

PrepaidPlus



Target Market
Determination (TMD)



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 PrepaidPlus 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 PrepaidPlus funeral bond combines a prepaid funeral plan with an optional funeral bond (and optional Away From Home Cover, up to \$3,000 coverage for transport if the insured person passes away more than 100 km away from home). The PrepaidPlus funeral bond helps ensure the person's wishes are planned for and their family isn't left with financial stress later on.

PrepaidPlus is a funeral expense facility, specifically designed to be used to pay for the costs of the life insured's funeral as agreed with a funeral director under a prepaid funeral plan contract, with additional third-party expenses covered by the funeral bond.

If the capital guaranteed investment option is selected, the policy will receive an annual declared bonus. The product's proceeds can only be used to pay for funeral expenses at the time of death with any excess proceeds being paid to their estate if they have passed.

Key product attributes of a prepaid funeral plan

The prepaid funeral plan has five investment options for the funeral director; 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

Investments in the prepaid funeral plan qualify 100% for asset test exemptions for Services Australia (i.e. Age Pension, Carer Payment or Disability Support Pension), provided it is a reasonable estimate of your prepaid funeral expenses.

Key product attributes of a funeral bond

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

- the option of nominating a funeral director to whom the policy proceeds can be paid (with any excess proceeds paid to their estate if they have passed).
- 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
- the option for an Applicant to take out a policy on behalf of someone else (such as a family member or close friend)
- a default investment in the Capital Guaranteed fund
- investment earnings that are not subject to personal tax

The funeral bond investment does not qualify for asset test exemption as the investor will already hold, or later come to hold, a prepaid funeral plan.

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 in place a prepaid funeral contract with a funeral director to whom the policy proceeds can be paid to pay for your funeral, as well as an option funeral bond to accommodate third party expenses.
- To cover the funeral expenses of their spouse or nominated life insured.
- As part of the prepaid funeral plan, you will assign your investment to your funeral director of your choice. Your funeral director will then be responsible for choosing one

of the five (5) investment options available. As the funeral director accepts the risk of providing your contracted funeral service at today's prices, they are able to select an investment option that suits their risk appetite to grow your funeral investment to best meet your future funeral service costs.

- As part of the funeral bond component, you will be responsible for choosing one of the five (5) investment options available. As the investor you accept the risk of the investment option you choose and we recommend you seek the advice of a qualified financial adviser to help ensure you choose an option that suits your risk and return appetite.
- Have their prepaid funeral plan amount qualify for income and asset test exemptions for Services Australia (i.e. Age Pension, Carer Payment or Disability Support Pension), provided it is a reasonable estimate of your prepaid funeral expenses.
- To have an investment where the earnings are not subject to personal tax.

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

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	Very high

Consumer's access to capital minimum need for Suitable for customers not needing access to withdrawals any time prior to death

Investment horizon Suitable for customers with short or long-term investment horizon of between 1 and 40 years

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.

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 have funds paid to cover expenses other than for that of a funeral
- to make an investment from outside Australia
- to independently select underlying investments
- a policy for a person under the age of 10 years

4. Distribution

How is this product distributed?

The product is designed to be distributed by funeral directors who can offer the Foresters Financial Prepaid*Plus* funeral bond product to their own customers. This product cannot be distributed as a stand-alone policy and must be distributed alongside a prepaid funeral contract.

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.

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)	<ol style="list-style-type: none">1. Complaints received related to the product's design, features and distribution, or2. Dealings outside the TMD and whether acquisition occurred under personal advice.

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:

- 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:

W: forestersfinancial.com.au

E: service@forestersfinancial.com.au

P: 1800 645 326

Level 4, 417 St Kilda Road, Melbourne VIC 3004

PO Box 7702, Melbourne VIC 3004

Product offering: Prepaid*Plus*

TMD effective date: 16 February 2026

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

Version: 4.0

Address: Level 4, 417 St Kilda Road, Melbourne VIC 3004

Contact: service@forestersfinancial.com.au | 1800 645 326

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.
