Count

Full Year Results Presentation

28 August 2025

2025

45 YEARS

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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.

FY2025

Business Highlights

Financial highlights for FY2025

Statutory Revenue	+28%	$143.6M
Statutory EBITA	+144%	$24.9M
Statutory NPAT attributable	+705%	$8.9M
Statutory NPATA attributable	+280%	$12.7M
Underlying EBITA Margin (15% in FY2024)	20%	
Underlying EBITA	+67%	$27.7M
Underlying NPAT attributable	+89%	$10.9M
Underlying NPATA attributable	+84%	$14.7M

Refer to Appendix 7 for definition of Underlying EBITA margin, Underlying EBITA, Underlying NPAT attributable and Underlying NPATA attributable.

Key business highlights for FY2025

Solid operational performance delivered alongside strategic acquisitions

$5.1M

Diverger cost synergies achieved exceeding expectations of $3M

$3.9B +24%

Funds Under Management

$37.8B +10%

Funds Under Advice

23% +2%[1]

Average EBITA margin in Equity Partnerships segment

11

Number of transactions completed[2]

2.75 +22%

Cents per share

Final dividend

[1] Average firm EBITA margin of 21% in FY2024

[2] Includes the divestment of Evolution Advisers Pty Ltd in January 2025

Note: Comparison to prior financial year where applicable

Segment Performance

Strong growth delivered in each of our three operating Segments

Wealth

Revenue	EBITA	EBITA margin
$42.3m (+42% PCP)	$13.0m (+148% PCP)	31%

- Wealth segment benefited from the realisation of cost synergies and increased Funds Under Management (FUM).
- FUM growth driven by adoption of CARE with 13 new firms utilising the CARE investment philosophy.
- Winner of 2025 CoreData Advice Network of the Year.
- 2nd largest wealth network in Australia.[1]

Equity Partnerships

Revenue	EBITA	EBITA margin[2]
$68.4m (+4% PCP)	$14.4m (+5% PCP)	23%

- Underlying earnings growth driven by organic revenue growth, disciplined cost management and acquisitions.
- Outsourcing, AI and automation use cases increasing.
- Significant M&A integration and transaction costs incurred over the period.
- Four firms undertook strategic system upgrades to position for growth.
- Average firm EBITA margin increased to 23%, up from 21% in PCP.
- Financial planning revenues represented 25% of total aggregated revenues[3] in the period.

Services

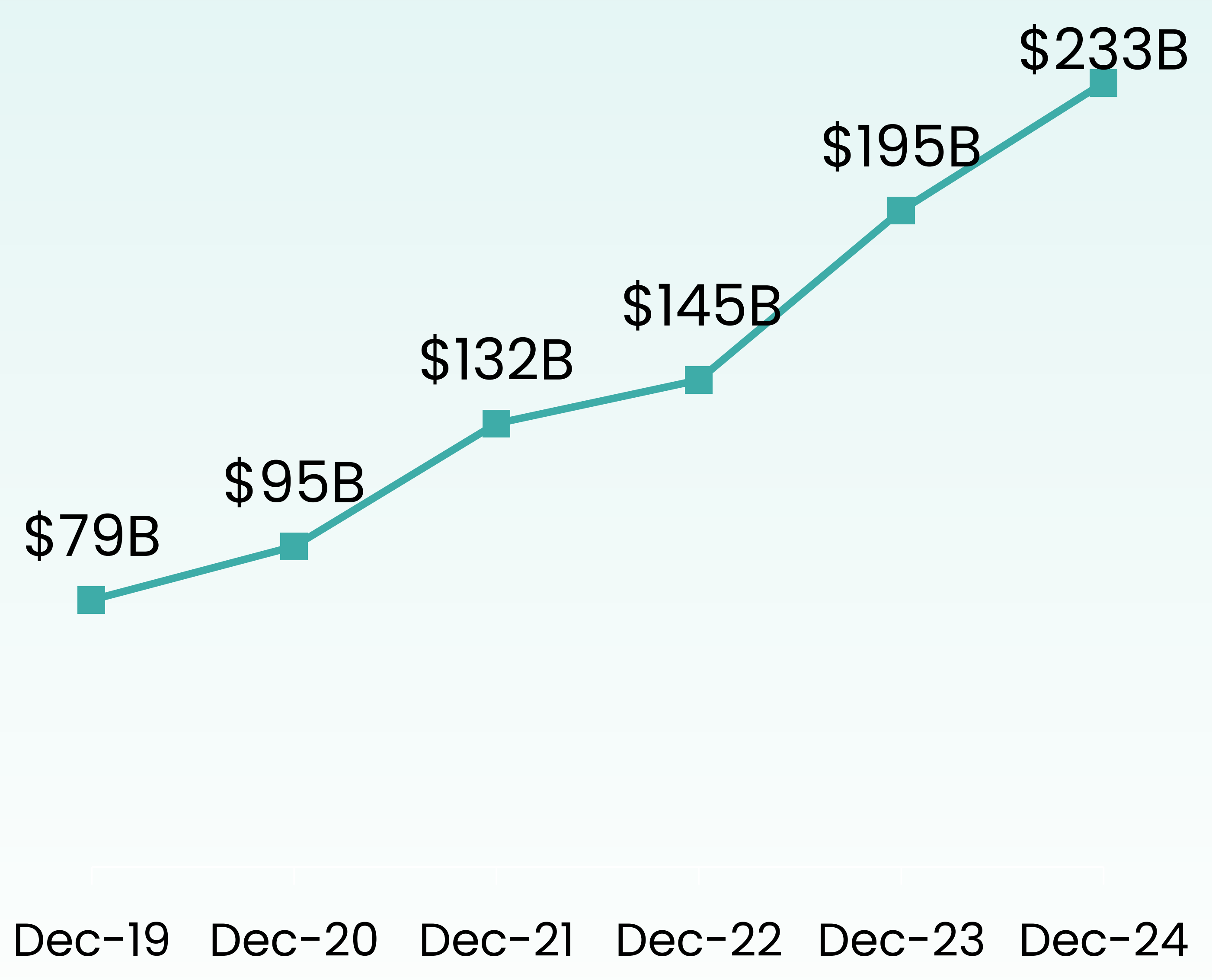
Revenue	EBITA	EBITA margin
$30.5m (+113% PCP)	$9.2m (+124% PCP)	30%

- Unified sales team driving uptake of Services offering.
- Expanded reach of education services accessing the Count network, delivering 219 educational events with approximately 15,600 attendees.
- Launched Practitioner's Edge conference in July 2025.
- Rollout of unified Services CRM expected to be completed by Q2 2025.

[1] ASIC as at 30 June 2025.
[2] Average firm EBITA margin has been used
[3] Aggregated revenues reflect 100% revenues of subsidiaries and associates within the Equity Partnerships segment.
Note: Figures reflect underlying revenue, underlying EBITA and underlying EBITA margin.

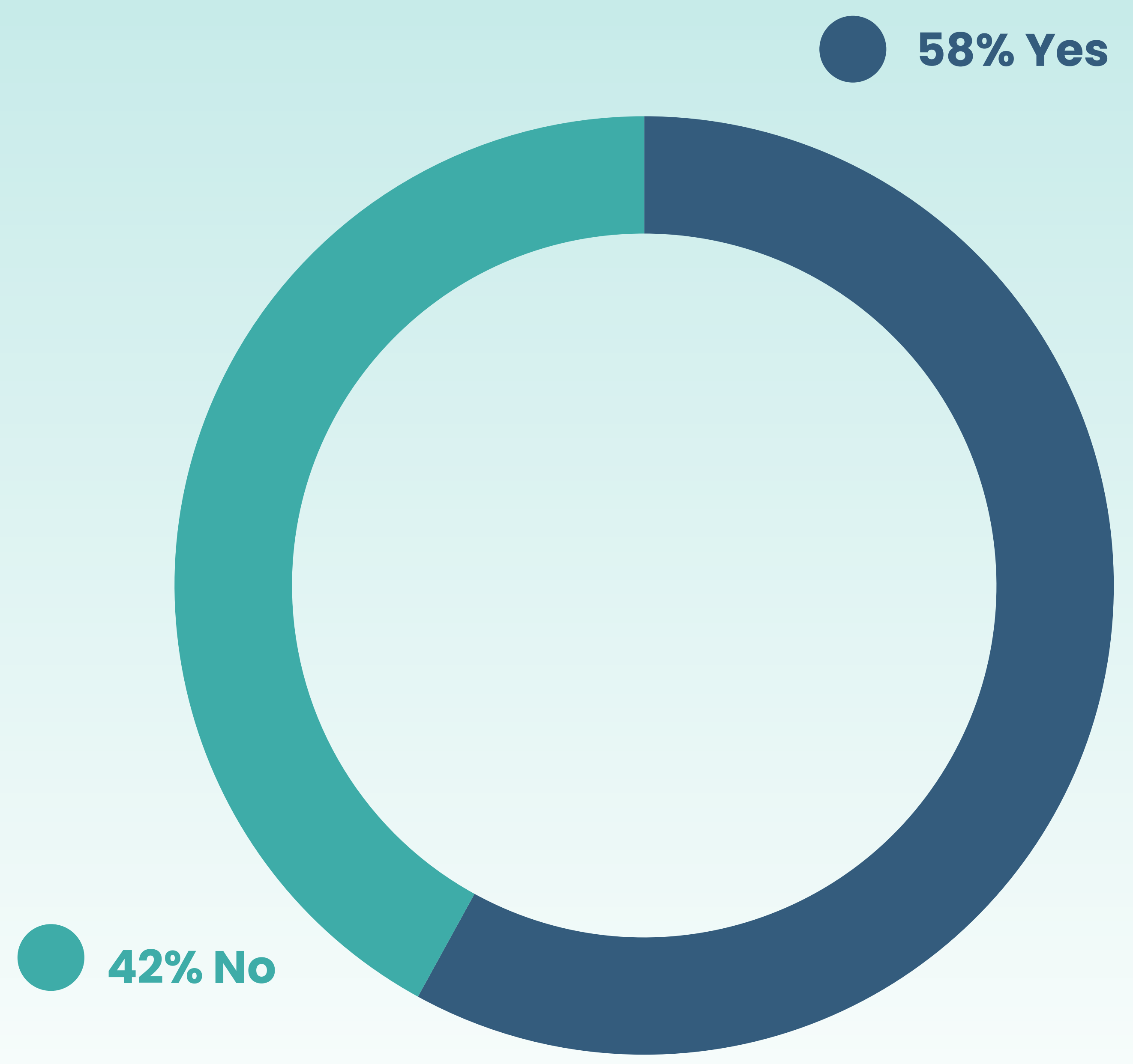
Managed Accounts market represents significant growth opportunities for Count

Total Industry Managed Account FUM growing at 24% p.a.



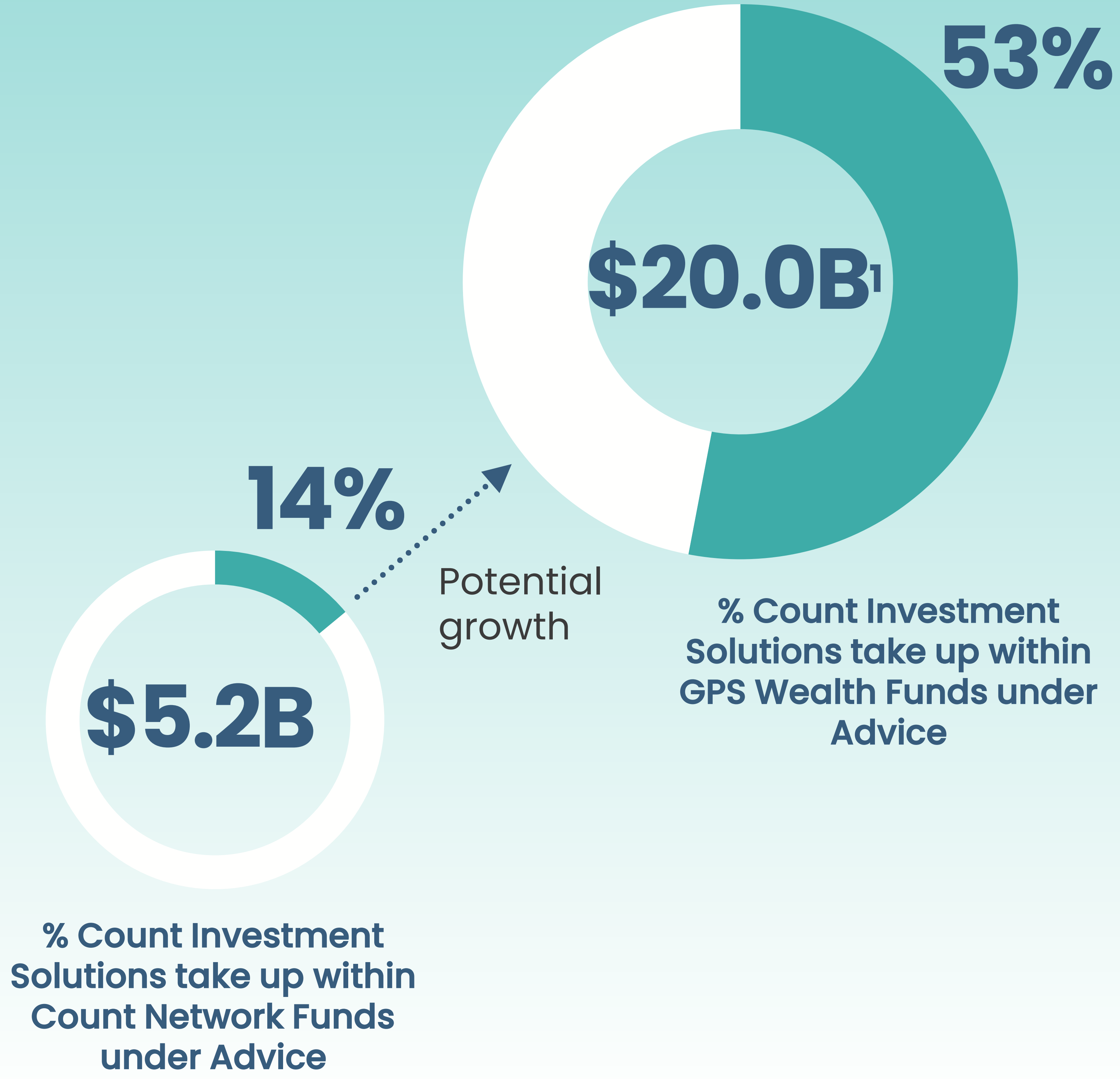
Source: Investment Trends & State Street Global Advisors, Trends in Managed Accounts, March 2025.

42% of total industry Advice Firms yet to adopt Managed Accounts



Source: Zenith Investment Partners (2025). Unlocking Advice Efficiencies in 2025.

Strong potential for additional growth of Count Investment Solutions FUM



[1] Potential scenario if total Group FUM increased to the same level as Count Investment Solutions current adoption within GPS Wealth.

Count has three different Investment Solutions propositions to meet client and firm needs

CARE Portfolios

$3.9B - Goals based adviser led investment solution

- Designed for firms outsourcing investment decisions with a low-cost philosophy.
- Approaching 11 years track record of investment returns with fund in 1st and 2nd top quartile performance over the long term.
- Adopted by 80 firms with 13 new firms adopting within the last 12 months.
- Net inflows of +$380 million over the last 12 months, exceeding market growth.

Count Portfolios

$1.3B – $865M to be managed by Count[1]

- A streamlined, cost-effective investment solution adopted by 79 advice firms.
- Count in the process of transitioning $865 million of funds under management to Count.
- Further investigations to transition the remaining FUM into Count over longer term.

Count MDAs

<$10M - Enhanced offering launched to 35 advisers

- Tailored for high-net-worth clients and firms with sophisticated investment strategies.
- Pilot program with three firms complete with feedback incorporated.
- Renewed offering enhanced with 35 advisers attending launch in July and August.
- Reviewing complimentary offerings to accelerate MDA FUM.

[1] Expected to be transitioned to Count by end of CY2025

CARE in practice: driving adviser engagement and client value

Why advisers use CARE

Clear and repeatable investment philosophy

Scalable, low-risk business model

Simple for clients to understand

Tools, framework & support for ongoing communication

What our clients say

"CARE brings clarity and consistency to advice. The Money on the Move framework simplifies client conversations and streamlines decision-making. It's intuitive, efficient, and scalable—without compromising quality."

Alexandra Homann, Gabriels Financial Services

"CARE has helped scale my business through a simple, client-friendly philosophy backed by a sophisticated strategy. The direct access to the Investment Committee adds credibility and builds trust—making client conversations more impactful."

Adam Chalk, Fruition Wealth

"CARE's clear, proven philosophy keeps clients focused on long-term outcomes. Its structured tools—like the CARE 'Speedo'—support calm, informed conversations and align with our mission for ethical, intelligent advice."

Alex Jenkins, Virtuous Wealth

"CARE provides a disciplined, repeatable process backed by a trusted Investment Committee. Its behavioural finance approach helps clients stay focused and confident, even in volatile markets."

Tara Hungerford, Altitude Wealth Strategies

Leading advice through operating efficiencies and strong governance

Award-winning Advice Network

2024
CoreData Dealer Group of the Year

2025
CoreData Advice Network of the Year

2025
Finalist IMAP Awards (Innovation)

High Adviser satisfaction & advocacy

+32
Net Promoter Score

90.1%
of advisers state they would recommend Count to peers

Technology-enabled scalability

- Advice technology team driving advice document efficiency.
- Count advisers outperforming the benchmark on advice population on basic statement of advice and complex statement of advice[1].

Risk governance and compliance

- Regular product reviews, including out-of-sector assessments.
- Ongoing system-based monitoring and audit of advice documentation.
- Independent input from four external research providers.
- Watch List used for enhanced oversight of flagged products.
- High-risk product categories excluded, with exceptions managed via a separate approval process.

[1] Based on IRESS Adviserly Index benchmarking Program

Scalable quality M&A conversion resulting in one transaction every five weeks

Increased scale

- Acquisition size and strategic value trending upward.
- Increased transaction activity across Count businesses.
- Average annual Equity Partner firm revenues now ~$8 million, up by +9% on prior period.

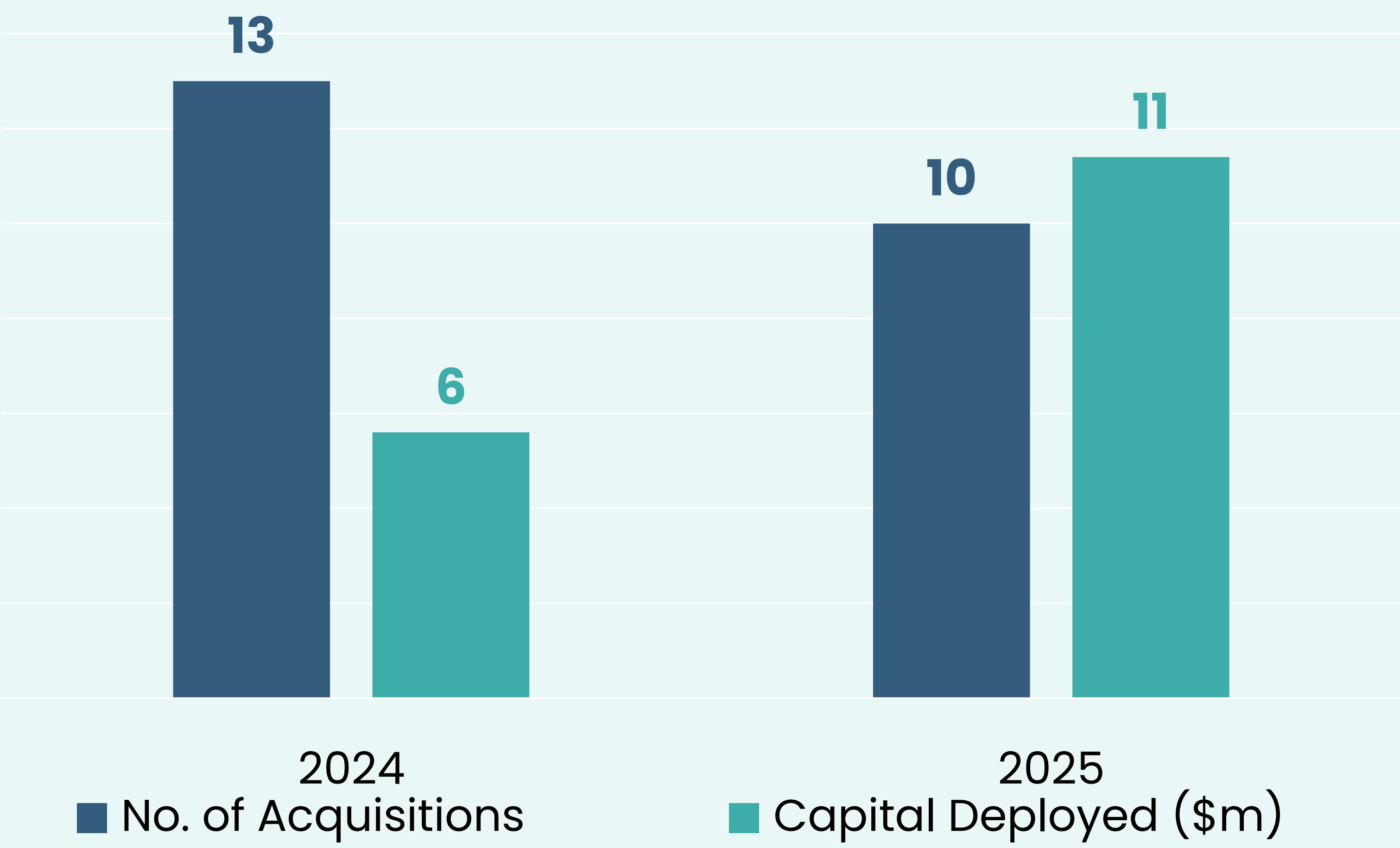
Robust due diligence

- Robust and rigorous process across all key financial and qualitative dimensions.
- Focused on identifying integration risks and long-term value drivers.

Strong Returns

- Focused on acquiring high-quality, strategically aligned businesses
  - Tuck-in acquisitions yield strong returns: ROI ~20+%.
  - Equity partnerships performing in excess of Count's investment hurdle rates.
- Value unlocked through disciplined integration and driving synergies.

M&A Capital efficiency trend



Capital increasingly directed toward high-quality acquisitions with stronger strategic and financial outcomes

* ROI is calculated as NPATA/Capital invested including transaction execution costs.

Case study: Count Adelaide's growth through strategic acquisitions

Count Adelaide's evolution reflects a deliberate and disciplined strategy consolidating quality advisory firms in South Australia, creating a scaled and converged financial services business.

2023

Formation of Count Adelaide

The journey began with the merger of Count's equity partnership firm, Crosby Dalwood, with Warnecke & Co, establishing Count Adelaide and reinforcing its Accounting leadership in the region.

- Count's differentiated value proposition.
- AFSL network acting as a strategic enabler to identify opportunities across advice and accounting.
- Leveraging Count's M&A capabilities, enabling efficient transaction execution.
- Enhanced operational excellence by leveraging Count's outsourcing and service capabilities.

2025

Merger with Johnston Grocke

The recent merger with Johnston Grocke significantly strengthened Count Adelaide's financial planning capabilities, creating a converged firm with leadership across both accounting and advice.

Revenues growth from $2.8 m in FY2023 to approaching $10m

Financial planning revenues tripled over three years

Staff increased from 18 to 40+ employees

Effective integration of acquired firms, ensuring cultural alignment, business continuity and scalable performance

Equity partnership model driving alignment, leadership depth and long-term value creation

Case study: pioneering growth through AI and automation within the Count network

smart
BUSINESS SOLUTIONS
GROUP

Accounting & Taxation | Financial Planning | Mortgage Broking
CFO Services | Business Advisory | SMSF Specialists

"We didn't adopt AI and automation to cut costs, we embraced it to elevate the human side of our work. By upskilling our team to design and implement AI-driven solutions, we've redefined roles and unlocked significant value."

Shannon Smit, Founder & Director

Usage **(+60%)**

Implementation

- Firm-wide AI & Automation upskilling via external training.
- 60% of staff have built and deployed their own automations.
- Integrated custom bots, AI-driven workflows, and client communication automation.

Revenue **+15%**

Admin **wages -21%**

Hours Saved **2000**

Results

- FY2025 Revenue up +15%.
- Admin wage costs down -21%.
- 2,000+ hours saved annually, redeployed to high-value client work.
- Seamless onboarding, better communication, and simplified delivery of complex advice.
- Enhanced retention and increased client referral activity.
- Boosted team engagement, innovation culture, and client satisfaction.

FY2025

Count

Detailed Financials

Key Financial Performance Summary

	FY2025	FY2024	Movement	
	$'000	$'000	$'000	%
Revenue	**141,103**	**110,146**	**30,957**	**28%**
Direct Costs	(56,509)	(49,813)	(6,696)	13%
Contribution margin	**84,594**	**60,333**	**24,261**	**40%**
Other income	2,166	1,311	855	65%
Operating Expenses – Equity Firms	(54,297)	(42,224)	(12,073)	29%
Operating Expenses – Corporate Office	(9,047)	(6,971)	(2,076)	30%
Share of net profit of associates earnings	4,330	4,184	146	3%
Underlying EBITA	**27,746**	**16,633**	**11,113**	**67%**
Net finance costs	(4,152)	(2,213)	(1,939)	88%
Amortisation	(5,923)	(3,776)	(2,147)	57%
Underlying Profit before Tax	**17,671**	**10,644**	**7,027**	**66%**
Income tax Expense	(4,359)	(2,595)	(1,764)	68%
Underlying NPAT	**13,312**	**8,049**	**5,263**	**65%**
Underlying NPAT attributable to Count shareholders	**10,896**	**5,754**	**5,142**	**89%**
Underlying NPATA	**17,458**	**10,693**	**6,765**	**63%**
Underlying NPATA attributabe to Count shareholders	**14,700**	**7,994**	**6,706**	**84%**

Key FY2025 Highlights

- Significant underlying earnings growth driven by organic growth, acquisitions and realised cost synergies.
- Wealth increasing its contribution to total earnings due to growing FUM and increased scale of the Count licensee businesses.
- Realised $5.1 million of Diverger cost synergies, exceeding initial cost synergies expectations of $3 million.
- Count Adelaide acquisition of Johnston Grocke to increase Equity Partnerships segment EBITA due to change from associate to subsidiary on 1 May 2025.
- Proactive cash management drove lower net finance costs
- Amortisation costs increased due to acquired client intangibles from recent acquisitions

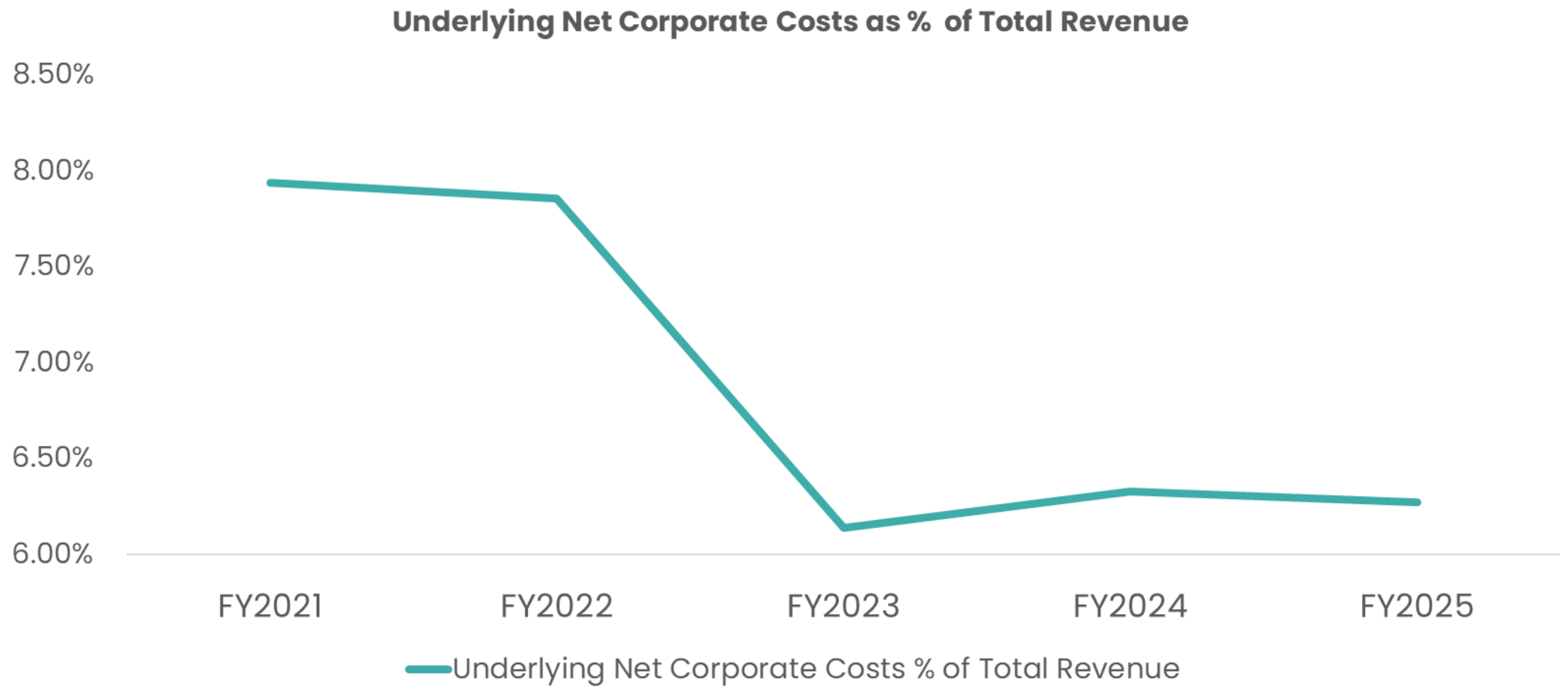
Note: Refer to Appendix 7 for definition of Underlying revenue, Underlying EBITA, Underlying Profit Before Tax, Underlying NPATA, Underlying NPATA attributable to Count shareholders and Underlying NPAT.

Statutory to Underlying EBITA bridge – FY2024 to FY2025

Note: Refer to Appendix 7 for definition of Underlying EBITA.

Growth delivered in all segments

	FY2025	FY2024	Movement	
	$'000	$'000	$'000	%
Equity Partnerships	68,354	66,025	2,329	4%
Wealth	42,253	29,804	12,449	42%
Services	30,496	14,317	16,179	113%
Underlying Revenue	**141,103**	**110,146**	**30,957**	**28%**
Equity Partnerships	14,393	13,703	690	5%
Wealth	12,964	5,230	7,734	148%
Services	9,237	4,116	5,121	124%
Net Corporate Costs	(8,848)	(6,416)	(2,432)	(38%)
Underlying EBITA	**27,746**	**16,633**	**11,113**	**67%**



Refer to Appendix 7 for definitions behind Underlying Revenue and Underlying EBITA.

Equity Partnerships

- Equity Partners' productivity impacted due to one-off transaction and integration costs for increased acquisition activities, typically incurred in the first 12 months post completion.
- Average firm EBITA margin improved from 21% to 23% due to organic growth, cost management and increasing use of outsourcing.
- Four firms undertaking one-off system upgrades, impacting productivity of $0.2 million EBITA.

Wealth

- Strong CARE FUM growth with an increase of $744 million ($380m net inflows and $364m market movement) over last 12 months.
- New firms continue to adopt Count Investment Solutions, mainly the CARE investment philosophy and Count Portfolios.

Services

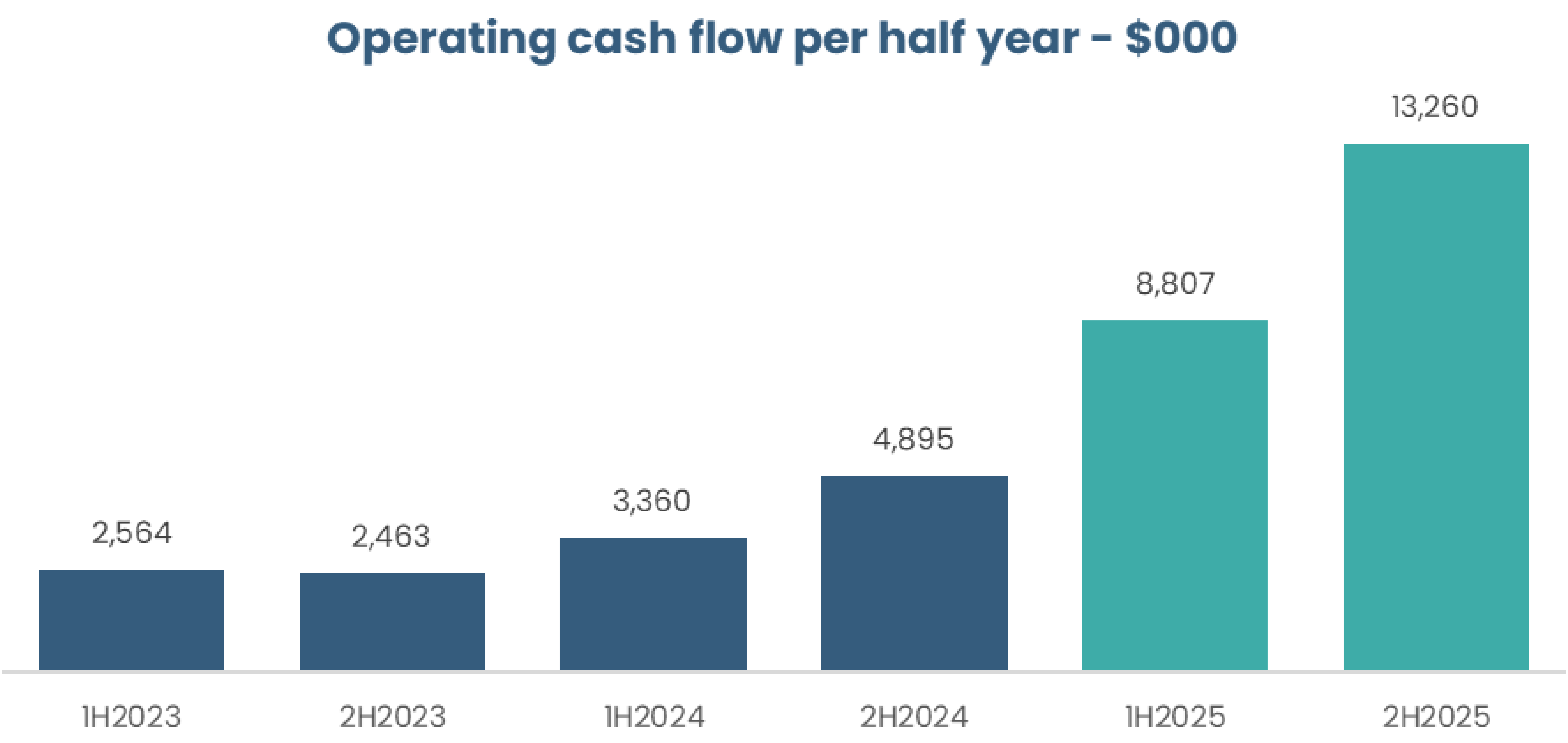
- Unified sales and CRM systems costs impacting second half costs.
- Increasing AI adoption to drive operating efficiencies.

Corporate

- Corporate costs as a percentage of total revenue has declined from 7.9% in FY2022 to 6.3% in FY2025.

Strong cash flow generation following strategic acquisitions

	FY2025	FY2024	Movement	
	$'000	$'000	$'000	%
Operating activities before interest and taxation	29,308	13,887	15,421	111%
Net interest paid	(4,072)	(2,213)	(1,859)	(84%)
Taxation paid	(3,169)	(3,419)	250	7%
Net operating activities	**22,067**	**8,255**	**13,812**	**167%**
Net investing activities	(10,805)	(17,223)	6,418	37%
Net financing activities	(13,064)	12,328	(25,392)	(206%)



Key FY2025 highlights

- Operating cash flow benefited from the returns on recent acquisitions and cost synergy realisation.
- Pro-active cash management driving lower net interest paid.
- Timing of significant annual costs benefiting cash flow (e.g. insurance premiums).
- Dividends from associates within Equity Partnerships subject to firm's dividend policy, working capital and funding needs for acquisitions.
- Net repayment of debt in the current year, enabling headroom for future acquisitions.
- Reduction in dividends paid to non-controlling interests following increased ownership to 100% in Accurium and Count Financial.

Dividends and funding

	FY2025	FY2024
Net debt[1]	($23.1m)	($23.0m)
Headroom[2]	$23.1m	$16.5m

[1] Net (debt)/cash is calculated as cash and cash equivalents less total external interest-bearing loans.
[2] Headroom is the total undrawn debt facilities plus available overdraft facilities

Key dates for FY2025 Final Dividend

Ex-Dividend date Wednesday 17 September 2025	**Payment date** Tuesday 7 October 2025
Record date Thursday 18 September 2025	**Franking credits** 30 June 2025 of $20.4M (30 June 2024 $23.6M)

- FY2025 Final Dividend of 2.75 cents per share, fully franked (FY2024 Final Dividend of 2.25 cents per share)
- Target dividend pay-out ratio of 60% to 90% of maintainable net profit after tax attributable to Count shareholders
- Dividends funded from operating cash flows
- Debt metrics within debt covenants and well within Count's target net debt to EBITA range
- Significant debt metrics headroom for future business as usual acquisitions
- Dividend Reinvestment Plan available for the final dividend

Count

Looking Ahead

Our bold ambition is supported by a refreshed strategic plan underpinned by four pillars, three enablers and our group behaviours

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.

Purpose	**To give our people, clients and partners the confidence to look ahead.**				
Measures of success	Increase Advice Margin	Grow Education Market Share	Increase Funds Under Management	Increase Return on Capital Invested	Increase People Engagement
4 Pillars	**ADVICE** Expand our Advice value chain	**EDUCATION & EXPERTISE** Elevate our knowledge, education and expertise offering	**INVESTMENTS** Expand and enhance our investment capability	**EQUITY** Capitalise on Equity Partnerships potential	
3 Enablers	Brand strategy	Systems, data, technology	Operating model, people & culture strategy		
Behaviours	Think with an **open mind**	Act with **bravery**	Do what is **right**		
Governance	**Risk management**				

Continued execution of Count's integrated business system in FY2026

Our execution against Count's inter-connected business system (flywheel) has delivered strong FY2025 outcomes. We will continue to deliver against the flywheel in FY2026 through:

- Driving further growth through increased scale in Equity Partners through M&A
- Lifting Equity Partner revenue contribution from wealth management
- Growing Funds Under Management with broader adoption of Count Investment Solutions
- Improving the penetration of Count outsourcing solutions, IT services and Education & Expertise

Count

Q&A

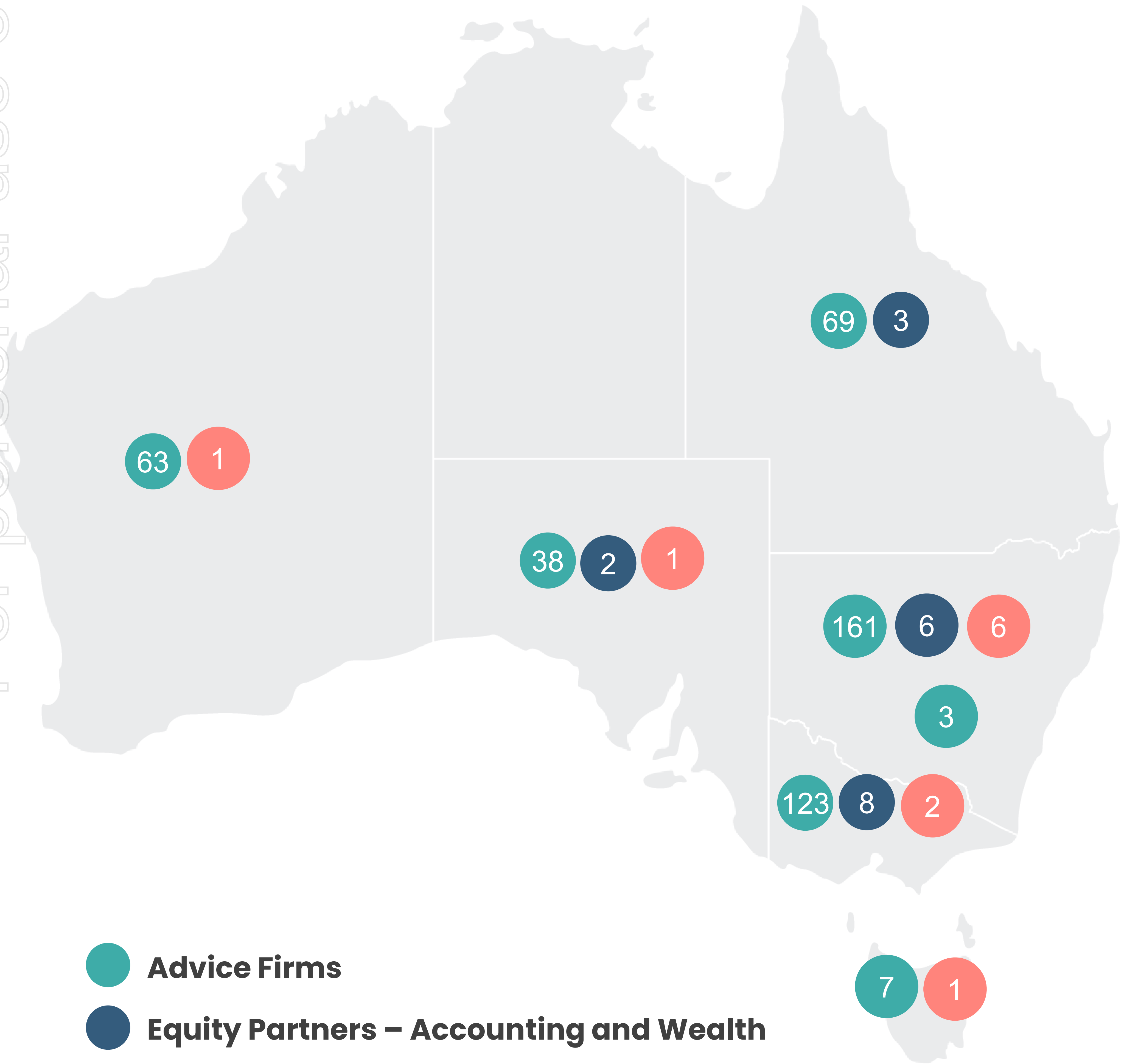
Count

Thank You

Appendix

Appendix 1

The Count Group is strong and growing



Advice Firms

Equity Partners – Accounting and Wealth

Wealth and Services

494
Firms

Second
Largest advice network in Australia[1]

18th Largest
Accounting Firm in Australia[2]

$3.9B
Funds under management

$37.8B
Funds under advice

$143.6M
Statutory Revenue[3]

159
Firms using Count investment solutions

~160,000
Clients served

$27.7M
Underlying EBITA[4]

Note: Unless otherwise stated, all metrics above are as at 30 June 2025.
[1] ASIC as at 30 June 2025
[2] Australian Financial Review, Top 100 Accounting Firms, November 2024
[3] Statutory revenue for the 12 months ending 30 June 2025
[4] Underlying EBITA for the 12 months ending 30 June 2025

Appendix 2
Historical underlying performance

	1H2025 $'000	2H2025 $'000	FY2025 $'000	1H2024 $'000	2H2024 $'000	FY2024 $'000	1H2023 $'000	2H2023 $'000	FY2023 $'000	FY2022 $'000
Equity Partnerships – Revenue[1]	34,753	33,601	68,354	34,429	31,596	66,025	33,302	33,341	66,643	64,512
Wealth – Revenue	21,422	20,831	42,253	10,405	19,399	29,804	8,442	9,631	18,073	15,409
Services – Revenue	15,566	14,930	30,496	3,091	11,226	14,317	2,792	2,956	5,748	3,950
Underlying – Revenue	**71,741**	**69,362**	**141,103**	**47,925**	**62,220**	**110,146**	**44,536**	**45,928**	**90,464**	**83,871**
Equity Partnerships – EBITA[1]	8,660	5,733	14,393	7,364	6,339	13,703	6,132	6,359	12,491	11,509
Wealth – EBITA	5,782	7,182	12,964	1,129	4,101	5,230	1,371	1,254	2,625	2,128
Services – EBITA	5,096	4,141	9,237	1,229	2,887	4,116	1,141	1,418	2,559	1,897
Corporate Office And Other Income – EBITA	(5,622)	(3,226)	(8,848)	(4,285)	(2,131)	(6,416)	(3,680)	(3,640)	(7,320)	(6,702)
Underlying – EBITA	**13,916**	**13,830**	**27,746**	**5,437**	**11,196**	**16,633**	**4,955**	**5,390**	**10,355**	**8,832**
Equity Partnerships – Amortisation[1]	(745)	(800)	(1,545)	(467)	(587)	(1,054)	(460)	(481)	(941)	(869)
Wealth - Amortisation	(1,145)	(1,134)	(2,279)	(525)	(1,300)	(1,825)	(309)	(309)	(618)	(651)
Services - Amortisation	(1,031)	(1,055)	(2,086)	(425)	(453)	(878)	(448)	(401)	(849)	(606)
Corporate Office - Amortisation	(7)	(6)	(13)	(10)	(9)	(19)	(14)	(43)	(57)	(28)
Underlying - Amortisation	**(2,928)**	**(2,995)**	**(5,923)**	**(1,427)**	**(2,349)**	**(3,776)**	**(1,231)**	**(1,234)**	**(2,465)**	**(2,154)**
Equity Partnerships - EBIT[1]	7,915	4,933	12,848	6,897	5,752	12,649	5,672	5,878	11,550	10,639
Wealth - EBIT	4,637	6,048	10,685	603	2,802	3,405	1,062	945	2,007	1,477
Services - EBIT	4,065	3,086	7,151	804	2,434	3,238	693	1,018	1,711	1,291
Corporate Office – EBIT	(5,630)	(3,231)	(8,861)	(4,295)	(2,140)	(6,435)	(3,694)	(3,684)	(7,378)	(6,730)
Underlying - EBIT	**10,987**	**10,836**	**21,823**	**4,009**	**8,848**	**12,857**	**3,733**	**4,157**	**7,890**	**6,677**
Net Finance Costs	(2,145)	(2,007)	(4,152)	(663)	(1,550)	(2,213)	(512)	(555)	(1,067)	(1,069)
Income Tax Expense	(2,439)	(1,920)	(4,359)	(733)	(1,861)	(2,594)	(632)	(383)	(1,015)	(242)
Underlying NPAT	**6,403**	**6,907**	**13,312**	**2,613**	**5,436**	**8,049**	**2,590**	**3,219**	**5,809**	**5,366**
Underlying NPAT attributable	**4,979**	**5,917**	**10,896**	**1,442**	**4,312**	**5,754**	**1,753**	**1,667**	**3,420**	**3,438**
Tax effected amortisation attributable	1,912	1,892	3,804	792	1,448	2,240	679	655	1,334	1,206
Underlying NPATA attributable	**6,891**	**7,809**	**14,700**	**2,234**	**5,760**	**7,994**	**2,432**	**2322**	**4,754**	**4,643**
Underlying NPATA	**8,445**	**9,013**	**17,458**	**3,612**	**7,081**	**10,693**	**3,451**	**4,083**	**7,534**	**6,874**

Note: Refer to Appendix 7 for definition of Underlying Revenue, Contribution Margin, EBITA, EBIT, NPAT and NPATA

1. Equity Partnerships has been adjusted for the impact of divested operations in the current and prior period. FY2023 remains unchanged.

Appendix 3

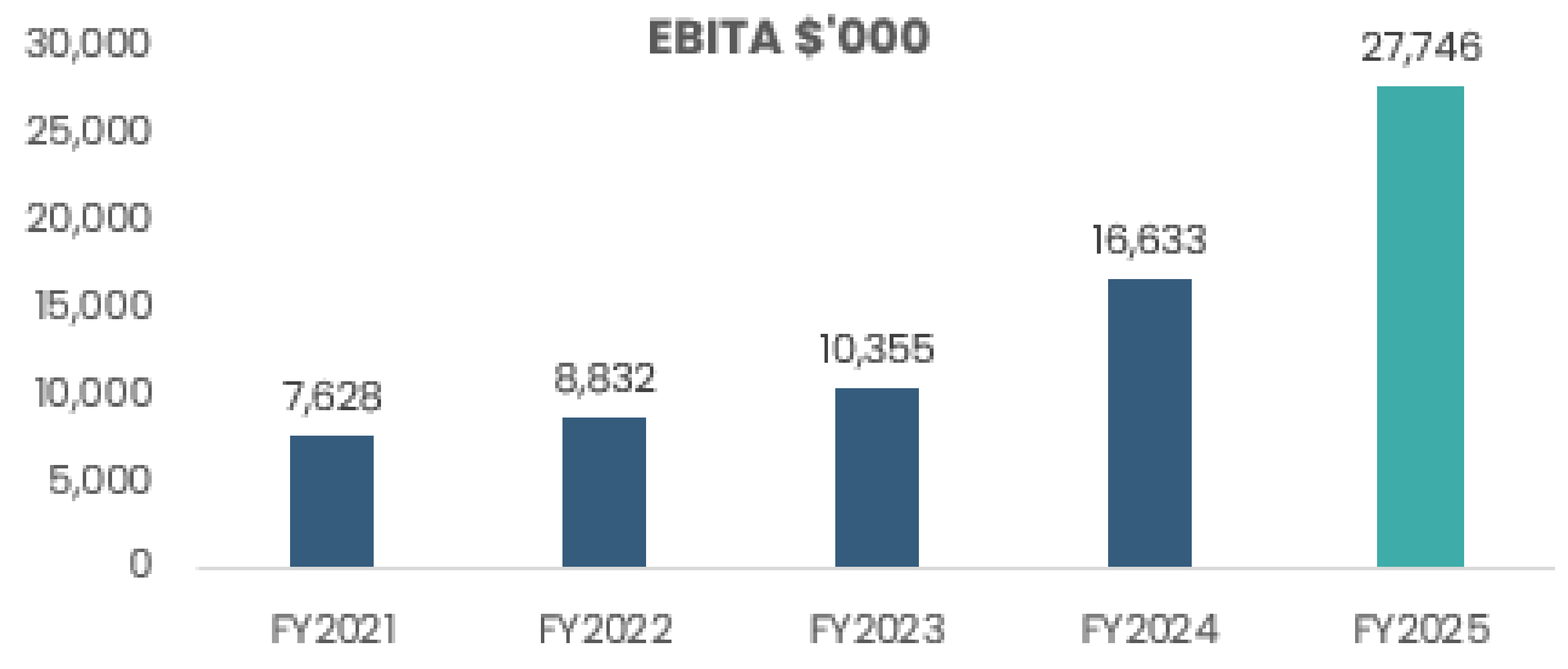
Reconciliation of underlying EBITA to reported NPATA

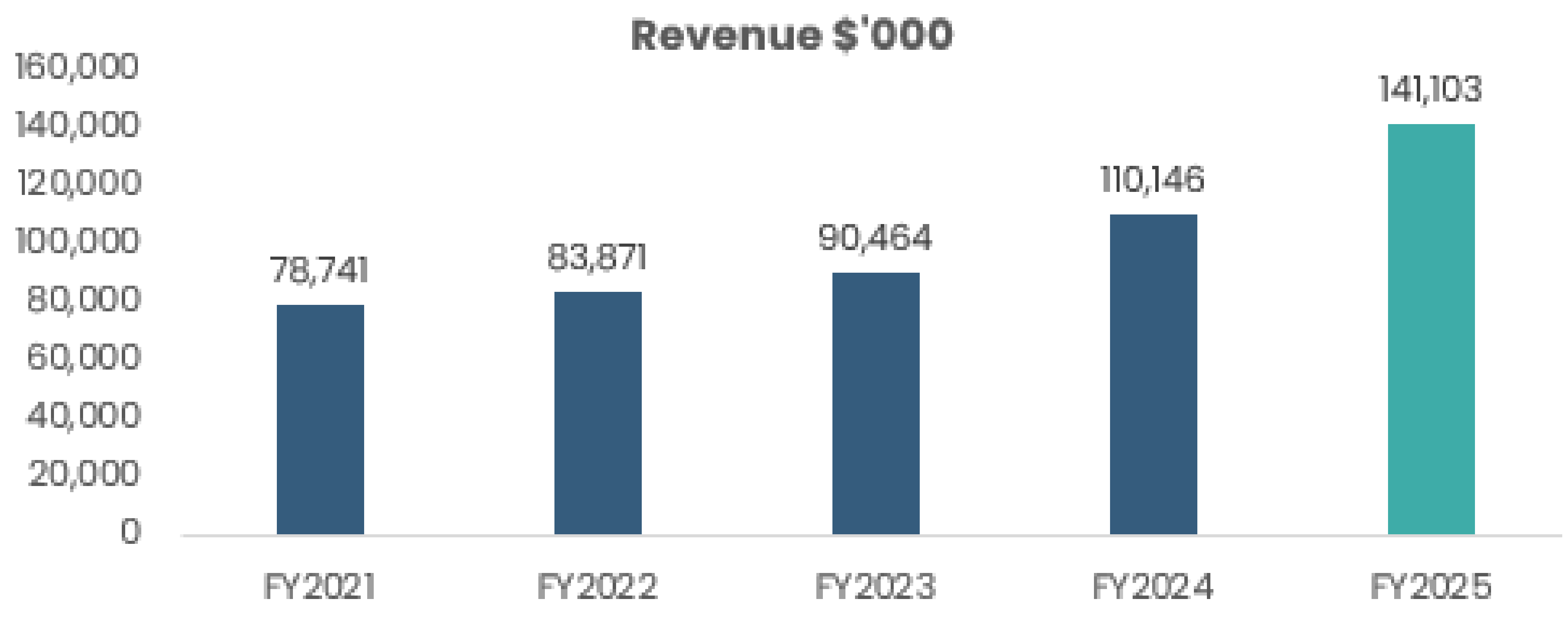
	Total			Equity Partnerships		Wealth		Services		Corporate Office	
	FY2025	FY2024	Movement	FY2025	FY2024	FY2025	FY2024	FY2025	FY2024	FY2025	FY2024
	$'000	$'000	$'000	**$'000**	$'000	**$'000**	$'000	**$'000**	$'000	**$'000**	$'000
Underlying EBITA	**27,746**	**16,633**	**11,113**	**14,393**	**13,703**	**12,964**	**5,230**	**9,237**	**4,116**	**(8,848)**	**(6,416)**
Integration and transaction costs[1]	(3,084)	(4,972)	1,888	-	-	-	-	-	-	(3,084)	(4,972)
Impact of divested operations[2]	219	(1,472)	1,691	(631)	(1,472)	-	-	-	-	850	-
EBITA	**24,881**	**10,189**	**14,692**	**13,762**	**12,231**	**12,964**	**5,230**	**9,237**	**4,116**	**(11,082)**	**(11,388)**
Net finance costs	(4,152)	(2,213)	(1,939)	(1,198)	(1,028)	240	534	(30)	(1)	(3,164)	(1,719)
Amortisation	(5,923)	(3,776)	(2,147)	(1,545)	(1,054)	(2,279)	(1,825)	(2,086)	(878)	(13)	(19)
Profit before tax	**14,806**	**4,200**	**10,606**	**11,019**	**10,149**	**10,925**	**3,939**	**7,121**	**3,237**	**(14,259)**	**(13,126)**
Income tax expense	(3,500)	(801)	(2,699)	(2,471)	(2,550)	(3,278)	(1,132)	(2,136)	(855)	4,385	3,737
Net profit after tax	**11,306**	**3,399**	**7,907**	**8,547**	**7,599**	**7,648**	**2,808**	**4,985**	**2,382**	**(9,874)**	**(9,389)**
NPATA	**15,452**	**6,042**	**9,410**	**9,629**	**8,337**	**9,243**	**4,085**	**6,445**	**2,996**	**(9,865)**	**(9,376)**

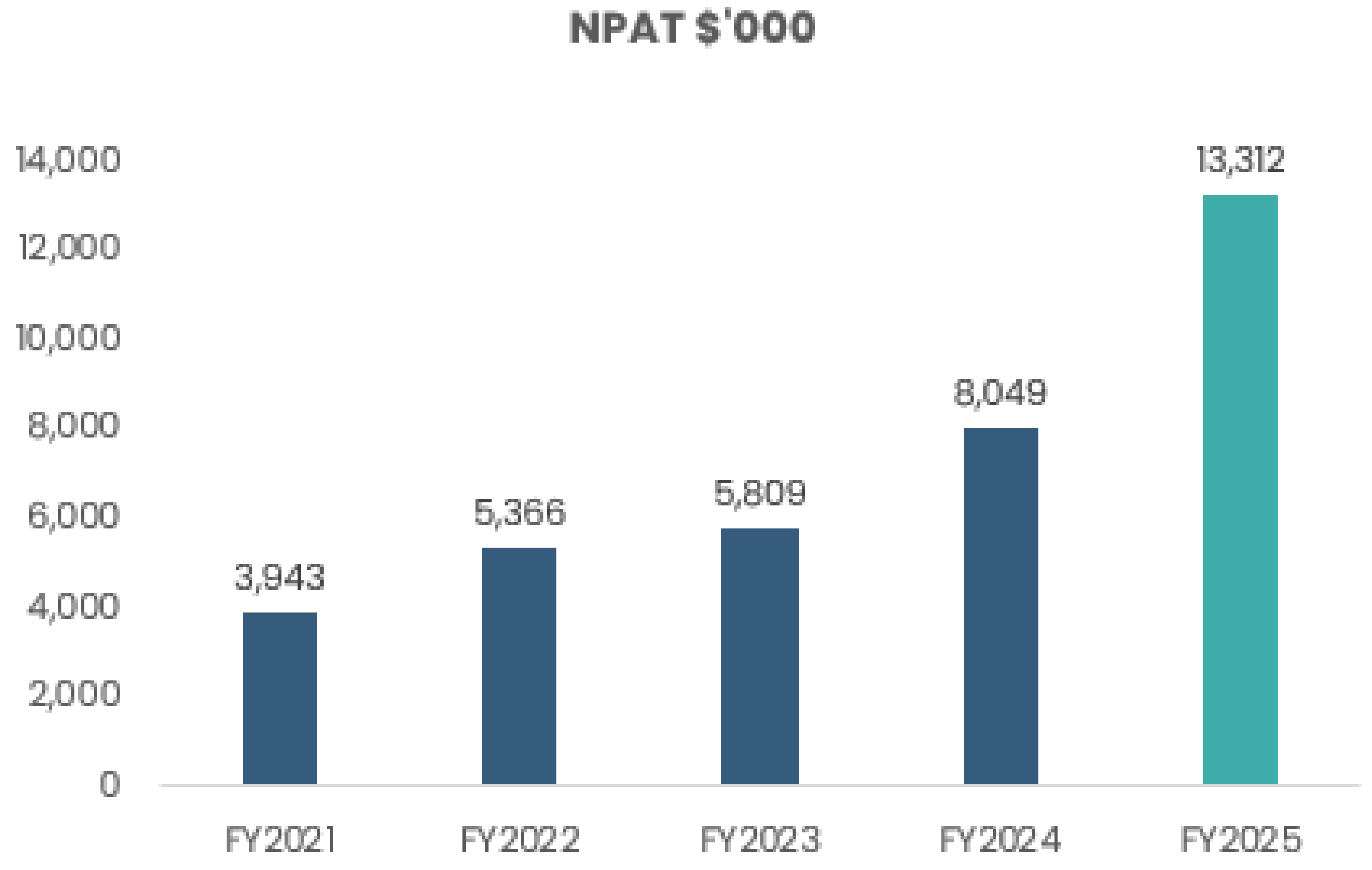
1. Transaction costs and Diverger integration costs
2. Net loss incurred from the divestment of business operations of Bentleys WA & Evolution Advisers.

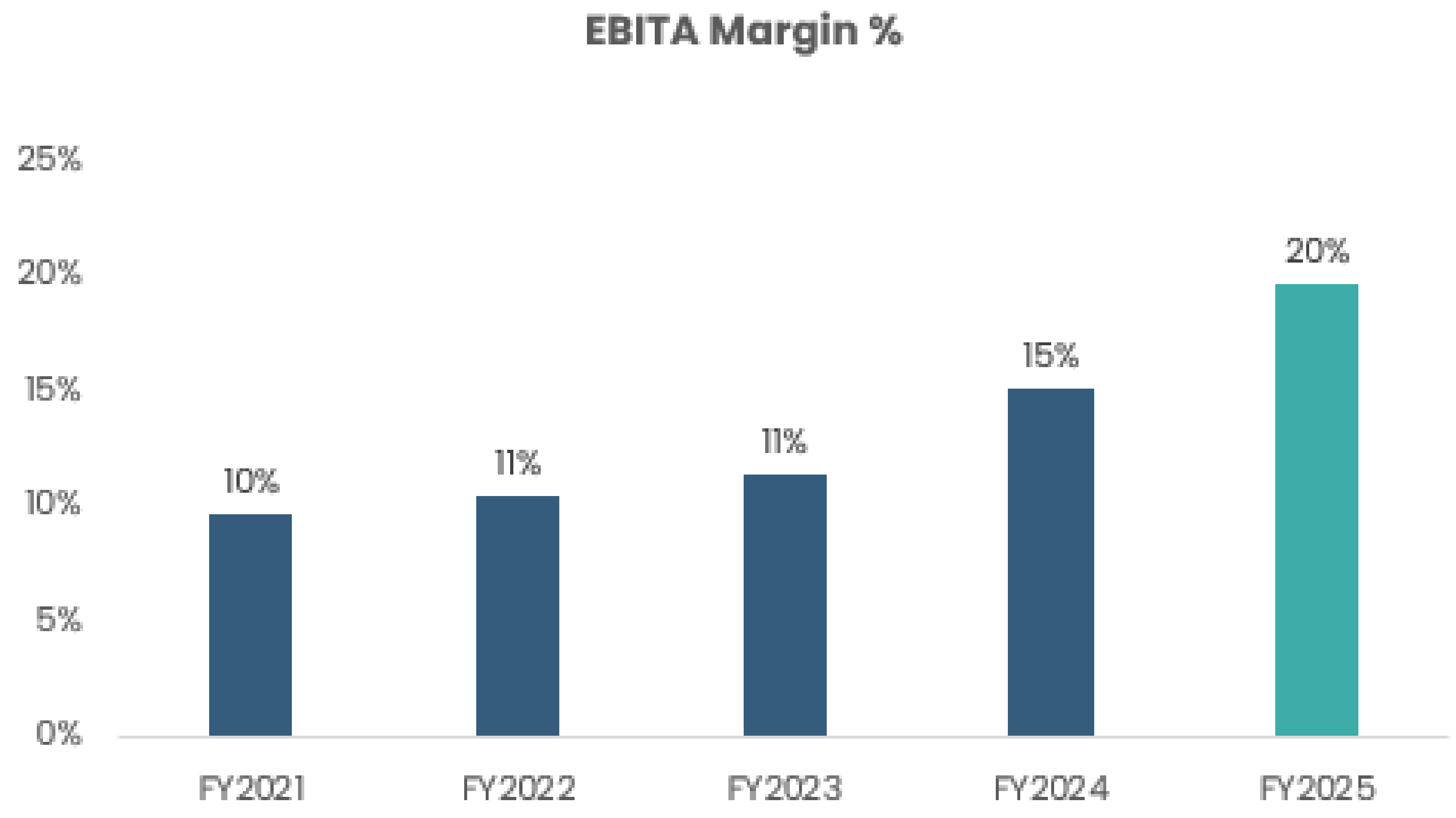
Appendix 4

Five-year historical financial profile





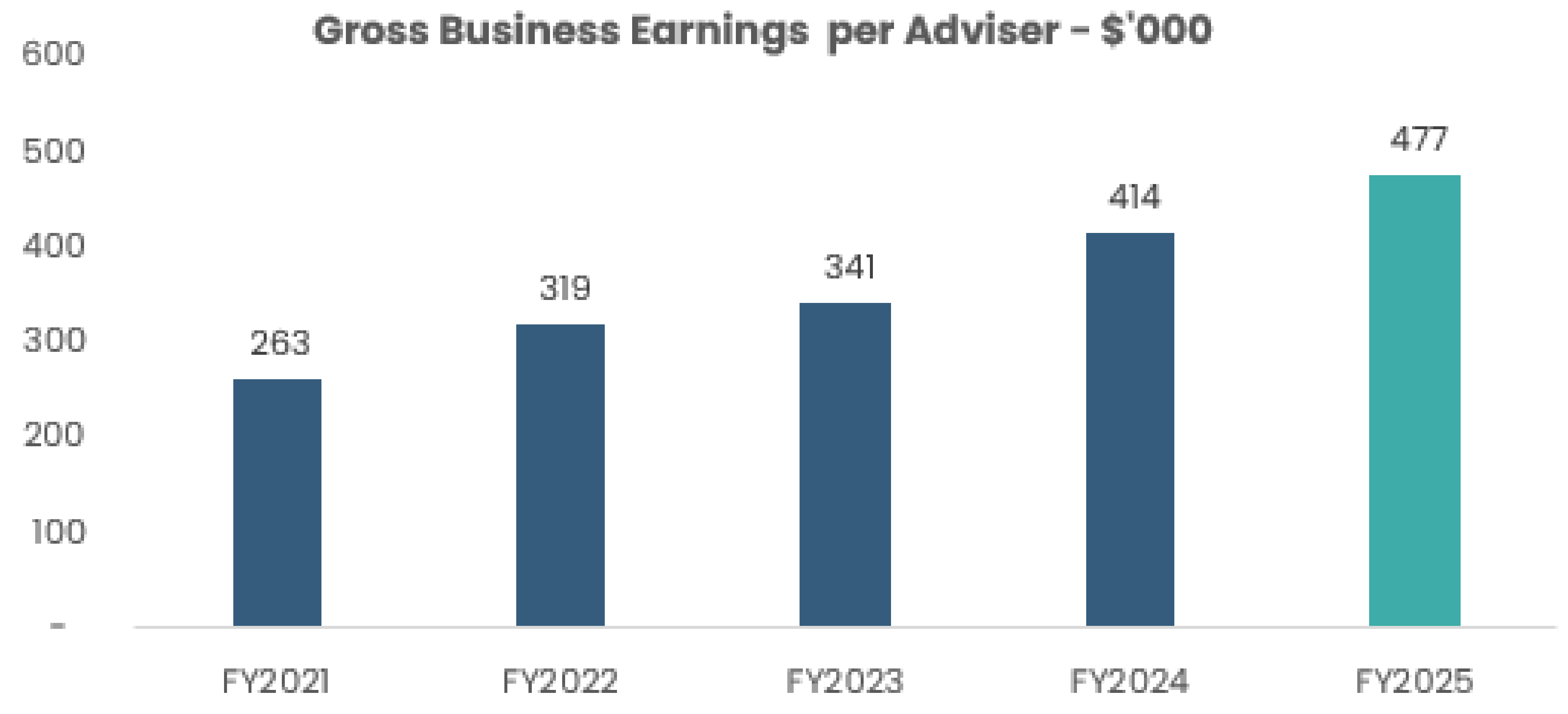


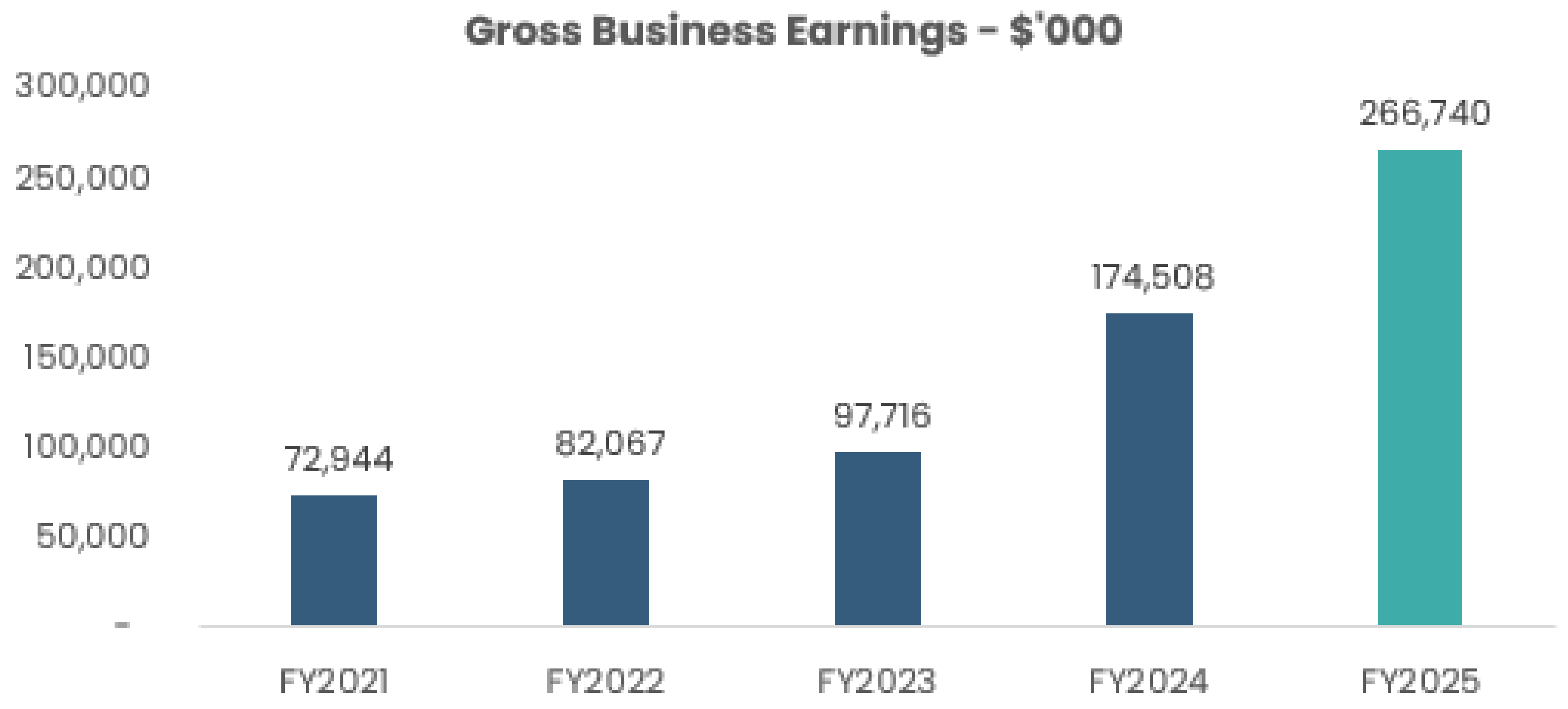


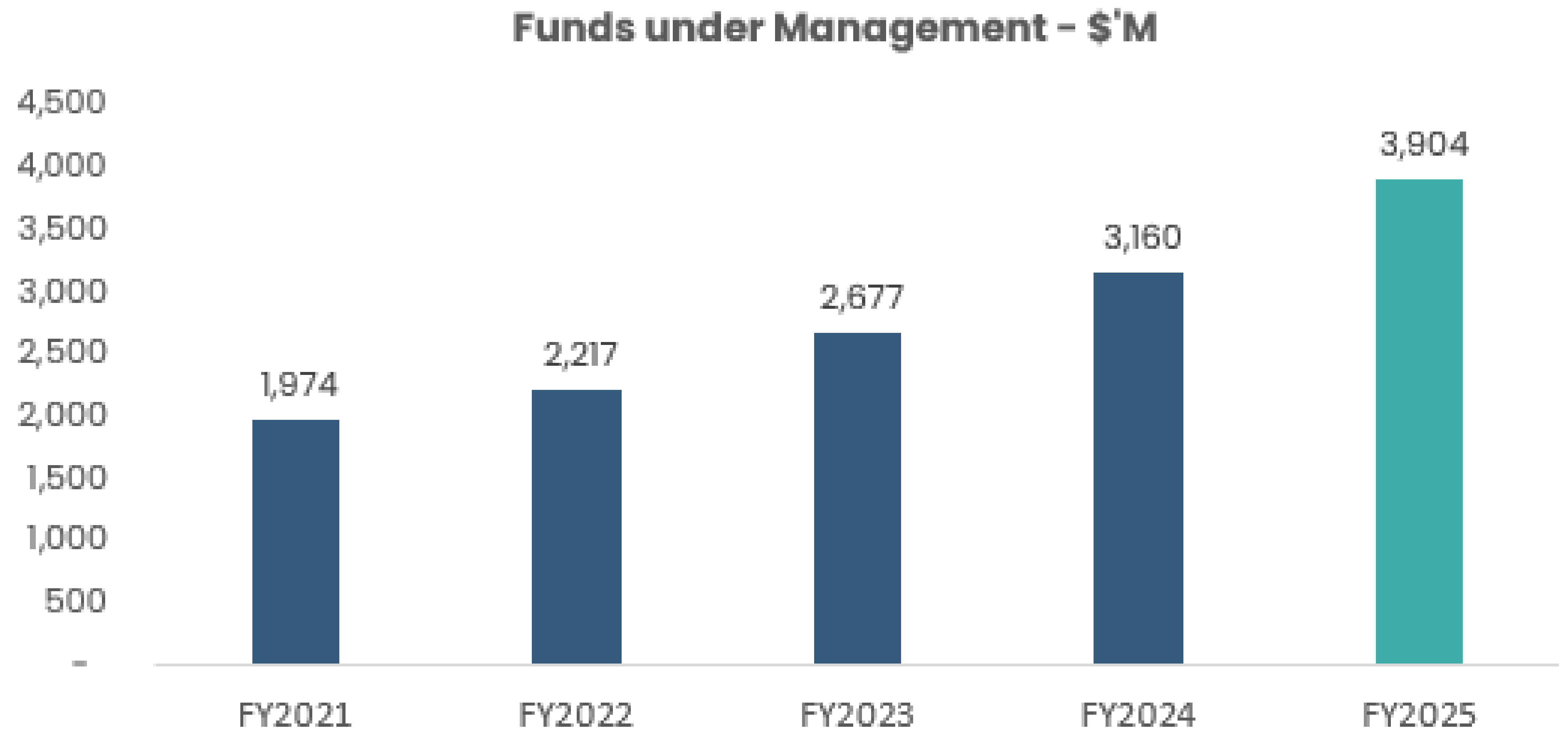
Note: Statutory numbers were utilised for FY2021 to FY2023, FY2024 and FY2025 utilised underlying results

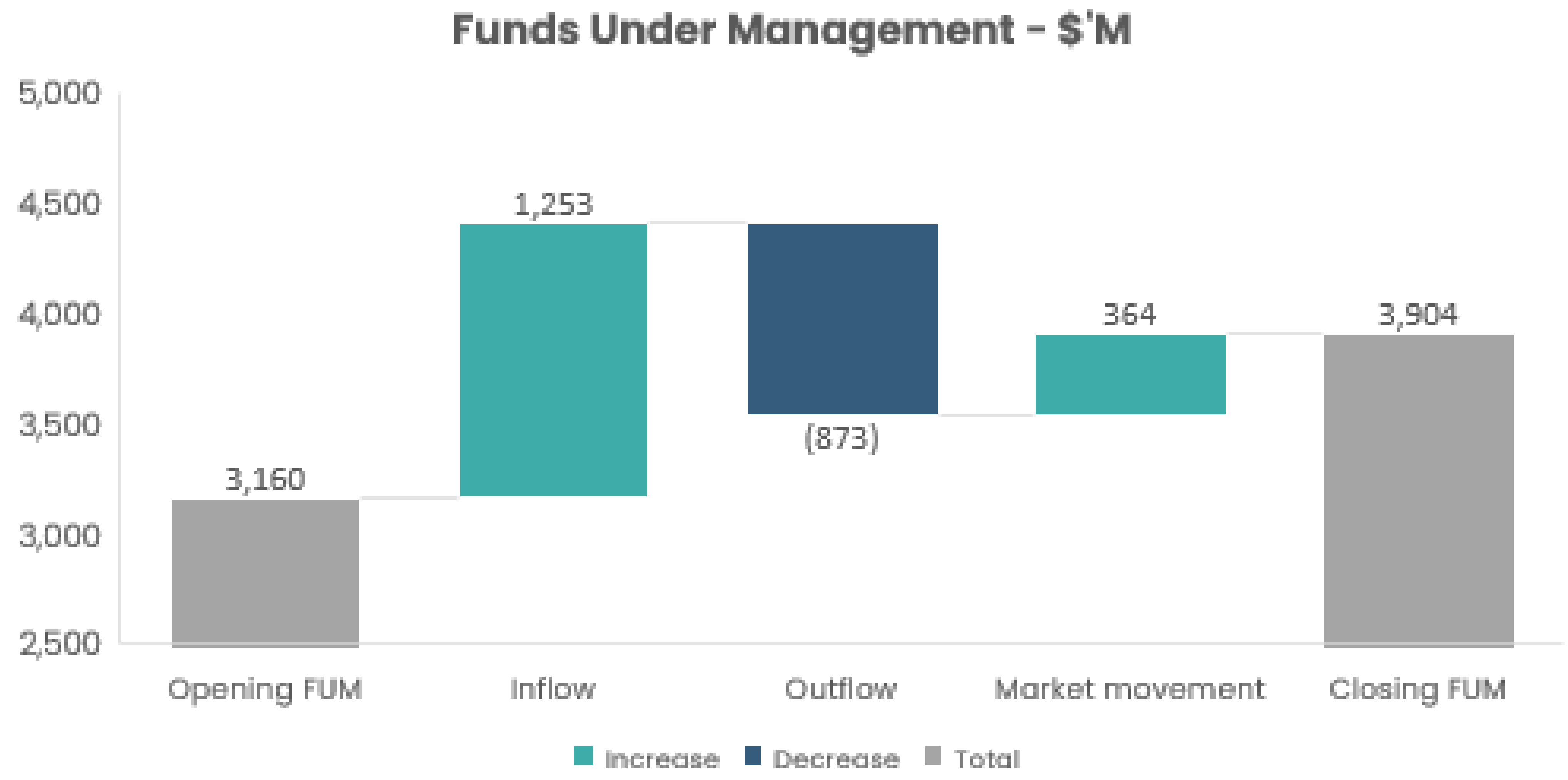
Appendix 5

Wealth segment growth is underpinned by strong fundamentals









Appendix 6

Count firms within our three Segments

Count

Equity Partnerships

- ASPW Atkinson Saynor Private Wealth
- DMG Financial
- be Bruce Edmunds & Associates
- HoodSweeney
- twomeys
- Kidmans Partners
- 4Front Accountants & Advisers
- Rundles Chartered Accountants & Financial Planners
- Moggs Accounting + Advisory
- Hunter Financial Financial Advisers
- WSC Group
- mcgregor Wealth Management
- southern cross Business Advisers
- O'Brien Accountants & Advisors
- Unite Advisory
- Count
- adviceco. accounting | tax | wealth

Wealth

- Count
- paragem
- GPS Wealth
- AFSL compliance
- merit wealth
- DWA Managed Accounts
- CAREphilosophy®

Services

- Accurium
- digitalO2
- Solutions Centric
- Priority networking
- TaxBanter
- Collective outsourcing
- Knowledge shop

Appendix 7
Definitions

Underlying revenue (**Underlying revenue**) excludes divested operations or items that does not contribute to the ongoing performance of Count.

Underlying Contribution margin (**Contribution margin**) excludes items such as divested operations or items that does not contribute to the ongoing performance of Count.

Underlying earnings before interest, tax and amortisation (**Underlying EBITA**) excludes items such as divested operations, one-off costs (including transaction, separation and integration costs) arising from other activities that are not directly attributable to the ongoing performance of Count.

Underyling earnings before interest and tax (**Underlying EBIT**) excludes items such as divested operations, one-off costs (including transaction, separation and integration costs) arising from other activities that are not directly attributable to the ongoing performance of Count.

Underlying net profit (**Underlying NPAT**) excludes tax effected items such as divested operations, one-off costs (including transaction, separation and integration costs) arising from other activities that are not directly attributable to the ongoing performance of Count.

Underlying net profit before amortisation (**Underlying NPATA**) excludes tax effected items such as divested operations, one-off costs (including transaction, separation and integration costs) arising from other activities that are not directly attributable to the ongoing performance of Count before amortisation based on the respective tax treatment.