



# Annual General Meeting

10 November 2025  
Sydney

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.

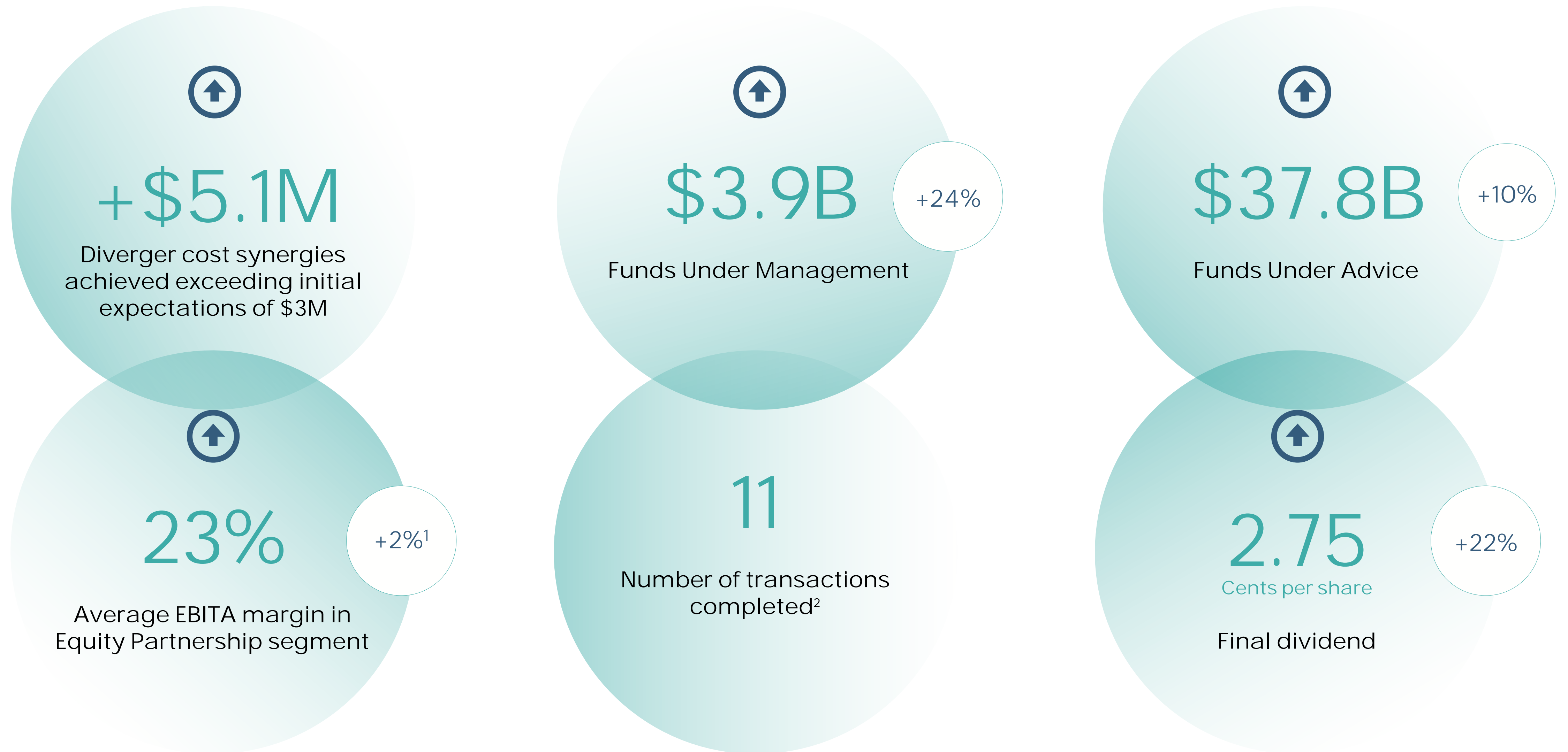
# Our bold ambition is supported by a refreshed strategic plan underpinned by four pillars, three enablers and our group behaviours

## 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	<b>ADVICE</b> Expand our Advice value chain	<b>EDUCATION &amp; EXPERTISE</b> Elevate our knowledge, education and expertise offering	<b>INVESTMENTS</b> Expand and enhance our investment capability	<b>EQUITY</b> 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	
Risk management					

# Strong FY2025 operational performance was complemented by strategic acquisitions

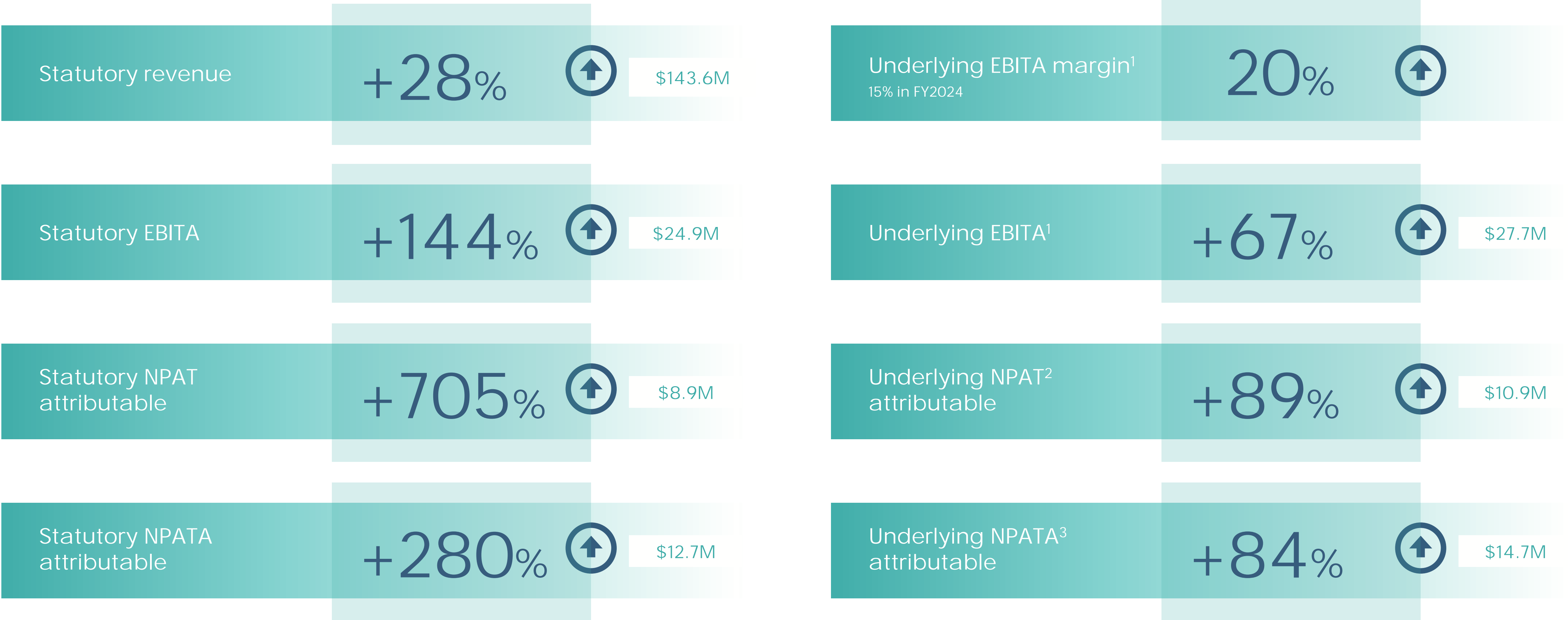


<sup>1</sup> Average firm EBITA margin of 21% in FY2024

<sup>2</sup> Includes the divestment of Evolution Advisers Pty Ltd in January 2025

Note: Comparison to prior financial year where applicable and figures stated as at 30 June 2025

# FY2025 was a year of financial standouts for Count



Note: Comparison period to FY2024

<sup>1</sup> 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

<sup>2</sup> 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

<sup>3</sup> 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

Count celebrates 45 years in business, achieving industry recognition across all Segments



45 years in business



Count Investment Solutions exceeded \$5.1 billion FUM<sup>1</sup>



Included in ASX All Ordinaries index

Awards



<sup>1</sup>As at 1 October 2025

# Financial Year 2026 Q1 Trading Update

	FY2026 Q1	FY2025 Q1	Movement
	\$'M	\$'M	%
Revenue <sup>1</sup> (Unaudited)	\$42.3	\$37.6	+12.5%
Underlying EBITA <sup>2</sup> (Unaudited)	\$7.6	\$6.8	+12.7%

- FY2026 unaudited Q1 results include the impact of recent acquisitions and organic growth
- Successfully completed the transition of the Count Portfolios of \$889 million as at 1 October 2025
- Key performance drivers compared to prior period:
  - Full impact of prior and current year acquisitions;
  - Higher than expected FY2026 Q1 Equity Partnership segment revenue due to seasonality;
  - Growth in funds under management driven by strong market movements and net inflows; and
  - Solid Services contribution across different offerings.

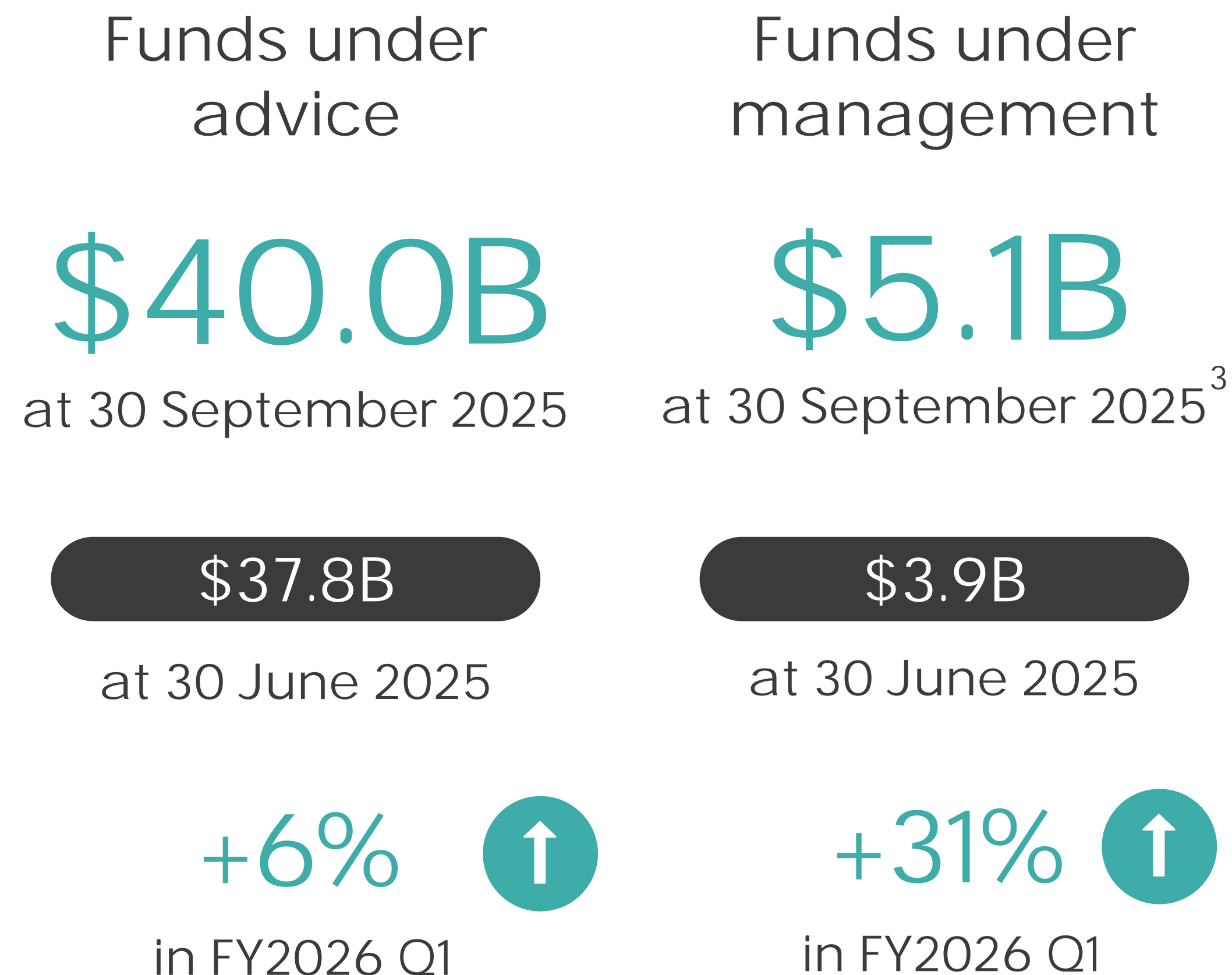
## Notes

1. Unaudited Revenue is calculated on a statutory basis, in line with the FY2025 annual report.

2. Unaudited 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.

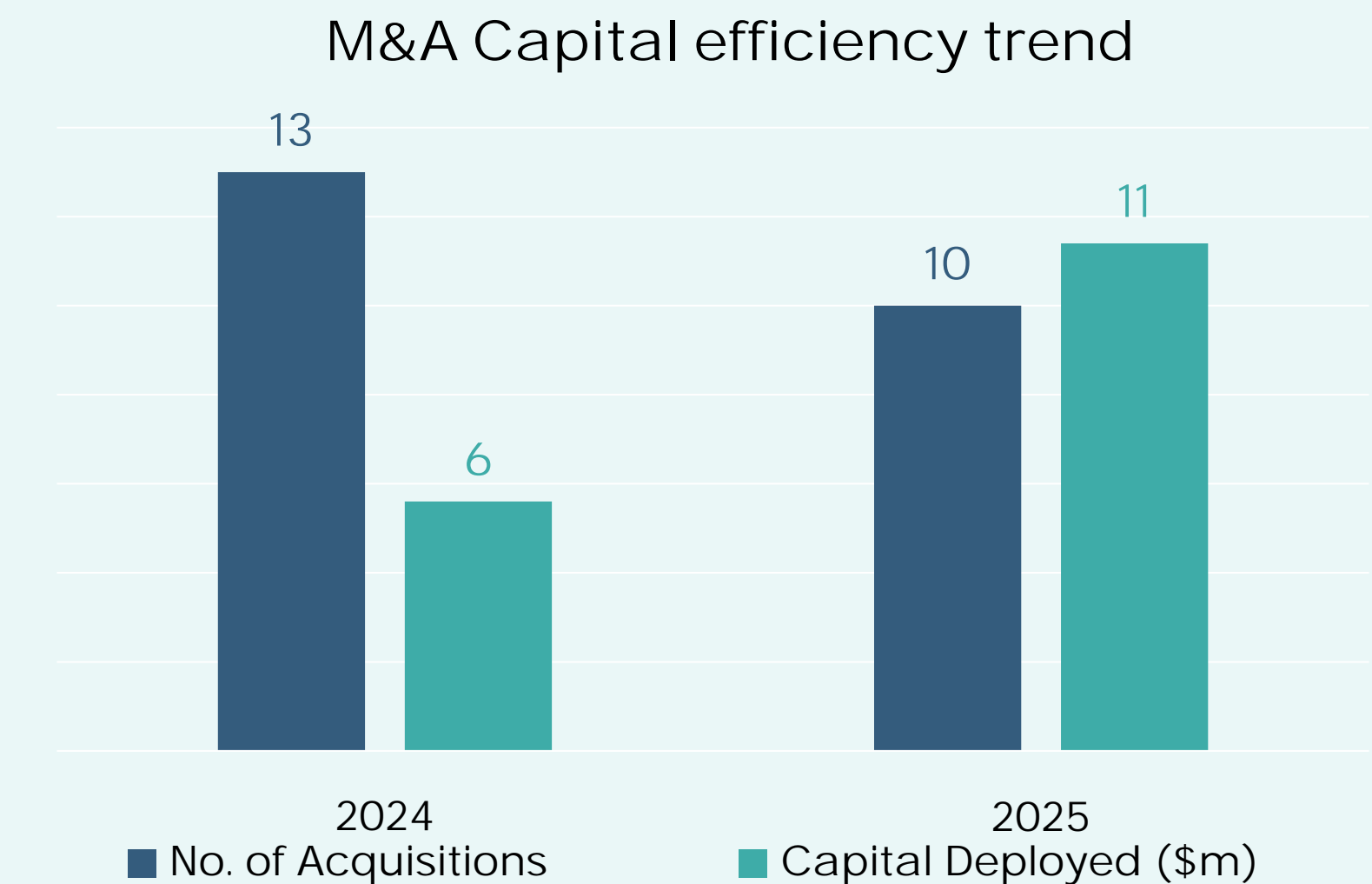
3. Includes the \$889 million Count Portfolios transitioned on 1 October 2025

The FY2026 Q1 performance may not be indicative of trading performance for FY2026. Current market conditions remain uncertain and future trading performance remains subject to material deterioration in market conditions.



## Continued progress in executing M&A strategy

- Completed six acquisitions to date in FY2026 and deployed \$3.7 million of capital including deferred consideration.
- A strong pipeline of acquisition opportunities.
- Evidence of market distortion in valuations by private equity in recent transactions.
- Count has a strong value proposition for partnering with firms under its Equity Partnership segment to co-create value in:
  - Driving financial planning growth;
  - Supporting entrepreneurs in growing their business; and
  - Enabling businesses to focus on driving better client experiences through Count's platform of services - AFSL, education and expertise, investment solutions, IT managed services and outsourcing.
- Net debt to underlying EBITA at 0.8x as at 30 June 2025.
- Significant headroom within debt facilities to accommodate further acquisitions.



Note: Excludes the Diverger acquisition

## Count's flywheel presents further growth opportunities for FY2026

We will continue to deliver against the flywheel in FY2026 through:

- fuelling Equity Partnerships through further M&A to create larger scale firms;
- lifting Equity Partner revenue contribution from wealth management;
- growing Funds Under Management with broader adoption of Count Investment Solutions; and
- improving the adoption of Count outsourcing solutions, IT services and Education & Expertise.



Thank you