

Funeral Bond



Target Market
Determination (TMD)

Funeral Bond

Target Market Determination (TMD)



1. Purpose

A Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth). The purpose of this TMD is to describe:

- the types of customers that the Funeral Bond is suitable for and not suitable for;
- how it is distributed; and
- when this document will be reviewed.

This TMD is not a Product Disclosure Statement (PDS) and is not a summary of the product terms and conditions. Any advice provided in this document is general advice only. It has been prepared without considering any individual customer's particular objectives, financial situations or needs. This product is issued by Foresters Financial. More information about this product can be found in the PDS, which contains full details of coverage, conditions, limitations and exclusions. Consider whether the product is appropriate for you before making any decisions about whether to buy or continue to hold a policy. If you have already purchased this product, you should review the information we have provided you whenever your circumstances change.

2. Product description

The Foresters Funeral Plan (a funeral bond) is a secure, purpose-built way to plan ahead and set aside funds for funeral costs, so important arrangements can be taken care of with clarity and care.

Optional Away From Home Cover is available to help with transport costs if death occurs away from home. If the capital guaranteed investment option is selected, the bond will receive an annual declared bonus.

Funds can only be used for funeral expenses at the time of death, ensuring they are kept for their intended purpose, with any remaining balance paid to the life insured's estate.

A funeral director does not need to be nominated in advance,

and this can be changed at any time, allowing personal wishes and circumstances to guide decisions over time.

Key product attributes

The funeral bond has five investment options; capital guaranteed, sustainable, balanced, growth and high growth. The product provides:

- the requirement to nominate a funeral director to whom the policy proceeds can be paid to pay for your funeral
- no obligation to contribute to the product after the initial contribution of \$100
- the option of either a lump sum investment or regular instalments (starting from \$25 per month)
- the option of joint names to ensure you and your spouse are covered
- a default investment in the capital guaranteed fund
- investment earnings that are not subject to personal tax
- Investment qualifies for asset test exemption up to an annually indexed cap (\$15,500 as of 13 June 2025) provided that the investor does not already hold, or later come to hold, a prepaid funeral plan or enter into any other arrangement through which funeral expenses are prepaid.

3. Target market

Who is this product suitable for?

Customer objectives:

This product is suitable for an individual or joint policy holders with any one or more of the following objectives:

- to have an investment that provides a payment to cover the funeral expenses upon their death
- to cover the funeral expenses of their spouse or nominated life insured
- to invest in a preferred option that aligns with their risk

profile and be able to move between investment options as needed

- to have an investment where the earnings are not subject to personal tax
- freedom of an investor to amend their nominated funeral director from time-to-time; in contrast to a prepaid funeral plan which locks an investor into an arrangement with a specific provider

Customer needs and financial situation

Foresters has assessed the product and formed the view that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market as described above, as the features of this product are likely to be suitable for consumers with the attributes identified in this TMD.

Customer needs and financial situation

Investment bond

Age	Suitable for customers 10 years and over				
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Customer's (the assigned funeral director) risk and return profile (ability to bear loss)	Capital guaranteed option	Sustainable option	Balanced option	Growth option	High growth option
	Low	Medium	Medium	High	High

Consumer's access to capital minimum need for	Suitable for customers not needing access to withdrawals any time prior to death
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Investment horizon	Suitable for customers with short or long-term investment horizon of between 1 and 40 years
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Financial situation	There is a \$100 minimum contribution for the funeral bond, making the product suitable for most individuals that meet the remaining criteria in this TMD.
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Who is this product not suitable for?

This product may not be suitable for customers wanting:

- to access funds prior to the death of the life insured/s
- to lock in a price for a prepaid funeral service
- to have funds paid to cover expenses other than for that of a funeral
- to make an investment from outside Australia
- to independently select underlying assets in their investments
- to enter into, or intend to also enter into, a prepaid funeral plan and do not wish to impact their eligibility for Services Australia social security payments¹
- to invest more than \$15,500 (as of 13 June 2025) and do not wish to impact their eligibility for Services Australia social security payments
- to open a policy for someone under the age of 10 years

Distributor reporting requirements

All distributors are required to report relevant details and outcomes to Foresters:

As soon as practicable	Instances of significant dealings in the product that are not consistent with the TMD
Quarterly	(Due 10 business days after the end of the March, June, September and December quarters)

Reviewing this document

We will collect information and prepare reports regarding sales activity, performance, complaints and any occasions where this product has been sold contrary to the TMD on an at least quarterly basis to help improve our products and service.

We will review this TMD if:

- funeral directors and/or financial advisers who can offer the Foresters Financial funeral bond product to their own customers following an assessment of the customer's circumstances and determining that they meet the target market defined above
- the Foresters Financial website by visiting: www.forestersfinancial.com.au
- the Foresters Investor Services Team either by emailing service@forestersfinancial.com.au or by calling 1800 645 326 (free call)

These distributors understand the market this product has been designed for and will take reasonable steps to ensure that the product is distributed consistently with the TMD.

- there are amendments to our PDS that change the benefits provided
- we introduce other ways in which this product can be distributed
- we receive a significant number of complaints regarding the design or distribution of this product in any 12-month period
- the business performance and value provided by this product indicate the TMD is no longer appropriate
- we identify that there has been a significant dealing in the product that is not consistent with the TMD

Our review will occur within 10 business days of any of the above events occurring.

In any event, a review of this TMD will be completed no later than two years from the publication date of this TMD and subsequently at two-yearly intervals.



For more information, contact Foresters:

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Product offering: Funeral bond

TMD effective date: 16 February 2026

Issued by: Foresters Financial Limited (ABN 27 087 648 842, AFSL 241421)

Version: 4.1

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Disclaimer:

This information is of a general nature and issued by Foresters Financial ABN 27 087 648 842 AFSL 241421. Please consider the Product Disclosure Statement and this Target Market Determination before considering to acquire a Foresters Funeral Benefit Fund or Bond. Foresters Financial is not a financial adviser. You should consider seeking independent legal, financial, taxation or other advice when choosing investment options.
