

9 July 2002



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St.George Bank Limited
ABN 92 055 513 070

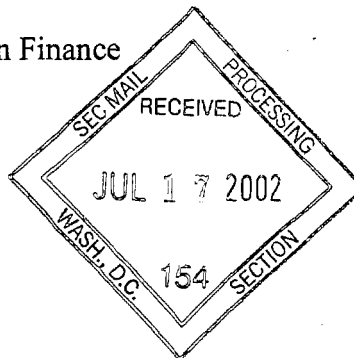
Group Secretariat
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Sydney NSW 2000

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Royal Exchange NSW 1225

Telephone: 612 9236 1469
Facsimile: 612 9236 1899
Email: bowanm@stgeorge.com.au

Securities and Exchange Commission
Division of Corporation Finance
Office of International Corporation Finance
450 Fifth Street, N.W.
Washington, D.C. 20549

Attention: Mr. Michael Coco



SUPPL

Dear Sir

St.George Bank Limited: 12g3-2(b) Information - File No.82-3809

We are furnishing herewith pursuant to Rule 12g3-2(b)(1)(i) of the Securities Exchange Act of 1934, as amended (the "Exchange Act") the following additional documents that St.George Bank Limited (the "Company") has made public, distributed or filed with the Australian Stock Exchange Limited (the "ASX") or the Australian Securities and Investments Commission (the "ASIC") since May 16, 2002, the date of the Company's application for reinstatement of the exemption from Rule 12g3-2(b) of the Exchange Act:

- Presentation to Asia Pacific Financial Institutions Conference

PROCESSED

Ⓟ JUL 23 2002

The attached documents are being furnished with the understanding that they will not be deemed "filed" with the Securities and Exchange Commission or otherwise subject to the liabilities of Section 18 of the Exchange Act, and that neither this letter nor the furnishing of such documents shall constitute an admission for any purpose that the Company is subject to the Exchange Act.

If you have any questions or comments please call the undersigned at 612 9236 1205.

Yours sincerely

Michael Bowan
General Counsel and Secretary

Handwritten initials and date: 7/18



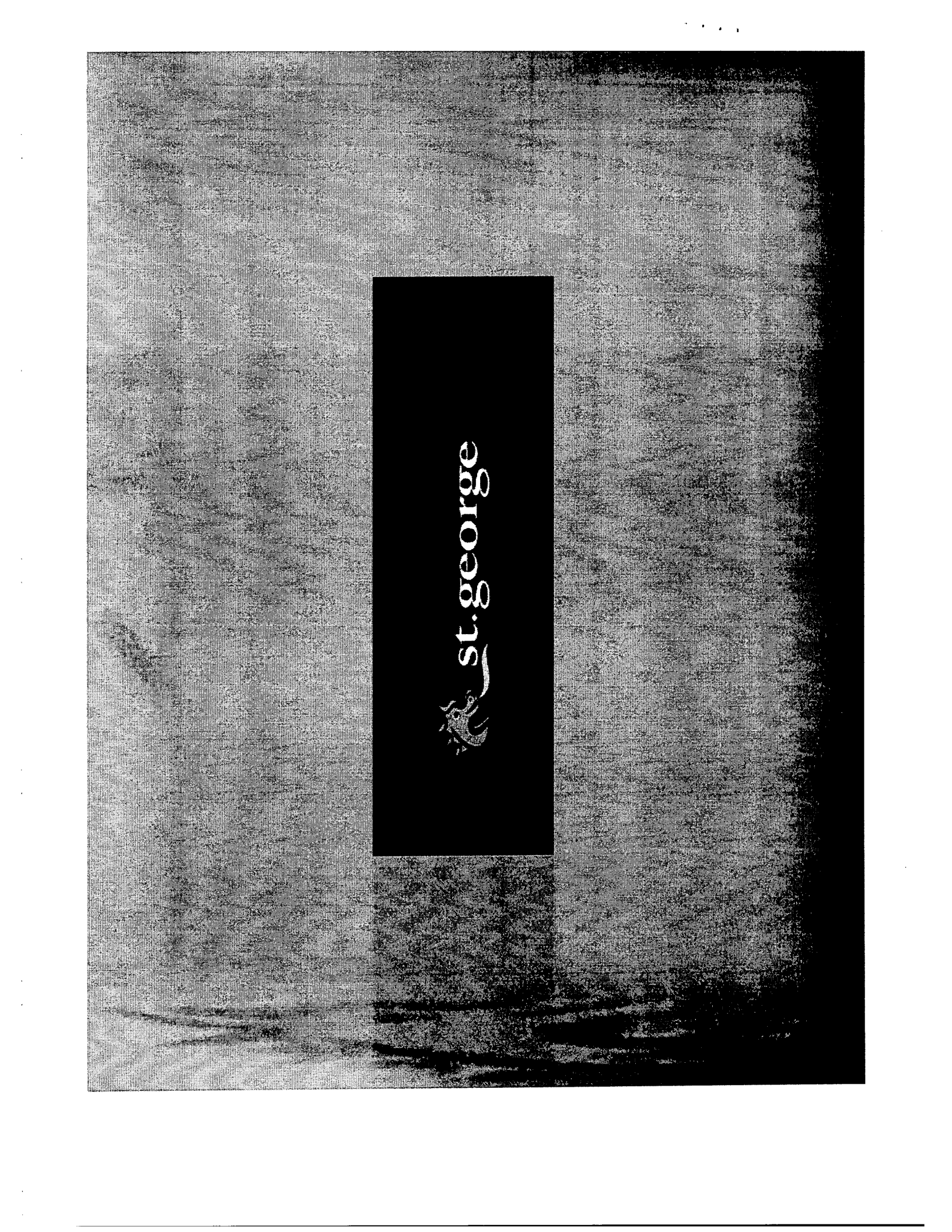
To: Companies Announcements
Australian Stock Exchange Limited

Company Name:	ST. GEORGE BANK LIMITED
ABN:	92 055 513 070
Announcement Number:	467
Pages (Includes this page):	43
Contact Officer:	Michael Bowan
Contact Telephone:	(02) 9236 1278
Facsimile:	(02) 9236 1899
Subject:	Presentation to Asia Pacific Financial Institutions Conference
Date Sent:	8 July 2002

St. George's Managing Director and Chief Executive Officer, Mrs Gail Kelly, will be giving the attached presentation to the Asia Pacific Financial Institutions Conference this evening in London. The presentation will also be available on the Bank's website www.stgeorge.com.au, in the Shareholder Centre.

Yours sincerely

Michael Bowan
General Counsel and Secretary



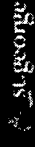
st.george

Deutsche Bank Asia Pacific Financial Institutions Conference London July 2002



**Gail Kelly
Managing Director
St. George Bank Ltd**

WHAT YOU'RE LOOKING FOR IN A BANK
www.stgeorge.com.au

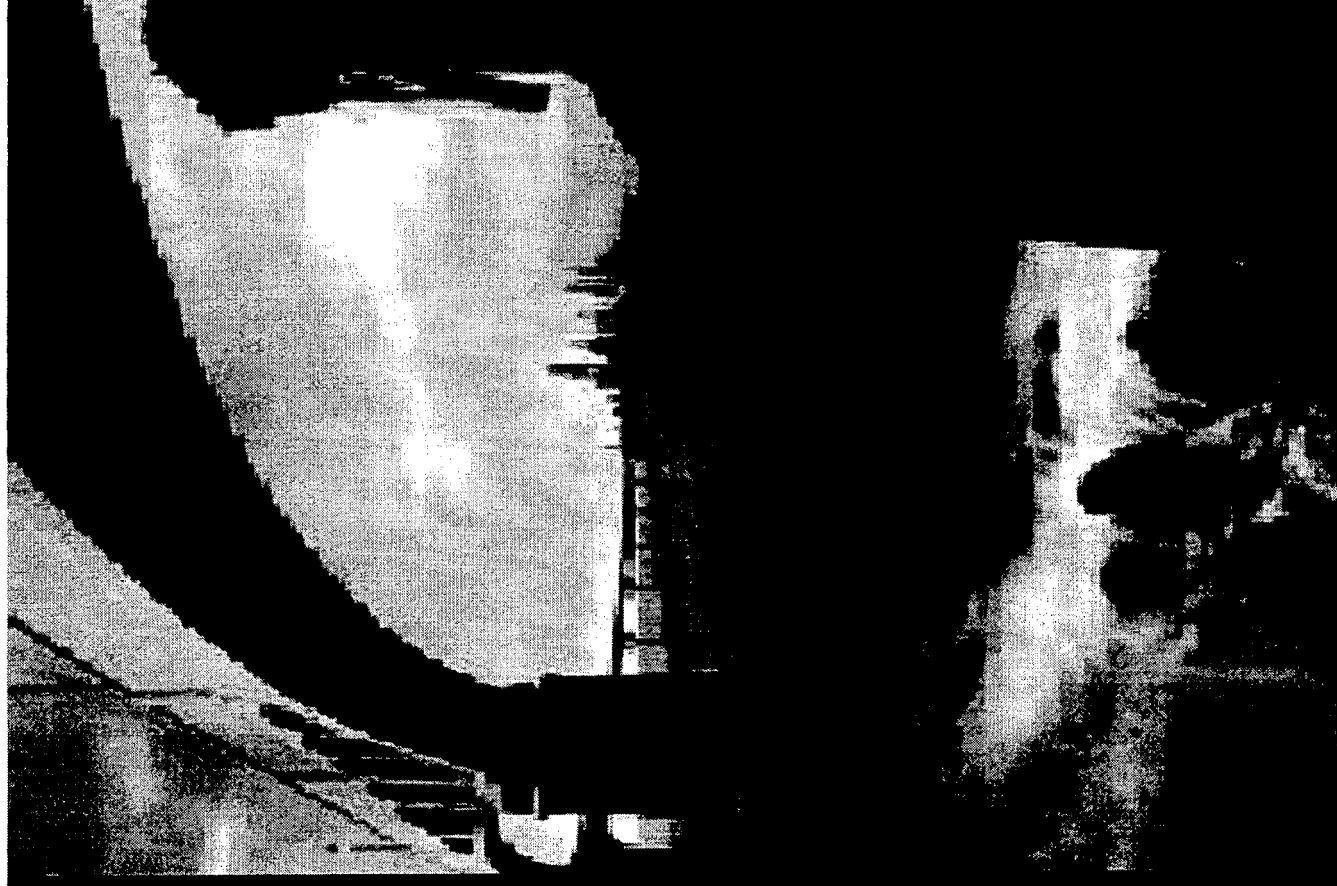


St.George Bank

Performance to date

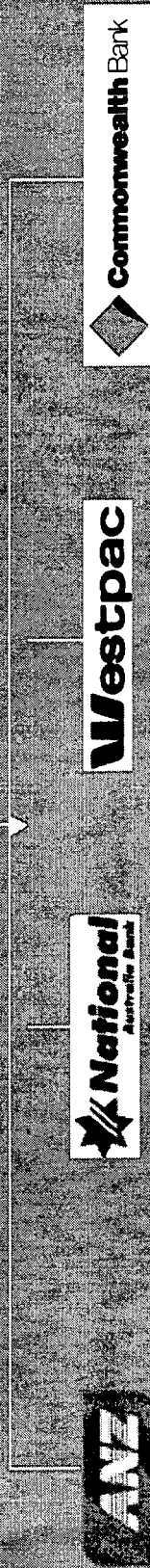
Strategic framework

Strategy execution



Uniquely Positioned

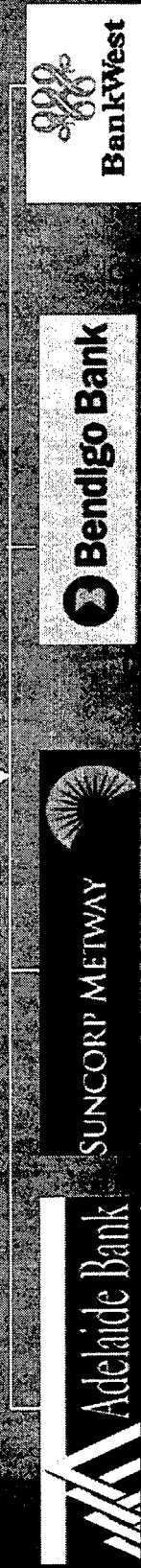
Assets of >A\$150 Billion



Assets of A\$50 Billion



Assets of <A\$30 Billion



WHAT YOU'RE LOOKING FOR IN A BANK
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A 'Top 20' Company

Rank	Company	Market Capitalisation (\$bn)
1	National Australia Bank	54.8
2	News Corp	46.5
3	Commonwealth Bank	41.3
4	BHP Billiton	38.3
5	Telstra Corporation	29.9
6	ANZ Banking Grp	28.9
7	Westpac Banking	28.6
8	AMP Ltd.	17.7
9	Rio Tinto Ltd.	16.7
10	Woolworths Ltd.	13.8
11	Wesfarmers Ltd.	10.1
12	WMC Ltd.	10.1
13	Foster's Grp	9.7
14	St. George Bank	9.6
15	Brambles Ind.	9.1
16	Woodside Petroleum	9.0
17	Singapore Tel	8.5
18	Westfield Holdings	8.4
19	Telecom Corporation	8.0
20	Goles Myer Ltd.	7.9

SOURCE: AFR 01/07/02

WHAT YOU'RE LOOKING FOR IN A BANK
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ST. GEORGE

Business Profile

- 5th largest bank nationally
- 3rd largest bank in NSW* and ACT^
- Largest bank in SA^
- c.2.6m customers
- c.7500 employees
- Residential lending represents approximately 72% of receivables

* Total deposits Mar 2002

^ Total lending - APRA Mar 2002

** Includes bill acceptances and securitised loans

^^ Includes securitised loans

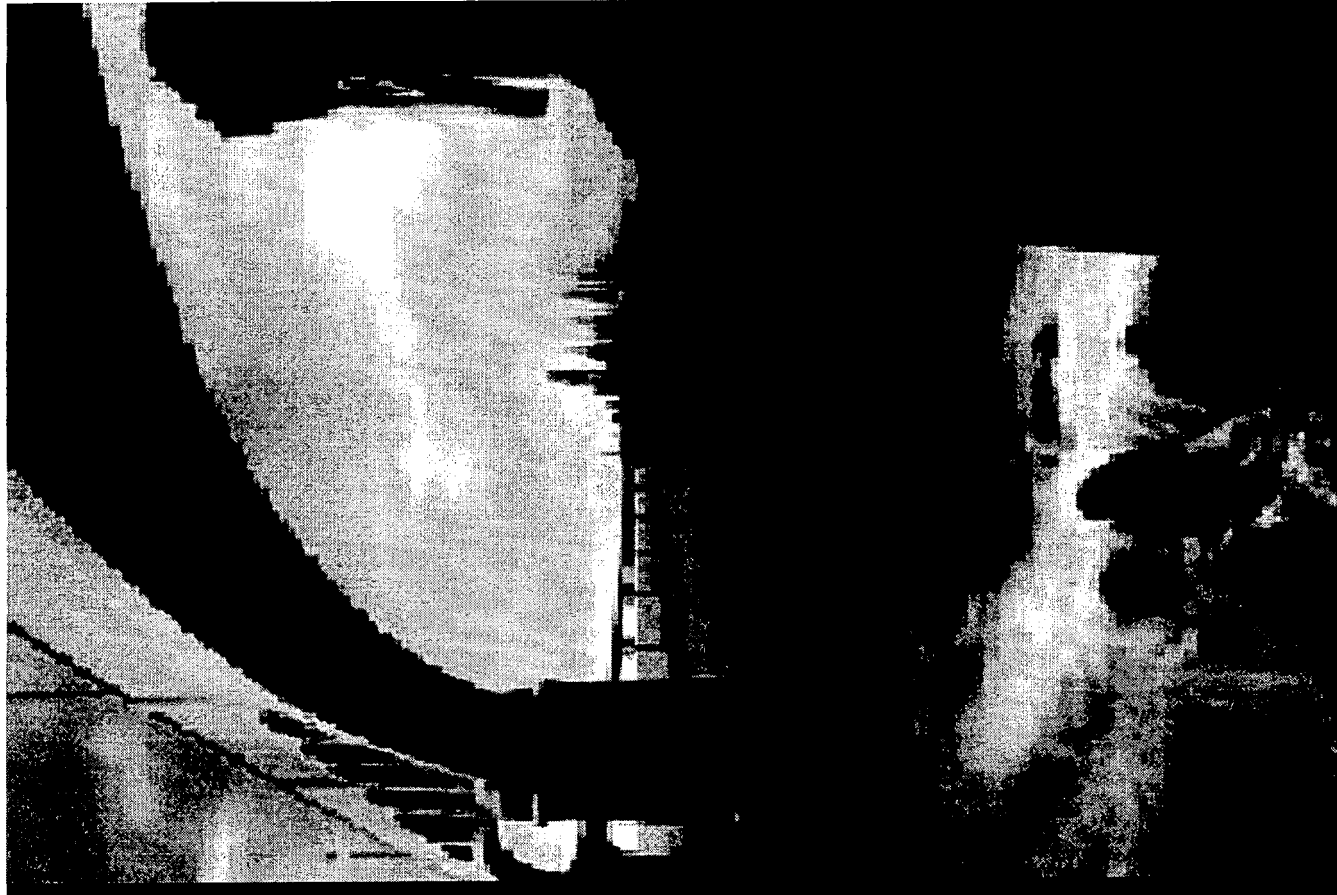
Business Volumes

	March 2002 \$bn	Market Share %
Total Lending**	48.3	9.1
Managed Funds	17.5	13.0
Retail Deposits	26.8	9.3
Residential Lending ^^	34.9	10.4

WHAT YOU'RE LOOKING FOR IN A BANK
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ST GEORGE

St.George Bank
Performance to date
Strategic framework
Strategy execution



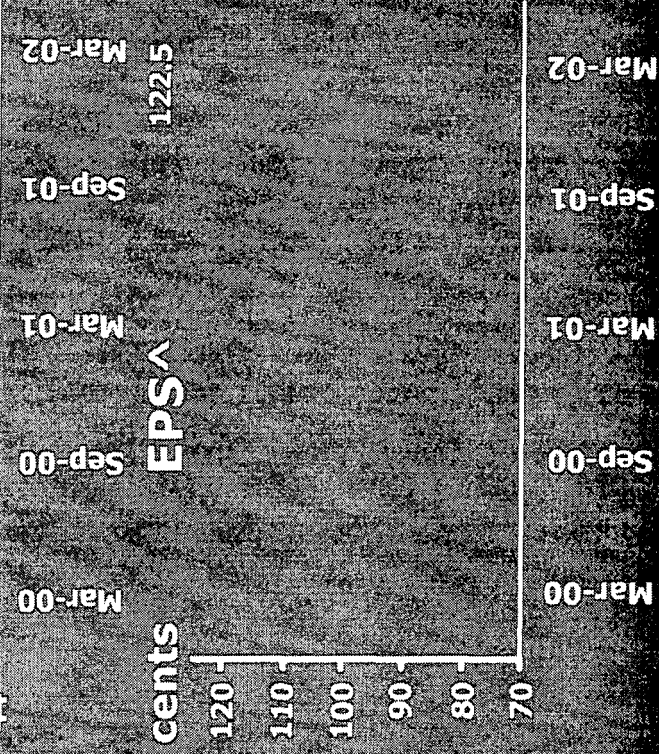
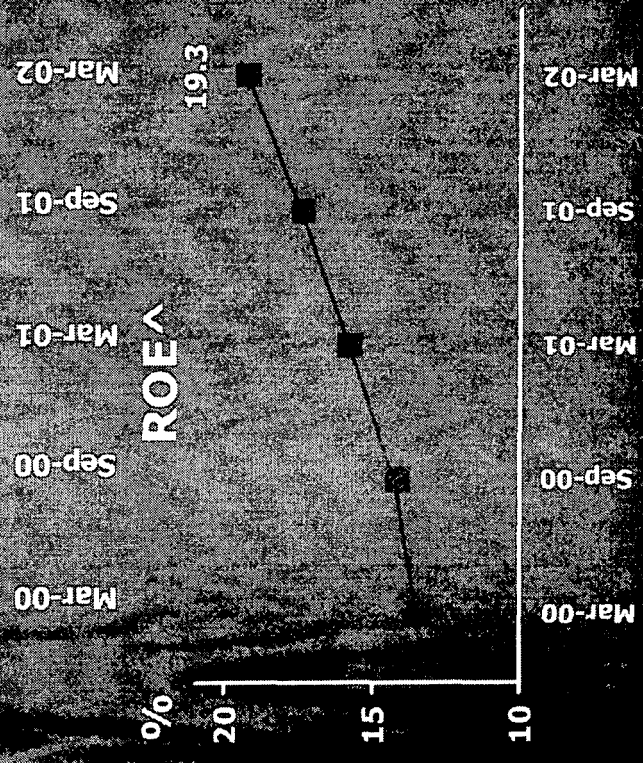
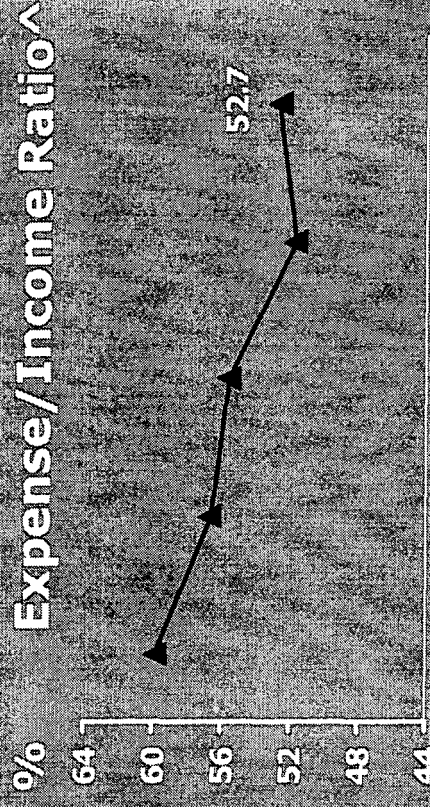
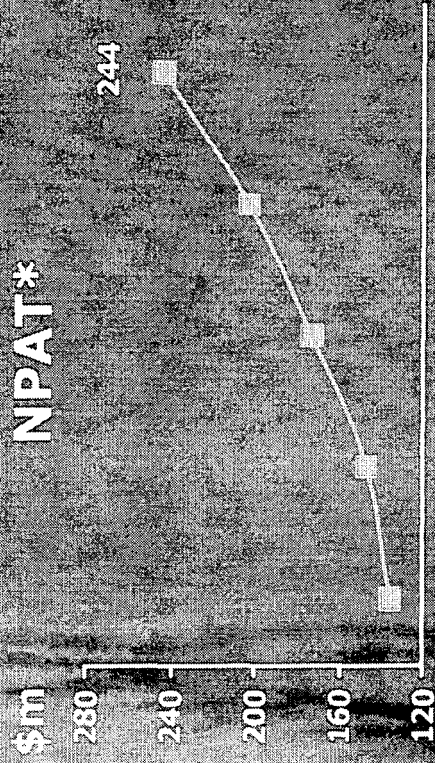
Strong Half-Year Profit Result

	Mar 2002	Mar 2001	% Change
Profit After Tax [^]	\$244m	\$173m	41
Earnings per Share*	122.5¢	96.4¢	27
Return on Equity*	19.3%	15.8%	
Expense to Income*	52.7%	55.6%	
Dividend	38 cents	31 cents	23

[^] Profit before significant items

* Calculated before significant items and goodwill amortisation

Sustained Financial Performance



* Before significant items

^ Before goodwill amortisation and significant items

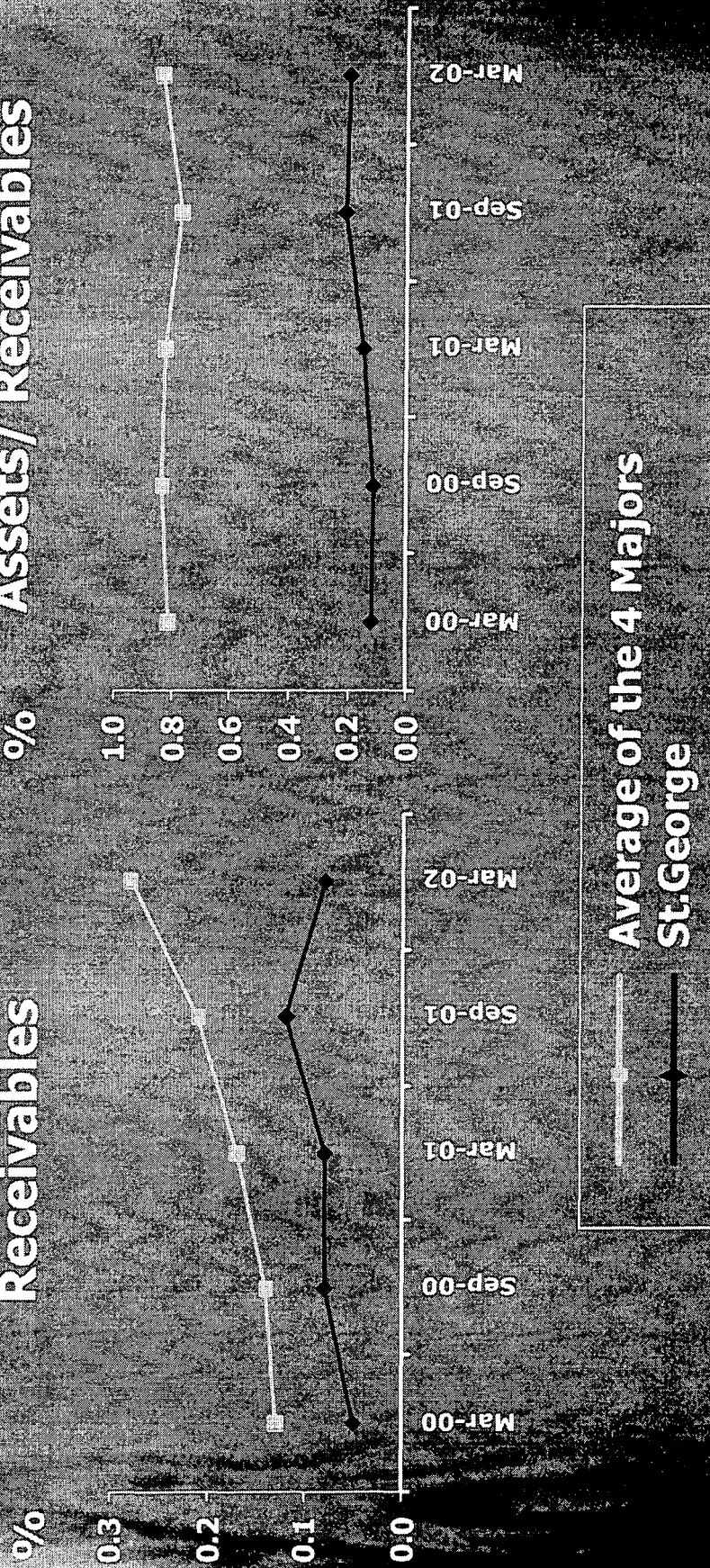
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TIGAR GROUP

Credit Quality Remains A Differentiator

Bad & Doubtful Debts/
Receivables

Gross Impaired
Assets/ Receivables



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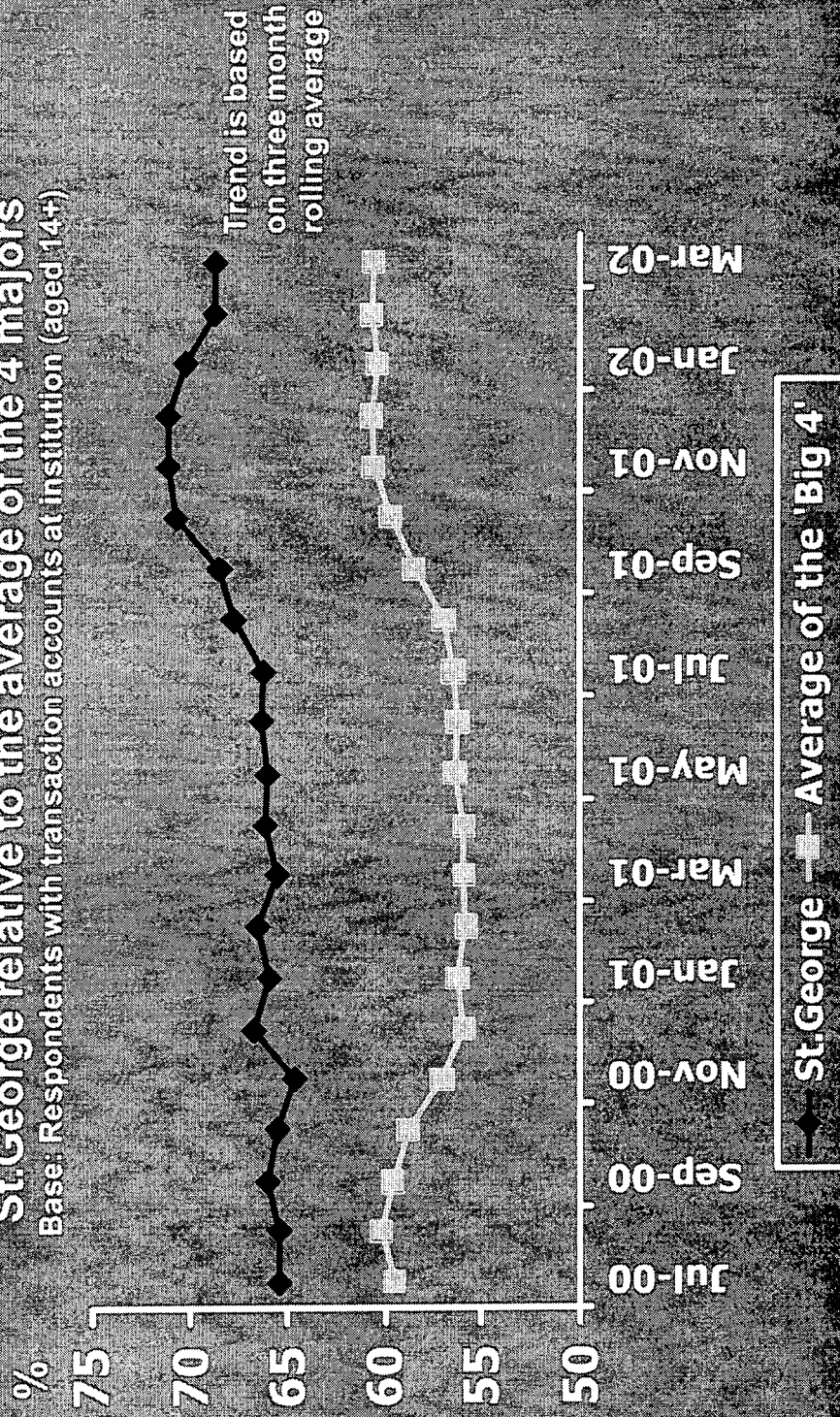
St. George

Satisfied Customers Provide Opportunity

Customer Satisfaction Ratings

St. George relative to the average of the 4 majors

Base: Respondents with transaction accounts at institution (aged 14+)



Source: Roy Morgan Research, Mar 2002

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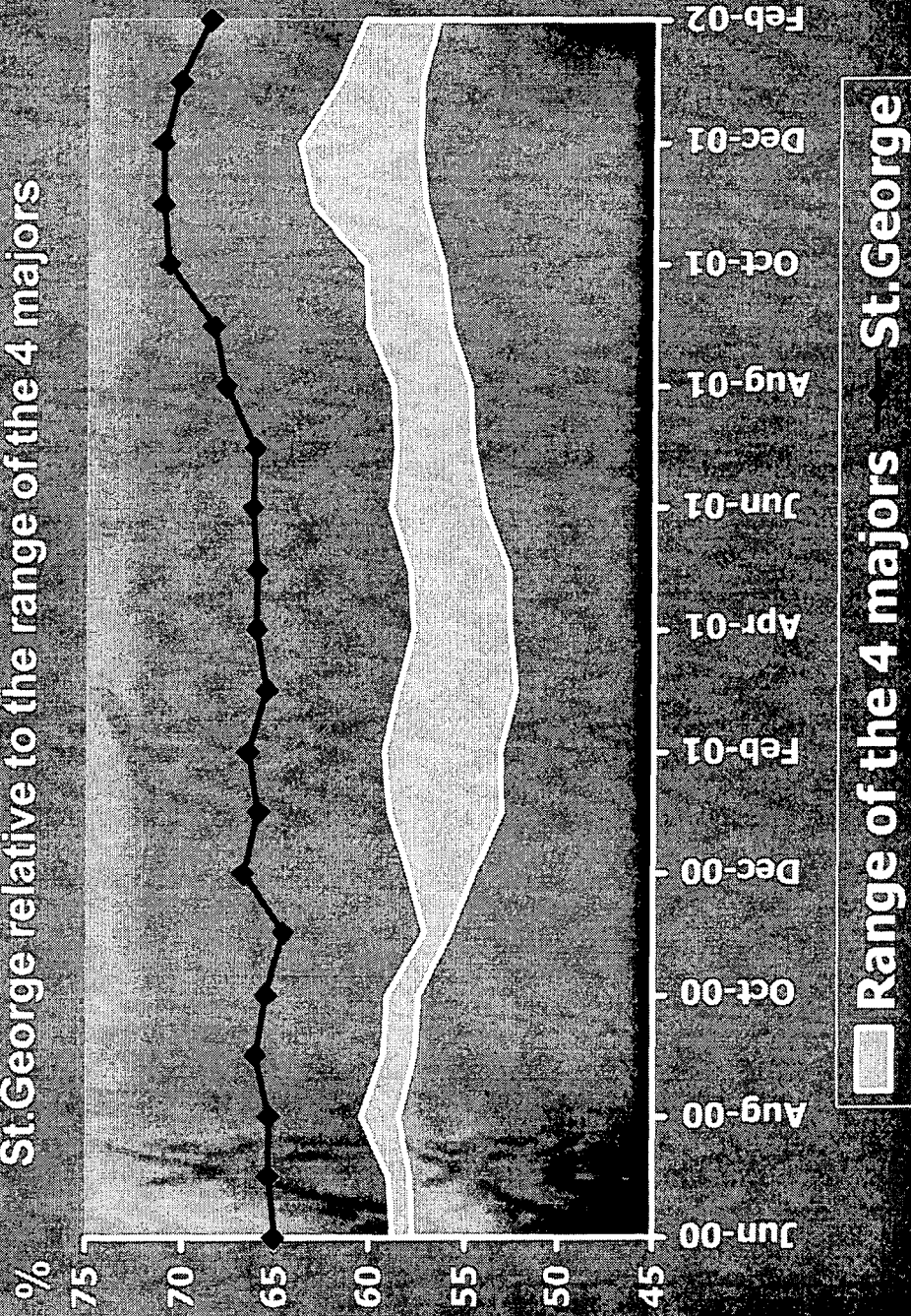


Satisfied Customers Provide Opportunity

Customer Satisfaction Ratings

Base: Respondents with transaction accounts at institution (aged 14+)

St. George relative to the range of the 4 majors



Source: Roy Morgan, Feb 2002
Trend is based on three month rolling average

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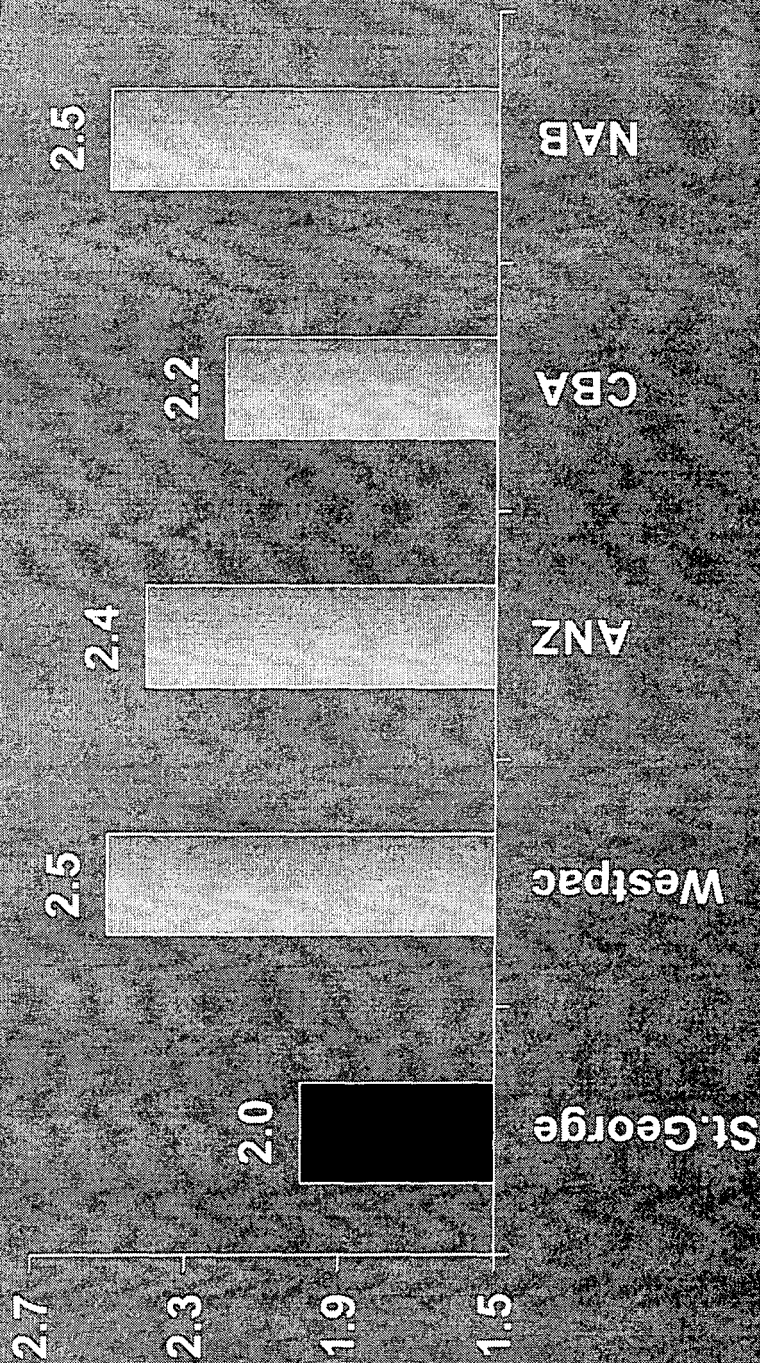
St. George

Foundation is Under-Leveraged

Av. Number of financial products held (includes insurance & investments)

Base: Respondents aged 14+ who nominate the institution as their Main Financial Institution

Products per MFI customer*



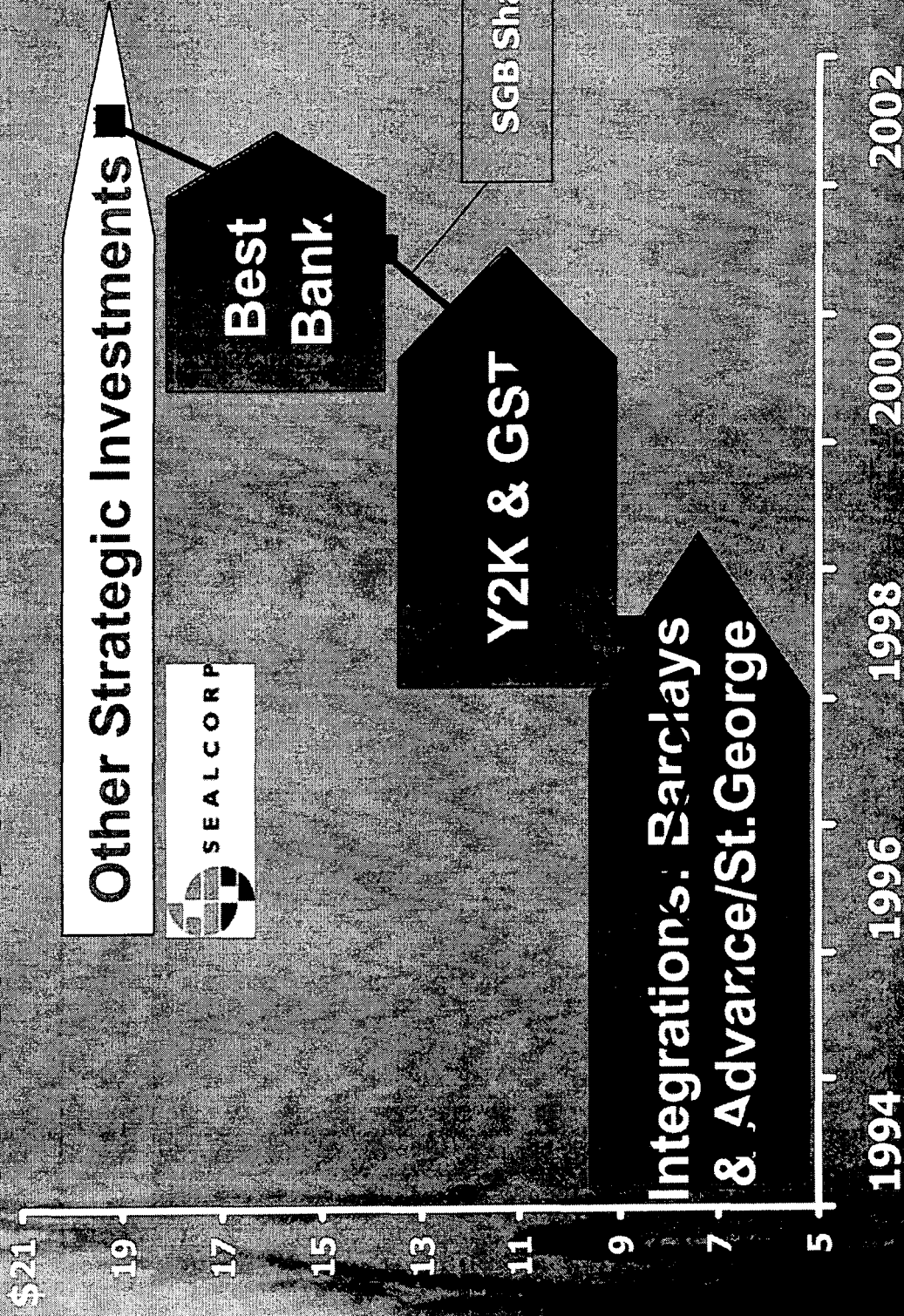
Source: Roy Morgan Single Source- Finance Monitor 3 months to February 2002

* Products held with any part of the group

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Major Acquisitions & Internal Programs Absorbed Focus



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St. George

St.George Bank

Performance to date

Strategic framework

Strategy execution



St.George Strategic Framework

SIX KEY BUSINESS GOALS:

1. Deepen and strengthen relationships with customers in our chosen markets
2. Leverage specialist capabilities for growth
3. Creatively differentiate on service
4. Accelerate and empower relationship selling
5. Optimise cost structure
6. Build team and performance culture

*Out "local" the nationals
& out "national" the locals*

1. Deepen and Strengthen Relationships with Customers in our Chosen Markets

- **Develop customer value propositions for
chosen segments**
- **Leverage strong data warehouse
capabilities**
- **Align skills, incentives and service levels**
- **Prioritise and implement**
- **Look for quick wins**

Personal banking business flows (12 mths)

- c.222k new customers pa buy banking product

New customers



Existing customers
grow / shrink
balances



Retained
customers
close
products

- 6% or c.137K customers close one or more products

Cross sales
to existing
customers

- 7% or c.157k existing customers pa buy additional banking product

Defection

- Losing c.211k customer relationships pa

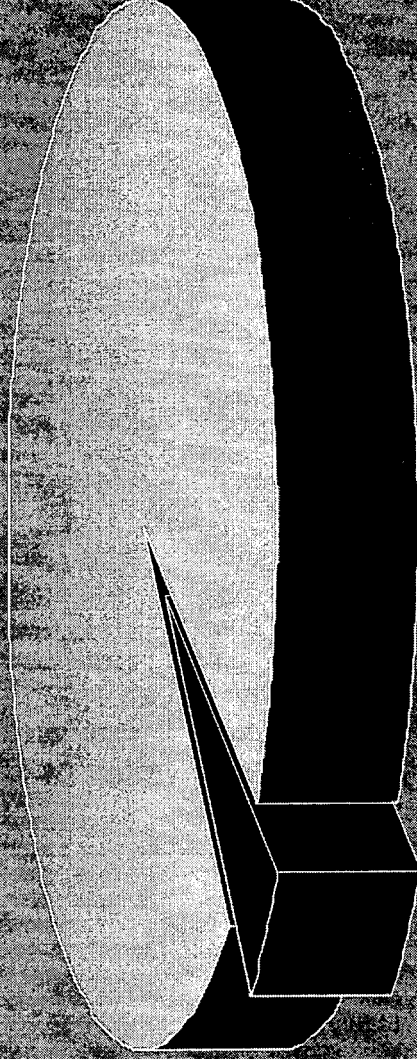
Note: Acquisition and defection data for non-business customer base. April '01 - '02.
Source: GDW (GHS)

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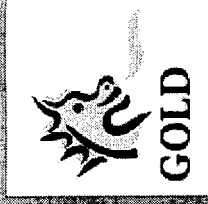
 siferge

Example- GOLD Segment Opportunity

- 50,000 GOLD Customers



Less than 5% of GOLD customers have
Group managed funds



2. Leverage Specialist Capabilities for Growth

Examples include:

- Residential lending and portfolio loans
- Payment services
- Property finance
- SEALCORP
- IFA relationship capabilities
- "dragondirect"

Leverage Specialist Capabilities for Growth

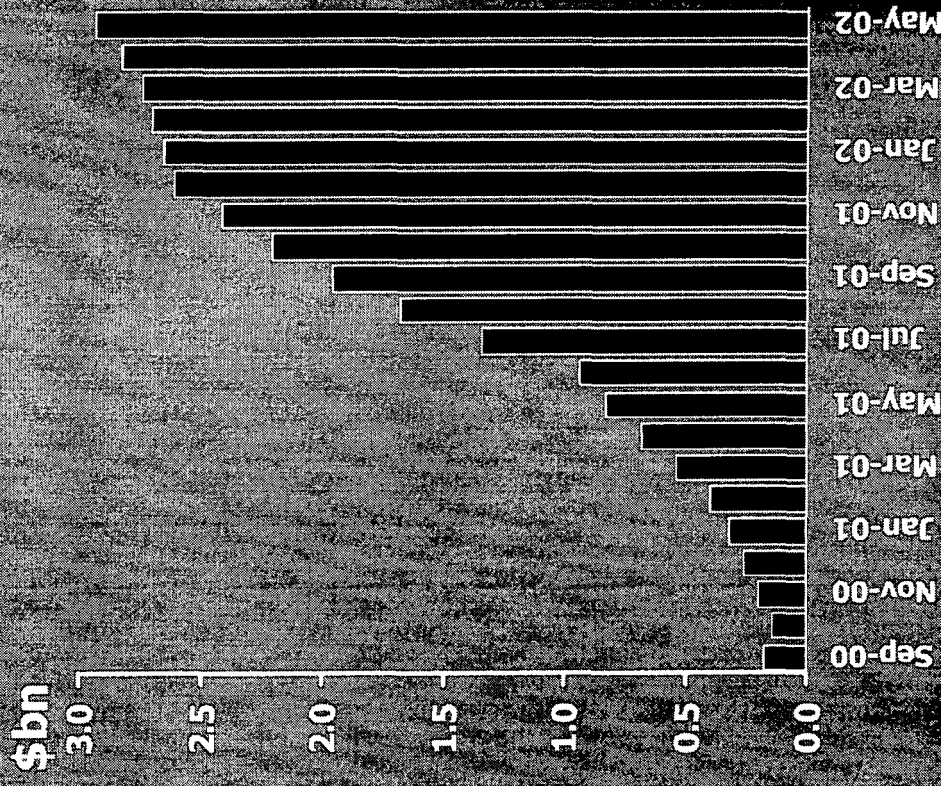
Opportunities for:

- Attracting new customers
- Alliances and partnerships
- Greater than system growth in non-core geographies
- Cost effective growth

Example- Firing Up dragondirect



- Rapid growth in 20 months
- Two products \$2.7b: "directsaver" and "directfunds"
- Over 75,000 customers
- Opportunity for low cost national expansion
- New products for launch this year:
 - Credit card
 - Insurance
 - Transaction account
 - Share broking



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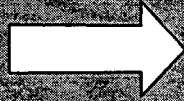
St. George

Example- Home Equity Loan

Residential Loans Mix

9%

As at Sep '98



26%

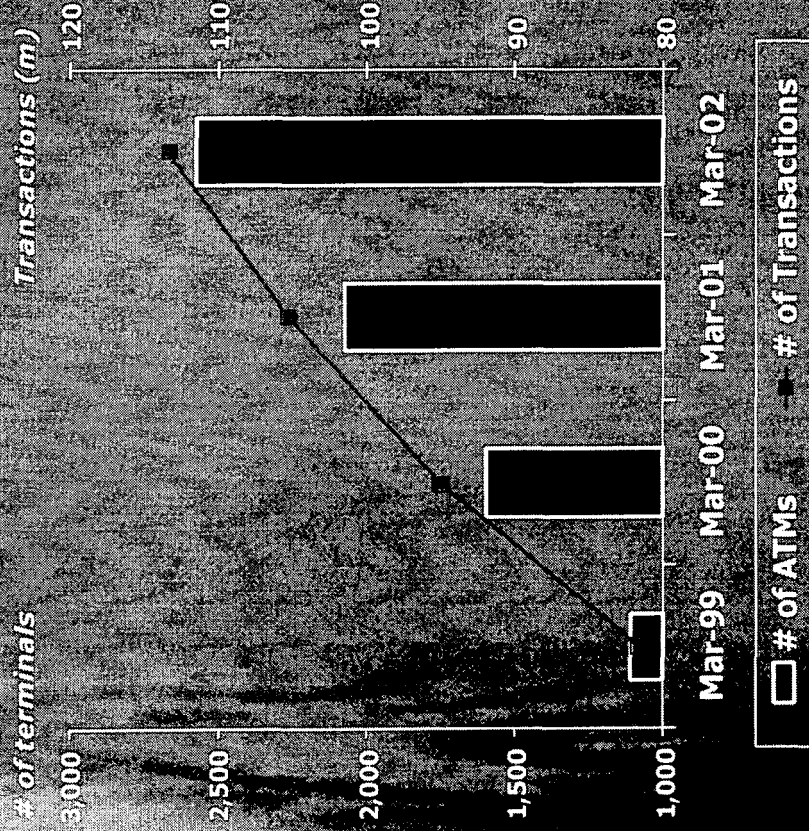
As at Mar '02

Home Equity Loans

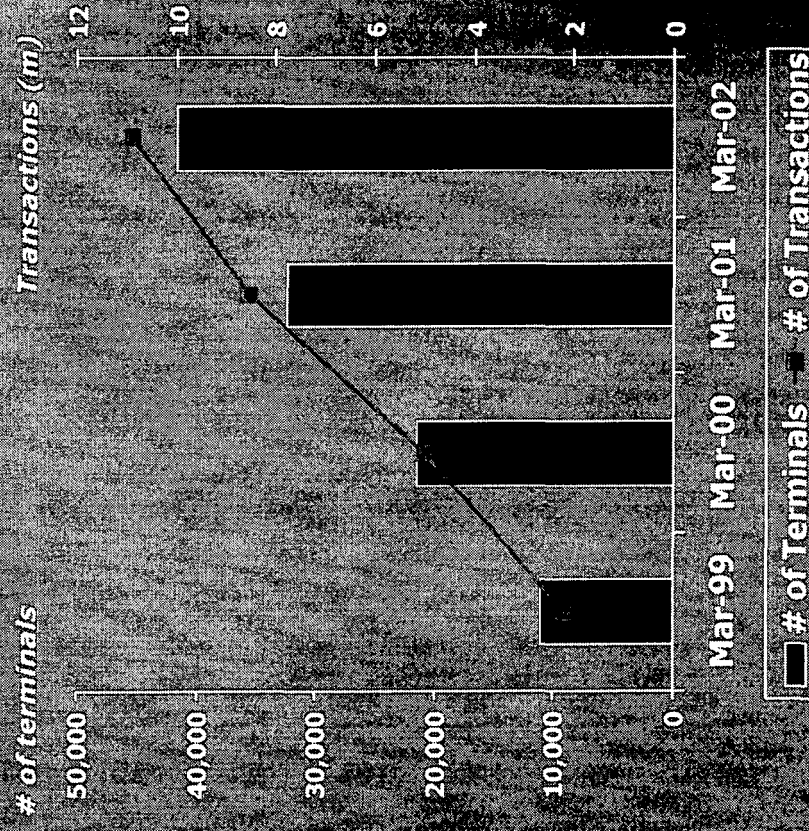
- 27% market share in approvals
- Superior profitability characteristics
 - Size of loan
 - Fees and margin
 - Life of loan
 - Relationship focused
- 5 star rated product

Example- Targeting Electronic Channel Fee Income

Network ATM's



EFTPOS Terminals



Example- SEALCORP

- Asgard number 2 in MasterTrusts
- FUA has increased: \$5b to \$12.8b in 3 years
- Successful multi-channel distribution
- Reputation of service delivery
- Increased leverage between St.George and SEALCORP
- Wrap product launched in May 2002

3. Creatively Differentiate on Service

- **St.George is the “friendly” alternative sought after by customers**
- **Align service propositions to desired customer segment outcomes**
- **Incentives across Group linked to customer satisfaction measures**
- **Build on strong community orientation and commitment**

4. Accelerate & Empower Relationship Selling

- Sales culture focused on:
 - Customer relationships
 - Assisting customers achieve their goals
- Sales system aligned to segment outcomes
- Focus on sales of wealth management products into St.George customer base

Example- Relationship Selling: Key Account Relationship Management for Middle Market

- **KARM - differential management strategy for middle market**
- **Started in 2000 using team based business model**
- **Represent 10% of customer base**
- **Extensive skilling undertaken**

Example- Relationship Selling: (KARM) Key Account Relationship Management

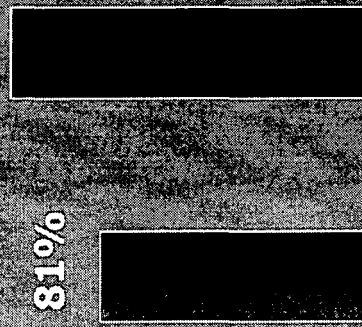
Satisfaction

82%



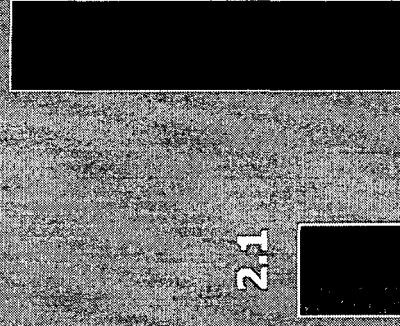
Propensity to Buy*

88%



Cross-Sell Ratio

4.9



Overall Corporate & Business Bank

Overall Corporate & Business Bank

Overall Corporate & Business Bank

Data: February 2002

* Customers with St.George as first preference for next product

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5. Optimise Cost Structure

- Continuous improvement – a way of life
- Head office, support and administration review
- Process redesign including back office processing and product manufacture
- Tightly manage investments for the future
- Analyse breakthrough alternatives eg. Outsourcing, business model redesign

Example- Benchmarking Information Technology

OBJECTIVES

- Establish baseline
- Benchmark locally and globally
- Determine gaps and opportunities
- Prioritise opportunities
- Consider alternative models

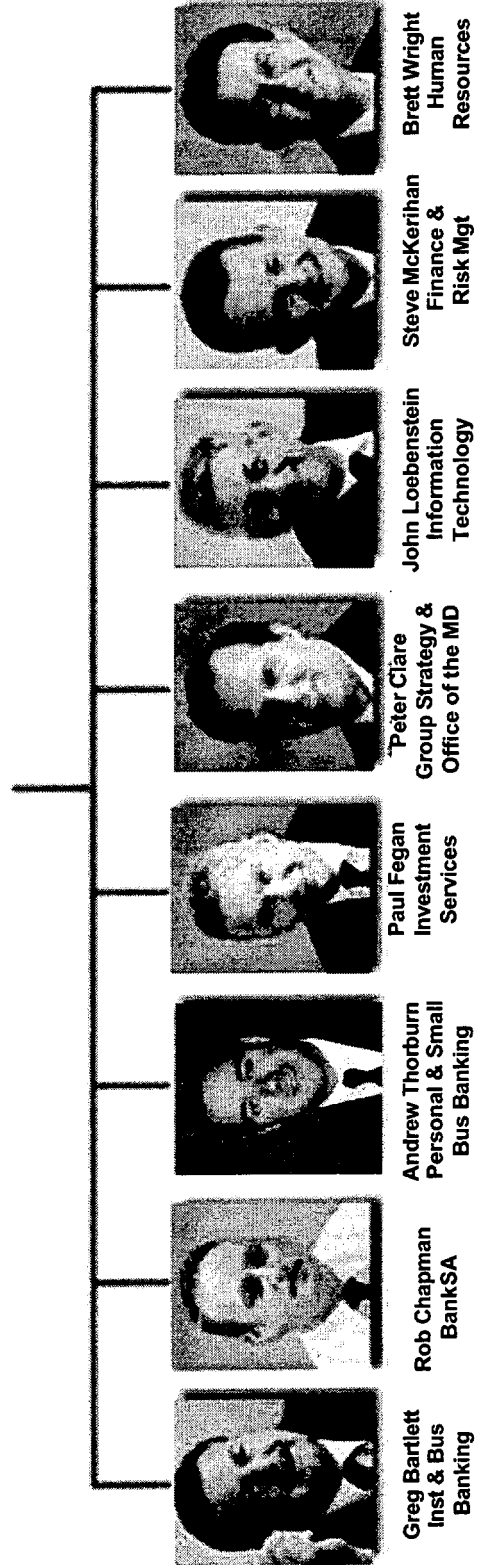
6. Build Team and Performance Culture

- New executive team
- Alignment of reward and recognition systems to support business goals
- Focus on management and leadership development
- Coaching
- Teamwork

Organisation Chart- Team



Gail Kelly - Managing Director

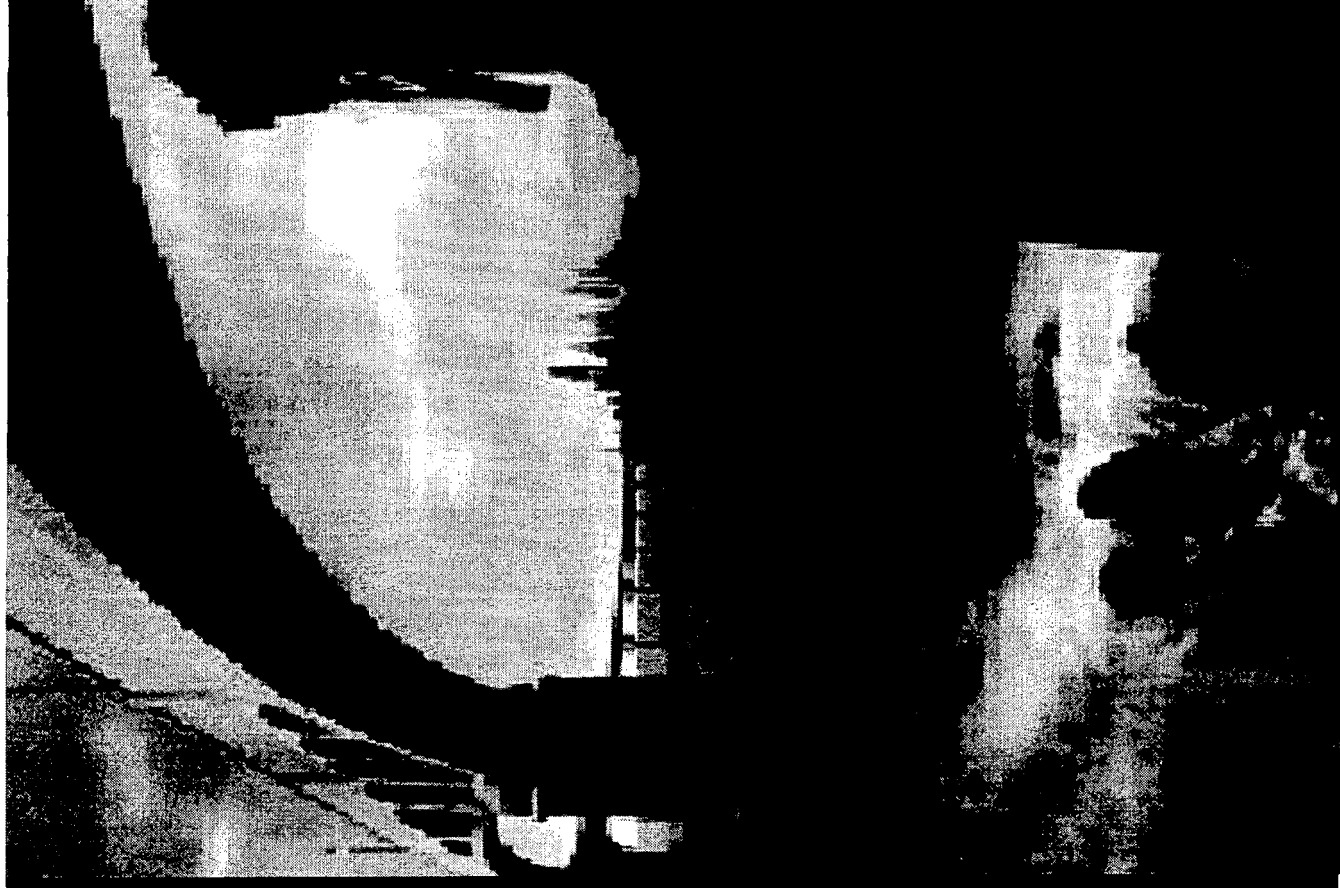


St. George Bank

Performance to date

Strategic framework

Strategy execution



Even Better Bank- Driving Towards Full Potential

Two Part Program

1. Customer-led growth

Goal: Leverage deep customer knowledge to develop and implement a focused growth plan

2. Business Productivity

Goal: Establish a truly competitive cost position which allows winning propositions to be offered to our customers

People and Culture

Quick Wins

Even Better Bank-Approach

Group-wide:



- Breaking down the silos
- No sacred cows

80/20:



- Focused on the biggest opportunities
- Prioritise; don't over analyse

Action oriented:



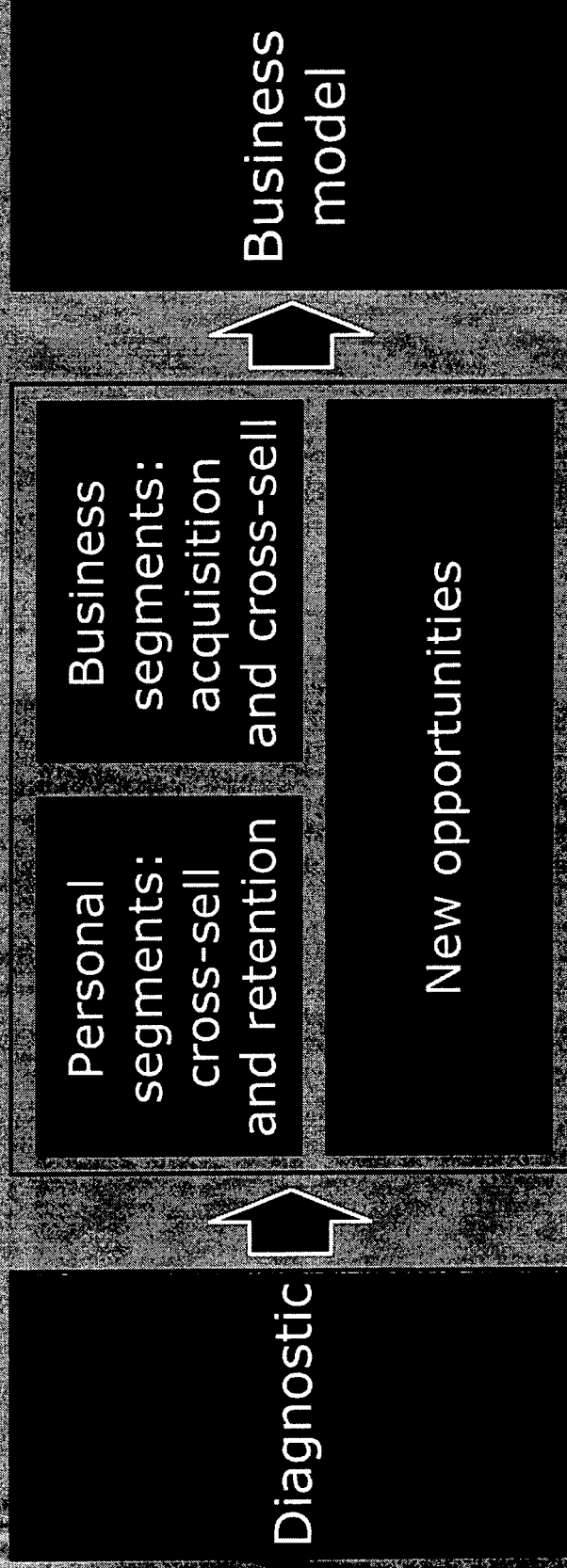
- Rapid timeline; diagnosis already complete
- Early impact 2002; full benefit end 2003

Broad engagement:



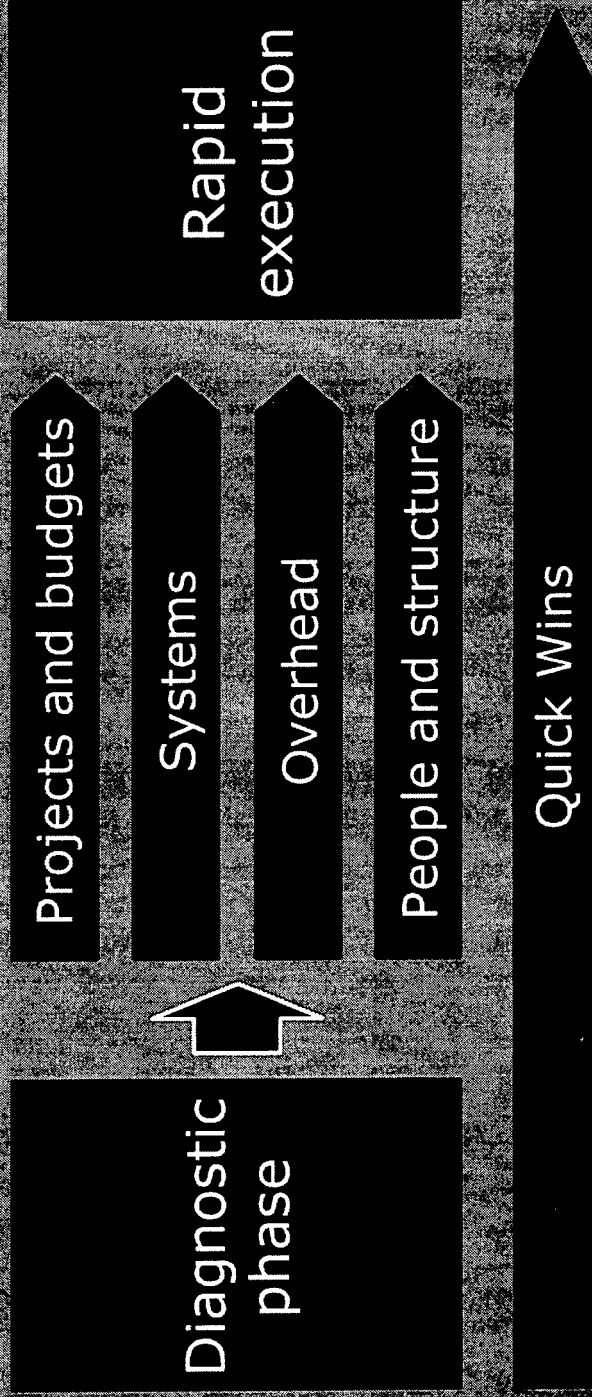
- Around 60 of our best and brightest people seconded
- Comprehensive executive involvement

Customer Led Growth



- Seven prioritised growth opportunities
- New approach to customer management
- Redesigning business model

Business Productivity



- Thirteen substantial opportunities identified
- Focused teams now pursuing each one

On Track to Deliver Performance Targets

- Profitability expected to be maintained at current levels in the 2nd half
- Final dividend expected to exceed interim if current profitability is maintained
- Targeting double digit earnings per share per annum
- Market update in September 2002

Summing Up...

- Quality 1H earnings
- Strong platform in place
- Brand differentiation sets us apart
- Strongly positioned for future growth
- Program in place – “Even Better Bank”
- Track record to succeed

The material in this presentation is general background information about the Bank's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

For further information visit

www.stgeorge.com.au

or contact

Sean O'Sullivan

Manager, Investor Relations

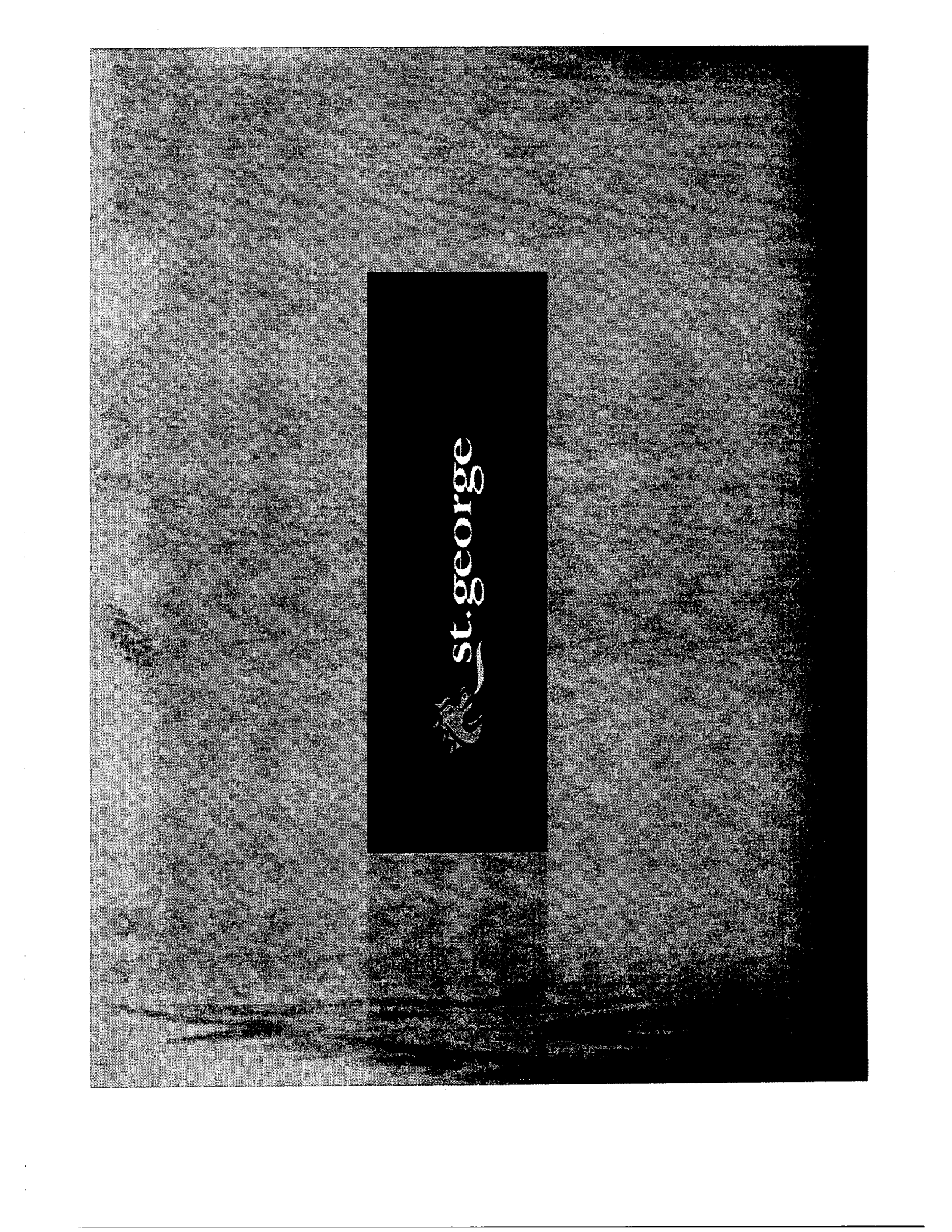
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