

1H26

# Results Presentation

24 February 2026

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# 1H26

## Business Highlights

# Continued strong growth in both Statutory and Underlying results



Statutory Revenue

↑ +12%

\$82.8M

Statutory EBITA

↑ +50%

\$18.7M

Statutory NPAT attributable

↑ +133%

\$9.2M

Statutory NPATA attributable

↑ +91%

\$11.2M

Underlying EBITA Margin

20%

19% in 1H25

Underlying EBITA

↑ +19%

\$16.6M

Underlying NPAT attributable

↑ +45%

\$7.2M

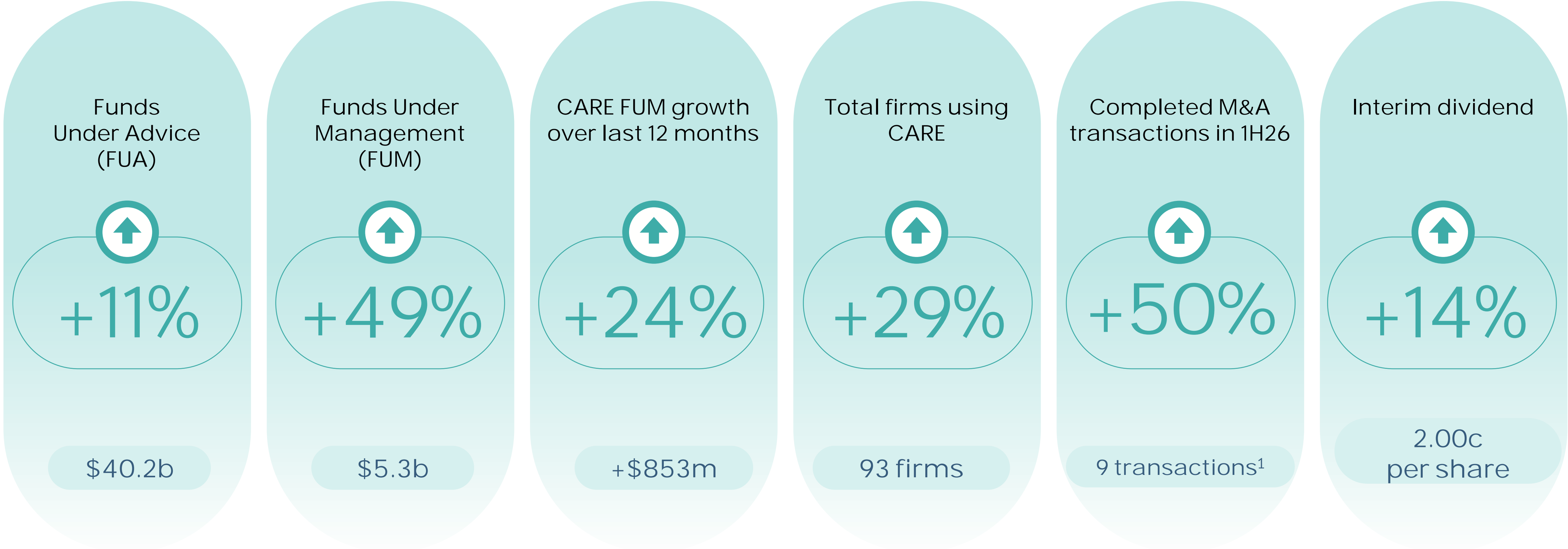
Underlying NPATA attributable

↑ +33%

\$9.2M

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

Ongoing growth in Wealth Management coupled with strong mergers and acquisitions (M&A) activity has driven a higher interim dividend



Note: Comparison to prior corresponding period, 31 December 2024, where applicable.  
1. 6 transactions were complete in the prior corresponding period.

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# Segment Performance

## Wealth

|              |         |             |   |
|--------------|---------|-------------|---|
| Revenue      | \$23.7m | (+11% 1H25) | ↑ |
| EBITA        | \$8.0m  | (+38% 1H25) | ↑ |
| EBITA margin | 34%     |             |   |

## Equity Partnerships

|                           |         |             |   |
|---------------------------|---------|-------------|---|
| Revenue                   | \$43.0m | (+24% 1H25) | ↑ |
| EBITA                     | \$9.7m  | (+12% 1H25) | ↑ |
| EBITA margin <sup>2</sup> | 22%     |             |   |

## Services

|              |         |            |   |
|--------------|---------|------------|---|
| Revenue      | \$16.1m | (+4% 1H25) | ↑ |
| EBITA        | \$4.8m  | (-5% 1H25) | ↓ |
| EBITA margin | 30%     |            |   |

- Increased wealth earnings due to:
  - FUM growth of 49%<sup>1</sup>;
  - Higher than expected gross business earnings contribution from Adviser licensing fees.
- FUM growth driven by:
  - the transition of Count Portfolios in October 2025 (\$889M);
  - 21 new firms utilising the CARE investment philosophy over the last 12 months;
  - 157 firms using Count Investment Solutions.

- Growth driven by:
  - Financial Planning revenue growth of 12% within Equity Partnerships segment;
  - The full year run rate of 8 transactions in FY25 and partial year revenues of 8 transactions in 1H26;
  - Increase in outsourcing resources of 28% in the last six months, improving operational efficiencies.
- Average firm EBITA margin 22%, compared to 23% in 1H25, driven by additional stamp duty costs and system upgrade implementations.

- Revenue growth driven by annual price increases and customer growth offset by customer churn in KnowledgeShop and lower tax training revenues.
- Outsourcing revenue growth of 23%.
- Significant cross-sell opportunity as only 1% of clients use all service offerings within the segment.
- Integration and transaction costs of McGing Advisory & Actuarial, which was acquired in October 2025 impacting EBITA.

<sup>1</sup> Includes the transition of \$889M of Count Portfolios on 1 October 2025. Growth is compared to 31 December 2024.

<sup>2</sup> Average firm EBITA margin has been used.

# Shifting advice landscape; capacity tightens, opportunities expand

*Strategic redirection to meet the demands of the new advice cycle*

### Structural drivers

~10% today ➔ ~27% in 5 years<sup>2</sup>

Australians seeking advice – intergenerational wealth transfer a key long-term driver

~59%<sup>1</sup>

Have low financial capability – substantial industry growth opportunity

~28k ➔ ~15k<sup>1</sup>

Decline in Adviser numbers over last 6 years, constraining supply of quality advice

#### Delivering Better Financial Outcomes Reforms

Structural tailwinds by streamlining advice and reducing friction

#### Statements of Advice and Records of Advice production efficiency

Improved production time due to emerging advice technology



### Profit per client rising

Greater opportunity for margin enhancement

Ability to set and sustain fee levels in a constrained market, underpinned by value-add services

Rising median fees

Advice fee up ~18% YoY to ~\$4.5k<sup>3</sup>

Shift to hybrid advice models

Firms blend digital guidance + scaled human advice

Productivity moat

Need for digitisation and standardisation of processes



### Growth outlook solidified

>25% industry growth<sup>1</sup>

Expected growth in advice spend over 5 years with c. \$2.1 billion<sup>1</sup> of incremental industry revenue

~486k new customers<sup>1</sup>

Increase of 10% or more in the client base in the next 5 years

Scaling through smart workflow

Growth funded by reinvestment into workflow technology

More new Advisers

Scaling the Count Emerging Adviser program

Source:  
 1 Deloitte Advice 2030: The Big Shift.  
 2 Deloitte The Big Lift Unlocking Australia's potential- Prepared for Iress.  
 3 Adviser Ratings 2025 Australian Financial Advice Landscape.

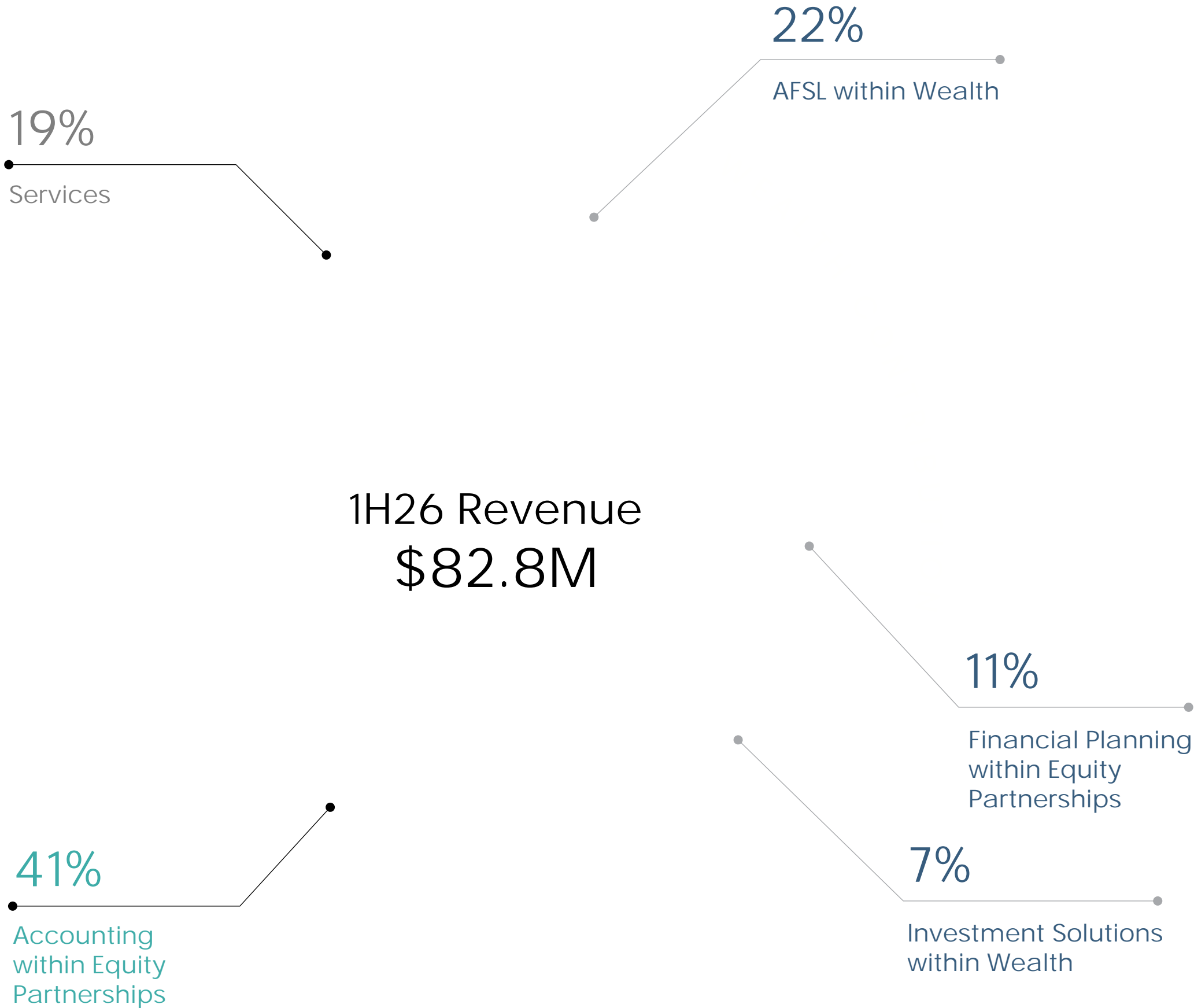
# Turning demand into dollars: Count's playbook to increase wealth earnings



*We are well positioned to lead in an evolving, capacity-constrained advice market*

|                      |  |  |   |
|----------------------|--|--|---|
| <p>Strengths</p>     | <p>Scaled national network with strong Adviser advocacy</p>                    | <p>Integrated advice + accounting footprint, employing 76 Financial Advisers</p> | <p>Technology-enabled efficiency + consistent client outcomes</p> |
| <p>Opportunities</p> | <p>Large pool of wealth firms seeking scale and support</p>                    | <p>Footprint of Equity Partners to grow through M&amp;A</p>                      | <p>Improvement in technology driven operational efficiencies</p>  |
| <p>Enablers</p>      | <p>Governance discipline that supports scalable organic + inorganic growth</p> | <p>Investment solutions platform enhancing Adviser productivity</p>              | <p>Demonstrated strong execution of M&amp;A</p>                   |

Revenue by service line



Combined Wealth and Financial Planning revenue represents **40%** of revenue, up from 32% in FY23

# Clearly demonstrated results momentum

Strong positive trends across all key financial and commercial indicators



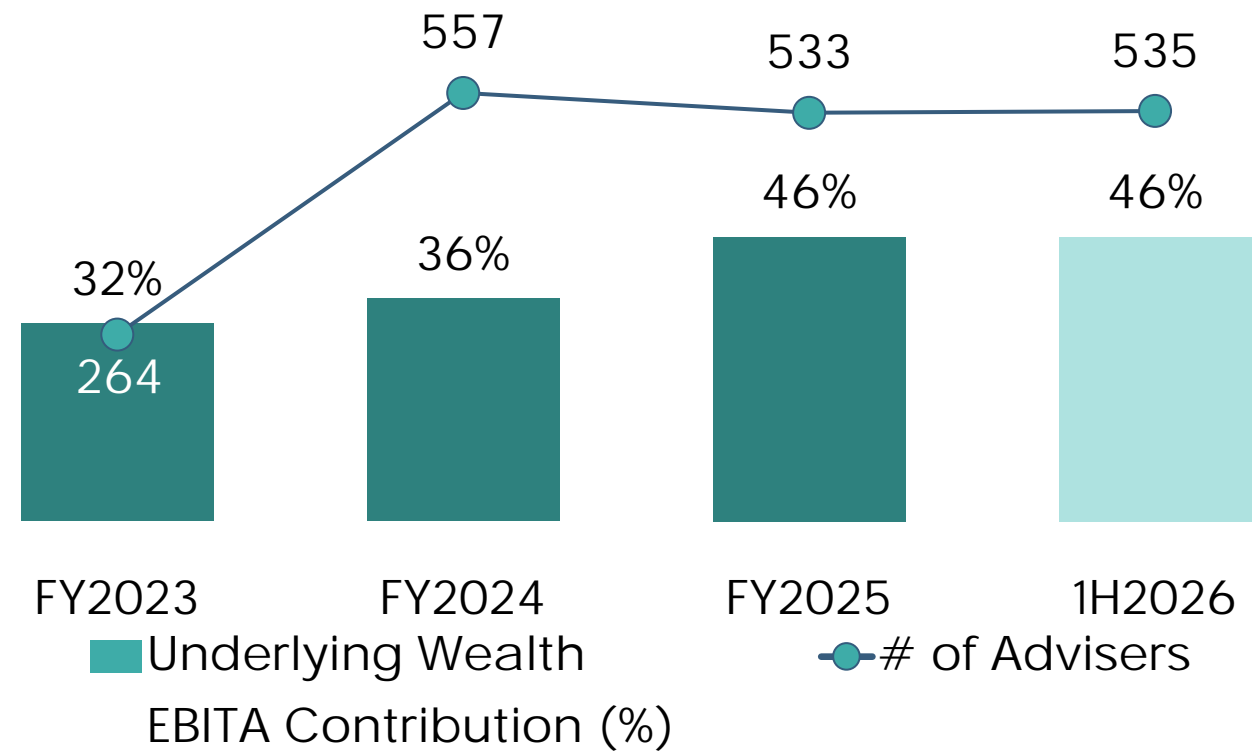
Strong wealth and advice momentum...

... delivering significant margin expansion...

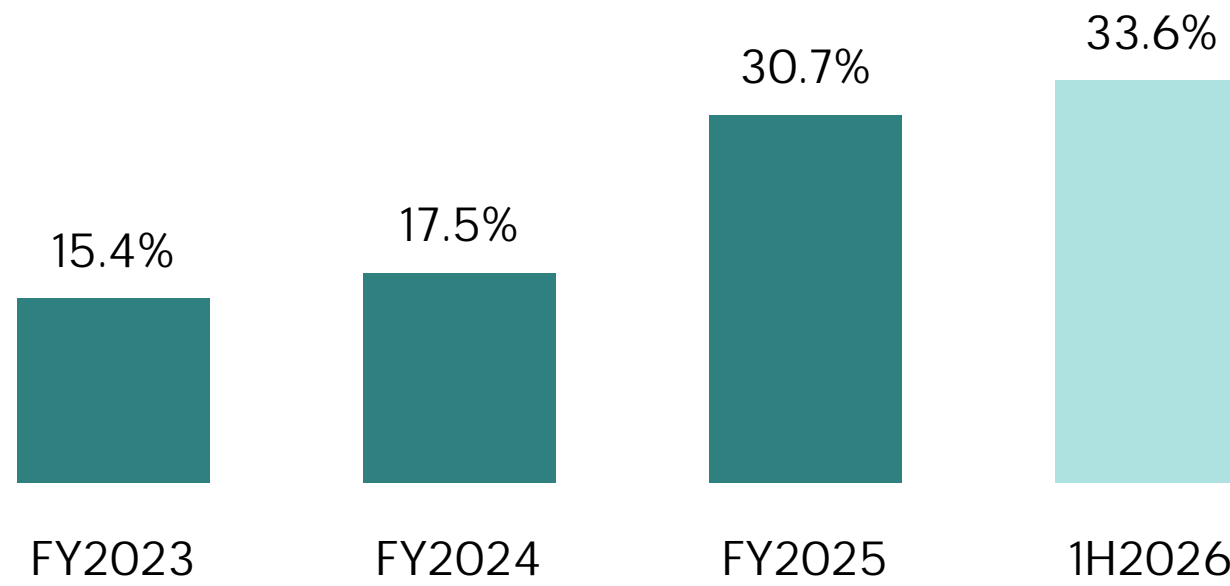
... underpinned by value creating transactions and FUM growth.

## Underlying Wealth EBITA Contribution %

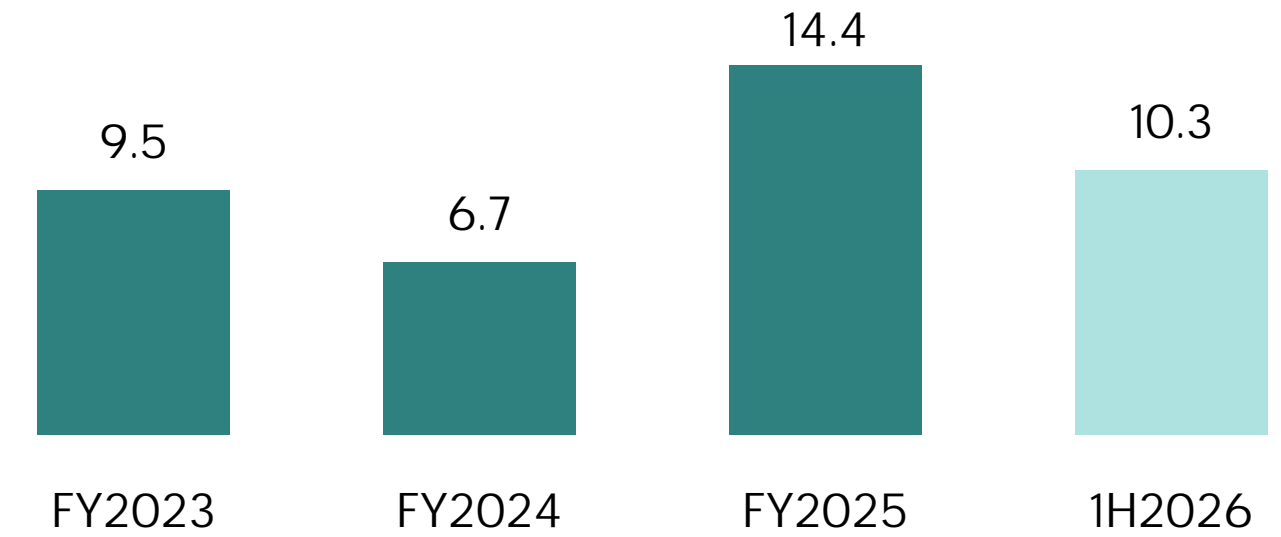
76 employed Advisers within equity partnership segment (+10 over this period)



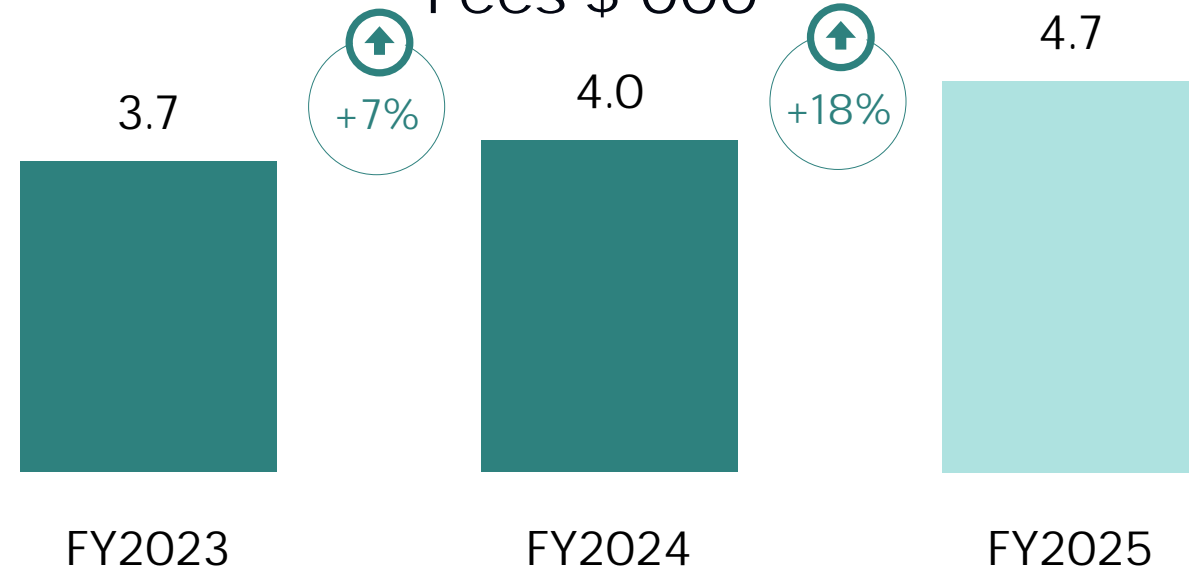
## Underlying Wealth Segment EBITA Margins



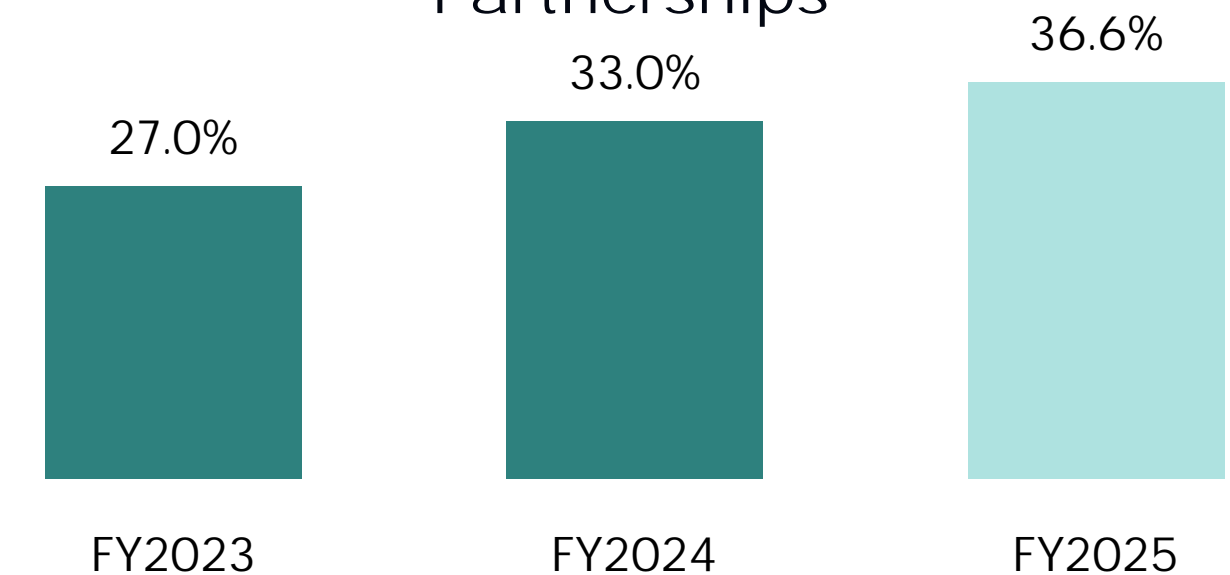
## Capital Deployed \$M



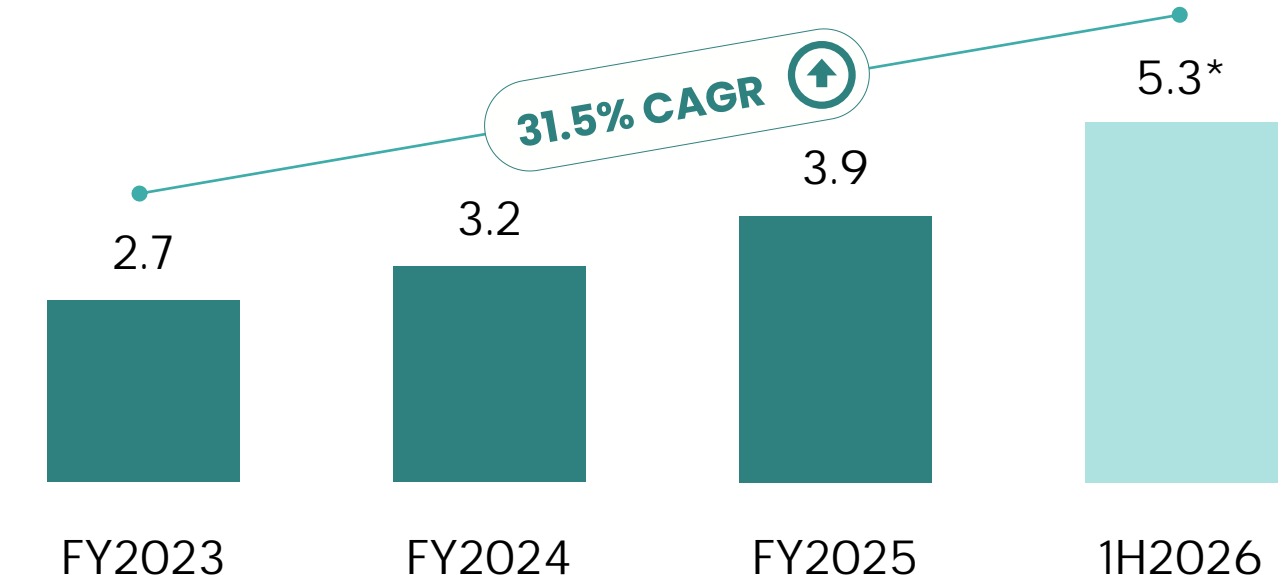
## Industry National Median Advice Fees \$'000<sup>2</sup>



## Financial Planning Margins - Equity Partnerships<sup>1</sup>



## FUM (\$B)



Sustained financial momentum
  Growing Adviser network
  Targeted Financial Planning acquisitions
  Long term value creation

\*includes FUM from Count Portfolios

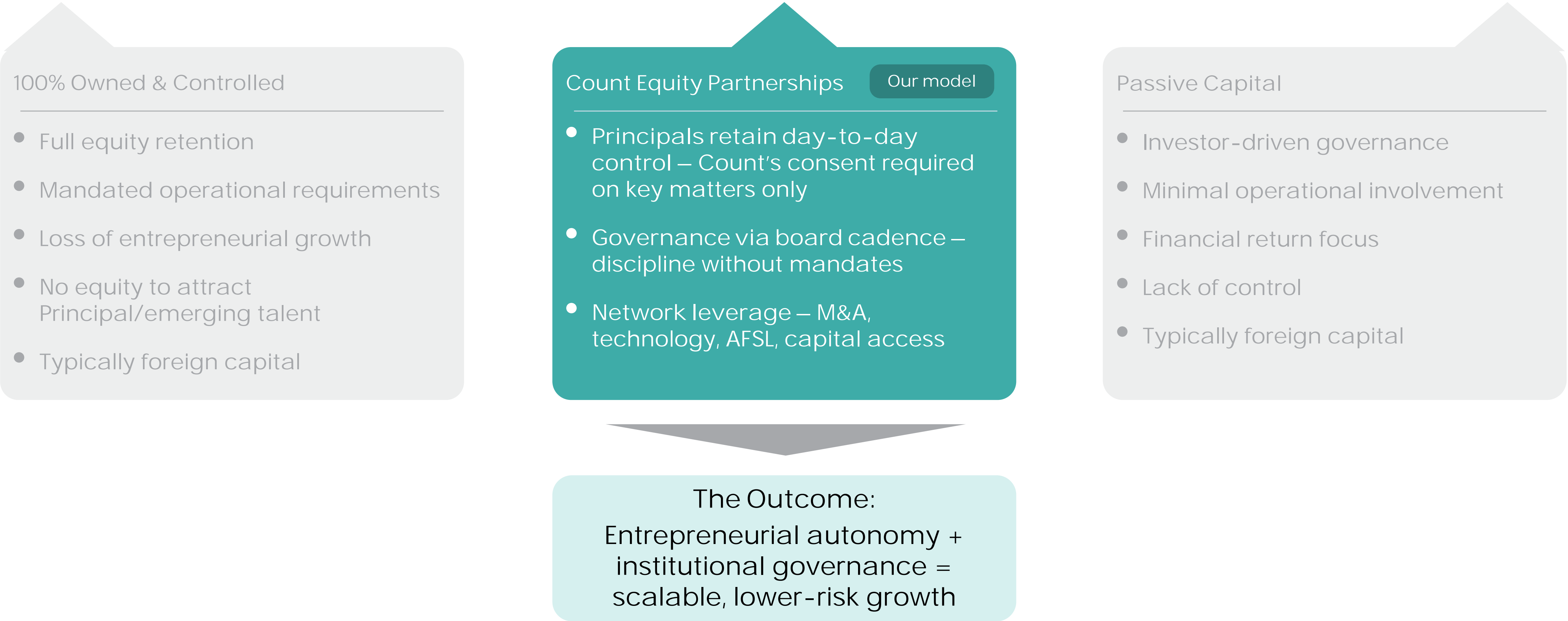
1. Financial Planning margins based on pure Financial Planning firms only

2. Adviser Ratings 2025 Australian Financial Advice Landscape

# Our advantage as an Australian-owned business partnering with local firms



*"Best of both worlds": Partner-led, community focussed, Count enabled*



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# Detailed Financials

# Key Financial Performance Summary



|  | 1H2026   | 1H2025   | Movement |       |
|--|----------|----------|----------|-------|
|  | \$'000   | \$'000   | \$'000   | %     |
| Underlying Revenue   | 82,816   | 71,741   | 11,075   | 15%   |
| Direct Costs   | (31,751) | (27,751) | (4,000)  | 14%   |
| Contribution margin  | 51,065   | 43,990   | 7,075    | 16%   |
| Other Income   | 1,250    | 1,414    | (164)    | (12%) |
| Operating Expenses – Subsidiaries                                | (31,548) | (27,955) | (3,593)  | 13%   |
| Operating Expenses – Corporate Office                            | (6,483)  | (5,716)  | (767)    | 13%   |
| Share of net profit of associates earnings                       | 2,317    | 2,183    | 134      | 6%    |
| Underlying EBITA <sup>1</sup>                                    | 16,599   | 13,916   | 2,683    | 19%   |
| Net Finance Costs  | (1,842)  | (2,145)  | 303      | (14%) |
| Amortisation   | (3,134)  | (2,928)  | (206)    | 7%    |
| Underlying Profit before tax <sup>1</sup>                        | 11,623   | 8,843    | 2,781    | 31%   |
| Income Tax Expense   | (2,895)  | (2,439)  | (456)    | 19%   |
| Underlying NPAT <sup>1</sup>                                     | 8,727    | 6,403    | 2,326    | 36%   |
| Underlying NPAT attributable to Count shareholders <sup>1</sup>  | 7,205    | 4,979    | 2,225    | 45%   |
| Underlying NPATA <sup>1</sup>                                    | 10,922   | 8,445    | 2,467    | 29%   |
| Underlying NPATA attributable to Count shareholders <sup>1</sup> | 9,169    | 6,891    | 2,278    | 33%   |

## Key 1H2026 Highlights

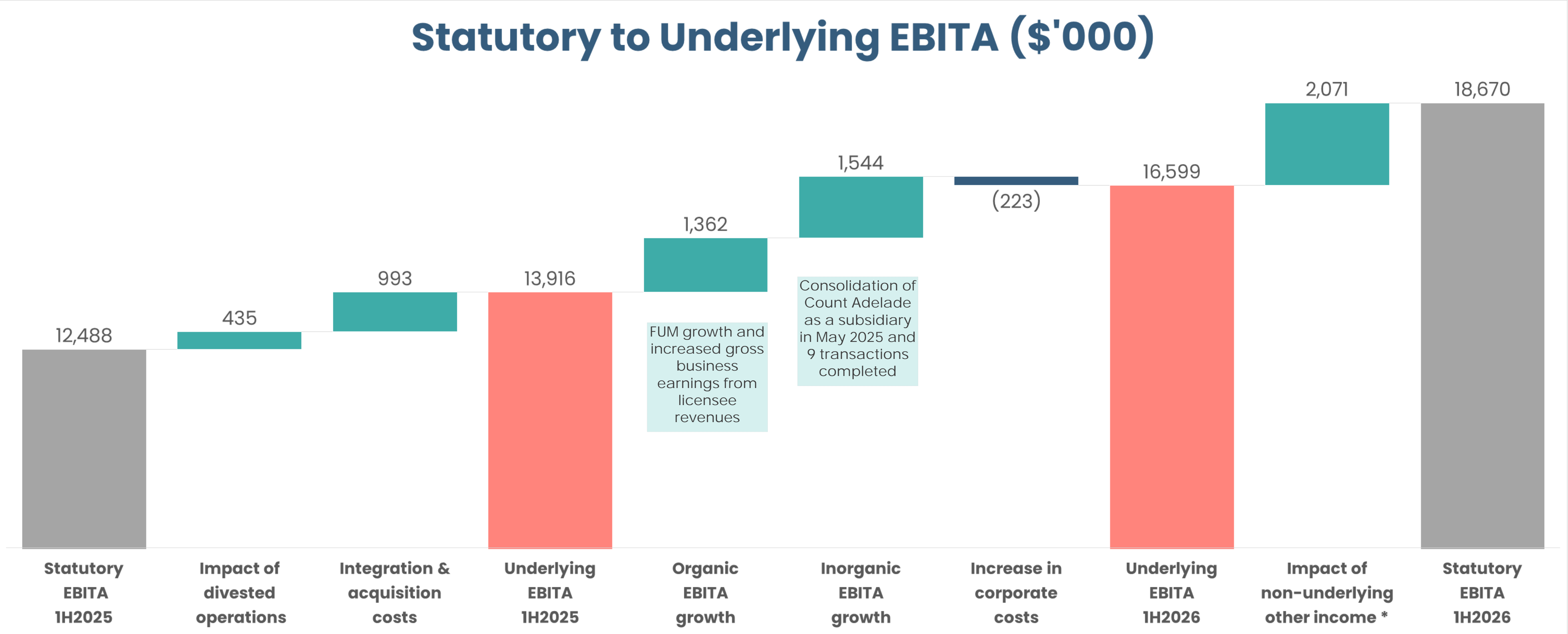
- Strong underlying earnings growth driven by:
  - The integration of 19 transactions completed in FY25 and 1H26, including Count Adelaide and WSC Group uplifting to subsidiaries;
  - Financial Planning revenues within Equity Partnerships at 12% and growing;
  - FUM growth of +49%;
  - Higher than expected 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.
- Corporate costs increased due to technology investment, and indirect transaction related expenditure, noting that costs as a percentage of revenue decreased from 8.0% to 7.8%.
- Proactive cash management driving lower interest costs despite growing capital employed for acquisitions.
- Increase in amortisation costs due to acquisitions completed.

<sup>1</sup> 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 - 1H25 to 1H26



Strong organic and acquisitive growth underpinning 1H26 underlying results



Note: Refer to Appendix 7 for definition of Underlying EBITA

\* 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.



# Segment performance demonstrates both organic and acquisitive growth



|                                       | 1H2026        | 1H2025        | Movement      |            |
|---------------------------------------|---------------|---------------|---------------|------------|
|                                       | \$'000        | \$'000        | \$'000        | %          |
| Equity Partnerships                   | 43,017        | 34,753        | 8,264         | 24%        |
| Wealth                                | 23,684        | 21,422        | 2,262         | 11%        |
| Services                              | 16,115        | 15,566        | 549           | 4%         |
| <b>Underlying Revenue<sup>1</sup></b> | <b>82,816</b> | <b>71,741</b> | <b>11,075</b> | <b>15%</b> |
| Equity Partnerships                   | 9,662         | 8,660         | 1,002         | 12%        |
| Wealth                                | 7,960         | 5,782         | 2,178         | 38%        |
| Services                              | 4,822         | 5,096         | (274)         | (5%)       |
| Corporate                             | (5,845)       | (5,622)       | (223)         | 4%         |
| <b>Underlying EBITA<sup>1</sup></b>   | <b>16,599</b> | <b>13,916</b> | <b>2,683</b>  | <b>19%</b> |

## Equity Partnerships

- Financial Planning revenue contribution within Equity Partnerships consistent at 25%.
- Increased utilisation of in-house Services, in particular outsourcing to address talent shortage.
- Count Adelaide and WSC Group uplifted from Associates to Subsidiaries via share acquisitions over the last 12 months.

## Wealth

- Count portfolios transitioned, adding \$889M of FUM on 1 October 2025.
- Strong CARE FUM growth with an increase of +\$489 million (comprises of +\$262m net inflows and +\$227m market movement) over last six months.
- 12% growth in gross business earnings per Adviser compared to 1H25, resulting in increased licensee revenue.

## Services

- Proposed Division 296 tax on large superannuation balances expected to increase actuarial certifications requirements for SMSFs.
- Priority Networking launched cyber security assessment offering, mitigating group risks within our AFSL network firms.
- Expanded actuarial capability through the McGing transaction, uplifting tools available to our Financial Advisers.

## Corporate

- Cost discipline continues in place, including a deliberate increase in technology investment.

<sup>1</sup> Refer to Appendix 7 for definitions behind Underlying Revenue and Underlying EBITA.

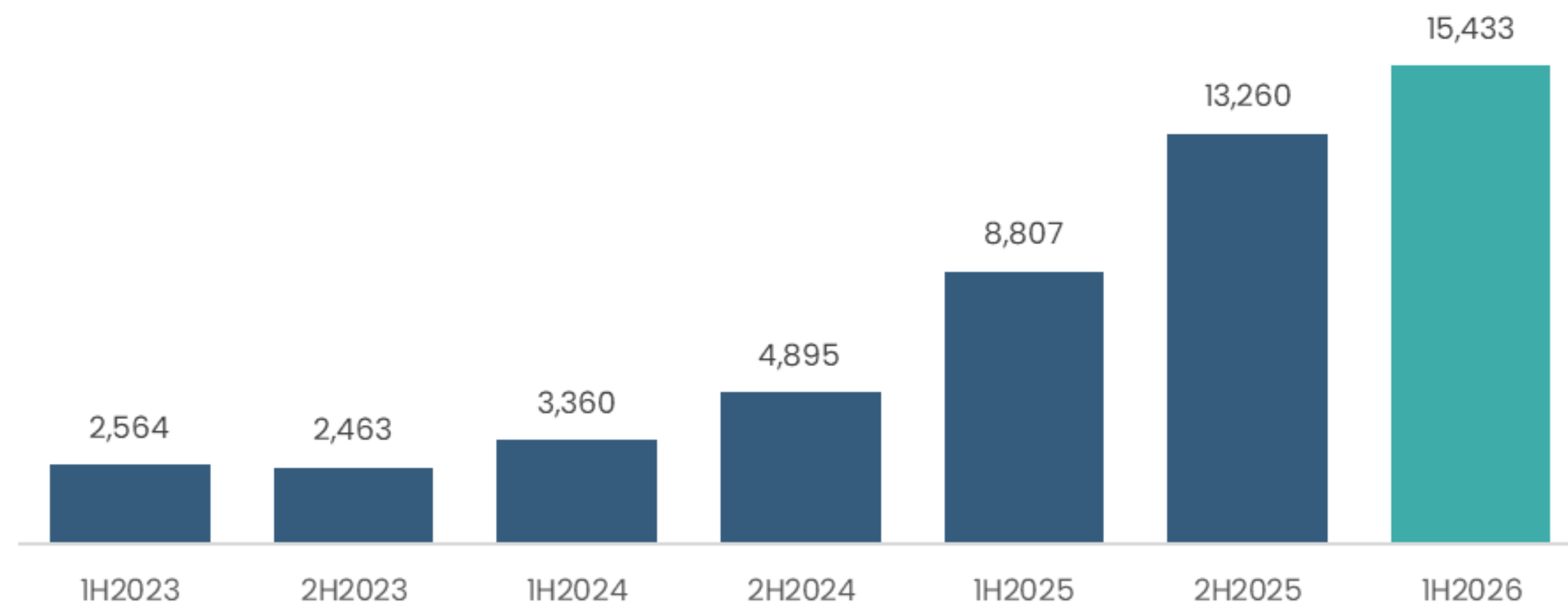
# Consistent, strong cash flow generation

|   | 1H2026  | 1H2025  | Movement |      |
|---|---------|---------|----------|------|
|   | \$'000  | \$'000  | \$'000   | %    |
| Operating activities before interest and taxation | 18,782  | 11,825  | 6,957    | 59%  |
| Net interest paid                                 | (1,813) | (1,682) | (131)    | 8%   |
| Income Tax payments                               | (1,536) | (1,336) | (200)    | 15%  |
| Net operating activities                          | 15,433  | 8,807   | 6,626    | 75%  |
| Net investing activities                          | (6,792) | (6,523) | (269)    | 4%   |
| Net financing activities                          | (9,053) | (3,685) | (5,368)  | 146% |

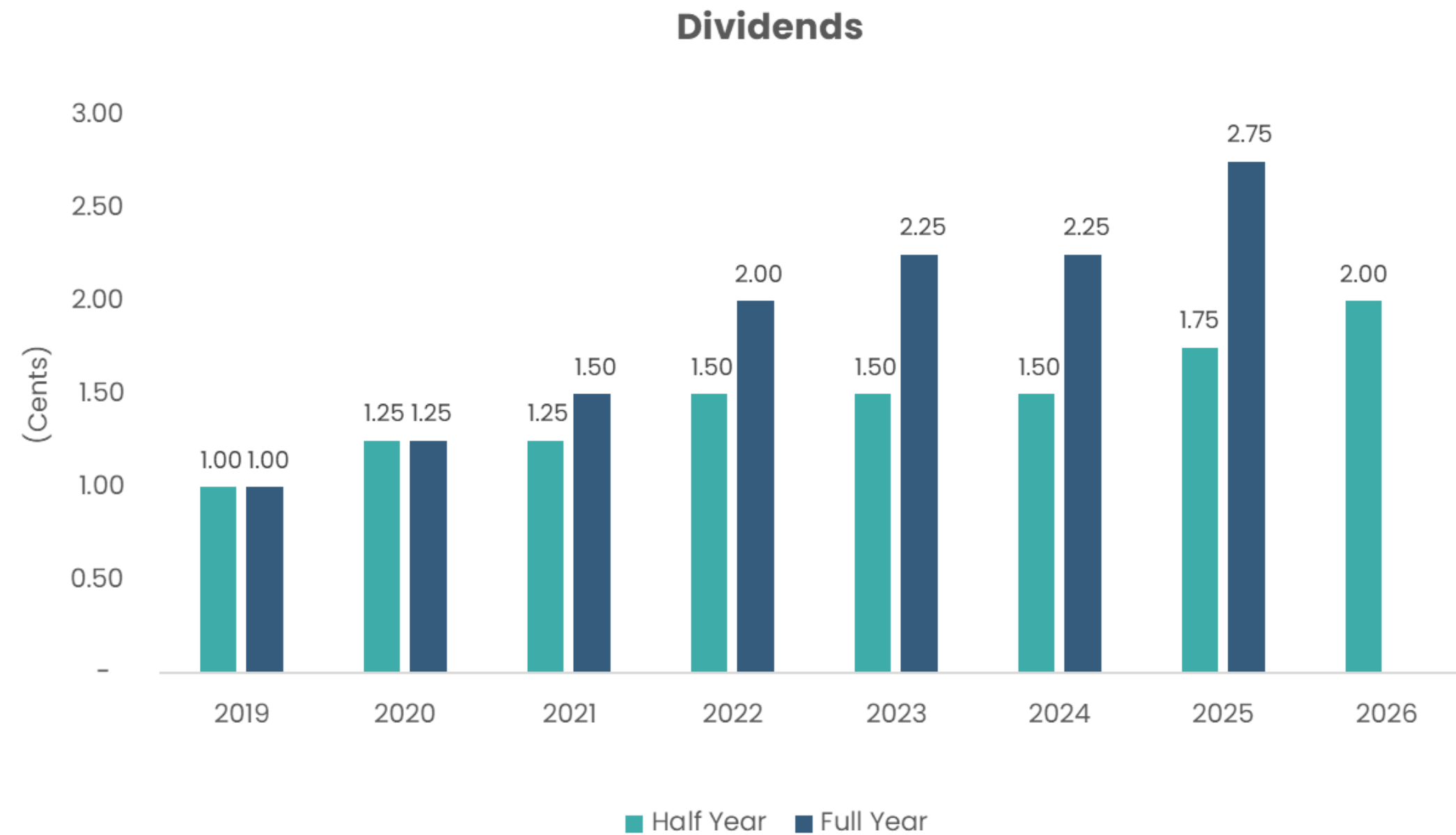
## Key highlights

- Strong operating cash flow growth underpinned by strong business performance and continued focus on optimising cash.
- EBITDA to Operating activities before interest and taxation conversion at 90% (1H25: 79%).
- Higher dividends from associates driven by organic and inorganic growth.
- Group continues to utilise carry forward tax losses to offset tax payable, with the tax paid attributable to Count's subsidiaries within the Equity Partnership segment.
- Increased capital deployment for earnings accretive acquisitions compared to prior period.
- Increased debt repayments stemming from improved operating cash flow.

**Operating cash flow per half year - \$000**



# Interim Dividend to lift with ample and increased headroom



## Key dates for 1H2026 Interim dividend

**Ex-Dividend date**  
Friday 27 February 2026

**Payment date**  
Friday 20 March 2026

**Record date**  
Monday 2 March 2026

**Franking credits**  
31 December 2025 of \$19.9M  
(30 June 2025 \$20.4M)

- 1H2026 interim dividend of 2.00 cents per share, fully franked (1H2025 interim dividend of 1.75 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 underlying EBITA range of 1.2x.
- Strong cashflow generation providing healthy debt metrics to continue M&A execution.

|                              | 1H2026    | FY2025    |
|------------------------------|-----------|-----------|
| Net (debt)/cash <sup>1</sup> | (\$22.5m) | (\$23.1m) |
| Headroom <sup>2</sup>        | \$30.6m   | \$23.1m   |

<sup>1</sup> Net (debt)/cash is calculated as cash and cash equivalents less total external interest-bearing loans

<sup>2</sup> Headroom is the total undrawn debt facilities plus available overdraft facilities

Note: The Board may consider varying the amount of dividends to be paid or to be declared, having regard to economic and industry conditions as well as potential acquisition requirements

# 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 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

4 Pillars

|   |  |   |   |
|---|--|---|---|
| <p><b>ADVICE</b></p> <p>Expand our Advice value chain</p> | <p><b>EDUCATION &amp; EXPERTISE</b></p> <p>Elevate our knowledge, education and expertise offering</p> | <p><b>INVESTMENTS</b></p> <p>Expand and enhance our investment capability</p> | <p><b>EQUITY</b></p> <p>Capitalise on Equity Partnerships potential</p> |
|---|--|---|---|

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

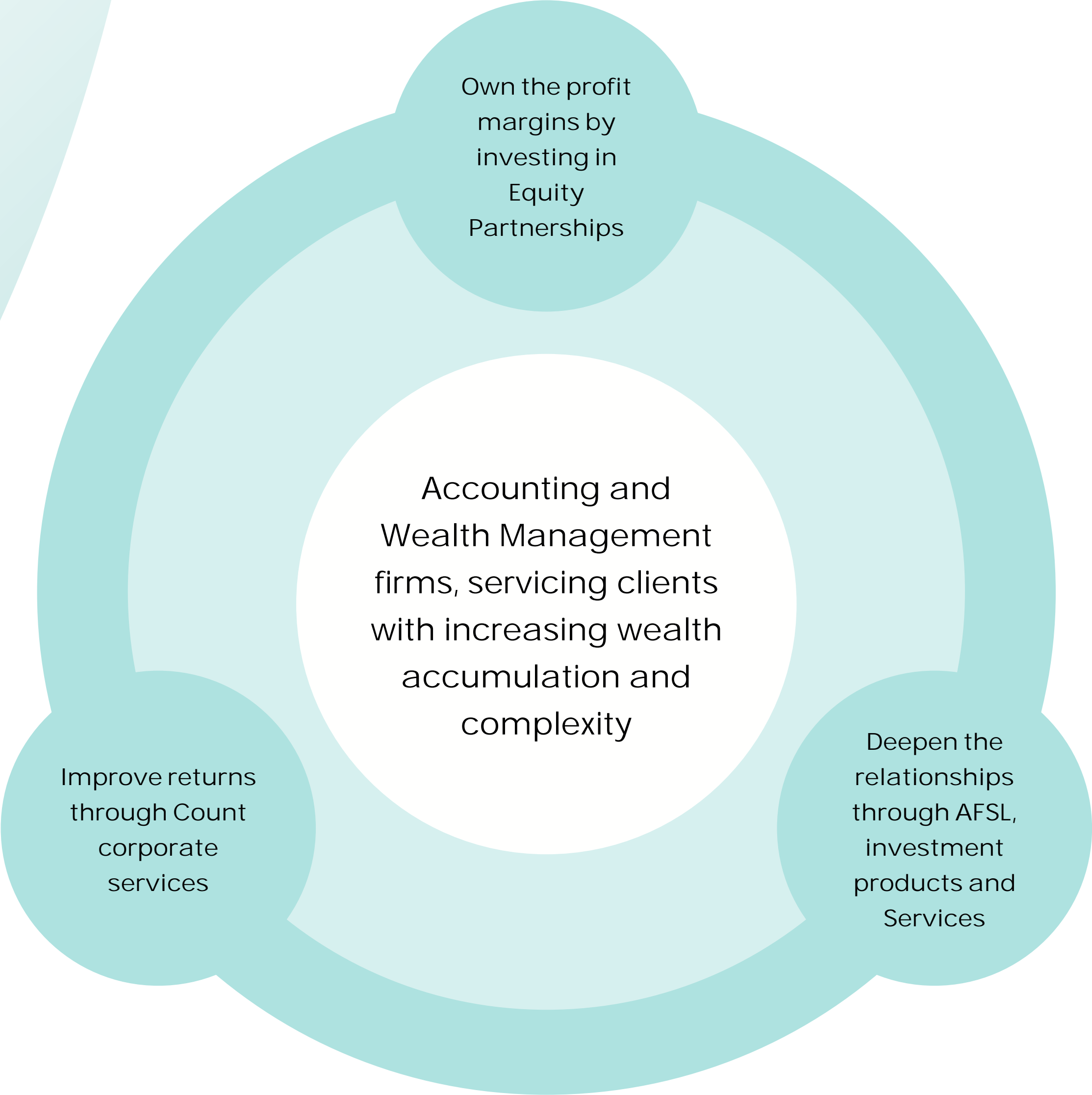
Risk management

# Continued execution of Count's flywheel

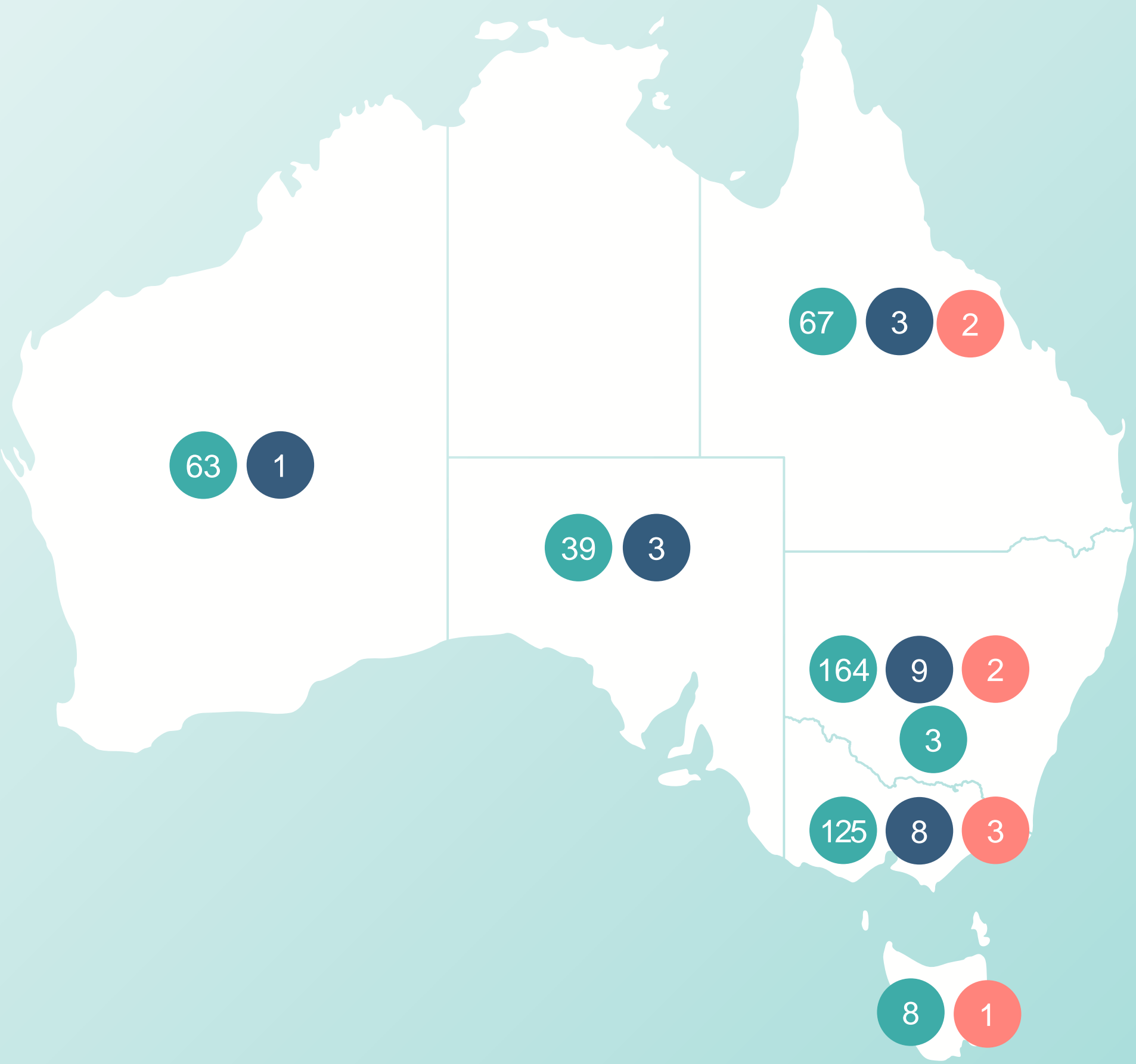


We remain focused on driving shareholder value by:

- Growing our employed Financial Advisers, targeting financial planning revenues to represent 50% of the Equity Partnership revenues within five years;
- Continuing the execution of our M&A strategy;
- Accelerating the rollout of the CARE investment philosophy and Count Investment Solutions, targeting \$10b of FUM within five years; and
- Improving the take-up of Count outsourcing solutions, IT managed services and Education products, targeting 50% take up within the Count network within five years.



# Appendix



- Licensed Advice Firms
- Equity Partners – Accounting and Wealth
- Services Businesses

501 Firms

16<sup>th</sup> Largest Accounting Firm in Australia<sup>1</sup>

\$5.3B Funds under management

\$40.2B Funds under advice

\$82.8M Statutory Revenue<sup>2</sup>

157 Firms using Count investment Solutions

162K Clients served<sup>3</sup>

\$16.6M Underlying EBITA<sup>4</sup>

Note: Unless otherwise stated, all metrics above are as at 31 December 2025.  
<sup>1</sup> Australian Financial Review, Top 100 Accounting Firms, November 2025  
<sup>2</sup> Statutory revenue for the 6 months ending 31 December 2025  
<sup>3</sup> Approximate 162,000 total clients serviced by our network in 6 months to December 2025  
<sup>4</sup> Underlying EBITA for the 6 months ending 31 December 2025

## Appendix 2 - Historical underlying performance



|  | 1H2026  | 1H2025  | 2H2025  | FY2025  | 1H2024  | 2H2024  | FY2024  | 1H2023  | 2H2023  | FY2023  | FY2022  |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  | \$'000  |
| Equity Partnerships – Revenue <sup>1</sup>             | 43,017  | 34,753  | 33,601  | 68,354  | 34,429  | 31,596  | 66,025  | 33,302  | 33,341  | 66,643  | 64,512  |
| Wealth – Revenue                                       | 23,684  | 21,422  | 20,831  | 42,253  | 10,405  | 19,399  | 29,804  | 8,442   | 9,631   | 18,073  | 15,409  |
| Services – Revenue                                     | 16,115  | 15,566  | 14,930  | 30,496  | 3,091   | 11,226  | 14,317  | 2,792   | 2,956   | 5,748   | 3,950   |
| Underlying – Revenue                                   | 82,816  | 71,741  | 69,362  | 141,103 | 47,925  | 62,220  | 110,146 | 44,536  | 45,928  | 90,464  | 83,871  |
| Equity Partnerships – EBITA <sup>1</sup>               | 9,662   | 8,660   | 5,733   | 14,393  | 7,364   | 6,339   | 13,703  | 6,132   | 6,359   | 12,491  | 11,509  |
| Wealth – EBITA   | 7,960   | 5,782   | 7,182   | 12,964  | 1,129   | 4,101   | 5,230   | 1,371   | 1,254   | 2,625   | 2,128   |
| Services – EBITA                                       | 4,822   | 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 <sup>2</sup> | (5,845) | (5,622) | (3,226) | (8,848) | (4,285) | (2,131) | (6,416) | (3,680) | (3,640) | (7,320) | (6,702) |
| Underlying – EBITA                                     | 16,599  | 13,916  | 13,830  | 27,746  | 5,437   | 11,196  | 16,633  | 4,955   | 5,390   | 10,355  | 8,832   |
| Equity Partnerships – Amortisation <sup>1</sup>        | (916)   | (745)   | (800)   | (1,545) | (467)   | (587)   | (1,054) | (460)   | (481)   | (941)   | (869)   |
| Wealth - Amortisation                                  | (1,123) | (1,145) | (1,134) | (2,279) | (525)   | (1,300) | (1,825) | (309)   | (309)   | (618)   | (651)   |
| Services - Amortisation                                | (1,094) | (1,031) | (1,055) | (2,086) | (425)   | (453)   | (878)   | (448)   | (401)   | (849)   | (606)   |
| Corporate Office - Amortisation <sup>2</sup>           | (1)     | (7)     | (6)     | (13)    | (10)    | (9)     | (19)    | (14)    | (43)    | (57)    | (28)    |
| Underlying - Amortisation                              | (3,134) | (2,928) | (2,995) | (5,923) | (1,427) | (2,349) | (3,776) | (1,231) | (1,234) | (2,465) | (2,154) |
| Equity Partnerships - EBIT <sup>1</sup>                | 8,746   | 7,915   | 4,933   | 12,848  | 6,897   | 5,752   | 12,649  | 5,672   | 5,878   | 11,550  | 10,639  |
| Wealth - EBIT  | 6,837   | 4,637   | 6,048   | 10,685  | 603     | 2,802   | 3,405   | 1,062   | 945     | 2,007   | 1,477   |
| Services - EBIT  | 3,728   | 4,065   | 3,086   | 7,151   | 804     | 2,434   | 3,238   | 693     | 1,018   | 1,711   | 1,291   |
| Corporate Office – EBIT <sup>2</sup>                   | (5,846) | (5,630) | (3,231) | (8,861) | (4,295) | (2,140) | (6,435) | (3,694) | (3,684) | (7,378) | (6,730) |
| Underlying - EBIT                                      | 13,465  | 10,987  | 10,836  | 21,823  | 4,009   | 8,848   | 12,857  | 3,733   | 4,157   | 7,890   | 6,677   |
| Net Finance Costs                                      | (1,842) | (2,145) | (2,007) | (4,152) | (663)   | (1,550) | (2,213) | (512)   | (555)   | (1,067) | (1,069) |
| Income Tax Expense                                     | (2,895) | (2,439) | (1,920) | (4,359) | (733)   | (1,861) | (2,594) | (632)   | (383)   | (1,015) | (242)   |
| Underlying NPAT  | 8,727   | 6,403   | 6,907   | 13,312  | 2,613   | 5,436   | 8,049   | 2,590   | 3,219   | 5,809   | 5,366   |
| Underlying NPAT attributable                           | 7,205   | 4,979   | 5,917   | 10,896  | 1,442   | 4,312   | 5,754   | 1,753   | 1,667   | 3,420   | 3,438   |
| Tax effected amortisation attributable                 | 1,964   | 1,912   | 1,892   | 3,804   | 792     | 1,448   | 2,240   | 679     | 655     | 1,334   | 1,206   |
| Underlying NPATA attributable                          | 9,169   | 6,891   | 7,809   | 14,700  | 2,234   | 5,760   | 7,994   | 2,432   | 2322    | 4,754   | 4,643   |
| Underlying NPATA                                       | 10,922  | 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 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.

## Appendix 3 - Reconciliation of underlying EBITA to reported NPATA



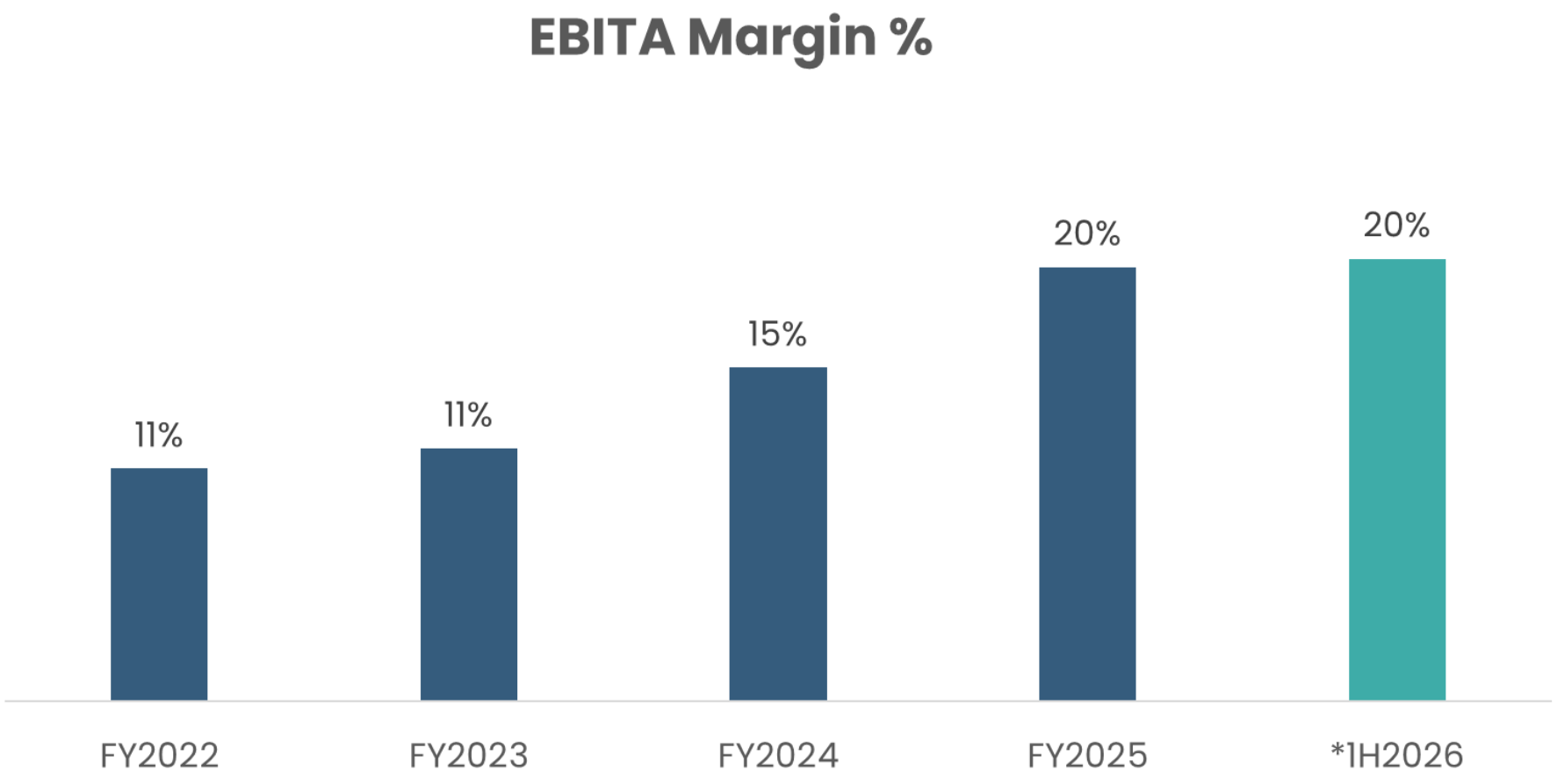
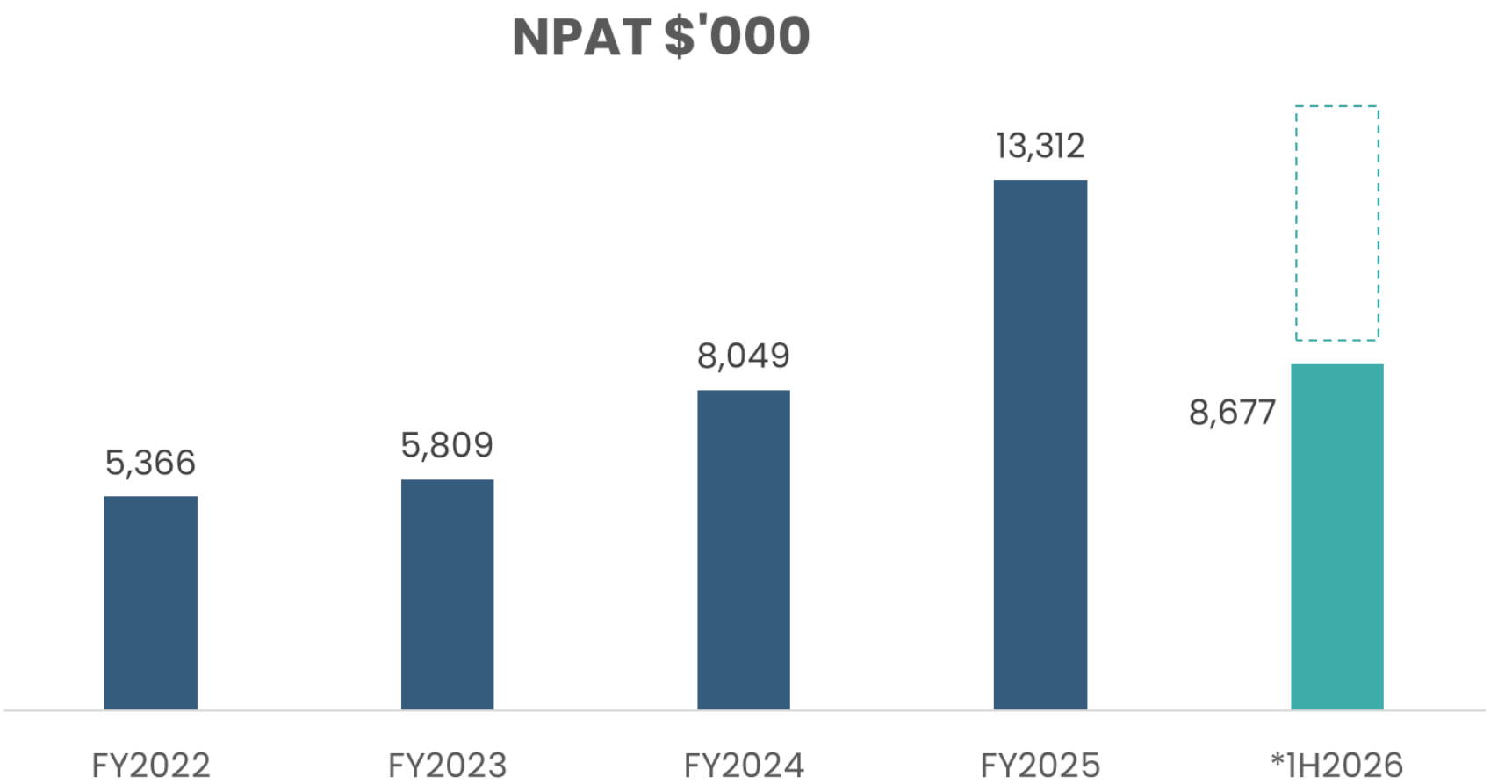
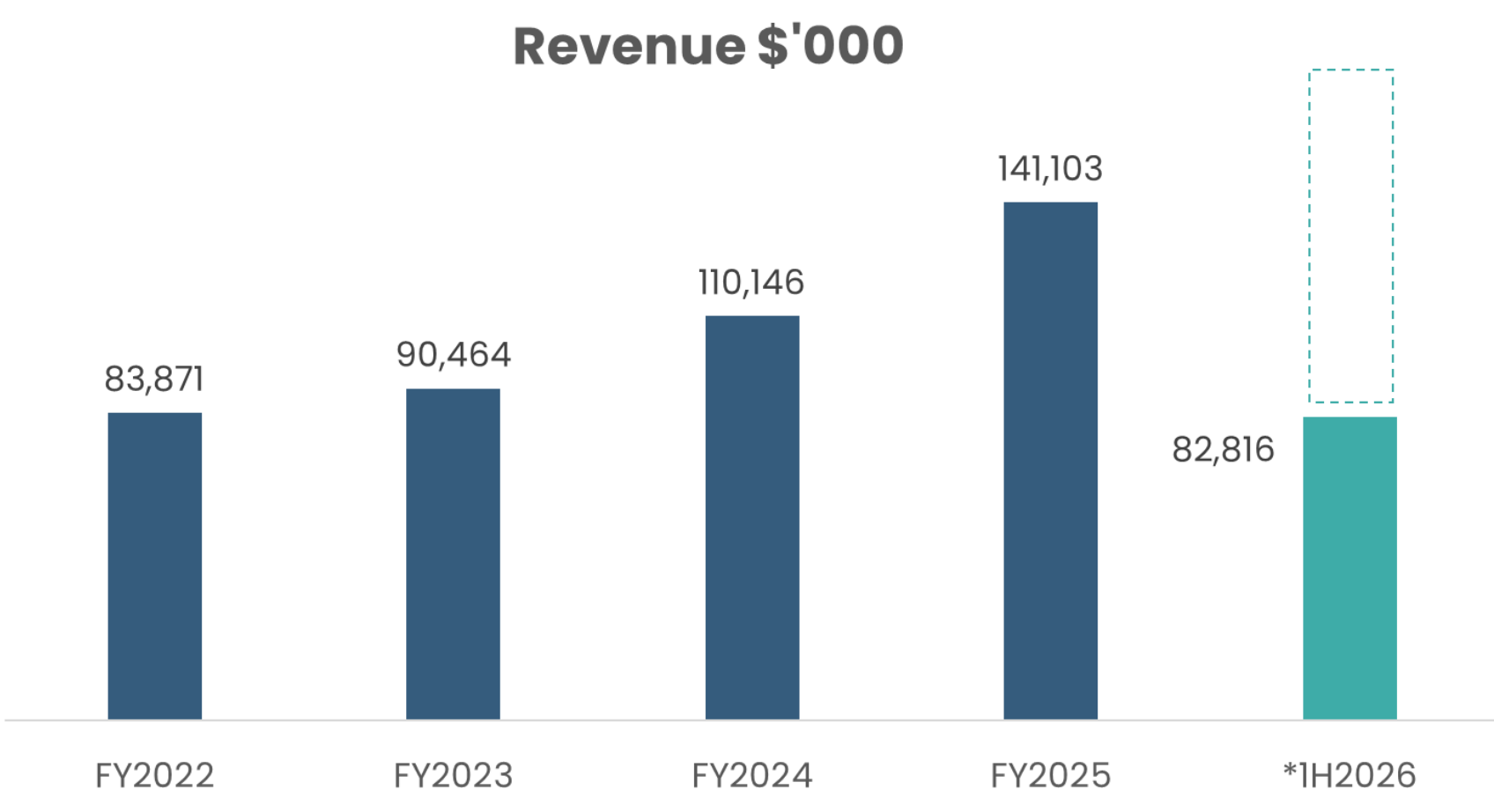
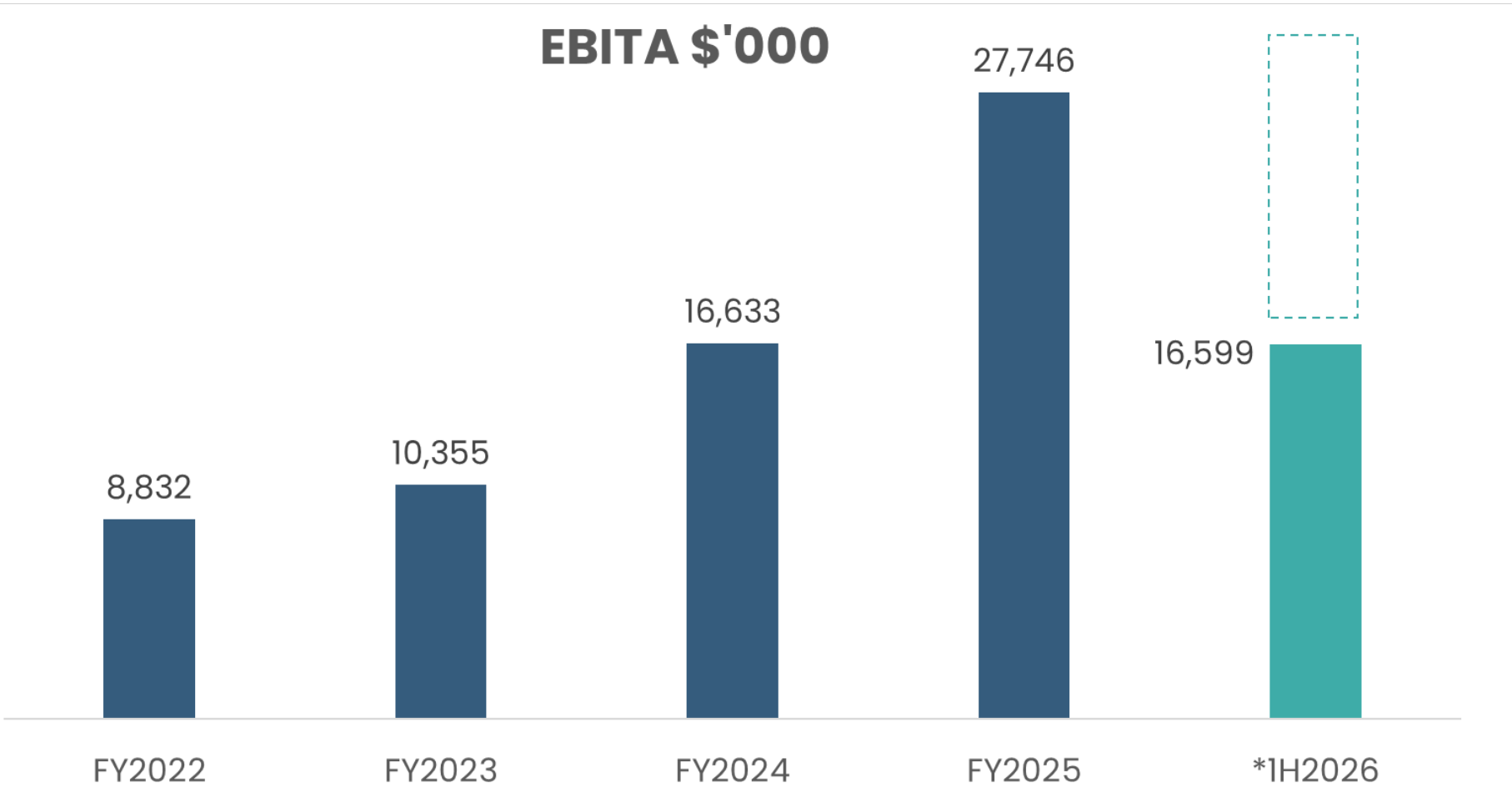
|  | Total   |         |          | Equity Partnerships |         | Wealth  |         | Services |         | Corporate Office |         |
|--|---------|---------|----------|---------------------|---------|---------|---------|----------|---------|------------------|---------|
|  | 1H2026  | 1H2025  | Movement | 1H2026              | 1H2025  | 1H2026  | 1H2025  | 1H2026   | 1H2025  | 1H2026           | 1H2025  |
|  | \$'000  | \$'000  | \$'000   | \$'000              | \$'000  | \$'000  | \$'000  | \$'000   | \$'000  | \$'000           | \$'000  |
| Underlying EBITA                                   | 16,599  | 13,916  | 2,683    | 9,662               | 8,660   | 7,960   | 5,782   | 4,822    | 5,096   | (5,845)          | (5,622) |
| Integration and transaction costs <sup>1</sup>     | 0       | (993)   | 993      | 0                   | 0       | 0       | 0       | 0        | 0       | 0                | (993)   |
| Impact of divested operations <sup>2</sup>         | 0       | (435)   | 435      | 0                   | (435)   | 0       | 0       | 0        | 0       | 0                | 0       |
| Impact of non-underlying other income <sup>3</sup> | 2,071   | 0       | 2,071    | 165                 | 0       | 600     | 0       | 0        | 0       | 1,306            | 0       |
| EBITA  | 18,670  | 12,488  | 6,182    | 9,827               | 8,225   | 8,560   | 5,782   | 4,822    | 5,096   | (4,539)          | (6,615) |
| Net finance costs                                  | (1,842) | (2,175) | 333      | (765)               | (593)   | 8       | 108     | 17       | (17)    | (1,101)          | (1,673) |
| Amortisation                                       | (3,134) | (2,974) | (160)    | (916)               | (791)   | (1,123) | (1,145) | (1,094)  | (1,031) | (1)              | (7)     |
| Profit before tax                                  | 13,694  | 7,339   | 6,355    | 8,146               | 6,841   | 7,445   | 4,745   | 3,745    | 4,048   | (5,643)          | (8,295) |
| Income tax expense                                 | (2,945) | (2,000) | (945)    | (1,903)             | (1,537) | (2,053) | (1,424) | (1,124)  | (1,214) | 2,135            | 2,174   |
| Net profit after tax                               | 10,749  | 5,339   | 5,410    | 6,242               | 5,304   | 5,391   | 3,322   | 2,622    | 2,834   | (3,508)          | (6,121) |
| NPATA  | 12,943  | 7,421   | 5,522    | 6,884               | 5,858   | 6,177   | 4,123   | 3,387    | 3,555   | (3,506)          | (6,116) |

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

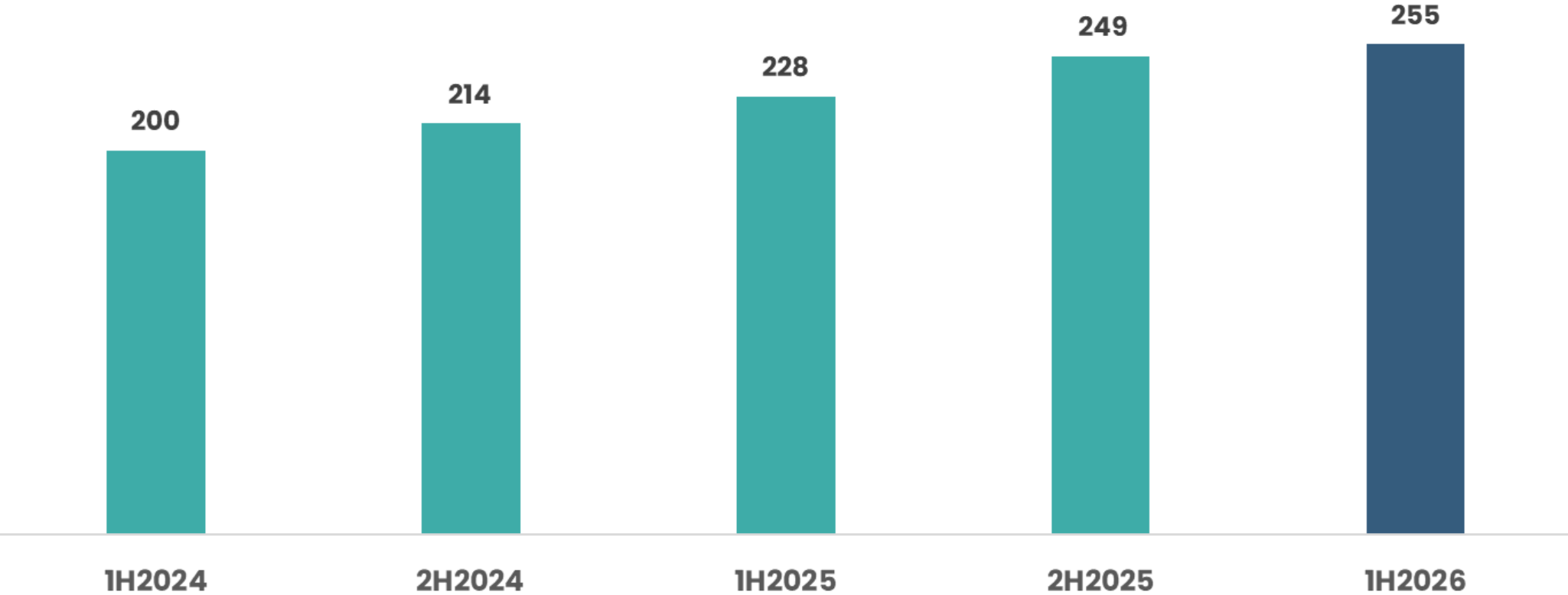


Note: Statutory figures were utilised for FY22 to FY23. Underlying figures were utilised for FY24, FY25 and 1H26. The charts do not reflect future guidance and are for illustrative purposes only.

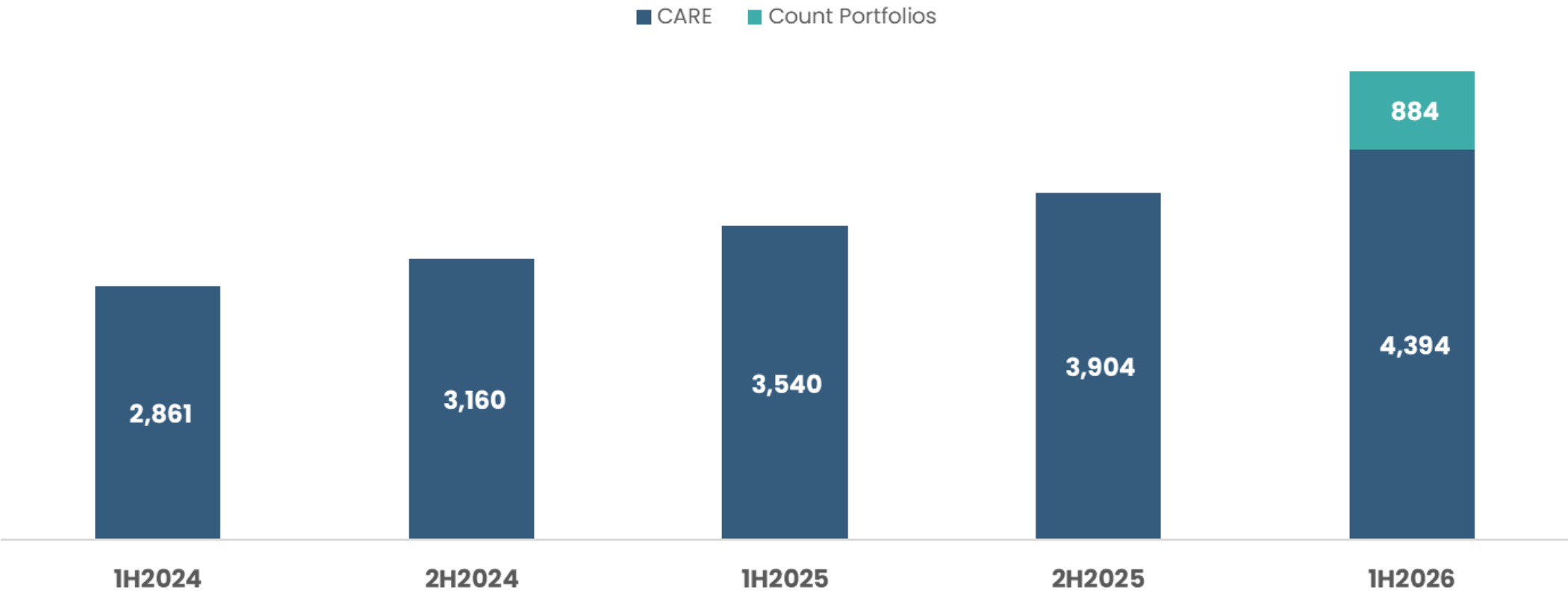
# Appendix 5 - Wealth segment growth underpinned by strong fundamentals



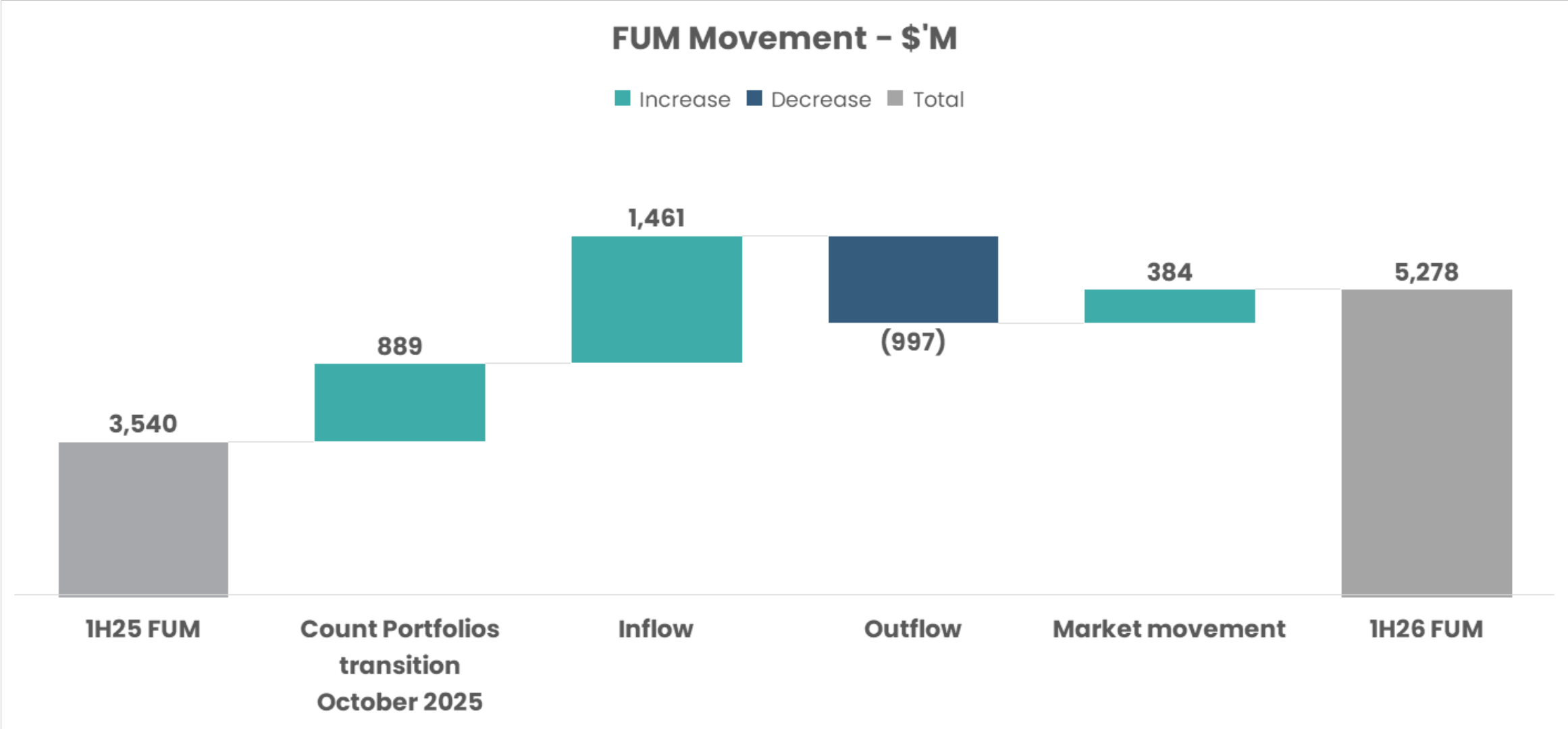
Gross Business Earnings per Adviser - \$'000



Funds Under Management - \$'M



FUM Movement - \$'M



## Equity Partnerships



## Wealth



## Services



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

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