

Annual General Meeting

12 November 2024

Sydney, Australia

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All currency amounts are in AUD unless otherwise stated.

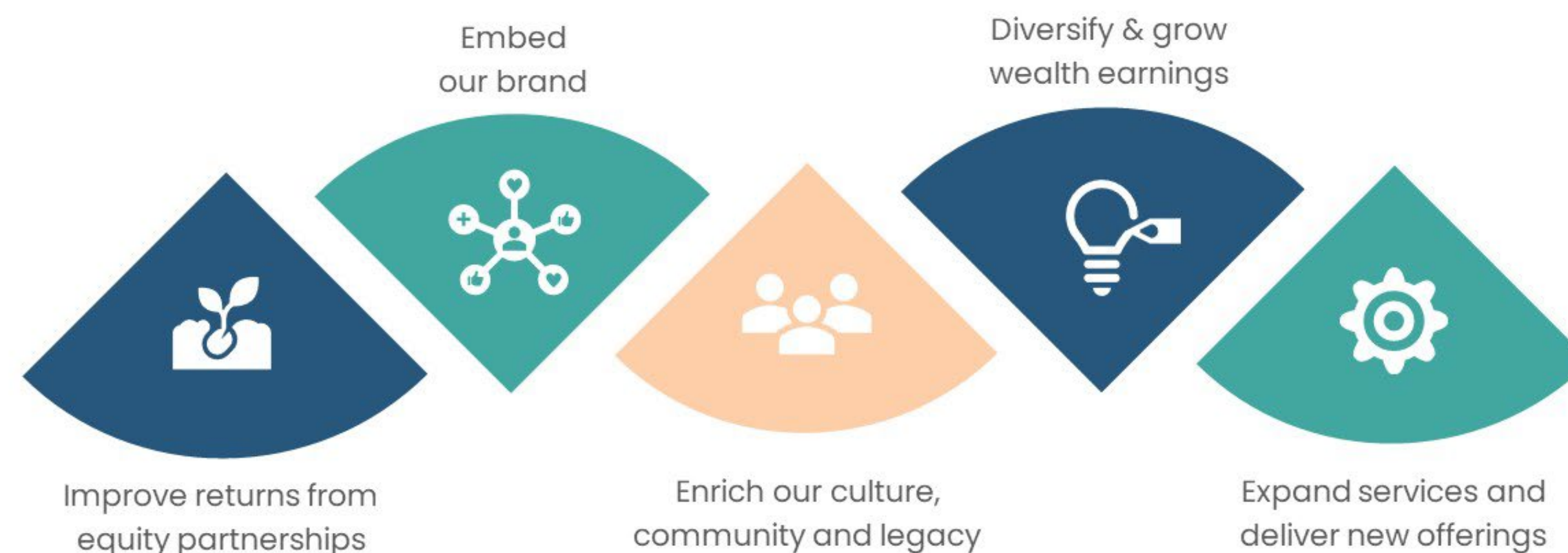
Totals may not reconcile internally or against historical disclosures due to rounding.

Our bold ambition was supported in FY2024 by a clear strategic plan with five growth pillars

Our ambition

To be the leading provider of integrated accounting and wealth services, helping clients through our **dynamic perspective** that identifies insights from their past, maximises their present and plans for a future where they can do what matters most to them.

Our five strategic pillars



Key business highlights for FY2024 were built on solid operational performance backed by quality acquisitions

Funds Under Advice


+104% 

\$34.2B

Funds Under Management

\$3.2B 

Authorised Representatives Growth

+44% 

547 ARs¹

Underlying Services EBITA²

+100% 

\$4.1M

Number of acquisitions completed

15

Final Dividend

2.25
cents per share

¹ FY23: 379 ARs. Total Authorised Representatives within Count Network is 706 including Limited Authorised Representatives and excluding corporate staff who are Authorised Representatives

² Underlying Earnings before Interest, Tax and Amortisation (**EBITA**) excluding transactions that are not directly attributable to the performance of Count's business operations and significant items.

Note: Comparison to prior financial year where applicable

Financial highlights for FY2024 include the full transaction and integration cost impact in the statutory results and four months contribution from the Diverger acquisition

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Statutory Revenue
 \$111.8M
+22% ↑

Underlying EBITA Margin¹
 11% in FY2023
15% ↑

Statutory EBITA
 \$10.2M
-17% ↓

Underlying EBITA¹
 \$16.6M
+61% ↑

Statutory NPAT attributable
 \$1.1M
-78% ↓

Underlying NPAT attributable²
 \$5.8M
+68% ↑

Statutory NPATA attributable
 \$3.3M
-48% ↓

Underlying NPATA attributable³
 \$8.0M
+68% ↑

¹ Underlying Earnings before Interest, tax and amortisation (**EBITA**) excluding transactions that are not directly attributable to the performance of Count’s business operations and significant items
² Underlying Net profit after tax (**NPAT**) attributable to Count shareholders excluding transactions that are not directly attributable to the performance of Count’s business operations and significant items
³ Underlying Net profit after tax , adjusted to exclude the non-cash tax-effected amortisation of intangibles (**NPATA**) attributable to Count shareholders excluding transactions that are not directly attributable to the performance of Count’s business operations and significant items

Financial Year 2025 Q1 Trading Update



	FY2025 Q1	FY2024 Q1	Movement
	\$'m	\$'m	%
Revenue¹ (Unaudited)	37.6	24.5	+53%
EBITA² (Unaudited)	6.4	3.4	+87%

Funds under advice

\$34.8B

at 30 September 2024

\$34.2B

at 30 June 2024

+1.6%

in FY2025 Q1



Funds under management

\$3.4B

at 30 September 2024

\$3.2B

at 30 June 2024

+6.9%

in FY2025 Q1



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- FY2025 unaudited Q1 results include the impact of the Diverger acquisition and reflect post acquisition synergies and successful business integration activities
- Key performance drivers compared to prior period:
 - Full impact of Diverger and prior year acquisitions;
 - Growth in funds under management; and
 - Solid Services contribution across different offerings.

Notes

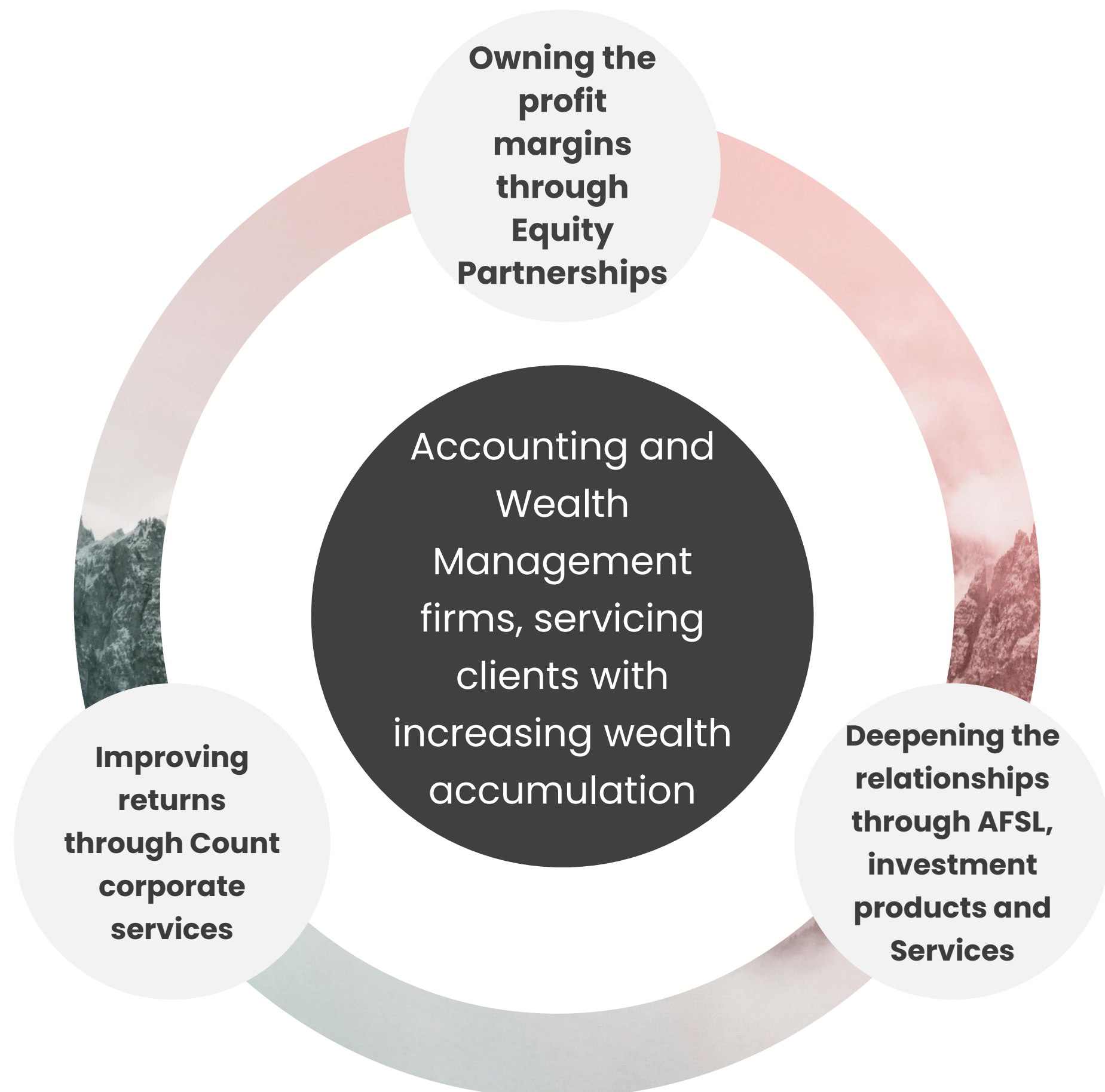
1. Unaudited Revenue is calculated on a statutory basis, in line with the FY2024 annual report.
2. Unaudited Earnings before Interest, Tax and Amortisation (**EBITA**) includes corporate costs and significant one-off costs including transaction & integration costs and is calculated on a statutory basis, in line with the FY2024 annual report.

Note: The Q1 FY2025 performance may not be indicative of trading performance for FY2025. Current market conditions remain uncertain and future trading performance remains subjective to material deterioration in market conditions.

Our integrated model drivers enhanced value through our equity partnerships

Count's integrated model through our Equity Partnerships, Wealth and Services segments provides a competitive advantage over industry peers

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Count network offerings and value proposition supporting the current and future growth journey


- Expertise in the Wealth business with the Count AFSL
- Offering investment solutions - CARE portfolios and Managed Discretionary Accounts
- Accurium supporting actuarial certificates
- Education and training requirements supported by TaxBanter and Knowledge Shop
- Quality outsourcing requirements supported through Solutions Centric and Collective Outsourcing
- M&A capabilities


Case study: Count Equity Partner firm provides comprehensive services across Audit and Assurance, Compliance, Taxation, Business Advisory and Mentoring, Lending, SMSF Services and Wealth Management




Clear strategic growth priorities position Count for a strong FY2025

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 Full integration of Diverger into Count and the disciplined delivery of cost and revenue synergies

 Drive organic revenue growth in equity partnerships particularly through uplifting financial planning revenues and owning more of the advice profit chain

 Drive higher returns from increased scale and diversification in Wealth through CARE portfolios, Managed Discretionary Accounts and Licensing

 Build organic momentum in the Services segment through cross-selling to our network, increasing market share and driving marketing activity through a consolidated CRM capability

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