



SALMAT

We link you and your customers.

*PRESS RELEASE
16 DECEMBER 2003*

St.George Bank Group Procurement

Awards Salmat Ltd Supplier Of The Year

St.George Bank Group Procurement has awarded leading customer communications provider, Salmat Ltd, its inaugural "Supplier Of The Year" award.

Salmat, which won the award from 17 of St.George's other Group Procurement key suppliers, provides the bank with an extensive range of services – principally the printing and distribution of customer statements (26 million last year) and shareholder communications.

The award was presented by St.George Bank's Mr Steve McKerihan, Chief Financial Officer, to Salmat's Joint Managing Director, Peter Mattick, at a luncheon for suppliers last Friday.

Salmat was judged as the winner by using a range of key performance indicators, including the provision of value added service, innovation and the company's ability to work with various areas of the St.George Group.

St.George Bank Group Procurement will award the 'Supplier of the Year' on an annual basis, recognising the excellence in the provision of services to the company.

Mr Peter Mattick, said "We are delighted to receive such a prestigious award from a valued client like St.George Bank. All of our operations in mainland capital cities have worked on servicing St.George and we hope to continue our relationship with the bank for many years to come.

"We are delighted to work with a client who is innovative and customer service driven and we are actively working together to further improve this area over the next few years", he concluded.

Salmat provides fully integrated customer relationship management to many of Australia's largest companies and government departments, including the Australian Taxation Office, Centrelink, Coles Myer, Woolworths, David Jones, Telstra and Optus.

Founded in 1979 by Messrs Mattick and Phil Salter, Salmat is Australia's largest integrated communications company, employing more than 1,800 people in 18 offices across Australia and internationally in New Zealand and Asia.

For information contact:

Peter Mattick
Salmat Ltd
(03) 9437 6111

Tim Allerton
City Public Relations
(02) 9267 4511.