Count Group

Full Year 2026 Results Presentation

26 August 2026

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FY2026 **Business highlights**

Continued strong growth in both Statutory and Underlying results

Statutory revenue	$165.9M	↑ +16%
Statutory EBITA	$34.5M	↑ +39%
Statutory NPAT attributable	$15.2M	↑ +71%
Statutory NPATA attributable	$19.0M	↑ +49%
Underlying EBITA margin 19.7% in FY25	20.1%	+40 bps
Underlying EBITA	$33.4M	↑ +20%
Underlying NPAT attributable	$13.9M	↑ +27%
Underlying NPATA attributable	$17.6M	↑ +20%

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

Accelerated growth in Wealth Management coupled with disciplined M&A activity has driven better shareholder returns through a higher dividend

$43.0B
Funds Under Advice (FUA)[1]
+14%

$6.5B
Funds Under Management (FUM)[1]
+66%

+$2.6B
FUM growth over last 12 months[1]
+66%

101
Total firms using CARE
+26%

10
Acquisitions completed

3.0
Cents per share Final dividend
+9%

Note: Comparison to prior corresponding period, 30 June 2025, where applicable.
1. Including Oracle FUM and FUA as at 30 June 2026, noting that the transaction completed on 20 July 2026.

FY2026 **Segment performance**

Strong Wealth Management momentum driving top line growth across the business

All Segments delivered strong growth, demonstrating the power of the flywheel

Wealth

Revenue	**$45.8m**	(+8% FY25)
EBITA	**$15.1m**	(+16% FY25)
EBITA margin	**33%** ↑	(31% in FY25)

- Increased earnings and margin due to:
  - FUM growth of +47%;
  - Gross business earnings (GBE) per Adviser growth of +11% resulting in higher Adviser licensing revenues.
- FUM growth driven by:
  - The transition of Count Portfolios in October 2025 ($889M);
  - 101 firms with 21 new firms utilising the CARE investment philosophy over the last 12 months;
  - 167 firms using Count Investment Solutions.

Equity Partnerships

Revenue	**$87.1m**	(+27% FY25)
EBITA	**$19.3m**	(+34% FY25)
EBITA margin	**23%**[1] →	(23% in FY25)

- Growth driven by:
  - Financial Planning revenue growth of +15% within Equity Partnerships segment;
  - Prior year transactions and partial year earnings contribution of transactions in FY26; and
  - Increased holdings of Count Adelaide (May 2025) and WSC (Dec 2025).
- Average firm EBITA margin of 23%, in line with FY25.
- Reduction in lock-up days in FY26 to 79 from 82 in FY25.

Services

Revenue	**$32.9m**	(+8% FY25)
EBITA	**$11.1m**	(+21% FY25)
EBITA margin	**34%** ↑	(30% in FY25)

- Increased earnings and margin due to:
  - Acquisition of McGing Advisory& Actuarial (“McGing”) in October 2025;
  - Subscription based online CPD offering for accountants launched, with approximately 30% of online training revenue converted from transactional one-off purchases to ongoing subscriptions; and
  - Outsourcing revenue growth of +34%.
- Significant cross-sell opportunity as only 29% of clients within the network use Count Service offerings.
- Utilisation and creation of AI tools to support client outcomes, resulting in higher EBITA margins.

[1] Average firm EBITA margin has been used.

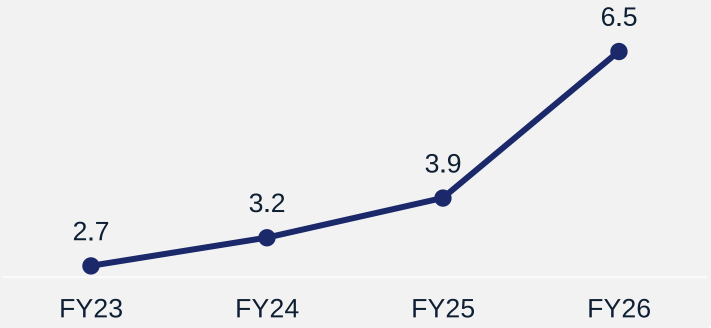
Note: Figures reflect underlying revenue, underlying EBITA and underlying EBITA margin.

Increasing exposure to Wealth earnings

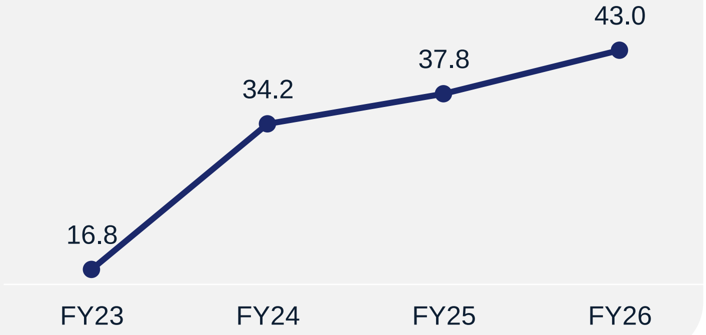
Sustained earnings quality with performance metrics trending in the right direction

Dividend (cps)

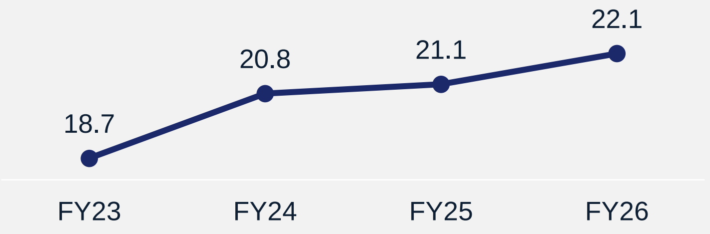
FUM growth[1] $B



FUA growth[1] $B

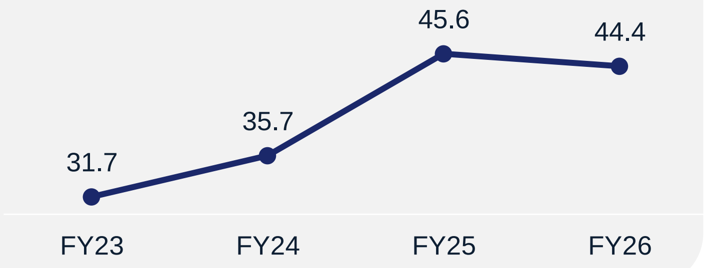


Underlying Equity Partnerships EBITA margin %



Underlying Wealth EBITA margin %

% of total EBITA generated from Wealth contribution %



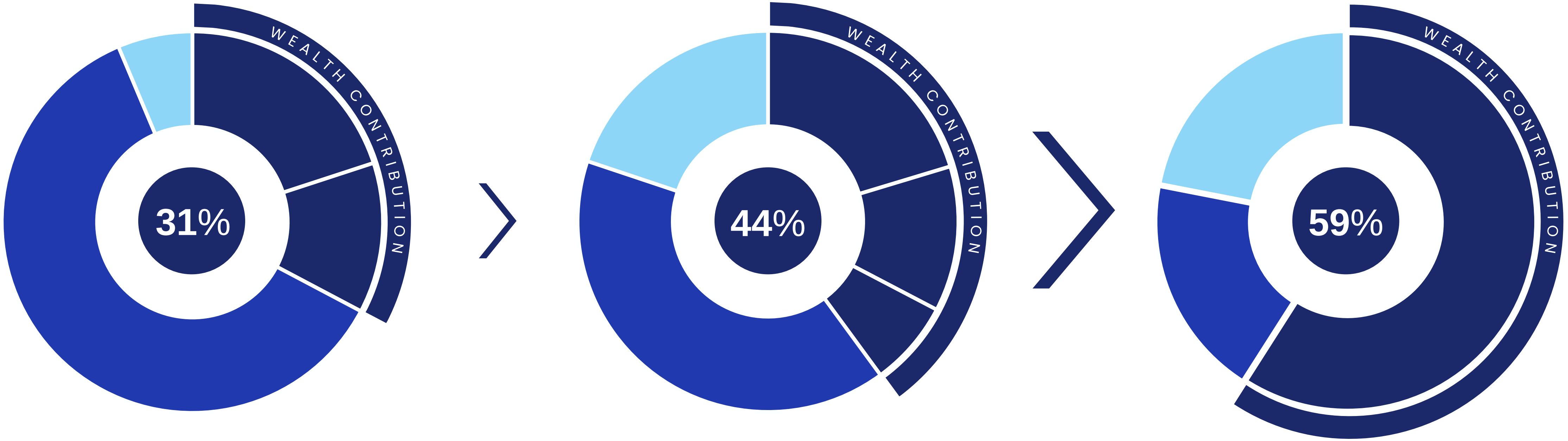
Higher cash returns, scalable FUM growth and improving margins across the whole business

Note 1: Includes Oracle FUM and FUA as at 30 June 2026. Transaction completed on 20th July 2026.

Driving higher organic growth through Wealth related earnings

Ongoing transformation aimed towards increasing higher margin Wealth businesses’ contribution to Group EBITA

Wealth EBITA increasing as a % of total EBITA



FY23 Underlying EBITA
$10.4 m

FY26 Underlying EBITA
$33.4 m

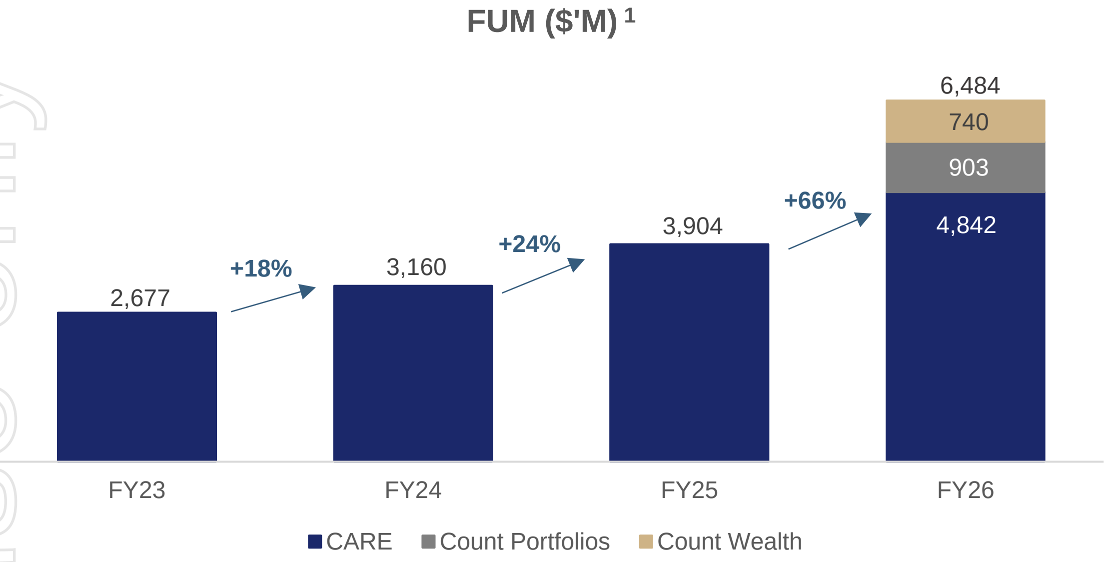
EBITA post Oracle acquisition[1]

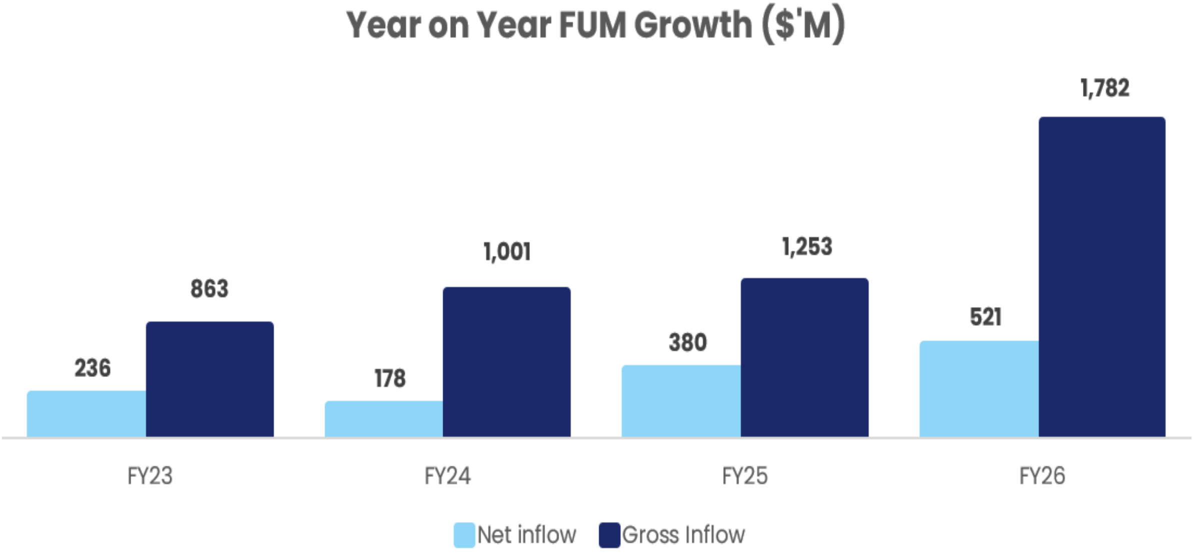
Wealth — AFSL, Financial Planning (within Equity Partnerships) and Investment Services
Accounting (within Equity Partnerships)
Services

Note: EBITA calculations based on underlying EBITA excluding corporate costs.
[1] Based on pro-forma 1H26 values as announced on 31 March 2026 ASX Presentation.

Count Investment Solutions delivered new records for FUM growth

Our Investment Solutions are resonating strongly with clients and their advisers, with Funds Under Management experiencing record growth





Count FUM growth underpinned by breadth of Investment Solutions offerings:

[1] Including Oracle FUM as at 30 June 2026, transaction completed on 20 July 2026.

How CARE Philosophy differentiates from generic SMAs

CARE keeps advisers at the centre of every decision

Average practice revenue growth[1]
vs +16.1%
+20.3%

Average GBE growth per adviser[2]
vs +$66K
+$94K

"The Game of Money and CARE Philosophy brings structure and clarity to the investment advice process. With the Money on the Move framework, advisers have a clear pathway for guiding clients into the market… That philosophy is simple and intuitive, making it easy for clients to understand and stay engaged… CARE supports scale without sacrificing quality."

Alexandra Homann
Financial Adviser, GPS Wealth firm utilising CARE

CARE PHILOSOPHY	VS	Generic retail SMAs
A philosophy-led investment framework		A portfolio-led investment solution
Combines portfolios, education and behavioural coaching		Primarily focused on portfolio management
Keeps clients focused on long-term goals and outcomes		Draws attention to short-term performance
Advisers play an active role in guiding client decisions		Advisers primarily select and monitor the portfolio
Strengthens adviser-client relationships		Investment manager often becomes the key differentiator
Demonstrates the ongoing value of advice		Fewer opportunities to demonstrate ongoing value

1. Weighted Average Revenue Growth for firms authorised under a Count AFSL which use the CARE Philosophy and Game of Money client process vs those who do not, calculated over the 12 month period ended 30 June 2026.
2. Average revenue growth per adviser for firms authorised under a Count AFSL which commenced using the CARE Philosophy and Game of Money client process vs those who do not, calculated over the 12-month period ended 30 June 2026.

Oracle transaction accelerates our flywheel

Count Wealth expected to drive long term Wealth growth

$65.6m	7.2x EBITA	Deferred consideration	Earnout incentive
Enterprise value: $45.6m cash, $3.4m scrip, up to $16.6m deferred on milestones.	Acquisition based on 7.2x multiple of $9.1 million EBITA achieved in FY26.	Paid over two years based on the acquired revenue multiple for revenues achieved in the period to 30 June 2027.	Full earnout payment of $12.6 million based on achieving EBITA targets of $12m on pro-rata basis.

Strengthens financial planning participation	New salary advice channel that enhances Count's participation in structurally high-growth financial planning market and strengthens future organic growth and ability to accelerate financial planning acquisitions.
FUA and FUM growth	Additional FUA provides a greater base to broaden the opportunity of Count's FUM to benefit from CARE and Managed Accounts — combined FUA of c.$43.0 billion[1].
Rebranding to Count Wealth	Integration of the business expected to result in a transitional year for the business, following the re-brand to Count Wealth and other integration activities including enhancing client experience.
Significant adviser footprint	Significantly expanded employed adviser network, with 22 employed advisers[2] across 14 Oracle Group offices from Rockhampton to Melbourne — further scale for Count's national advice model.

Significantly accelerates and strengthens Count's position as a leading diversified financial services group

1. As at 30 June 2026 inclusive of the Oracle transaction which completed on 20 July 2026.
2. Includes 1 Professional Year adviser.

Oracle integration is substantially complete

A number of significant integration items were achieved pre-completion allowing Count Group to move quickly

1. Integrate and stabilise

Day 1 to 12 months

Key actions

- New Count Wealth brand and operating model in place.
- Joint integration collaboration complete.
- 90-day plans finalised and growth momentum program in place.
- Stabilise existing key staff and clients.
- Corporate functions integrated.
- Supplier contract negotiations complete (insurance etc.).
- Alignment of Investment Governance frameworks.

Delivered to date

- ✓ Count Wealth brand launched.
- ✓ Operating model finalised.
- ✓ Synergy assessment complete and upgraded.
- ✓ Leadership team in place and Oracle employees transitioned.
- ✓ Policies and Investment Committees aligned.
- ✓ Technology strategy updated.
- ✓ Novation of key supplier contracts complete.

Items to finalise

- Premises rationalisation to occur.
- Process, tech and performance alignment to begin.

2. Unlock synergies

FY27

- Annualised initial committed cost savings of $1m in March 2026.
- Upgraded to at least $1.25m in July 2026 with expectation to realise within 24 months.
- Revenue synergies potential through adoption of Count's services including offshore resources and increased scale benefits & operating efficiencies.

3. Embed and enhance

12+ months

Key actions

- Operational systems, data and process optimisation.
- Process efficiencies released.
- Scale benefits realised.

Outcomes

- Optimised technology stack with aligned policies and processes.
- Consistent technology and process adoption.
- Optimise client experience.

Structural tailwinds through Super growth, the 2026/27 Federal Budget and regulatory changes

Complexity and change drives an increase in demand for advice, with Count Group well positioned to capitalise on the moments that matter for clients

BUDGET

1 **CGT restructuring**

2 **Discretionary trusts reviews**

Advice demand

3 **Property and negative gearing**

4 **R&D incentives**

Structural Tailwinds accelerating

4.5M

Australians retired

4.5 million people aged 45+ are retired, with 156,000 retiring in FY25 and over 800,000 intending to retire within five years

653,000

SMSFs ~25% of super pool

A record 48,464 new SMSFs were established in 2025, taking the sector to 653,000 funds and $1.05 trillion in assets

$3M SMSF Cap

Div 296 changes

Contribution caps keep rising while Division 296 targets balances above $3 million

$1.66M

Average household net worth

Average household wealth has nearly doubled since 2014 ($858k) to $1.66 million in June 2025

Source: ABS, ATO

Advice market opportunity & acquisition strategy

Significant opportunity ahead for further industry consolidation

Advice market opportunity

Our origination channels

Within Count ecosystem
~Network of 482 firms through 282 Count licensed firms and 200 self licensed firms

- ✓ Growth accelerator
- ✓ Succession planning
- ✓ Tuck-ins & fee books

External market

- ✓ Self-licensed firms
- ✓ Other licensee independent firms

Our acquisition strategy

Count Wealth

Count Equity Partnerships
21 firms and growing

Growth across the Count platform

Significant total addressable market opportunity

What we did in FY26

10	4	1	1
Transactions	Financial Planning tuck-ins	Salaried advice acquisition	New equity partnership*
		oracle advisory group	Tailored Lifetime Solutions

Sources:
Adviser Ratings, 2025 Australian Financial Advice Landscape & Q3 2025 Musical Chairs (≈5,945 advice practices).
* Tailored Lifetime Solutions became an equity partnership firm in July 2026.
Oracle transaction completed on 20 July 2026.

Emerging realisation of AI and automation

Revenue, savings and adoption: progress across the business

+$625K

Services revenue billed from our first AI-built client solution

c$200K+

Estimated annual operating efficiencies realised across the business

2-3x

In-house developer capacity released

Governed

- **Policy aligned** to ISO/IEC 42001 and NIST AI RMF
- **AI training mandatory** before any tool rollout

Faster, safer delivery

- Partnering with **industry leaders**, incl. CFS, on training
- Retirement of legacy systems accelerating
- **Human in the loop** by design

Cross-functional rollout

- **AI Working Group** spans all head office and frontline staff
- **AI training available** to all staff, tool adoption growing across the network

FY2026 **Detailed Financials**

Key financial performance summary

	FY2026	FY2025	Movement	
	$'000	$'000	$'000	%
Underlying Revenue	**165,903**	**141,103**	**24,800**	**18%**
Direct Costs	(64,491)	(56,509)	**(7,982)**	**14%**
Contribution margin	**101,413**	**84,594**	**16,819**	**20%**
Other Income	1,466	2,166	**(700)**	**(32%)**
Operating Expenses – Subsidiaries	(61,144)	(54,297)	**(6,847)**	**13%**
Operating Expenses – Corporate Office	(12,820)	(9,047)	**(3,773)**	**42%**
Share of net profit of associates earnings	4,511	4,330	**181**	**4%**
Underlying EBITA[1]	**33,426**	**27,746**	**5,680**	**20%**
Net Finance Costs	(3,472)	(4,152)	**680**	**(16%)**
Amortisation	(6,253)	(5,923)	**(330)**	**6%**
Underlying Profit before tax[1]	**23,701**	**17,671**	**6,030**	**34%**
Income Tax Expense	(6,140)	(4,360)	**(1,780)**	**41%**
Underlying NPAT[1]	**17,561**	**13,312**	**4,250**	**32%**
Underlying NPAT attributable to Count shareholders[1]	**13,863**	**10,896**	**2,967**	**27%**
Underlying NPATA[1]	**21,938**	**17,458**	**4,481**	**26%**
Underlying NPATA attributable to Count shareholders[1]	**17,647**	**14,700**	**2,946**	**20%**

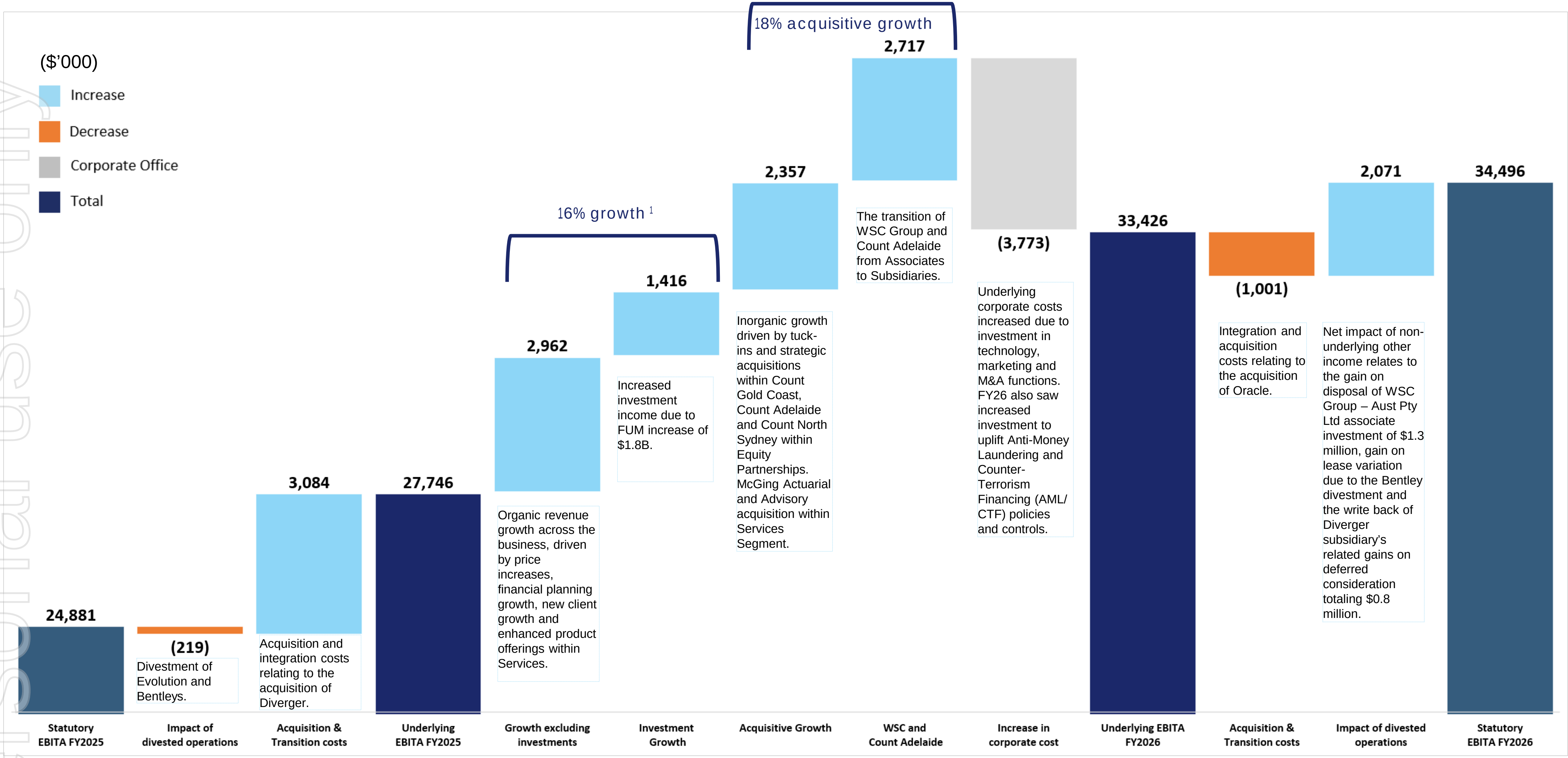
Key FY2026 Highlights

- Strong underlying earnings growth driven by:
  - The integration of 20 transactions completed in FY25 and FY26, including Count Adelaide and WSC Group uplifting to subsidiaries;
  - Financial Planning revenues within Equity Partnerships makes up 25% of revenue, in line with prior period;
  - FUM growth of +47%; and
  - Higher gross business earnings contribution from Adviser licensing fees.
- Improved operating leverage with costs increasing at a slower rate than revenue, reflective of scale benefits and cost discipline.
- Underlying corporate costs increased due to investment in technology, marketing and M&A functions.
- Proactive cash management coupled with the equity raising in April 2026 resulted in lower interest costs.
- Increase in amortisation costs due to acquisitions completed.

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 – FY2025 to FY2026

Strong organic and acquisitive growth underpinning FY2026 underlying results



1. When calculating organic growth, the current year and prior year EBITA impact of acquisitions is removed from the FY25 and FY26 figures above.

Segment performance demonstrates both organic and acquisitive growth

	FY2026	FY2025	Movement	
	$'000	$'000	$'000	%
Equity Partnerships	87,116	68,354	18,763	27%
Wealth	45,794	42,253	3,541	8%
Services	32,993	30,496	2,497	8%
Underlying Revenue[1]	**165,903**	**141,103**	**24,800**	**18%**
Equity Partnerships	19,291	14,393	4,898	34%
Wealth	15,101	12,964	2,137	16%
Services	11,150	9,237	1,913	21%
Corporate	(12,116)	(8,848)	(3,268)	37%
Underlying EBITA[1]	**33,426**	**27,746**	**5,680**	**20%**

Equity Partnerships

- Financial Planning revenue growth of 15%.
- Count Adelaide and WSC Group uplifted from Associates to Subsidiaries via share acquisitions over the last 18 months.

Wealth

- Count portfolios transitioned in October 2025, adding $889 million FUM.
- Strong CARE and Count Portfolio FUM growth with an increase of +$951 million (comprises of +$532million net inflows and +$419 million market movement) over last 12 months.
- +11% growth in gross business earnings per Adviser compared to FY25, resulting in increased licensee revenue.
- Investment in Game of Money client engagement tool.
- Strong demand for Count's paraplanning services resulted in higher revenues, offset by lower margins.

Services

- Division 296 tax on large superannuation balances expected to increase actuarial certifications requirements for SMSFs.
- Revenue growth within outsourcing of +34%.
- Expanded actuarial capability through the McGing transaction.

Corporate

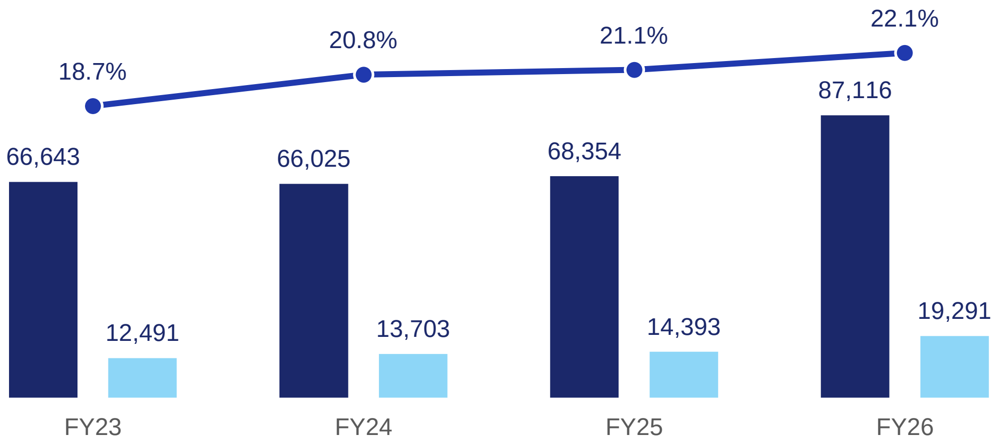
- Increased investment in technology, marketing and M&A functions.
- Uplift in AML / CTF policies and controls due to new compliance requirements.

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

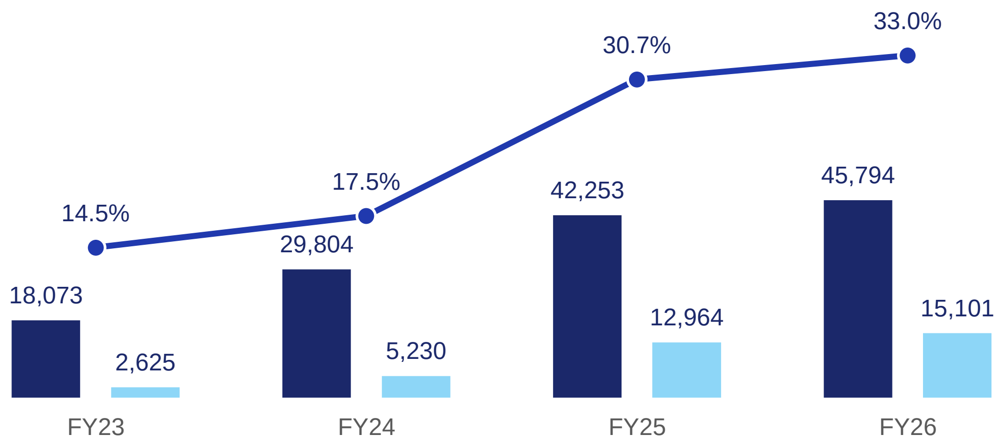
Growth across segments

Disciplined execution of Count strategy translating into stronger financial performance

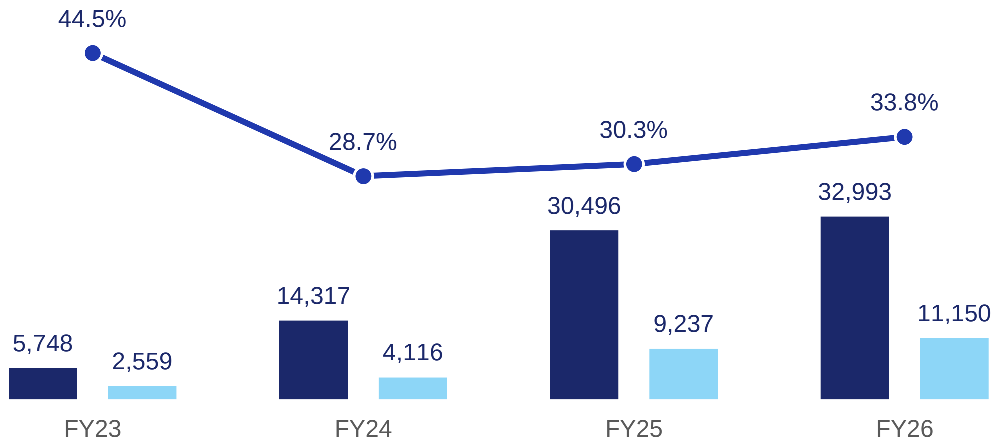
Equity Partnerships



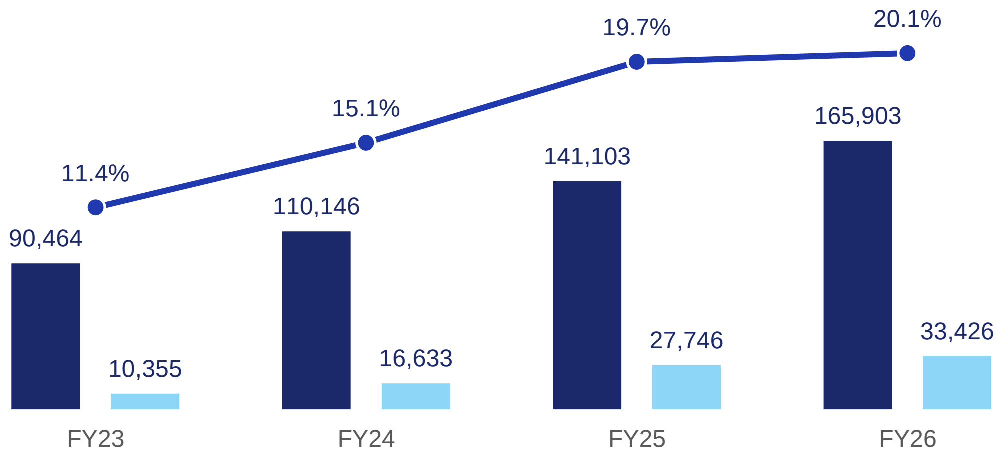
Wealth



Services



Group

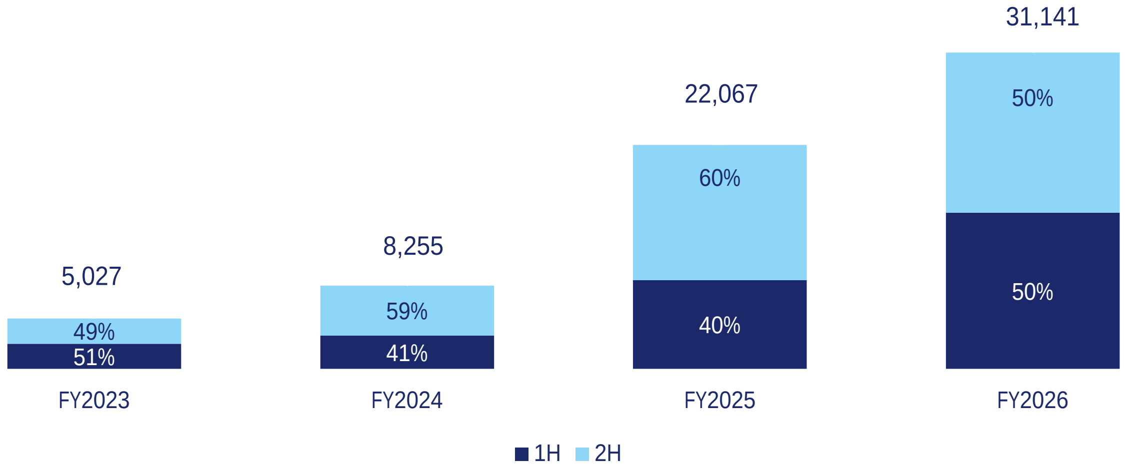


Underlying Revenue ($'000) Underlying EBITA ($'000) Underlying EBITA margin %

Consistent, strong cash flow generation

	FY2026	FY2025	Movement	
	$'000	$'000	$'000	%
Operating activities before interest and taxation	38,454	29,308	9,146	31%
Net interest paid	(3,213)	(4,072)	859	21%
Income Tax payments	(4,100)	(3,169)	(931)	(29%)
Net operating activities	**31,141**	**22,067**	**9,074**	**41%**
Net investing activities	(9,608)	(10,805)	1,197	11%
Net financing activities	19,170	(13,064)	32,234	247%

Operating Cash Flow - $000



Key highlights

- Operating cash flows driven by strong business operations and profitability, including the successful integration of transactions completed in FY25 and the partial year effect of FY26 acquisitions.
- Underlying EBITDA cash conversion of 102% (FY25: 101%)
- Reduced interest costs due to prudent working capital management and proceeds from the April 2026 equity raising.
- Income tax driven by increased profits.
- Net investing activities lower due to share sell downs within the Equity Partnership segment.
- Net financing activities positive due to proceeds from equity raise and share purchase plan completed in April and May 2026, to fund the Oracle acquisition which completed on 20 July 2026.

Group funding and debt headroom to support growth strategy

Significant debt headroom within covenants to continue business as usual acquisitions

	FY2026	FY2025
Cash	63,929	23,226
Gross Debt	(37,808)	(46,338)
Net cash/(debt)[1]	$26,121	($23,112)
Net (cash)/debt[1] to Underlying EBITA ratio	(0.78)	0.83
Leverage Ratio[2]	0.97 x	1.56 x
Interest Cover Ratio[3]	6.69 x	4.02 x
Total undrawn debt facilities[4]	35,051	23,085

Oracle acquisition

- On 20 July 2026 Count completed 100% acquisition of Oracle Group, for approximately $45.6 million cash, $3.4 million scrip and up to $16.6 million deferred on milestones.
- The transaction was funded through cash raised from the equity raising in April and share purchase plan in May 2026.

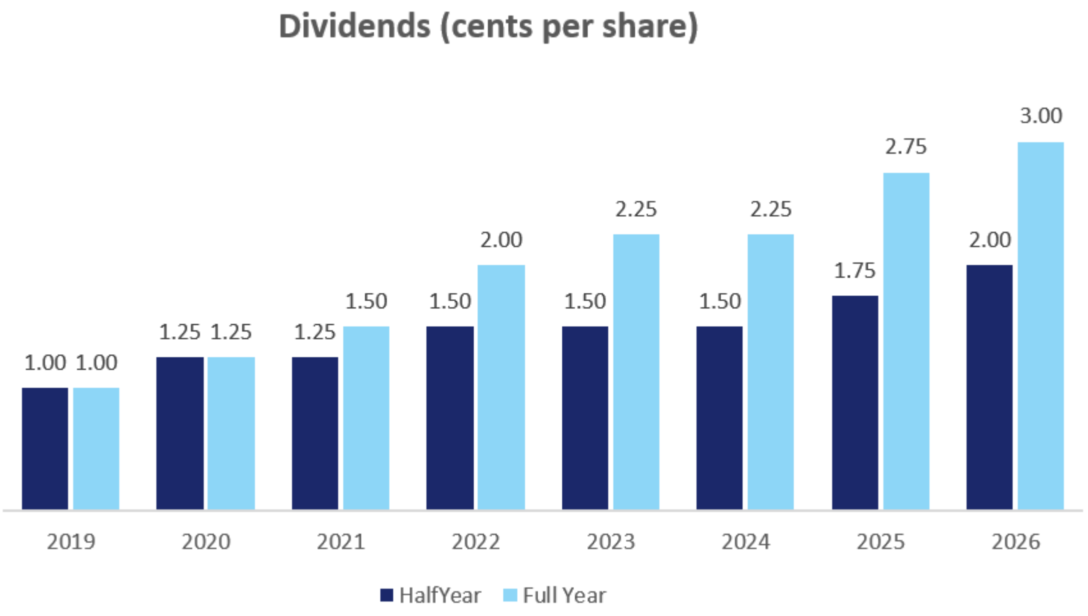
Key highlights

- Cash includes funds from the respective equity raise and share purchase plan in April and May 2026.
- Gross debt reduced through strong operating cashflows.
- Healthy headroom to Count's debt covenants within debt facility agreements.
- Enhanced debt funding facility with CBA, comprising of:
  - $77.0 million acquisition facility on a three-year term;
  - Additional $33.0 million credit approved accordion facility; and
  - $6.6 million working capital facility.
- Post the Oracle transaction as at 31 July 2026, the total undrawn debt headroom is $52.0 million.

[1] Net (debt)/cash is calculated as cash and cash equivalents less total external interest-bearing loans.
[2] Leverage ratio is calculated as total debt divided by statutory EBITDA.
[3] Interest Cover Ratio is calculated interest expense divided by statutory earnings before interest and tax.
[4] Headroom is the total undrawn debt facilities plus available overdraft facilities.

Unlocking greater shareholder value through increased dividends

Strong financial performance resulted in increased dividends to shareholders



Ex-Dividend date
Friday
31 August 2026

Payment date
Friday
8 October 2026

Record date
Monday
1 September 2026

Franking credits
30 June 2026 of $20.0M
(30 June 2025 $20.4M)

FY2026 final dividend

- Healthy track record of increased dividends, growing with increased profits.
- FY2026 final dividend of 3.00 cents per share, fully franked (FY2025 final dividend of 2.75 cents per share).
- Total FY2026 dividends of 5.00 cents per share, fully franked (FY2025 dividends of 4.50 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.

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 plan for a future where they can do what matters most to them.

Purpose	**Make it Count**				
Measures of success	Increase Advice Margin	Grow Education Market Share	Increase Funds Under Management	Increase Return on Capital Invested	Increase People Engagement
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	
Enablers	Brand strategy	Systems, data, technology and AI	Operating model, people & culture strategy		
Behaviours	Think with an **open mind**	Act with **bravery**	Do what is **right**		

Risk management

Continued execution of Count’s flywheel

We remain focused on driving shareholder by pursuing our bold 2030 ambitions:

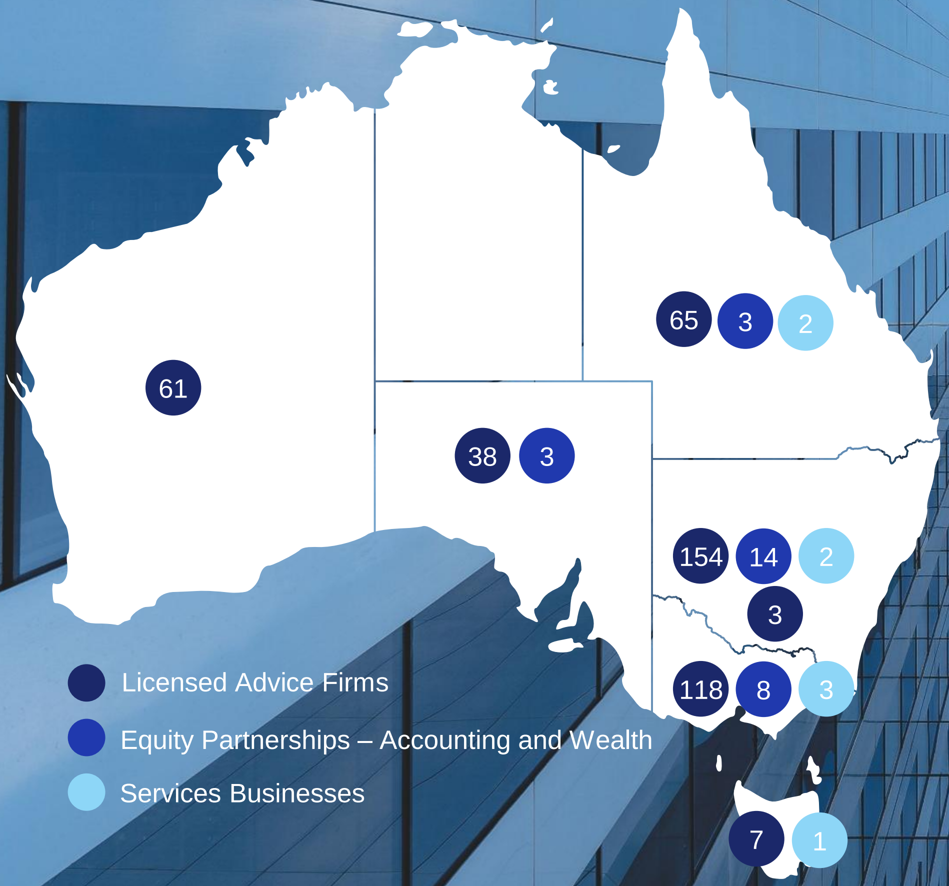
- growing our employed Financial Advisers, targeting financial planning revenues to represent 50% of the Equity Partnership revenues;
- disciplined execution of our M&A strategy;
- accelerating the rollout of the CARE investment philosophy and Count Investment Solutions, targeting $10 billion of FUM; and
- improving the take-up of Count outsourcing solutions, IT managed services and Education products, targeting 50% take up within the Count network.

Appendix

Make it Count

Appendix 1

The Count Group is strong and growing



482 Firms	**16th Largest** Accounting firm in Australia[1]	**$6.5B** FUM[6]
$43.0B Funds under advice[5]	**$165.9M** Statutory Revenue[2]	**167** Firms using Count Investment Solutions
175K Clients served[3]	**$33.4M** Underlying EBITA[4]	**21** Equity Partnership firms

Note: Unless otherwise stated, all metrics above are as at 30 June 2026.

[1] Australian Financial Review, Top 100 Accounting Firms, November 2025.

[2] Statutory revenue for the 12 months ending 30 June 2026.

[3] Approximate 175,000 total clients serviced by our network in FY2026.

[4] Underlying EBITA for the 12 months ending 30 June 2026.

[5] Includes Oracle FUA, noting that transaction completed on 20 July 2026.

[6] Includes Oracle FUM of $740M.

Appendix 2

Historical underlying performance

	1H2026	2H2026	FY2026	1H2025	2H2025	FY2025	1H2024	2H2024	FY2024	FY2023
	$'000	$'000	$'000	$'000	$'000	$'000	$'000	$'000	$'000	$'000
Equity Partnerships – Revenue[1]	43,017	44,099	87,116	34,753	33,601	68,354	34,429	31,596	66,025	66,643
Wealth – Revenue	23,684	22,110	45,794	21,422	20,831	42,253	10,405	19,399	29,804	18,073
Services – Revenue	16,115	16,878	32,993	15,566	14,930	30,496	3,091	11,226	14,317	5,748
Underlying – Revenue	**82,816**	**83,087**	**165,903**	**71,741**	**69,362**	**141,103**	**47,925**	**62,220**	**110,146**	**90,464**
Equity Partnerships – EBITA[1]	9,662	9,629	19,291	8,660	5,733	14,393	7,364	6,339	13,703	12,491
Wealth – EBITA	7,960	7,141	15,101	5,782	7,182	12,964	1,129	4,101	5,230	2,625
Services – EBITA	4,822	6,328	11,150	5,096	4,141	9,237	1,229	2,887	4,116	2,559
Corporate Office And Other Income – EBITA[2]	(5,845)	(6,271)	(12,116)	(5,622)	(3,226)	(8,848)	(4,285)	(2,131)	(6,416)	(7,320)
Underlying – EBITA	**16,599**	**16,827**	**33,426**	**13,916**	**13,830**	**27,746**	**5,437**	**11,196**	**16,633**	**10,355**
Equity Partnerships – Amortisation[1]	(916)	(1,437)	(2,353)	(745)	(800)	(1,545)	(467)	(587)	(1,054)	(941)
Wealth - Amortisation	(1,123)	(1,041)	(2,164)	(1,145)	(1,134)	(2,279)	(525)	(1,300)	(1,825)	(618)
Services - Amortisation	(1,094)	(636)	(1,730)	(1,031)	(1,055)	(2,086)	(425)	(453)	(878)	(849)
Corporate Office - Amortisation[2]	(1)	(5)	(6)	(7)	(6)	(13)	(10)	(9)	(19)	(57)
Underlying - Amortisation[3]	**(3,134)**	**(3,119)**	**(6,253)**	**(2,928)**	**(2,995)**	**(5,923)**	**(1,427)**	**(2,349)**	**(3,776)**	**(2,465)**
Equity Partnerships - EBIT[1]	8,746	8,192	16,938	7,915	4,933	12,848	6,897	5,752	12,649	11,550
Wealth - EBIT	6,837	6,100	12,937	4,637	6,048	10,685	603	2,802	3,405	2,007
Services - EBIT	3,728	5,692	9,420	4,065	3,086	7,151	804	2,434	3,238	1,711
Corporate Office – EBIT[2]	(5,846)	(6,276)	(12,122)	(5,630)	(3,231)	(8,861)	(4,295)	(2,140)	(6,435)	(7,378)
Underlying - EBIT	**13,465**	**13,708**	**27,173**	**10,987**	**10,836**	**21,823**	**4,009**	**8,848**	**12,857**	**7,890**
Net Finance Costs	(1,842)	(1,629)	(3,471)	(2,145)	(2,007)	(4,152)	(663)	(1,550)	(2,213)	(1,067)
Income Tax Expense	(2,895)	(3,245)	(6,140)	(2,439)	(1,920)	(4,359)	(733)	(1,861)	(2,594)	(1,015)
Underlying NPAT	**8,727**	**8,834**	**17,561**	**6,403**	**6,907**	**13,312**	**2,613**	**5,436**	**8,049**	**5,809**
Underlying NPAT attributable	**7,205**	**6,658**	**13,863**	**4,979**	**5,917**	**10,896**	**1,442**	**4,312**	**5,754**	**3,420**
Tax effected amortisation attributable[3]	1,964	1,819	3,783	1,912	1,892	3,804	792	1,448	2,240	1,334
Underlying NPATA attributable	**9,169**	**8,478**	**17,647**	**6,891**	**7,809**	**14,700**	**2,234**	**5,760**	**7,994**	**4,754**
Underlying NPATA	**10,922**	**11,017**	**21,938**	**8,445**	**9,013**	**17,458**	**3,612**	**7,081**	**10,693**	**7,534**

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 FY2025 and FY2024 periods. FY2023 and FY2022 remain unchanged.
2. Corporate operating expenses in the FY2024 and FY2023 periods have been adjusted to reflect the change in allocation methodology applied from FY2024. FY2022 remains unchanged.
3. Tax effected amortisation attributable to non-controlling interests can be calculated by deducting "Tax effected amortisation attributable" from "Underlying – Amortisation" in the table above.

Appendix 3

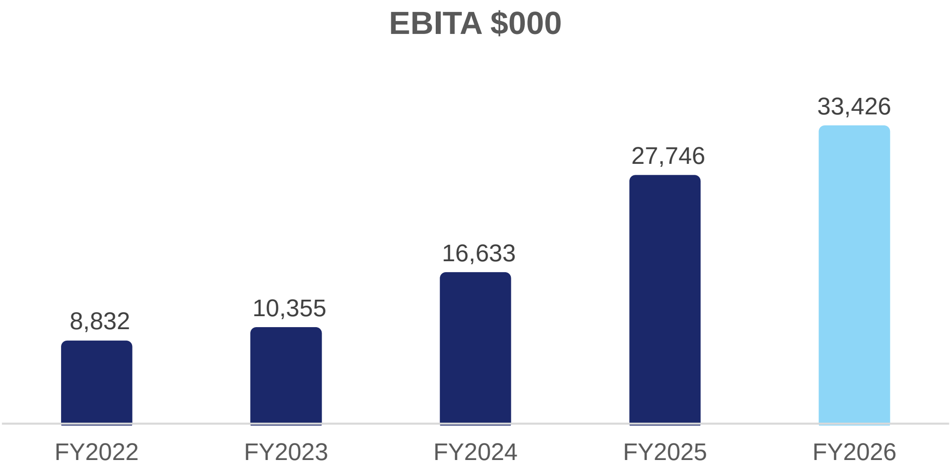
Reconciliation of underlying EBITA to reported NPATA

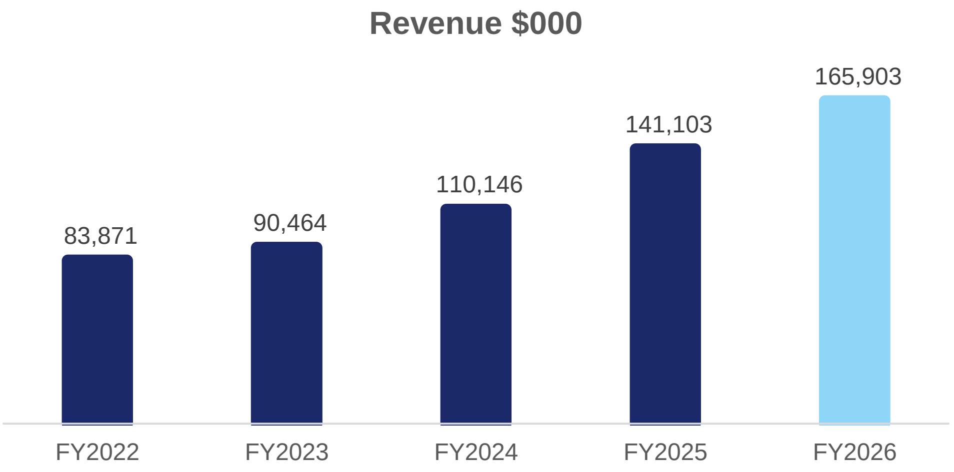
	Total			Equity Partnerships		Wealth		Services		Corporate Office	
	FY2026	**FY2025**	**Movement**	**FY2026**	**FY2025**	**FY2026**	**FY2025**	**FY2026**	**FY2025**	**FY2026**	**FY2025**
	$'000	**$'000**	$'000	**$'000**	**$'000**	**$'000**	$'000	**$'000**	$'000	**$'000**	$'000
Underlying EBITA	**33,426**	**27,746**	**5,680**	**19,291**	**14,393**	**15,101**	**12,964**	**11,150**	**9,237**	**(12,116)**	**(8,848)**
Integration and transaction costs[1]	(1,001)	(3,084)	2,083	0	0	0	0	0	0	(1,001)	(3,084)
Impact of divested operations[2,]	0	219	(219)	0	(631)	0	0	0	0	0	850
Impact of non-underlying other income[3]	2,071	0	2,071	165	0	600	0	0	0	1,306	0
EBITA	**34,496**	**24,881**	**9,615**	**19,456**	**13,762**	**15,701**	**12,964**	**11,150**	**9,237**	**(11,811)**	**(11,082)**
Net finance costs	(3,471)	(4,152)	681	(1,624)	(1,198)	73	240	(7)	(30)	(1,914)	(3,164)
Amortisation	(6,253)	(5,923)	(330)	(2,353)	(1,545)	(2,164)	(2,279)	(1,730)	(2,086)	(6)	(13)
Profit before tax	**24,771**	**14,806**	**9,966**	**15,479**	**11,019**	**13,610**	**10,925**	**9,413**	**7,121**	**(13,732)**	**(14,259)**
Income tax expense	(5,889)	(3,500)	(2,389)	(3,622)	(2,471)	(3,903)	(3,278)	(2,824)	(2,136)	4,460	4,385
Net profit after tax	**18,882**	**11,306**	**7,576**	**11,857**	**8,548**	**9,707**	**7,647**	**6,589**	**4,985**	**(9,271)**	**(9,874)**
NPATA	**23,260**	**15,452**	**7,808**	**13,504**	**9,629**	**11,222**	**9,243**	**7,800**	**6,445**	**(9,267)**	**(9,865)**

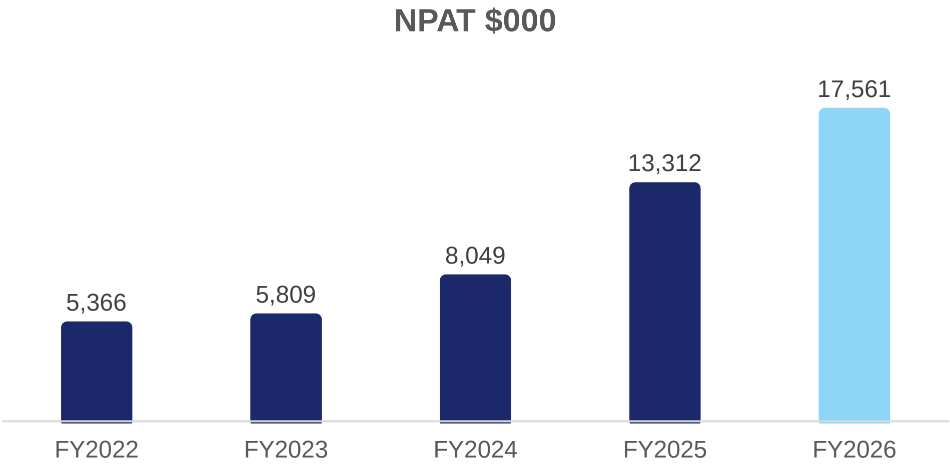
1. Net loss incurred from the divestment of business operations of Bentleys WA & Evolution Advisers.
2. Transaction costs and Diverger integration costs.
3. Net impact of non-underlying other income relates to the gain on disposal of WSC Group – Aust Pty Ltd associate investment of $1.3 million, gain on lease variation due to the Bentley divestment and the write back of Diverger subsidiary's related gains on deferred consideration totaling $0.8 million.

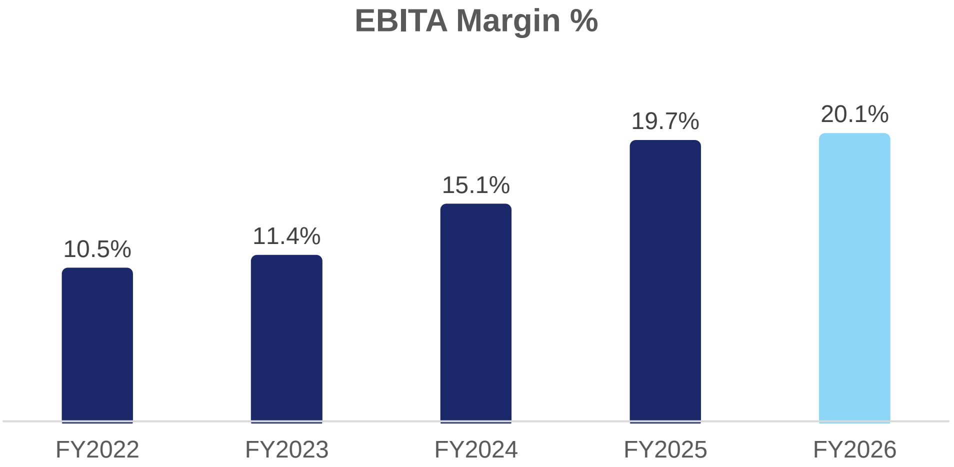
Appendix 4

Five-year historical financial profile







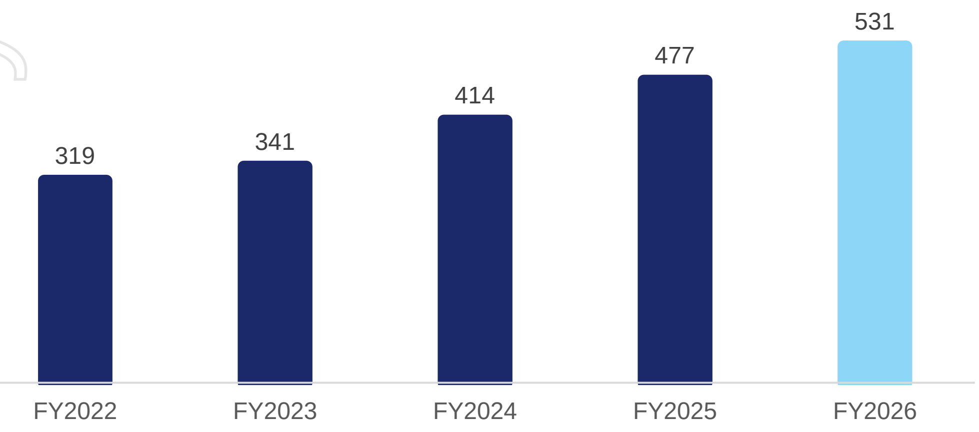


Note: Statutory figures were utilised for FY22 to FY23. Underlying figures were utilised for FY24, FY25 and FY26. The charts do not reflect future guidance and are for illustrative purposes only.

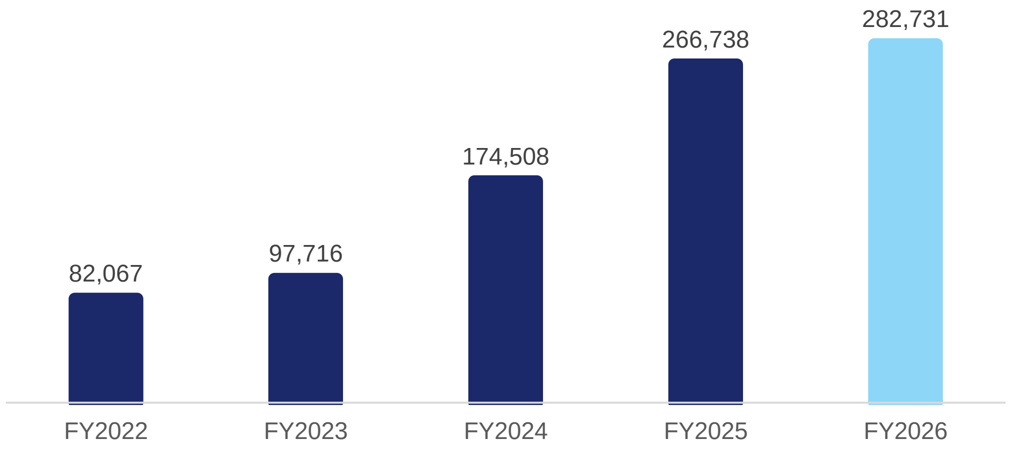
Appendix 5

Wealth segment growth is underpinned by strong fundamentals

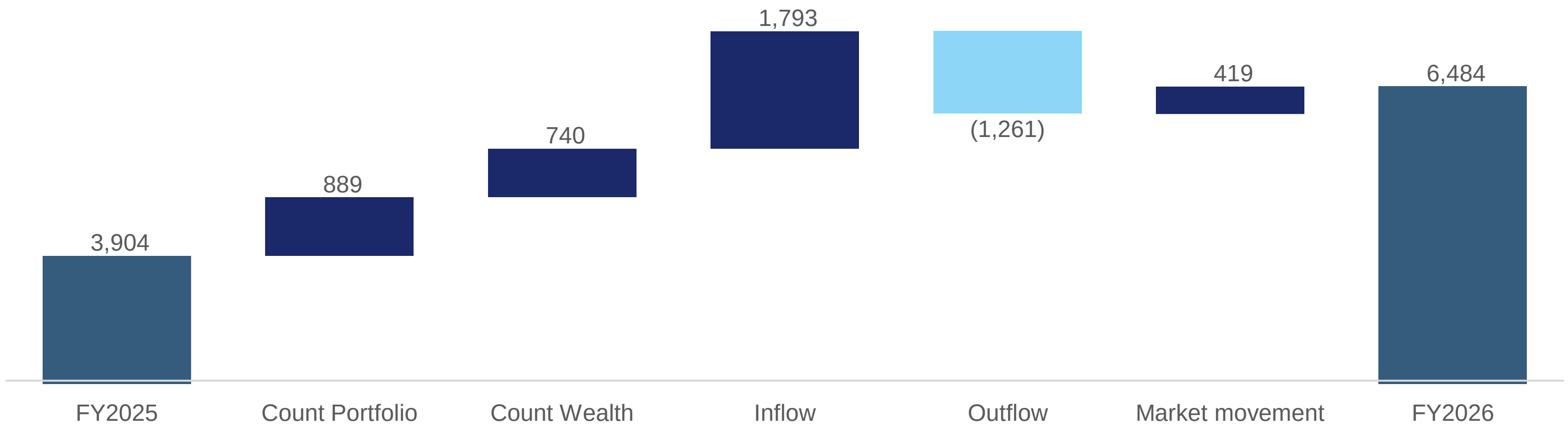
Gross Business Earnings per adviser $000



Gross Business Earnings $000



FUM Movement - $M



Appendix 6

Count firms within our three segments

Equity Partnerships

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

Wealth

- Count Financial
- paragem
- GPS Wealth
- AFSL compliance
- merit wealth
- DWA Managed Accounts
- CARE Philosophy
- Count Wealth

Services

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

Make it Count

Appendix 7
Definitions

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.

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.

Underlying 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.