



FUNERAL BOND

FORESTERS
FINANCIAL



Product Disclosure Statement 1 July 2023
ABN 27 087 648 842 AFSL 241421



About this Document

This Product Disclosure Statement (PDS) contains details about:

- The Foresters Financial Funeral Bond ('**Funeral Bond**' or '**the Bond**');
- The Away From Home Cover (**which is optional and ancillary to the Bond**).

The Bond is a funeral expenses facility of the Foresters Financial Funeral Benefit Funds. The Away From Home Cover is a separate funeral expenses facility of the Foresters Financial Funeral Transfer Fund. Both products are issued by Foresters Financial Limited (**Foresters Financial**) from their respective benefit funds established under the Foresters Financial Constitution. Investors in the Bond will become members of Foresters Financial under the rules of the selected Funeral Benefit Funds (**the Fund**). The rules of the Fund cover the Funeral Benefit Capital Guaranteed Fund (**Capital Guaranteed**), the Funeral Benefit Sustainable Fund (**Sustainable**), the Funeral Benefit Balanced Fund (**Balanced**), the Funeral Benefit Growth Fund (**Growth**) and the Funeral Benefit High Growth Fund (**High Growth**), each a separate benefit fund (**and also referred to in the PDS as Investment Options**) and collectively referred to as the Fund. Investors in the Away From Home Cover will become members of Foresters Financial and of the Funeral Transfer Fund (**collectively called the Funds**).

In this PDS, the terms 'we', 'us' and 'our' refer to Foresters Financial. All times and dates mentioned are business days in Melbourne.

The PDS is issued by Foresters Financial Limited; ABN 27 087 648 842, AFS Licence No. 241421. Our registered office and principal place of business is: Level 4, 417 St Kilda Rd, Melbourne VIC 3004. If you have any questions, please contact us on 1800 645 326 (free call). This PDS is dated and issued on 1 July 2023.

About Us

Foresters Financial is an Australian member-owned investment and insurance financial services organisation with over 170 years of putting our members financial security first.

Foresters Financial is registered under the *Life Insurance Act 1995* (Cth) and is a public company limited by shares and guarantee under the *Corporations Act 2001* (Cth). Foresters Financial also holds an Australian Financial Services Licence which authorises it to deal in, and provide, financial product advice on a limited range of investment products. The Company is regulated by the Australian Prudential Regulation Authority (APRA) and the Australian Securities and Investments Commission (ASIC).

Updated Information

The information contained in this PDS is the latest available at the date of printing. We will update information that

should be updated by issuing a replacement PDS or a supplementary PDS, or by such other means allowable under the *Corporations Act 2001* (Cth). An electronic copy of this PDS, including the Application Form, can be downloaded from our website at www.forestersfinancial.com.au. If you have received this PDS electronically, please ensure that you have received the entire document, including the Application Form.

Seeking Financial Advice

It is important that you read this PDS carefully before making an investment decision, as this document contains general advice only and does not take into account your particular financial situation, investment objectives or needs. As investor's needs and aspirations differ, you should consider whether investing in the Bond and the Away From Home Cover is appropriate for you. To help you make an informed investment decision, we recommend you obtain independent professional advice from a licensed financial adviser and/or tax adviser before investing.

Tax information contained in this PDS is current at the date of this PDS, is general in nature and maybe subject to change.

This PDS does not constitute an offer or invitation in any place outside Australia where, or to any person to whom, it would be unlawful to make such an offer or invitation. This document may only be used by investors receiving it electronically or otherwise in Australia. Applications from outside Australia will not be accepted.

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1. What is a Funeral Bond?

A funeral bond is a specially designed, tax paid investment to set aside money that can only be used to cover the funeral costs of a Life Insured. Investors can choose a funeral director, or let their family decide when needed. It also helps to protect families from the financial burden of a funeral, with no medical restrictions.

Key Features

A tax paid investment

Tax on the income earned on your investment is paid within the Fund, so you do not need to declare any income earned on your investment.

Set aside savings for funeral costs

Your savings are specifically set aside to cover funeral costs and the investment proceeds can only be released after the death of the Life Insured to pay for the Life Insured's funeral expenses. Any excess funds after payment of the funeral expenses, are paid to the Life Insured's estate (when the member is also the Life Insured) or to the Investor (if the Bond has been taken out by someone who is not the Life Insured).

Maximise your pension

Funeral costs you set aside in the Bond up to \$14,000 (as at 1 July 2022) do not count in your assets test for payments from Services Australia (i.e. Age Pension, Carer Payment or Disability Support Pension). This is called the Funeral Bond Allowable Limit and the amount is updated every 1 July.

2. Responsible Investing

The following is only applicable to investors who choose the Sustainable Investment option.

Foresters Financial believes investment decisions that consider responsible investment criteria, such as environmental, social and governance (ESG) factors, will lead to better outcomes by generating sustainable, long-term returns. Through our responsible investment decisions and external fund manager selection process, Foresters Financial believes that we can play a role in influencing change towards a more sustainable future.

Foresters' Responsible Investment Policy sets out our framework for the selection of sustainable investments with reference to ethical screening and ESG factors. Ongoing compliance oversight of our external investment managers is periodically provided to Foresters to allow us to measure the sustainable performance of our Sustainable investment option.

External fund managers have their own policies outlining the extent to which labour standards and ESG considerations are taken into account when making their investment decisions.

ESG factors our external fund managers may consider investing include a broad set of issues including but not limited to:



Environmental

- Climate Change
- Natural Capital
- Pollution & Waste
- Environmental Opportunities



Social

- Human Capital
- Product Liability
- Stakeholder Opposition
- Social Opportunities



Governance

- Corporate Governance
- Corporate Behaviour

Our external fund managers use responsible investment principles such as proxy voting to positively influence company behaviour, with many using negative screening to minimise or exclude direct investments in certain sectors or companies based on ethical standards.

You should read the important information about Responsible Investing before making a decision. Go to our website to view our Responsible Investing Policy. The material relating to Responsible Investing may change between the time when you read this PDS and the day when you acquire the product.

A portion of the management fee received is donated to the Foresters Financial Community Grants Account, which is specifically used to grant money to organisations that will create lasting positive social change.

3. Who Can Invest in the Bond?

Applicant Types

The Funeral Benefit Funds allows our Bond to have the following applicant types:

Single or Joint Policy

You can have a Bond in the name of one or two individuals.

A Bond with two individuals will be a joint policy. For a joint policy, upon the death of the first of the joint policy holders, the Total Investment Payable will be paid out in full to meet their funeral expenses. The surviving joint policy holder will then have to enter into a new Bond in order to meet their future funeral expenses.

Investor

You, as the Investor, may take out a Bond in your name as the legal owner of the Bond, and select another person as the different Life Insured (usually a family member or close friend).

Power of Attorney

A person appointed under a Power of Attorney ('POA') can take out a Bond on behalf of the donor; the donor being the person who has appointed the attorney under a POA.

All persons taking out a Bond will become members of Foresters Financial and of the Funeral Benefit Funds and will remain members until their membership ceases in accordance with the Funeral Benefit Funds' Rules.

Life Insured

A Life Insured is the person whose life is to be insured on the policy. Upon the death of the Life Insured, or the last Life Insured if more than one person is selected, the policy will mature. If no Life Insured is selected then the life to be insured will default to the policy owner. Please note that an Investor must select a different person to be the Life Insured otherwise they will become the Life Insured.

Beneficiary Options

Non-Assigned Funeral Bond

A Non-Assigned Funeral Bond option is where you do not nominate a specific funeral director or make any specific pre-arrangements in regards to a funeral. Details of your

investment will be provided to you as the Fund member from time to time.

Nominated Funeral Director

The Nominated Funeral Director option is where the Fund member has nominated a funeral director to conduct the funeral service of the Life Insured without entering into a prepaid funeral contract. The member retains their membership in the Funeral Benefit Funds until maturity of the Bond.

If the member wishes to change the Nominated Funeral Director, it can be done at any time prior to the death of the Life Insured by contacting Foresters Financial and completing a Change of Nominated Beneficiary Form.

Both the member and the Nominated Funeral Director will be provided with details of the investment from time to time.

We recommend that you read the details summarised in the 'Applicant Types and Beneficiary Options Explained' table on page 5, before deciding which is right for you. Also, please refer to page 16 for information about making a claim to pay funeral costs.

Funeral Bonds as part of a Prepaid Funeral Plan

If a prepaid funeral contract has been entered into, then the applicant will need to complete an application under the Foresters Financial Prepaid Funeral Plan (Prepaid Funeral Plan) Product Disclosure Statement as different terms and conditions apply (download from www.forestersfinancial.com.au).

Please Note: *It is important that you inform your family or estate representative of your investment in the Funeral Benefit Funds and your preferred funeral arrangements.*

Contributions

Foresters Financial accepts contributions, either as one-off (initial) or ongoing (instalments), using a variety of payment methods such as: BPAY (bank account or credit card); deposit or Electronic Funds Transfer (EFT); direct debit from a bank account (using the Direct Debit Request Form in the Application Form); or cheque. We do not accept cash.

The minimum contribution amounts are outlined in the table below:

| | Minimum amount |
|-----------------------|----------------|
| Initial contribution | \$100 |
| Regular contributions | \$25 per month |
| Ad-hoc contributions | \$100 |

BPAY

BPAY accepts payment using a bank account or credit card. Once your application is approved, Foresters Financial will contact you by email or phone to provide you with your unique BPAY Reference Number. If taking out Away From Home Cover in addition to your Bond, you will receive two unique reference numbers. You will need to quote the biller code and your unique reference number that you will receive from us.

Deposit/Electronic Funds Transfer (EFT)

If you choose to make direct payments into Foresters Financial's bank account, which is only available for your initial contribution, please include Applicant 1's full name from the Application Form in the reference field so we can identify you. Foresters Financial's bank account details are:

| Details | |
|---------------------------|---|
| Bank | Westpac |
| Name of Account | Foresters Financial Combined |
| BSB | 033-059 |
| Account Number | 456732 |
| Reference/ Description | <Insert Applicant 1's full name from the Application Form> |

Direct Debit

Paying money into your Bond can be done by direct debit from your nominated bank account. When completing the Application Form, you can select direct debit to pay either one-off or ongoing contributions. The frequency of your direct debit can be fortnightly, monthly, quarterly, half-yearly or annually. A direct debit agreement forms part of your application which outlines the terms and conditions of this arrangement. Please refer to our Direct Debit Request Form in the Application Form.

Payments by Cheque

If you choose to make a cheque payment, please ensure it is made payable to 'Foresters Financial Funeral Benefit Fund'.

Foresters Financial will be phasing out the acceptance of cheques as a payment method. This is part of the move towards more efficient, and more secure processes.

Applicant Types and Beneficiary Options Explained

| | Single/Joint | Investor | Power Of Attorney (POA) |
|---|--|------------------------------------|--|
| Which applicant will become the member of Foresters Financial? | All applicants will be members | The applicant (Investor) | The first applicant (i.e. Applicant 1 in the Application Form) being the donor under the POA |
| Who is the Life Insured? | Single: The applicant Joint: Both applicants | The named Life Insured | The first applicant being the donor |
| When can a claim be submitted? | Single: Upon the death of the Life Insured Joint: Upon the death of the first Life Insured <i>PLEASE NOTE: The surviving Life Insured should then consider entering into a new Bond to fund their funeral</i> | Upon the death of the Life Insured | Upon the death of the Life Insured |
| Who can submit a claim for payment? | <p style="text-align: center;">Non-Assigned Funeral Bond</p> <p style="text-align: center;">The personal legal representative of the estate of the Life Insured (Applicant) OR the Investor</p> <p style="text-align: center;">Nominated Funeral Director</p> <p style="text-align: center;">The Nominated Funeral Director OR the personal legal representative of the estate of the Life Insured (Applicant) OR the Investor</p> | | |
| What happens if there are excess funds after paying all the funeral expenses? | <p style="text-align: center;">Any excess funds will be paid to the Investor OR the personal legal representative of the estate of the Life Insured</p> | | |

4. Investment Options

Investing in the Bond gives you the flexibility to choose a range of investment options that provide different investment mixes.

When you take out the Bond, you will be able to select from one of five (5) investment options that suits your particular risk appetite and so grow your Bond investment to meet your future funeral service costs. Whatever investment option is chosen, you become a member of the selected underlying fund. The investment options for the Bond, managed by our investment manager(s), are:

1. Capital Guaranteed;
2. Sustainable;
3. Balanced (default);
4. Growth;
5. High Growth.

You may only select one investment option and, if no option is chosen, then your Bond will be invested in the Balanced option by default.

As with all investments, there are risks that you need to be aware of. These are outlined in the Investment Risks section of this PDS. It is important to note that there is a risk of a negative return when choosing the when choosing the market-linked investment options. As taking on more risk increases the allocation of growth assets in your investment, this also increases the risk of receiving a negative return. Based on the timing of the withdrawal of your investment when your Bond matures, you may not receive all of the funds you have contributed as a result of this risk. Please seek independent financial advice to make sure that you are selecting the right investment option to suit your financial needs.

Investment Objective

All monies invested in the Bond are held in the Fund whose objective is to provide investors with competitive returns by investing in Authorised Investments as stipulated by the Funeral Benefit Funds Rules and in accordance with the Investment Strategy of each investment option. The approved investment ranges are monitored by our Investment Manager(s) in accordance with the Benefit Fund Rules and the applicable investment policy.

Capital Guarantee

We offer a capital guarantee only for the Capital Guaranteed investment option. This ensures that all your contributions (less fees and duties payable) and declared bonuses are guaranteed to be paid on maturity, no matter how the investment market is performing.

Capital Guarantee explained

Capital Guarantee means that all money paid into the Funeral Benefit Capital Guaranteed Fund plus declared bonuses, less duties and fees (Away From Home Cover and funeral director GST and administration fees that may have been deducted) is secure. The guarantee is supported by a conservative investment policy which is monitored closely by Foresters Financial, its Investment Manager(s), and its Appointed Actuary and by the solvency reserves that Foresters Financial maintains in accordance with the *Life Insurance Act 1995* (Cth) and the APRA Prudential Standards issued under that Act.

Asset Allocation Ranges per Investment Option

The investment options provide a range of investments with differing investment risks, which allow you to select an option to match your risk tolerance. Investment in the different investment categories available under each investment option may be in direct investments or through approved unit trusts or managed investment schemes.

Current Investment Information

You can obtain up-to-date investment information, including the asset allocation and historical bonus rates for the Capital Guaranteed option and unit prices for the the market-linked investment options of the Fund, by visiting www.forestersfinancial.com.au or by calling us on **1800 645 326** (free call).

Past performance cannot be taken as a guide to future returns. Future bonus rates of the Capital Guaranteed option of the Fund and unit prices for the the market-linked investment options are not guaranteed and may be subject to fluctuations.

Changing Your Investment Option (Switching)

Your investment in the Bond can be transferred in its entirety between any of the five (5) investment options at any time. Only one investment option at any one time can be selected and you may incur underlying transaction costs each time a switch is made.

For the market-linked investment options, the unit price that applies at the time a switching application is processed, is discussed further on page 10. To switch between investment options, you must complete a Switching Form which can be found at www.forestersfinancial.com.au and sent to: Foresters Financial, PO Box 7702, Melbourne VIC 3004 or via email: service@forestersfinancial.com.au

| Investment Options | Capital Guaranteed | Sustainable | Balanced | Growth | High Growth |
|----------------------|--|---|--|--|--|
| Risk Profile | Low | Medium | Medium | High | High |
| Investment Strategy | To invest in a range of mainly cash and fixed interest assets to provide a stable and consistent return. | To invest in a range of defensive and growth assets, with a focus on Environmental, Social and Governance considerations. | To invest in a range of defensive and growth assets, with a moderately higher weighting to defensive assets. | To invest in a range of defensive and growth assets, with a higher weighting to growth assets. | To primarily invest in a range of growth assets. |
| Investment Objective | Aim to return better than the Reserve Bank of Australia (RBA) cash rate over the long-term. | Aim to return CPI +2% over the long-term. | Aim to return CPI +2% over the long-term. | Aim to return CPI +3% over the long-term. | Aim to return CPI +4% over the long-term. |

| Investment Options | Capital Guaranteed | | Sustainable | | Balanced | | Growth | | High Growth | |
|-------------------------------|----------------------------|---------------|----------------------------|---------------|----------------------------|---------------|----------------------------|---------------|----------------------------|----------------|
| | Strategic Asset Allocation | Target Range |
| Defensive Assets | | | | | | | | | | |
| Cash | 57% | 0-100% | 3% | 0-60% | 3% | 0-60% | 3% | 0-40% | 3% | 0-20% |
| Fixed Interest | 39% | 0-100% | 51% | 20-60% | 51% | 20-60% | 33% | 10-40% | 12% | 0-20% |
| Total Defensive Assets | 96% | 0-100% | 54% | 40-60% | 54% | 40-60% | 36% | 20-40% | 15% | 0-20% |
| Growth Assets | | | | | | | | | | |
| Equity | 4% | 0-5% | 34% | 20-50% | 34% | 20-50% | 46% | 30-70% | 66% | 50-90% |
| Property | 0% | 0% | 4% | 0-20% | 4% | 0-20% | 8% | 0-30% | 9% | 0-30% |
| Alternatives | 0% | 0% | 8% | 0-10% | 8% | 0-10% | 10% | 0-15% | 10% | 0-20% |
| Total Growth Assets | 4% | 0-5% | 46% | 40-60% | 46% | 40-60% | 64% | 60-80% | 85% | 80-100% |
| Total Asset Allocation | 100% | |

5. Taxation, Pension and Fees

Taxation

The investment earnings of the Funeral Benefit Funds are subject to income tax at the business tax rate (currently 30%). This tax is paid by Foresters Financial as an expense of the Funeral Benefit Funds, before the declaration and allocation of annual bonuses to the Capital Guaranteed investment option, and forms part of the calculation of unit prices for the market-linked investment options.

Under current tax rules, tax paid on the Funeral Benefit Funds' income is expected to be fully recovered with the final calculation of the Total Investment Payable. This means that the Total Investment Payable will reflect its gross, pre-tax value.

The income or growth component of the maturity payout will be either assessable in the hands of the estate of the Life Insured in the year of receipt (for both the single/joint and POA options) OR for the Investor, it becomes assessable income of the Investor in the year of receipt. Foresters Financial will inform either the personal legal representative (usually the estate representative) OR the Investor, if applicable, of the assessable amount.

Capital growth in the value of the Bond is not subject to Capital Gains Tax.

It is not necessary, under current taxation laws, for the member to include the amount of annual declared bonuses or investment returns in their personal tax return.

Goods and Services Tax

Goods and Services Tax (GST) does not apply to your contributions or your Total Investment Payable. However, the provision of funeral services is subject to GST. You should discuss the impact of GST on the cost of funeral services with your funeral director. GST paid to external investment managers may be passed on through unit prices or prior to the calculation of bonuses in the Capital Guaranteed Option.

Duty

Duty may be payable on your initial investment in the Funeral Benefit Fund depending upon your State or Territory of residence and will be deducted from your initial contribution.

Pension Entitlements

The Bond is designed to be exempt for the purposes of the assets test for payments from Services Australia (i.e. Age Pension, Carer Payment or Disability Support Pension) up to the Funeral Bond Allowable Limit. The Funeral Bond Allowable Limit as at 1 July 2022 is \$14,000, which is updated every 1 July.

The Funeral Bond Allowable Limit applies to the total contribution you have invested in the Bond, net of fees and increases in value of the Bond over time. To satisfy the requirements of this legislation, the investment must be kept solely to contribute towards funeral expenses and cannot be withdrawn prior to the death of the Life Insured.

Please note that under these provisions, you are able to include the value of up to two funeral bonds provided the following criteria are met:

- You do not also have a prepaid funeral plan; and
- The combined amount invested in the Bonds does not exceed the Funeral Bond Allowable Limit.

Special exemption rules apply for couples who can each hold individual funeral bonds, provided they do not exceed the Funeral Bond Allowable Limit.

If you do hold a prepaid funeral plan, any investment in the Bond is not exempt for the purposes of the assets test for payments from Services Australia (i.e. Age Pension, Carer Payment or Disability Support Pension). The monies invested in the Bond, under this arrangement, will be classed as an asset and will need to be counted in your assets test.

If you are an Investor, we recommend you seek independent professional advice in relation to any assets test and/or specific tax issues.

For more information, please visit www.servicesaustralia.gov.au and/or seek independent specialist financial advice.

The taxation information contained in this PDS reflects a general understanding of existing and proposed tax rules which are relevant to your bond. As with any individual investment decision, we recommend investors obtain independent professional financial and/or tax advice prior to investing in the Bond.

6. Investment Risks

It is important to understand that all investments have some level of risk. Before choosing an investment, investors must consider their suitability against their personal risk tolerances and investment needs. Investors should take into account the level of risk that they are willing to take in exchange for the investment return they would like to achieve.

Seeking independent professional financial advice will assist you to formulate a strategy to manage the risks of your investment.

Specific Risks

Specific risks relating to your investment will depend on the underlying assets and volatility of those assets in each Fund of the investment options. Investment performance and the ability to declare a bonus on the Capital Guaranteed option is not guaranteed. Specific risks that relate to investing include:

Market risk is the possibility that investment option earnings and market value may suffer due to factors that impact the overall performance of financial markets in which they are invested. This can include material changes to interest rates, recessions, natural disasters, pandemics and political turmoil.

Credit risk is the risk that a counterparty will fail to perform its contractual obligations resulting in an investment loss.

Liquidity risk is the risk that the Fund may experience difficulty in meeting its commitments associated with the payment of redemptions and fund expenses.

Inflation risk is the risk that inflation will undermine investment returns through the possibility that the cash flows from an investment won't be worth as much in the future.

Investment Manager risk is the risk that the Investment Manager will not meet the expectations set under an Investment Management Agreement with Foresters Financial which may result in underperformance of the Fund in meeting its investment objective.

Specific Asset Risks

Security specific risk is the possibility that Fund earnings may suffer due to factors that impact the performance of an individual company, industry or sector in which they are invested. This can include poor business performance, competition or industry regulatory changes, including changes to the taxation treatment of the Fund.

Cash assets whilst usually stable, have a risk of low-returns relative to the Reserve Bank of Australia (RBA) cash rate.

Fixed Interest assets have credit risk in that the issuer of the asset may default in the repayment of principal or interest or both. Any change in interest rates may also impact the value of the asset. Mortgage-backed Investments have interest rate risk where a change in interest rates may adversely affect the value of the asset.

Mortgages and Advances have default risks in the repayment of principal or interest or both by the borrower. These assets also have interest rate risk where a change in interest rates may adversely affect the value of the asset.

Equities have risks that may affect the share price, which include economic conditions, poor management, adverse economic conditions, adverse market sentiment and currency risk.

Property has risks that may adversely affect its value, which include adverse economic conditions, poor asset management, high vacancy rates and tenant defaults.

Alternatives have liquidity risks due to their nature of not being easily tradable, as well as failure of projects that may result in loss of investment.

Whilst it is not possible to eliminate all investment risks, we seek to minimise and manage investment risk through the appointment of an experienced investment manager(s) whose investment mandate is to invest and manage the portfolio on behalf of Foresters Financial in authorised investments and in accordance with an approved investment policy.

Foresters Financial's Investment Committee meets regularly to oversee the investment portfolio and its performance.

Other Risks

Taxation risk is the risk that changes to tax laws may affect the tax treatment of your investment or the Fund's taxation obligations.

Social Security risk is the risk that changes to the social security laws may affect the treatment of your investment for Social Security purposes.

Regulatory risk is the risk that changes to legislation or regulations may materially impact either Foresters Financial and/or the Fund.

7. Your Investment

Unit Pricing

Foresters Financial calculates unit prices in accordance with the valuation and unit pricing methodology prescribed in our Unit Pricing & Discretions Policy.

Unit pricing does not apply to the Funeral Benefit Capital Guaranteed Fund.

For the the market-linked investment options, a unit price is calculated by dividing each fund's net asset value by the number of units on issue in that fund.

Unit prices are usually calculated daily. Transaction requests received on a public holiday will be processed utilising the next available price.

Unit prices are calculated at the close of business.

Foresters Financial reserves the right to exercise discretions under its Unit Pricing & Discretions Policy. Discretions will be exercised equitably wherever possible. A copy of the Unit Pricing & Discretions Policy can be obtained by calling Foresters Financial.

Processing Your Application

Your application will be processed using the unit price calculated as at the close of business on the day your application is received. An application request received after the cut off time will be processed utilising the next available unit price. Upon approval of your application and receipt of cleared funds, your application will be processed within three business days.

Cleared funds for a contribution transaction must be received by the 5pm cut-off time, otherwise your application will be processed with the next available unit price.

In accordance with our Unit Pricing & Discretions Policy, Foresters Financial may suspend unit pricing or switching between investment options in circumstances where the operation of financial markets are disrupted or due to other considerations outside of our control. This may affect or delay the processing of your application request and the applicable unit price.

Current Unit Prices

To obtain current unit prices you can visit www.forestersfinancial.com.au or call us on 1800 645 326

Bonuses

Bonus is a term used to describe return or earnings on the Funeral Benefit Capital Guaranteed Fund only (being the Capital Guaranteed investment option). Every year, Foresters Financial declares an annual bonus that

is applied to the value of your current investment. The bonus rate is calculated based on the fund's investment earnings, less income tax calculated at our business tax rate (currently 30%), management fees, expenses of the fund and any other required transfers to statutory reserves. The bonus rate is based on actuarial advice and is subject to approval by Foresters Financial's Board of Directors. Once approved, it becomes a declared bonus. The declared bonus is then allocated to the current value of your investment in the Funeral Benefit Capital Guaranteed Fund as at 30 June and forms part of your capital guaranteed investment and contributes to future bonuses (accumulated bonuses). The rate of Bonus may differ from year to year depending on the fund's investment earnings, fees and expenses for that year.

Interim Bonus

For investments in the Funeral Benefit Capital Guaranteed Fund that become payable within a financial year, an interim bonus rate may be paid. If a maturity claim is made after 30 June in the following financial year, but prior to the actual annual bonus rate declaration, then any declared interim bonus rate is applied from 1 July up until the date of when the investment is paid out. The interim bonus is not guaranteed and can be amended at any time, it is based on actuarial advice and is a conservative estimate of the fund's expected investment return.

Maturity Bonus

The Maturity Bonus is intended to recoup the tax paid on investment earnings during the term of the Bond (whether Capital Guaranteed or not). Its actual value will depend upon whether the Bond tax rate remains unchanged in the year of payment.

Market-Linked Investment Options

For these options – where returns and unit prices are calculated on a regular basis – the term Maturity Bonus is also used to refer to the after-tax amount that is applied to the value of your investment.

When a Life Insured dies – and your investment matures, the Maturity Bonus is calculated and paid in the same way as for the Capital Guaranteed non-unitised investment option.

Upon maturity, should the value of a unitised investment be less than or equal to the amount contributed during the term of the policy, the investment earnings applied could be zero or a negative amount. Should this occur, negative investment earnings will be deemed to have a zero value and no amount will be assessable for income tax purposes upon maturity. A maturity bonus is not payable in this circumstance.

Further, under current tax rules, negative investment earnings will not provide a tax-deductible amount to you.

Fees and Costs

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns. For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000). You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs. You may be able to negotiate to pay lower fees. Ask the fund or your financial adviser.

To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website (moneysmart.gov.au) has a managed funds fee calculator to help you check out different fee options.

The table below shows fees and other costs that you may be charged. These fees and other costs may be deducted from your account balance, the returns on your investment or the Fund's assets as a whole. You should read all the information about fees and costs because it is important to understand their impact on your investment.

| Type of fee or cost | Amount | How and when paid |
|--|-----------------------|---|
| Transaction Costs | | |
| <i>Establishment Fee</i> The fee to set up your initial investment | Nil | Not applicable |
| <i>Contribution Fee</i> The fee on each amount contributed to your investment | Nil | Not applicable |
| <i>Commission</i> | Nil | Not applicable |
| <i>Exit Fee</i> The fee when the total investment is payable | Nil | Not applicable |
| <i>Switching Fee</i> The processing fee for changing investment options | Nil | Not applicable |
| <i>Buy/Sell Fee</i> The transaction costs for buying or selling underlying units in an investment option | Nil | Not applicable |
| Management Costs | | |
| <i>Foresters Financial Management Fee</i> To cover the cost of administering the Fund. The Management Fee may vary from time to time in accordance with the Rules of the Benefit Fund. | 1.50% | Annual fee of 1.50% charged on the average balance of the Capital Guaranteed Fund assets. |
| | 1.40% | Annual fee of 1.40% charged on the average balance of the market-linked assets. Accrued daily in the unit price and paid monthly. |
| <i>Investment Management Fee</i> To cover the cost of external investment advice. | 0.00% to 0.385% | Accrued daily in the unit price and paid quarterly: <ul style="list-style-type: none"> Cash/Term Deposits 0.000% Credit & Government Bonds 0.165% Australian Shares 0.385% International Equities 0.385% Alternative Assets 0.385% Capital Guaranteed option is not unit priced. Capital Guaranteed fees are charged against Fund assets. There is no additional management fee for the Capital Guaranteed option. |
| Total Management Cost (unit priced only) | 1.4% to 1.785% | Total estimated management costs per annum. |

Example for illustration purposes

The following table is an example of annual fees and costs for a \$10,000 investment in the Growth investment option together with an additional contribution after six (6) months of a further \$1,000. This is for illustrative purposes only. The fees payable in the other investment options in the Fund are no higher than those shown in this example.

| Fee | % | Amount | Description |
|--|--------|--|--|
| Contribution Fee The fee on each amount contributed to your investment. | Nil | \$0 | For any amounts you contribute you will be charged \$0. |
| Foresters Financial Management Fee The fee for administering the Fund. | 1.40% | $(\$10,000 \times 1.40\%) =$ \$140 | For every \$10,000 you have in the Growth investment option you will be charged \$140. |
| | | $(\$1,000 \times 1.40\% \times$ $6 \text{ months}/12 \text{ months}) =$ \$7 | The contribution of \$1,000 made after 6 months will be |
| Investment Management Fee The fee for external investment advice inclusive of GST. | 0.385% | $(\$10,000 \times 0.385\%)$ $(\$1,000 \times 0.385\% \times$ $6 \text{ months}/12 \text{ months}) =$ \$40.43 | The fee will be accrued in the unit price on the balance |
| Total Fees For That Year | | \$187.43 | |

Direct Fund Charges

Income taxes (includes corporate tax), bank debit taxes, underlying fund manager brokerage, account keeping fees and any other taxes or statutory charges that are subsequently introduced will be charged against the Funeral Benefit Fund's investment earnings and accrued daily in the unit price (except for Capital Guaranteed option). Both Management Fees and Direct Fund Charges reduce the investment earnings of the Funeral Benefit Funds.

Dishonour Fee

We currently do not charge dishonour fees when we are unable to process direct debit transactions or deposit cheques due to cancellations or insufficient funds. However, we may choose to deduct dishonour fees from your account in the future.

Funeral Director Marketing Assistance

Marketing assistance may be provided to funeral directors from the Foresters Financial Management Fee, however no commission payments are paid.

Financial Adviser Service Fees

Foresters Financial may offer this product to you through a financial adviser. If you wish to pay your financial adviser a service fee, you will need to do so directly. These are not fees associated with Foresters Financial and we recommend you speak to your financial adviser. Foresters Financial does not pay any fees or commissions to financial

advisers in its own right. Foresters may however provide other support and soft dollar benefits to financial advisers, such as product training, invitations to engagement and business development events.

Fee Changes

Foresters Financial may increase its fees to the maximum allowed in the Fund Rules, provided it gives policy owners ninety (90) days' notice in writing of the change.

8. Away From Home Cover (Optional)

Foresters Financial's Away From Home Cover protects your loved ones from the associated transportation costs to your chosen funeral director, up to a maximum of \$3,000, should you die whilst traveling within Australia provided their premises are within 100km from your permanent residence.

What's Covered

- The cost of transporting the deceased Life Insured's body from their place of death, being 100 kilometres or more from their permanent residence, to the funeral home of their chosen Funeral Director;
- Suitable container for transportation;
- Cost for preparing the body for transportation;
- Any professional service fee charged by the Funeral Director; and

- Costs associated with obtaining the appropriate documentation.

The Away From Home Cover is a product of Foresters Financial Funeral Transfer Fund. Persons taking out a policy will become members of the Funeral Transfer Fund and of Foresters Financial. Membership and cover will cease if the member dies and is not entitled to make a claim or if their personal legal representative (usually the estate representative) makes a claim which is paid.

Premium

| | Amount |
|--|--------|
| Applicant or member of a Funeral Bond or Prepaid Funeral Plan with Foresters Financial | \$120 |

Fees and Charges

| | Amount |
|--------------------|--------------------|
| Administration Fee | \$0 |
| Management Fee | Up to 2% per annum |

The Management Fee may vary from time to time in accordance with the Funeral Transfer Fund Rules, but may not exceed 2% of the Funeral Transfer Fund's average gross assets. The fee is calculated on the Funeral Transfer Fund's average gross assets for a month and deducted in arrears against the investment earnings of the Funeral Transfer Fund and accrues daily.

The Management Fee is used to fund the ongoing administration costs of the Funeral Transfer Fund.

Direct Fund Charges

Liabilities or expenses (including Taxes) incurred for the purpose of the business of the Funeral Transfer Fund and costs associated with making investments, including investment management fees, will be charged against the Funeral Transfer Fund's investment earnings.

Both Management Fees and Direct Fund Charges reduce the investment earnings of the Funeral Transfer Fund.

Eligibility to Apply

You are eligible to apply for Foresters Financials Away From Home Cover if you:

- Are applying for either a single or joint Funeral Bond or Prepaid Funeral Plan with Foresters Financial; or
- Have within the past 6 months of this application

already invested in a Funeral Bond or Prepaid Funeral Plan with Foresters Financial; and

- Are currently residing at your permanent residence; and
- Are aged 18 years or over and under 85 years; and
- Are an Australian permanent resident.

There are no medical restrictions to taking out Away From Home Cover.

Eligibility to Claim

Your personal legal representative (usually the estate representative) is entitled to claim a benefit if you are a member of Funeral Transfer Fund and:

- You die within Australia, 100 km or more from your permanent residence; and
- Your chosen Funeral Director is less than 100 km from your permanent residence; and
- You are permanently living at your permanent residence; and
- You have not spent 3 or more months temporarily away from your permanent residence in the last 12 months preceding your death; and
- A claim from a joint policyholder has not already been made; and
- The claim is made within 6 months of your death.

Unless the eligibility conditions are all met, no benefit will become payable.

Important Information

Cooling off period

If you change your mind for any reason, simply provide written notice of your intention to cancel your Away From Home Cover and return your Certificate of Membership for the Funeral Transfer Fund within 30 days from the date of issue or such other period permitted by relevant legislation. Foresters Financial will then refund all money contributed (subject to any applicable local State or Territory laws) less any fees, taxes and applicable duty.

Keeping you informed

Upon your application being accepted to the Funeral Transfer Fund, Foresters Financial will send you a confirmation letter and Certificate of Membership for the Funeral Transfer Fund.

Terms and Conditions

Eligible members will be covered up to a maximum of \$3,000.

Claims

To claim, notice and supporting evidence of death, together with transportation costs incurred, must be sent to

Foresters Financial by your legal personal representative (usually the estate representative) within 6 months of death or your entitlement to claim and membership of the Funeral Transfer Fund and Foresters Financial shall automatically cease. Payments from the Funeral Transfer Fund are not subject to tax. Policies have no surrender value.

Joint Policyholders

Two individuals may apply to become joint Life Insured's with Foresters Financial Away From Home Cover.

The first applicant (i.e. Applicant 1 in the Application Form) becomes the member of the Funeral Transfer Fund and will receive the Confirmation of Membership of the Funeral Transfer Fund and any other communications from Foresters Financial.

Upon the death of the first joint policyholder who is eligible to make a claim, the surviving policyholder will cease to be a member of the Funeral Transfer Fund and of Foresters Financial (unless membership is held in some other capacity) and will no longer be covered.

In the case where both joint policyholders are eligible to make a claim at the same time, then the claim will be assessed by Foresters Financial on the same basis had only one of the joint policyholders made a claim.

Investment Allocation Range

Under the Funeral Transfer Fund Rules, Foresters Financial has the ability to invest in a range of investments which may comprise of Cash, Shares, Mortgages, Fixed Interest and Government and Semi-Government Securities.

These investments are made based on recommendations from Foresters Financial's experienced and independent investment manager.

Their investment mandate is to invest and manage the portfolio on behalf of Foresters Financial only in authorised investments and in accordance with our approved Investment Policy.

| Asset Class | Allowable Range |
|---|-----------------|
| Australian Shares | 0%-20% |
| Mortgages | 0%-40% |
| Fixed Interest | 0%-50% |
| Government and Semi - Government Securities | 0%-90% |
| Cash | 10%-100% |

Risks

There is a risk that the policy holder(s) may die and not be eligible to make a claim under the Away From Home Cover. Eligibility to make claim is outlined on page 14 of this PDS.

9. Things You Need to Know

The Funeral Benefit Funds Withdrawals

Capital Guaranteed Fund

Maturity payment of the Capital Guaranteed option:

Your benefit is calculated by adding;

- The capital component of your investment (the initial investment less GST less management fees, and less GST and admin fees where applicable); plus
- Declared bonuses and the interim bonus applied to the investment for the period since the date of the last bonus declaration to maturity date; plus
- The amount Foresters expects to recover on the tax paid on the investment income of the Fund. The value of any tax recovered by Foresters is referred to in this document as the maturity bonus. The maturity bonus is expected to equal the tax paid on the Fund's earnings.

The maturity payment in normal circumstances will be processed within five (5) business days of receipt of a completed claim form.

Market-Linked Investment Options

For a maturity from the market-linked investment options, the benefit is calculated by multiplying the number of units held by the unit price. Unit prices are calculated daily.

The maturity claim will be processed using the unit price calculated as at the next valuation date if it is received by the close of business of the valuation date. Unit prices are calculated at the close of business of the last day of the current week (the valuation date). A maturity payment request received after the cut off time will be processed utilising the next available unit price. Maturity payments may take up to seven (7) business days to finalise.

In accordance with our Unit Pricing & Discretions Policy, Foresters Financial may suspend unit pricing or switching

between for up to 14 days in circumstances where the operation of financial markets is disrupted or due to other considerations outside of our control. This may affect or delay the processing of your maturity payment request.

Total Investment Payable

The Total Investment Payable for the Capital Guaranteed investment option is calculated by adding the value of all contributions (net of any fees and any duty payable) and any bonuses declared and applied to the investment plus the addition of any maturity bonus (if applicable) as defined on page 11.

For the market-linked investment options, the Total Investment Payable is calculated by multiplying the number of units held by the current unit price.

Keeping You Informed

As a member of the Funeral Benefit Funds, upon your application being accepted, Foresters Financial will send a confirmation letter and Certificate of Membership of the Funeral Benefit Funds directly to you.

If you have opted for a Non-Assigned Funeral Bond, Foresters Financial will send an annual statement detailing all transactions in relation to the Bond during the past year as at 30 June.

If you have opted for a Nominated Funeral Director option, your nominated funeral director will also receive information relating to your investment.

Foresters Financial will keep you up-to-date with any relevant changes that may materially or adversely affect your investment. In such cases, we will either contact you directly or provide updates via our website.

Terms and Conditions

Cooling off period

If you wish to cancel your application simply provide written notice of your intention to cancel your application and return your Certificate of Membership of Foresters Financial within thirty (30) days from the date of issue or such other period permitted by relevant legislation. Foresters Financial then will refund all money contributed (subject to any applicable local State or Territory laws) less any fees, taxes and applicable duty; after adjustment for any market movements of your market-linked investment options. Please note that the cooling off period does not apply to contributions, switching investment options, or savings plans.

Eligibility

There are no medical restrictions to investing in the Funeral Benefit Funds but you must be at least ten (10) years of age. As provided in the *Life Insurance Act 1995* (Cth) a person who is at least ten (10) years of age but has not reached sixteen (16) years of age may, with written consent of a parent or guardian, invest in the Fund.

Investment withdrawal

The Bond has been specifically designed to meet future funeral expenses. Accordingly, withdrawal can only occur at time of death of the Life Insured subject to the cooling off period. ***After the cooling off period has expired, the Total Investment Payable cannot be accessed until after the death of the Life Insured.***

Payment of funeral expenses

Upon your death and receipt of instructions and satisfactory supporting documentation* from the personal legal representative of the Life Insured, or the Investor where applicable, the Total Investment Payable is paid as per below:

Non-Assigned Funeral Bond

1. To the personal legal representative, of the Life Insured
OR
2. To either the funeral director who has conducted the funeral service, or to the person who has paid for the funeral service, up to the cost of the funeral service[^].

Nominated Funeral Director

1. To the Nominated Funeral Director, up to the cost of the funeral service[^]
OR
2. To the funeral director who has provided the funeral service, up to the cost of the funeral service[^].

If, however, the Nominated Funeral Director fails to meet the requirements within 21 days of your death, or such other reasonable period determined by Foresters Financial, then the nomination shall be treated as having been cancelled and Foresters Financial will pay the Bond's Total Investment Payable to your personal legal representative (usually your estate representative) to be applied to your funeral expenses.

* Supporting documents include, but are not limited to, a tax invoice from a funeral director who conducted the funeral service, a completed Foresters Death Claim Form, and proof of death e.g. Death Certificate or Medical Cause of Death.

[^] Please note: Any excess remaining after payment of funeral expenses will be paid to the personal legal representative of the Estate of the Life Insured.

General Information

Your Personal Information

Foresters Financial collects personal information you provide in response to the forms in this PDS or through any subsequent correspondence or communication. The information is collected for the primary purpose of Foresters Financial issuing our products to you (including assessing your application and identifying you).

There are also a number of related purposes for which your personal information will be collected, including processing of your application, the administration and managing of your investment in the Funeral Benefit Funds and the Funeral Transfer Fund to effectively provide our services and compliance with Australian taxation laws, the *Life Insurance Act 1995* (Cth) and other laws and regulations. If you do not provide Foresters Financial with your personal information, we may not be able to process your application, administer or manage your investment or tell you about other opportunities in which you may be interested.

You can let Foresters Financial know if you do not want to receive details of other investment opportunities by ticking the box found in the Declaration of the Application Form or by contacting us.

Subject to the *Privacy Act 1988* (Cth), you are entitled to request access to the information that you provide to Foresters Financial. If you have a privacy query, concern or complaint in respect of any investment made please contact:

The Privacy Officer

Email: service@forestersfinancial.com.au
Postal Address: PO Box 7702, Melbourne, VIC 3004.
Telephone: 1800 645 326 (free call)

If we are unable to address your query, concern or complaint to your satisfaction, you may contact the Privacy Commissioner at:

Office of the Australian Information Commissioner
Postal Address: GPO Box 5218, Sydney, NSW 2001.
Telephone: 1300 363 992 (free call).

The information that an investor provides to Foresters Financial may be disclosed to certain organisations. The types of organisations or persons to whom Foresters Financial usually discloses the information provided by investors includes:

- your nominated funeral director (if applicable)
- the Australian Taxation Office and other government or regulatory bodies;
- your adviser or adviser dealer group, their service providers and any joint holder of your investment (if any);

- organisations involved in providing services to Foresters Financial, such as any third-party service provider engaged by Foresters Financial to provide administration, investment management, technology, auditing, mailing or printing services; and
- those where you have consented to such disclosure as required or authorised by law.

You should notify us immediately if any of your personal information held by us changes. If you would like to read our Privacy Policy, a copy is available by visiting www.forestersfinancial.com.au/privacy or can be obtained by contacting our Privacy Officer.

Dispute Resolution

Foresters Financial is committed to providing a great range of products and services to our members. Please talk to us using the details set out below if at any time we have not satisfied your expectations. Most times we will be able to resolve your concerns upon initial contact.

Foresters Financial

Email: service@forestersfinancial.com.au
Postal Address: PO Box 7702, Melbourne, VIC 3004.
Telephone: 1800 645 326 (free call)
Website: forestersfinancial.com.au

If we are unable to resolve your concern, please ask to speak to our Customer Resolution Leader who will register your complaint and conduct an initial review of the matter and provide a recommendation to you. Our dispute resolution procedure is free of charge to you. If your issue cannot be resolved directly between you and Foresters Financial, then you may refer your issue to the Australian Financial Complaints Authority (AFCA). AFCA provides fair and independent financial service complaint resolution that is free to consumers. Their details are:

AFCA

Telephone: 1800 931 678 (free call)
Email: info@afca.org.au
Website: afca.org.au
Postal Address: GPO Box 3, Melbourne VIC 3001

Foresters Financial

Foresters Financial issues the Funeral Bond and the Away From Home Cover and is responsible for all administration, promotion and management of the Funeral Benefit Funds and Funeral Transfer Fund.

Foresters Financial is incorporated under the *Corporations Act 2001* (Cth) as a public company limited by shares and guarantee and is regulated by the Australian Securities & Investments Commission under the provisions of the *Corporations Act 2001* (Cth). It is registered under the *Life Insurance Act 1995* (Cth) as a Friendly Society Life Insurance Company and is regulated by the Australian Prudential Regulation Authority (APRA).

The Funeral Benefit Funds and Funeral Transfer Fund are also registered under the *Life Insurance Act 1995* (Cth) and regulated by APRA. Under the *Corporations Act 2001* (Cth), members of Foresters Financial are bound by the terms of its Constitution and are required to guarantee that in the event of the company being wound up and unable to meet its liabilities, they will contribute an amount not exceeding \$1.

Members have an interest in the assets of the relevant investment option in which they have invested.

For the market-linked investment options, a member's interest is to the extent of their unit holding, however, a unit holding does not confer any specific interest in any part of the assets or any authorised investment of the relevant investment option. At any given time, all units in a market-linked investment option are of equal value. For the Capital Guaranteed Fund, members have an interest in the Fund to the extent of their contributions and accumulated bonuses, however, such interest does not confer any specific interest in any part of the assets or any authorised investment of the Fund.

Foresters Financial operates under strict government regulations covering friendly societies. The investment of members' money is subject to rigorous independent actuarial valuation and audit certification.

Constitution and Fund Rules

In accordance with Foresters Financial's Constitution and the Funeral Benefit Funds Rules and Funeral Transfer Fund Rules, the assets of each fund maintained by Foresters Financial are separate and distinct from other funds and assets. Once your application has been accepted and processed, you will become a member of the relevant Fund and Foresters Financial. Your membership is subject to the rights and obligations set out in the Constitution, including your right to attend and vote at General Meetings.

The Funds' rules set out your benefits and the operational aspects of your membership of the Funds. The Funds' rules operate as a contract between you and Foresters Financial.

Foresters Financial may amend the Funds' rules by a special resolution of members. In limited circumstances, the company's Board can amend the Funds' rules with the consent of the prudential regulator, APRA. Additionally, Foresters Financial can close the Funds to new investments or, in certain circumstances, make an application to APRA to terminate the Funds.

The statements in this PDS give only a summary of the provisions of Foresters Financial's Constitution, Funeral Benefit Funds Rules and Funeral Transfer Fund Rules. Members may inspect a copy of the Constitution, Funeral Benefit Funds Rules and Funeral Transfer Fund Rules at Foresters Financial's registered office any time between 9am and 5pm, Monday to Friday (except Victorian Public Holidays).

Disclosure of Interest

Foresters Financial has a conflicts of interest policy and all office holders are required to disclose any conflicts that arise. No Director of Foresters Financial, or any expert, has any interest in respect of the assets or benefits of the Funeral Benefit Funds and/or the Funeral Transfer Fund to which this PDS relates and in respect of which an entitlement, other than an entitlement on the same terms and conditions available to other members of the Funeral Benefit Funds and/or Funeral Transfer Fund, is available.

RSM Australia Partners, Finity Consulting Pty Ltd, MinterEllison and JBWere receive professional fees in respect of audit, actuarial, legal and investment services and advice provided in relation to the Funeral Benefit Funds and Funeral Transfer Fund.

Consultants to Foresters Financial

Auditor

RSM Australia Partners
ABN 36 965 185 036

Actuary

Finity Consulting Pty Ltd
ABN 89 111 470 270

Lawyers

MinterEllison
ABN 91 556 716 819

Investment Manager

JBWere Limited
ABN 68 137 978 360

Our Consultants are not responsible for the contents of and accept no liability in respect of this PDS, nor have they authorised or caused the issue of this PDS.



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