

Catch a
bigger
return

margin lending



Margin Lending

Big enough. Small enough.

A powerful way to maximise your wealth



If you want to catch bigger returns, St.George Margin Lending is the smart way to do it. By borrowing to invest, margin lending allows you to invest more in shares, managed funds, master trusts and wraps than you could using just your own funds. With a greater amount invested, it follows that you have the potential for greater returns. (Of course, this also magnifies the potential for losses if investments perform poorly, so it's not a strategy

for every investor.) As Margin Lender of the Year (awarded by *Money Magazine* for 2006 and 2007), St.George gives you all the benefits of margin lending along with our distinctively personal approach to financial solutions - a combination that makes St.George Margin Lending one of the most simple, flexible and smart ways to build your wealth.

What is margin lending?

Also known as “gearing”, margin lending lets you borrow money to invest in shares, managed funds, master trusts and wraps. In fact, it allows you to have an investment portfolio up to three times larger than you would otherwise have. Just like investing in property, where the loan is secured against the property, your margin loan is secured against your shares, managed funds, master trusts and wraps.

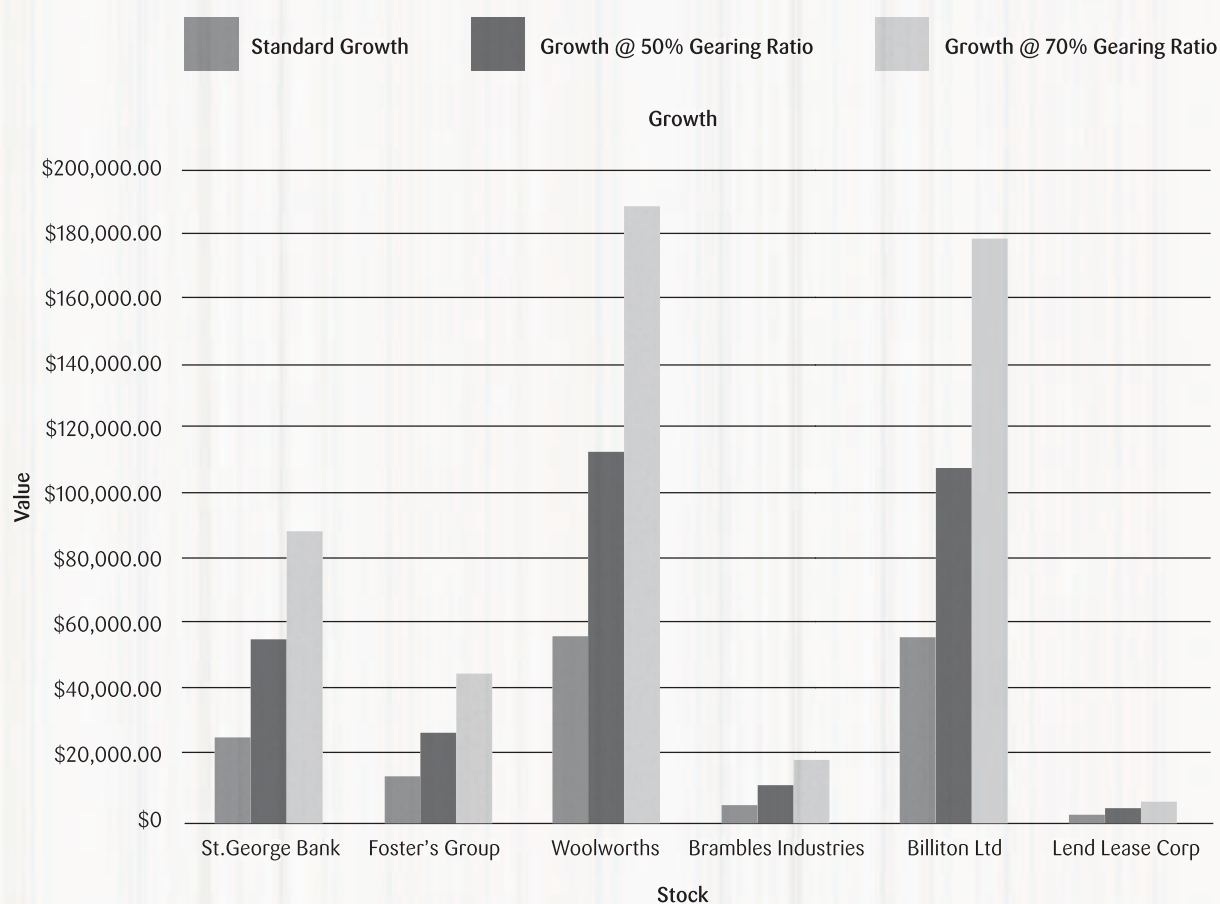
Investing more to earn more

As shown in the graph below, with a gearing strategy giving you more to invest, you have the potential for bigger returns. (Again, you should note that there is also the potential for greater losses.)

The graph below illustrates the effects of gearing a \$10,000 investment in Australian shares over a ten-year period. If you had invested \$10,000 in St.George shares in 1997, after ten years your investment would be worth \$26,568.43. However, if you had geared at a 50% gearing ratio, your investment would have grown to \$53,136.85.

And with an even more aggressive gearing ratio of 70%, your investment would have grown to \$88,561.42. Please note that past performance is not necessarily indicative of future performance.

How returns are multiplied by gearing - geared investments vs. ungeared investments of \$10,000 in Australian Shares 1997 - 2007



Data source: Reuters Australia Pty Ltd. Chart shows capital growth performance of a selection of shares from 31 December 1997 to 31 December 2007. Dividends, imputation credits, interest and facility costs are not included. Past performance is not indicative of future performance.

St. George Margin Lending at a glance

Who can borrow? Individuals, companies, trusts.

Income and assets test: No income or assets test required.**

Flexible facility structure: Security can be in the names of individuals, joint borrowers and third party security providers.

Prompt loan approval: Approval time for individuals – 2 minutes (online)* to 48 hours. Companies/trusts – up to 5 business days.**

Loan set-up: You can set up your facility with a \$nil balance until you're ready to invest.

Low loan limit: Maximum loan size is governed by the gearing ratio of your securities and our credit criteria.

Acceptable Securities List: You can choose from a comprehensive range of investments, including shares, managed funds, master trusts and wraps, with a range of gearing ratios.

Trading: You can trade while your account stays within the agreed limits.

Adviser of your choice: You can use the stockbroker or financial planner of your choice.

Flexible loan structure: You can choose to have either a variable rate loan or any number of fixed rate loans under the one facility.

Choice of interest rate options: Choose between variable rate – calculated daily on loan balance and charged monthly in arrears, or fixed rate – paid in advance on nominated terms from 3 months to 5 years. (Note: pre-paid interest is not refundable.)

Tiered interest rate structure: Interest is charged depending on your loan size. Once your total loan reaches a certain level, you'll automatically receive a lower interest rate on the variable loan.

Flexible payment options: Interest can be paid by direct debit or cheque. On variable rate loans you can also capitalise your interest to your loan, so that, if you maintain the loan within your limits, there's no need to make any interest repayments.

Repaying your loan: Part or full repayments can be made at any time on variable rate loans. If repaid in full, your facility can be kept open for future use at no cost.

Buffer: Allows you to absorb small market movements above your borrowing limit without triggering a margin call.

Margin call: When the maximum gearing ratio is exceeded, you will be required to restore your borrowing limit.

Loan advance: Loan advances can be made for any lawful investment or business purpose up to the amount of available funds in your facility.**

Savings gearing: An effective way to build up your investments month by month using borrowed funds or borrowed funds supplemented by your own contribution.

Protected loan: Lets you benefit from rising stockmarkets without the risk of capital loss on your shares.

Call Options: A strategy for earning additional income against the investments in your margin lending portfolio.

Earn interest on your credit balance: Transferring credit balances to a Cash Management Trust Account lets you earn interest on your credit balances between trades as well as having dividends credited directly into your account.

Account Manager: Our Account Management Team is available on 1300 304 065, Monday to Friday, 8am – 6pm (AEST).

Online access to your account: A secure password gives you and your adviser online access to a wide range of account details, 24 hours a day, 7 days a week.*

Portfolio service: Allows you to monitor your securities and determine the value of your entire portfolio according to stock movements.

Statements: Statements are provided monthly to you and to your adviser on request. They can also be obtained on request from our Account Management Team or viewed online.

Fees: No transaction costs or monthly account keeping fees. No establishment fee for individuals. A \$150 fee applies for each company and a \$150 fee for each trust to cover ASIC fees and trust vetting (not refundable if application is rejected or not pursued). An early termination fee of \$500 may apply (if loan closed within the first 2 months).

Commission: St.George Margin Lending may pay commission to your adviser. This is not an endorsement of either your adviser or any advice or service they provide to you.

*Subject to systems availability and maintenance. **All loans are subject to our lending criteria.

A simple, flexible and smart
way to build your wealth



Using margin lending to boost your investments

There's a variety of ways you can use margin lending to borrow against your existing investments, helping you invest more and spread your investments across a broader range of assets. Margin lending can help you meet a wide range of investment objectives by:

- **Unlocking the equity in your existing investments** – using cash or existing investments in shares, managed funds, master trusts or wraps as security, margin lending can give you even more funds to grow your investments.
- **Generating cash from your investments** – because you're borrowing cash against your existing investments, margin lending can be a smart way to raise cash without having to sell your investments and potentially be liable for capital gains tax.
- **Supplementing your superannuation** – many investors use margin lending in addition to superannuation savings, as another means of building their investments with the aim of having even more to look forward to in retirement.

How shares can enhance your returns

Investing in shares, either directly or through managed funds, has proven to be a rewarding strategy for long-term capital growth and returns.

The chart compares \$100,000 invested in ASX 200 against the Australian House Price Index with the Australian Consumer Price Index (CPI) from December 1990. As you can see, while stockmarket investments are often more volatile in the short term, over the longer term they have

tended to outperform other investment classes such as property. Again, please note that past performance is not necessarily indicative of future performance.

Greater diversification of your portfolio

Because margin lending gives you more funds to invest, you can spread your investments across a broader range of assets to build a more diversified portfolio.

With St. George Margin Lending, you can choose the investments you feel most comfortable with from the wide range of investments on our Acceptable Securities List – either shares, managed funds, master trusts, wraps or a combination of all four.

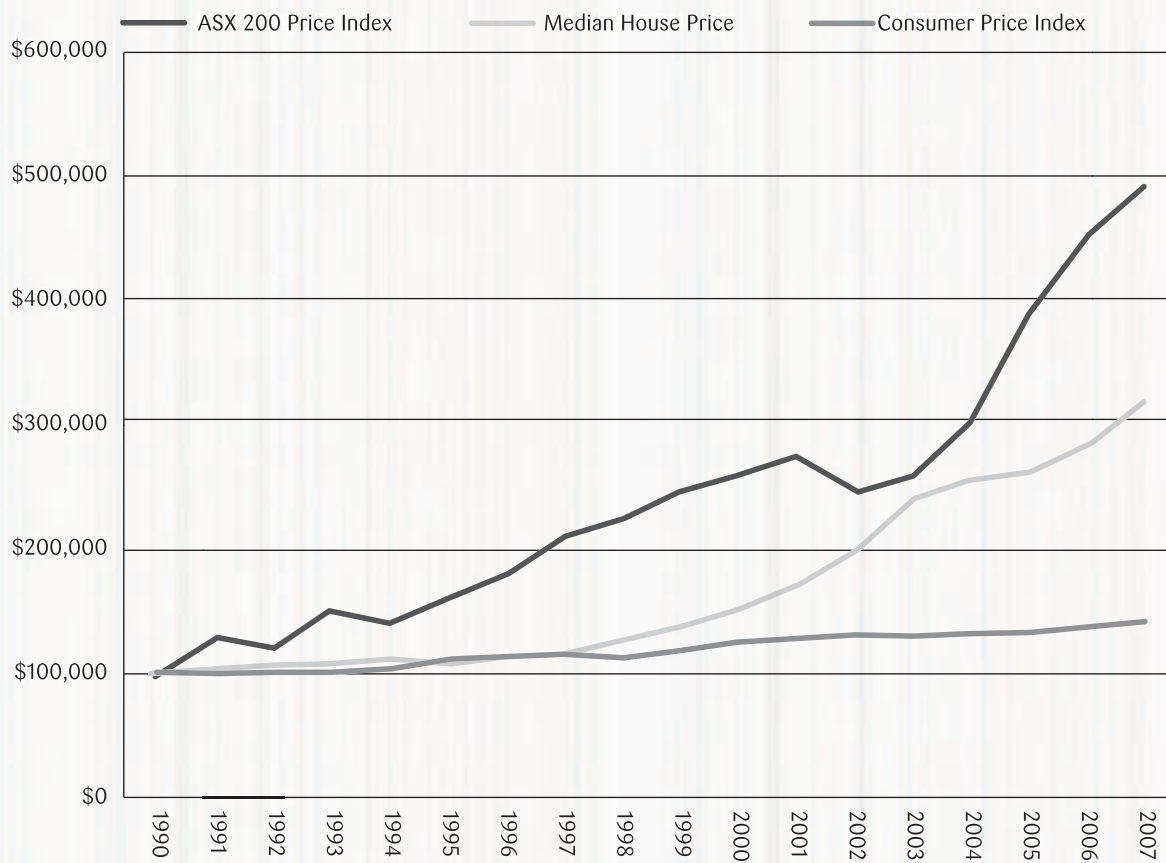
This means greater flexibility to build your portfolio with the diversification and risk exposure that best suits your objectives. For an updated list, call **1300 304 065**, 8am – 6pm (AEST), Monday to Friday, or visit stgeorgemarginlending.com.au

A range of taxation benefits

While tax advantages should not be the main reason for choosing margin lending (or any investment), most investors using margin lending can benefit from a range of tax benefits, including:

- Interest paid on your loan is generally tax deductible
- Interest can be paid up to 12 months in advance to increase your tax deductions in the current financial year
- By borrowing against your existing portfolio, you can access cash without incurring the capital gains tax liability created by selling part of your portfolio

Based on \$100,000 invested in S&P/ASX 200 Index compared to the growth of the Australian House Price Index and Australian CPI.



Source: Ecwin, Australian Bureau of Statistics and Reuters. Past performance is not indicative of future performance.

- As dividends from Australian shares are often franked, you may receive franking credits, which could help reduce your overall amount of tax payable
- You can take advantage of company, trust and third party security structures for tax planning purposes.

For personalised advice about the tax benefits available to you, you should consult a tax specialist or your adviser.

How much can you borrow?

The amount you can borrow with a St.George Margin Loan is determined by the value of the shares, managed funds, master trusts, wraps or cash you provide as security and subject to the Bank's lending criteria. We then apply a percentage or gearing ratio to the value of each security.

The overleaf table is a quick guide to the amount that you may be able to borrow, based on the total value of the security that you have to support the loan. The higher the gearing ratio, the more you may borrow.

Example: If you have security with a value of \$53,333 with a gearing ratio of 60%, you can borrow up to \$80,000. This example assumes that the borrowed funds will be invested in security with a gearing ratio of 60%.

$$\frac{\$53,333 \times 0.60}{1 - 0.60} = \$80,000$$

Determine Your Loan Amount

Amount you can borrow*	Security value		
	50% Gearing Ratio	60% Gearing Ratio	70% Gearing Ratio
\$80,000	\$80,000	\$53,333	\$34,286

*The table assumes: • borrowed funds are used to purchase investments
• those investments are provided as security • investments have the same gearing ratio as existing security.

- For CHESs Sponsored holdings, please provide a copy of your latest CHESs statement
- Cash – simply provide a cheque made payable to St.George Margin Lending.

All forms are also available at stgeorgemarginlending.com.au

The total amount you may be able to borrow is calculated with this formula:

$$\frac{\text{Security Value} \times \text{Gearing Ratio}}{(1 - \text{Gearing Ratio})} = \text{Total amount you can borrow}$$

Providing security for your loan

The following is a basic guide to the amount of security you will need to support a St.George Margin Loan of a certain size. This amount will be determined by the gearing ratio of the shares and managed funds on our Acceptable Securities List.

Example: If you want to borrow \$80,000 using managed funds that have a gearing ratio of 60% (and assuming that the borrowed funds will also be invested in security with a gearing ratio of 60%), the amount of security you must provide is calculated as follows:

$$\$80,000 \times \frac{(1 - 0.60)}{\text{Gearing Ratio}} = \$53,333 \text{ security needed}$$

Your security can be provided as:

- Existing managed fund investments – simply complete a Managed Fund Standard Transfer Form, which you will find in the Margin Lending Terms & Conditions and Application Forms booklet
- Existing share investments – simply complete a Share Transfer Form, which you will find in the Margin Lending Terms & Conditions and Application Forms booklet
- For Issuer Sponsored holdings, please provide a copy of your latest statement



Additional margin lending strategies and features

Savings gearing – helping you build your wealth step by step

Savings gearing lets you take advantage of the benefits of margin lending with an initial investment, allowing you to step up your managed fund investments over time. With flexible monthly contributions, consisting of borrowed funds or borrowed funds supplemented by your own money, you can build a geared investment portfolio to maximise your investment potential. So it's an easy way to start boosting your investments for the future. What's more, you pay no additional fees, and you get the same competitive tiered interest rates as standard margin loans.

Most of the funds on our Acceptable Securities List allow you to invest through savings gearing, giving you a wide range of investment options. While the maximum amount you can borrow is determined by the gearing ratio of your portfolio, you can choose the level of borrowing that suits you.

One of the major benefits of savings gearing is that it allows you to benefit from dollar-cost averaging, which means taking advantage of longer-term market movements without trying to time the market yourself. One month your money may buy more units in a managed fund and the next a little less. Over time, however, the highs and lows usually even out.

How savings gearing can help you multiply your wealth

Investment Scenario 1

Gary and Jill have \$5,000 to invest. They would like to use this as an initial investment and then make regular monthly contributions to build up their wealth. The table

overleaf shows the positive impact of a geared savings plan as compared to a non-geared savings plan over a five-year period.

Call options – the option to maximise your investments even more

Writing call options gives you the potential to earn additional income from the investments in your margin lending portfolio, especially when share prices are static. When you write a call option on shares in your portfolio, you are selling the right – but not the obligation – to the buyer of the call option to purchase those shares at a specified price within an agreed time frame. In return, you are paid a guaranteed premium.

The agreed selling price (known as the exercise or strike price) is available to the buyer of the call option, should they proceed, up until the agreed expiry date. If the share price remains around the same as or slightly lower than the selling price on or before the expiry date, the buyer is unlikely to exercise their right to buy your shares.

This means you retain your shares while still earning income from the call options premium – income that can be used to help pay loan interest, reduce your loan balance or to be re-invested in additional securities. Your adviser can advise you on the risks that may be involved in using a call options strategy within your margin lending facility.

Protected loans

A protected loan lets you enjoy the benefits of rising stockmarkets, without the risk of capital loss on your shares.

How returns are multiplied by gearing – geared savings plan versus non-geared savings plan

	Non-geared savings plan	Geared savings plan
Initial investment	\$5,000	\$10,000 (\$5,000 own funds + \$5,000 loan funds)
Monthly contribution	\$250	\$750 (\$250 own funds + \$500 loan funds)
After 5 years		
Total contribution	\$19,750	\$54,250 (\$19,750 own funds + \$34,500 loan funds)
Investment value	\$27,336	\$73,781
Total asset value	\$27,336	\$39,281
Return on equity over 5 years*	38%	99%

This is an example only and assumes a year-on-year return of 10%p.a. Your actual return will vary depending on the performance of your investments, which may include losses as well as gains. Distributions, interest payments and fees are not included in this calculation. *Earnings as a percentage of total client contribution.

In short, you borrow money to buy a portfolio of shares and we protect its value. If the price of your securities rises, you receive the capital gains, dividends and distributions. However, if the securities fall in value, your portfolio is protected from any loss. Best of all, because each of your investments is protected separately, if you make gains on one security, they won't be cancelled out by losses if one of your other securities falls in value.

With a protected loan, your investment is protected at a value agreed at the outset. If, at the end of your loan term, the value of any of your securities falls below the protected price, you can simply hand the shares back and walk away from the loan (assuming all interest has been paid).

And, unlike a standard margin loan, you'll never receive a margin call, so you won't have to make any additional payments if your securities fall in value. However,

terminating your loan early or defaulting on your interest payments will result in the loss of protection on your loan.

Cash Management Trust Account

Opening a Cash Management Trust Account (CMA*) allows you to earn interest on credit balances in your margin lending facility. Any credit balances can be transferred into this account until you want to purchase further investments. In this way, interest earned can work to offset the interest payable on your margin loan. You can also have your dividends credited directly into your CMA, which can be especially convenient if you trade regularly.

As your CMA can form part of the security for your loan, withdrawals from this account must be arranged through St. George Margin Lending. We will also open a CMA for you if you opt for savings gearing, since this is the account from which your regular contributions are deducted.

*Accounts are held by Value Nominees Pty Ltd on trust for you.

Internet account access

Online access to your St.George Margin Lending account brings a new level of convenience to the management of your facility. Simply by logging in with secure password access at stgeorgemarginlending.com.au, both you and your adviser can access a wide range of account details anywhere, any time.

At a glance

Internet account access makes account management easy by providing:

- 24 hour, 7 day access to your margin lending account information*
- Comprehensive information about your account, including:
 - Account Summary
 - Portfolio Summary
 - Security Transactions
 - Current Gearing Ratio
 - Account Details
 - Security Holder Details.

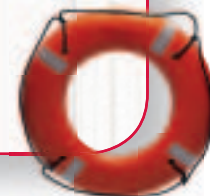
- The ability to simulate trades on your account
- Access for you and your adviser
- Password security for account confidentiality.

Security for your account

The confidentiality of your account information is our highest priority. Access to your account information is protected by password security and, as long as you keep your password confidential, your account information is secure.

*Subject to systems availability and maintenance.

Understanding the concepts and managing the risks



As with any investment, the risks associated with margin lending mean that it is not a suitable strategy for every investor. It is important to understand both the risks involved and how you can manage those risks. For this reason, we recommend that you discuss your decision with your adviser and ensure that you are familiar with the terms and conditions of the facility. In short, while margin lending enhances your potential for bigger gains, it can also expose you to greater risk in a falling market. As a falling market may affect the value of the security on your loan, it is essential to understand the concepts of gearing ratios, buffer and margin calls.

What is a gearing ratio?

Each security in your margin lending portfolio has its own gearing ratio, which determines the amount you can borrow against that security. Your maximum gearing ratio for the loan is the weighted average of each individual gearing ratio in your portfolio. This is the maximum amount you can borrow, calculated as a proportion of the market value of your securities.

What is a buffer?

As share markets are by nature volatile, St. George Margin Lending provides a buffer to allow for small fluctuations in the market value of your security.

This buffer is based on the market value of all the acceptable securities in your portfolio, multiplied by the percentage that we assign to that type of security.

Currently, the percentage is 10% for managed funds and most shares. You cannot borrow more money if this would put you into your buffer.

What is a margin call?

From time to time, you may exceed your maximum gearing ratio due to a fall in the market value of your securities, changes to gearing ratios or, for example, delisting of a company. When your maximum gearing ratio is exceeded by more than the allocated buffer, a margin call will be made. If this occurs, we will try to contact you either by phone, email, SMS or ordinary mail, however, it is important you monitor your account regularly. When a margin call is made you will be required to restore your loan back to the maximum gearing ratio by doing one of the following by 2pm (AEST) on the following business day:

- Provide additional securities (from our Acceptable Securities List)
- Sell securities from your portfolio to repay a portion of your loan
- Repay part of your loan.

The risk of a margin call means that margin lending is not appropriate for every investor. Any decisions about your investments should be discussed with your adviser.

How changes in market value affect your investments

The following three examples illustrate the effects of a falling market on a geared portfolio. These examples are based on a maximum gearing ratio of 70% and assume that the margin lending investments have a 10% buffer.

Starting point

Client equity	\$30,000
Gearing ratio	70%
Amount borrowed	\$70,000
Borrowing limit	\$70,000
Portfolio market value	\$100,000
Amount borrowed as a % of market value (margin call at 80%*)	70%

*Margin call at 80% calculated as maximum gearing ratio plus buffer.

Buffer

In a falling market, the value of your portfolio will fall, which, in turn, causes the gearing level to rise. This example shows the effect of a 5% fall in the value of your portfolio. While the “amount borrowed as a percentage of market value” has risen, it remains within the 10% buffer.

Initial portfolio value	\$100,000
Current portfolio market value	\$95,000
Gearing ratio	70%
Client equity	\$25,000
Amount borrowed	\$70,000
Borrowing limit	\$66,500
Amount borrowed as a % of market value (margin call at 80%*)	73.68%

*Margin call at 80% calculated as maximum gearing ratio plus buffer.

Margin call

A 15% fall in the market value of the same portfolio will trigger a margin call.

Initial portfolio value	\$100,000
Current portfolio market value	\$85,000
Gearing ratio	70%
Client equity	\$15,000
Amount borrowed	\$70,000
Borrowing limit	\$59,500
Amount borrowed as a % of market value (margin call at 80%*)	82.35%

*Margin call at 80% calculated as maximum gearing ratio plus buffer.

A simple strategy for managing margin call risk

One of the easiest ways to manage the risk of a margin call is to borrow less than the available amount determined by the maximum gearing ratio of your portfolio. The following example shows how, rather than gearing to the maximum gearing ratio of 70%, you may choose to borrow a lesser percentage of your market value, say 50%. This means the amount that the market value of your portfolio has to fall to trigger a margin call is far greater.

	Maximum Gearing	50% Gearing
Amount borrowed as a % of market value	70%	50%
Client equity	\$30,000	\$30,000
Gearing ratio	70%	70%
Amount borrowed	\$70,000	\$30,000
Borrowing limit	\$70,000	\$42,000
Market value of security	\$100,000	\$60,000
Market fall required to trigger a margin call	12.5% to \$87,500	37.5% to \$37,500



Additional strategies for minimising risk

In addition to the “borrow less” strategy outlined, other ways to reduce your risk include:

- **Making regular interest payments** - while adding interest onto your loan balance may be convenient for some investors, paying your interest on a regular basis reduces the likelihood of your current gearing ratio exceeding your maximum gearing ratio.
- **Keeping an eye on your investments** - to ensure that your level of borrowing is appropriate for your situation and the current economic climate, you and your adviser should evaluate your portfolio on an ongoing basis.
- **Reinvesting your income** - you can offset interest charges and reduce your loan commitment by reinvesting your share dividends and managed fund distributions.
- **Diversifying your investments** - this means spreading your investments across market sectors and choosing the investments you feel most comfortable with: shares, managed funds, master trusts or wraps.
- **Developing a strategy** - plan in advance how you would deal with a margin call, considering which additional securities you could lodge as security, which securities you would be prepared to sell and what other funds would be available to you on short notice.

You should also ensure that we have your contact details in the event of a margin call.

Managing your margin loan made easy

St.George Margin Lending offers you a range of services to make managing your facility as easy as possible.

Our Account Management Team can help you with lodging your security, getting started and any questions you may have along the way. Call **1300 304 065**, Monday to Friday, 8am-6pm(AEST) to talk to an Account Manager.

The adviser of your choice

St.George Margin Lending lets you trade your shares through the stockbroker of your choice and invest in managed funds through your preferred financial planner.

Portfolio service

Our portfolio approach allows you to monitor all the securities in your facility. With stock prices updated every twenty minutes, it's a great way to keep up with stock movements and determine the value of your entire portfolio. Your securities portfolio can be viewed on Internet Account Access and is listed on your monthly statement.

Consolidated statements and reporting

Monthly statements provide complete details of your St.George Margin Lending facility, together with your overall portfolio position. Statement information is mailed to you monthly but can also be viewed online, or is available on request from our Account Management Team. You can also nominate your adviser to receive copies of your statements.

Statements clearly itemise:

- Opening and closing balances, and available funds
- Current market value of your security
- Total market value of your portfolio
- Maximum gearing ratio on your portfolio
- Transactions for the month
- Interest charged
- Any payments made by you.

Internet account access

Online access to your account gives you an instant view of your margin lending facility, 24 hours a day, 7 days a week.*

Please see page 11 for more information.

*Subject to systems availability and maintenance.

Multiplying your wealth to meet your goals

Investment Scenario 2

Wealth creation and tax advantages

Name: Susan

Age: 42

Occupation: Advertising Agency Manager

Current financial position

With \$50,000 in savings, Susan had a property investment in mind. With the possibility of a future overseas transfer however, she decided to reconsider her investment strategy. Seeking advice from a qualified adviser, Susan asked about investment alternatives that could put her savings to work and provide good capital growth in the medium to long term. Through a detailed financial needs analysis, Susan's adviser identified that her income – currently \$90,000p.a. – was secure and that she was prepared to take some risks. Susan's adviser advised that, in addition to capital growth, tax effectiveness should be an important aspect of her overall investment strategy.

Investment recommendation

Susan's adviser recommended that she invest her \$50,000 in a combination of Australian and International Share Funds. Using these investments as security, the planner suggested that Susan borrow additional funds through St.George Margin Lending to invest in Australian equities. With this strategy, Susan could borrow up to \$110,000 to create a portfolio with a total value of \$160,000. This provides the potential to achieve far greater gains than would have been possible by only investing Susan's \$50,000 savings... or by leaving it in the bank.

Projected outcome

Based on capital growth projections of 10%p.a.,* Susan's adviser anticipates that in five years' time her portfolio will be valued at \$153,249 after repaying her loan.

Additionally, Susan can enjoy tax benefits of being able to claim the interest paid on her loan against her income.

“I've always believed in being financially independent and taking control of my future. I've now discovered a way to make my savings work harder to build my wealth.”

Using savings gearing to build your wealth step by step

Investment Scenario 3

Names: Sarah and Jake

Ages: 28 and 31

Occupations: Teacher and Police Officer

Current financial position

Sarah and Jake want to be able to provide the best education for their children, Tom, 4, and Jessie, 2. So far they have set aside \$8,000, but they're concerned this won't be enough to cover their children's school and university fees. After meeting with their financial adviser, a strategy was devised that would allow them to achieve their goal of having more funds to meet their children's needs.

Investment recommendation

Sarah and Jake's adviser recommended a margin lending strategy with savings gearing and quickly confirmed their approval online. They invested their \$8,000 in managed funds and supplemented this with \$10,000 borrowed from St.George Margin Lending. After a review of their other financial commitments and based on their level of available income, Sarah and Jake's adviser recommended a monthly contribution consisting of \$500 of their own funds plus \$1,000 of borrowed funds.

Projected outcome

After five years, it is projected that Sarah and Jake will have built a share portfolio of \$144,271, based on a year-on-year return of 10%p.a.* After repaying the cost of the loan – approximately \$69,000 – the total of Sarah and Jake's savings and profits will have grown to around \$75,271, a return on equity of 100%** over five years and a substantial sum to help them provide for their children's future.

“Achieving our goals for our family may take some time, but with a savings and investment plan in place, we plan to get there sooner.”

Important: *These examples assume an average growth in funds of 10%p.a. This return is not necessarily indicative of future performance. Remember, investing in managed funds has the potential for losses as well as gains. Distributions, interest payments and fees are not included in this calculation.

**Earnings as a percentage of total client contribution.

An important note about risk management

While margin lending increases your potential for greater returns, it can also increase the potential for this risk; margin lending may not be suitable for every investor. It is important to understand the risk involved and strategies to help manage that risk (such as those outlined on page 14). When considering the benefits of margin lending, we also recommend you see your adviser to ensure your decision is incorporated within a personalised investment strategy that takes into account your individual risk profile and financial situation.

How to multiply your investment today

If you're ready to see how St.George Margin Lending can help you multiply your returns, simply follow these steps:

1. Read this brochure together with the St.George Margin Lending Terms and Conditions and Application Forms booklet thoroughly and ensure you fully understand the implications of a margin lending facility. It is strongly recommended that you obtain advice from a qualified adviser.
2. Complete the St.George Margin Lending Application Form and return it to your adviser or directly to St.George Margin Lending. To apply online visit **stgeorgemarginlending.com.au**
If applying for savings gearing, you will also need to complete the Savings Gearing form.
3. Once your application is approved, an Account Manager will contact you about lodging your security and help you get started.

4. If you are planning to write Call options you will need to contact us so that we can send you the Share Options Plan Terms and Conditions, as well as the Option Plan Application Form and Options Clearing House Form of Acknowledgement to complete.

5. To apply for a protected loan, please contact us for the St.George Protected Loans Supplementary Terms and Conditions and Application Form.

All forms are also available on the website **stgeorgemarginlending.com.au**

Like to know more?

For more on how St.George Margin Lending can help you reach your financial goals, please ask your adviser, or contact us on **1300 304 065**, 8am – 6pm (AEST), Monday to Friday.

stgeorgemarginlending.com.au

email: marginlending@stgeorge.com.au

Reply Paid 1467, Royal Exchange NSW 1224

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Call 1300 304 065
8am - 6pm (AEST), Monday - Friday
stgeorgemarginlending.com.au

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ABN 33 007 457 141 AFSL233714. ST03506 C01/10 9624/12091 C03/10

