, The Hon Joe Hockey MP. The expected closing date for the second tranche of Wine Securities is 4th March 2002. The securities will start trading on 15th April.
AWX issued the second prospectus in early February 2002. The second prospectus provides eight new securities listings for the NSX. Despite strong interest in the first prospectus, the spread of application funds across twenty separate offers of wine made it difficult for a majority of the offers to meet the minimum stock exchange listing requirements. A priority allocation has been given to applicants who applied for the first prospectus.

For AWX Prospectus Information:
http://www.newsx.com.au/wnews/newsview.asp?ID=24

Stephen Thompson from AWX, NSX Chairman Steven Pritchard, The Hon Joe Hockey and Steven McNamara from the AWX at the launch of the first prospectus at NSX last year.

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Commercial opportunities

Participating Organisations

NSX welcomes Macquarie Equities as a new Participating Organisation. William Knox Corporate has also become a Participating Organisation of the NSX. William Knox was founded in April 1999 as a Sydney based boutique investment bank that at the time concentrating primarily on corporate finance advisory services with a focus to management of the equity side of the balance sheet (shareholder's funds).

Nominated Advisers

PricewaterhouseCoopers Securities Ltd and Sparke Helmore Solicitors have joined NSX as nominated advisers to the NSX.

The NSX has made available on its website http://www.newsx.com.au a full set of requirements for Participating Organisations and Nominated Advisers to join the NSX as well as applications forms.

For further information, please contact the NSX or visit the following sites

Participating Organisations
http://www.newsx.com.au/members/default.asp
Nominated Advisers
http://www.newsx.com.au/advisers/default.asp

How to List Guide

The Stock Exchange of Newcastle Limited (NSX) is Australia's second official stock exchange approved under Corporations Law in Australia. NSX provides a capital market for small, medium and regionally based businesses, cooperatives, credit unions & building societies, high-growth emerging businesses and organisations operating in specialist sectors.
In broad terms, for a company to have its securities listed for quotation on the NSX, it only has to meet the following general criteria:

- Minimum of 50 shareholders ($2000 held);
- Minimum market capitalisation of $500,000;
- At least 25% of the issued shares in the hands of the public (i.e. interests not associated with the directors),
- Two-year adequate track record (or your IPO is underwritten by an approved underwriter)
- Appointment of a Sponsoring Broker
- Appointment of a Nominated Adviser

A new Guide to Listing has been prepared and is available to interested companies by contacting NSX.

Scott Evans

NSX profiles

Scott Evans was appointed as General Manager of the NSX in September 2001. Scott's responsibilities include the operational management of the Exchange's activities, receipt of new listing applications and business development. Prior to joining the NSX team, he was an independent consultant involved in a variety of projects in the finance, health and education industries.

He also worked for the Australian Stock Exchange as National Manager, Information Products and was with Reuters PLC as Historical Database Manager Asia Pacific.

NSX Member Brokers

Cameron Stockbroking Limited
02 9232 7700

Macquarie Equities
02 8232 3333 1800 501 562

Pritchard & Partners Pty. Limited
1800 134 234

Reynolds & Company Pty Limited 02 9247 4452

Salomon Smith Barney Australia Securities Pty. Limited 13 13 70

Tonkin Scorer Menzies
02 4929 1541

Westpac Broking
13 13 31

William Knox Corporate
02 9956 7788

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The Call

NSX produces a monthly printed newsletter and a monthly e-newsletter. To subscribe to either newsletter, please go to our website http://www.newsx.com.au/thecall, contact Jane Thorley at the Stock Exchange of Newcastle on telephone: 4929 6377 or complete below and return by facsimile to 4929 1556.

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