

Address by Hugh Humphrey

Chief Executive Officer and Managing Director

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Count Limited
2024 Annual General Meeting

Tuesday, 12 November 2024
At 10:00am (Sydney time)

Contact details

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This address has been authorised for release
to the ASX by the Board of Count Limited.

CEO

Address



Thank you Ray, and good morning everyone.

I also want to acknowledge the Gadigal people of the Eora nation, Traditional Custodians of the land on which I am speaking today.

I would like to thank Ray and the Board for their support over the course of the 2024 financial year. At Count, we are excited about our role in delivering accounting and wealth solutions for our customers.

FY2024 was a significant year for Count with the acquisition of Diverger through a scheme of arrangement and the completion of 14 other acquisitions throughout the period. In addition to already being a top 20 Accounting firm in Australia (AFR 2023), the Diverger acquisition resulted in Count expanding to become the second largest wealth management advice firm in Australia (measured by number of Authorised Financial Advisers). Based on the strength of our integration, we upgraded expected annualised run rate of cost synergies to at least \$4M, resulting in a significant improvement in unaudited Q1 2025 results.

In FY2024, we delivered underlying EBITA growth of +61% compared to prior period, grew authorised representatives by +44% to 547, funds under advice grew +104% to \$34.2B and we closed the period with \$3.2b of funds under management.

Our financial results in FY2024, which included four months of Diverger contribution, also reflected all the transaction and much of the integration costs associated to the transaction, and included other costs related to the divestment of Bentleys. Underlying FY2024 results were significantly higher compared to FY2023 with underlying EBITA up +61% to \$16.6m and underlying NPAT attributable to Count shareholders up +68% to \$5.8m.

We are pleased to see our Q1 FY25 results continuing to track well, with the business achieving its growth objectives and realising the upgraded annualised cost synergies of at least \$4m from the Diverger acquisition. We report a strong unaudited EBITA trading performance in \$6.4m for the first quarter. This is approximately +87% compared to the prior corresponding period of \$3.4m. Our unaudited revenues have grown +53% compared to Q1 FY2024. Unaudited EBITA margin percentage increased to 17% for the consolidated group, up from 14% in the prior corresponding period.

We closed out all the long-running legacy remediation programs in the period and pleasingly reduced the provision to \$0. We continue to deliver on our growth agenda through acquisitive and organic growth and we can see significant opportunities ahead in our growth pipeline. We have made strong headway into our FY2025 growth targets with four quality acquisitions already this financial year into our Equity Partnerships segment.

Our integrated model of accounting and wealth management firms within the sector is a market leading proposition. More importantly, our economic fly wheel works by providing significant value to the accounting and financial planning firms that Count invests in, and brings a tight model to amplifying shareholder value through the three segments of Equity Partnerships, Wealth, and Services.

We lead with our integrated wealth and accounting services to clients. And we follow with AFSL services, investment solutions, actuarial certificates, consulting, tax training, technical helpdesk, IT managed services, cyber and outsourcing. These all contribute to further enhancing and uplifting our returns in the Equity Partnerships segment.

This tightly integrated model will create superior returns, particularly in the context of the underlying intergenerational wealth transfer megatrend and the growing demand for financial planning services.

Further, we have seen more growth in our Funds Under Advice to \$34.8 billion and Funds Under Management to \$3.4 billion as at 30 September 2024.

Our focus remains on delivering against this value equation.

To close, I would like to thank my exceptional Executive team and our dedicated Count Group employees for their unwavering commitment and incredible contribution to what has been another successful year. I would also like to thank our shareholders for your ongoing support of our business. We firmly believe our best days continue to be ahead of us.

The 2024 financial year was a significant year for Count. Our disciplined execution against clear strategic priorities has positioned the Company as one of the leaders in the Australian financial services landscape. As we approach our 45th year we'll continue to execute with our integrated model, drive synergies from our increased scale and grow our investment solutions proposition in CARE and MDAs. Our growth ambitions remain unchanged and given industry tailwinds, we see tremendous opportunity to further capture financial advice revenues through organic and inorganic opportunities.

Thank you and before I hand back to our Chair, I invite shareholders present for any questions in relation to the CEO address.

Hugh Humphrey

Chief Executive Officer and Managing Director

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