THE CALL NSX

NEWSLETTER OF THE STOCK EXCHANGE OF NEWCASTLE

September 2002

Growth in listings meeting business needs

Within the next few weeks 21 securities will have listed with The Stock Exchange of Newcastle Limited (NSX).

The increase in the number of listings confirms NSX as a unique trading platform for the small and medium sized business sector.

NSX General manager, Scott Evans, said that confidence in NSX reflected wider business confidence that was evident in property investment, development and business growth.

'From its inception NSX identified a need to create a trading platform for local and other companies that required investment but could not meet the listing requirements of other Exchanges.' Mr Evans said.

'The current listing activities at NSX have demonstrated this need,' he said.

By mid October, Concentrated Capital, Australian Property System Limited and Australian Motor Finance Limited will list with NSX taking the total number of securities to 21. NSX is currently working with a further four companies that are expected to list with NSX in the near future.

New Listings

Concentrated Capital

Concentrated Capital is a mining and exploration investment company based in Australia and managing exploration investment throughout the world.

The company is currently looking to raise preliminary funds to farm into two projects in the United States – the Swearingen Project in Illinois for gas and the West Pine Ridge Project in Colorado for oil and gas.

Australian Property Systems Limited

Australian Property Systems Limited (APSL) is based in Brisbane and provides a property development management service utilising software and other proprietary Patented systems, under license, that provides substantially reduces the risks associated with property development.

APSL delivers a defined return to the Land Owner, a defined return to the end purchaser and also delivers quality building to the end purchaser. This is achieved by eliminating the development profit that would ordinarily accrue to the developer of the project and the elimination of the incentive to achieve extra profit from cutting corners during construction.

Australian Motor Finance

Australian Motor Finance was formed in 1999 to commercialise an innovative motor vehicle lending product for the Non-conforming market. It will allow the large and growing number of consumers who do not meet increasingly automated and "templated" financing requirements to purchase better quality motor vehicles.

Company Management, the Board and strategic consultants have significant motor vehicle and finance industry experience. The product is supported by efficient, reliable and scalable systems managed by consultants with track records of success in the motor vehicle and finance industries. Australian Motor Finance will be launched initially in Victoria, New South Wales and Queensland, with a national rollout planned for this year.

Dynamic Small Business

Now you can keep up-to-date with NSX and the activities of its listed companies while getting some great information about business in an innovative magazine.

For the past nine years *Dynamic Small Business* magazine has been publishing practical business information that assists business owners to improve profitability. This bi-monthly publication also provides process and new float information.

Dynamic Small Business has an audited circulation of 26,524 and is available from your local newsagent for just $6.50 per issue. For information regarding subscription call 02 9955 6311 or visit www.dsbmag.com.au

NSX: Investing In Innovation 2003

NSX will be holding its second Investing In innovation conference and exhibition in mid 2003. Look for further information in future editions of *The Call* and on www.newsx.com.au

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

THE CALL

NEWSLETTER OF THE STOCK EXCHANGE OF NEWCASTLE

NSX – Providing a path for growth

NSX has positioned itself as a viable means for Small and Medium size enterprises (SMEs) to raise capital and grow their business.

This is the first in a series of editorials from NSX General manager, Scott Evans, about the role that NSX is playing in the growth of business.

If a SME needs money to expand and open more or larger premises, but does not have the cash to do so, NSX offers a way for that business to raise capital.

NSX is looking to assist companies that are in a growth stage. These companies have typically been trading for at least a couple of years (or longer in the case of well established family businesses of cooperatives), and need more capital.

The only way for these companies to raise this capital is to sell some of the equity the owners have accumulated in their business and decide to list.

Listing can also be a means of succession planning, unlocking the value that has been accumulated by the founders and the ability to issue shares can facilitate employee shareholder plans and position the firm for future growth by merger or acquisition.

Businesses do need to meet certain requirements to qualify to list. The business must have a minimum of 50 security holders with $2,000 in securities each (compared to 400 is planning to list on the ASX); at least 25 percent of the issued shares held by the public; a two-year adequate track record; and a minimum of $500,000 market capitalisation ($10 million on the ASX).

In the next issue of The Call Mr Evans will talk about the process involved with listing a SME on NSX.

Ordinary Equity Securities

NSX Trading Code	Security Description	Last Traded Price $AUD
PMI	Pegmont Mines NL	0.08
WPH	Winpar Holdings Ltd	0.90

Warrants

NSX Trading Code	Security Description	Last Traded Price $AUD
HGDXHA	Heritage Gold NZ Limited Warrants	0.008

Wine Class Shares (per share per case)

NSX Trading Code	Security Description	IPO Price $AUD
AWXCHA	Clarendon Hills 'Astralis' Shiraz 2001	1,250
AWXCHL	Clarendon Hills 'Liandra' Shiraz 1999	696
AWXCHS	Clarendon Hills 'Moritz' Shiraz 1999	600
AWXHBS	Hewitson 'Barossa' Shiraz 2000	336
AWXHPC	Howard Park Cabernet Sauvignon Merlot 1998	301
AWXKEM	Katnook Estate Cabernet 2000	300
AWXKEP	Katnook Estate 'Prodigy' Shiraz 1999	330
AWXKES	Katnook Estate Shiraz 2000	312
AWXKLP	Knappstein Lenswood Vineyards `The Palatine` 1999	420
AWXMAM	Mountadam Merlot 1998	216
AWXOHS	Orlando Lawson's Padthaway Shiraz 1998	228
AWXOJC	Orlando Jacob's Creek Limited Release Shiraz Cabernet 1999	240
AWXSPC	Sally's Paddock 2000	430
AWXTWP	TarraWarra Estate Pinot Noir 2001 Preference	420
AWXXLC	Xanadu Cabernet Reserve (Lagan Estate) 1998	237

NSX Index August 2002 85.0 (*prices as at the end of August)

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The Call

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