Address by Ray Kellerman

Non-Executive Chair

2026 Annual General Meeting
Monday, 9 November 2026
At 9.30am (Sydney time)

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This address has been authorised for release to the ASX by the Chair of Count Limited.

Chair address

Good morning ladies and gentlemen,

My name is Ray Kellerman, and it is my pleasure as Chair of Count Group to welcome you to our Annual General Meeting.

FY2026 was another year of strong growth for the Group. Statutory EBITA increased 39% to $34.5 million and underlying EBITA increased 20% to $33.4 million. Statutory profit after tax attributable to shareholders increased to $15.2 million and underlying profit after tax attributable to shareholders $13.9 million. Statutory revenue lifted 16% to $165.9 million.

The growth in our wealth businesses was a highlight. Funds under management reached $6.5 billion, up 66% over the year including Oracle, and funds under advice including Oracle grew to $43.0 billion. Wealth contributed 44% of segment EBITA in FY2026, a significant increase from 31% 3 years ago.

It is our intent to continually increase the rate of dividends paid. The Board declared a final dividend of 3.0 cents per share, fully franked, taking total dividends for FY2026 to 5.0 cents per share, up from 4.5 cents in FY2025. This is consistent with our dividend policy of paying out 60% to 90% of maintainable earnings.

Capital allocation remained disciplined. We completed 10 transactions in FY2026, including four financial planning tuck-ins. In April and May 2026, we completed an equity raising and share purchase plan to fund the acquisition of Oracle Group, which completed on 20 July 2026 and is now rebranded as Count Wealth. I thank shareholders for their strong support of that raising. We ended the year with net cash of $26.1 million, and after Oracle we have $52.0 million of undrawn debt headroom to support future growth.

Oracle strengthens our position in the structurally growing financial planning market, adds around 22 employed advisers across 14 offices, and gives a bigger base for our investment solutions. Integration is substantially complete, and we have lifted our targeted annualised cost synergies to at least $1.25 million.

Last week we announced the exciting acquisition of Skybridge, a leading converged accounting and financial planning firm with around 110 employees and contractors, including 13 employed advisers, in 16 locations. We are acquiring a 75% majority interest, which is our largest Equity Partnership investment to date. We expect the transaction to be mid to high single-digit EPS accretive to Count Group on a FY2027 pro forma basis.

We continue to invest in our flywheel. We are an engaged adopter of AI and automation, with a carefully curated approach, and are already seeing operating efficiencies and new services revenue. Investment in technology, marketing, M&A capability and our AML/CTF controls drove growth in our corporate costs this year. The Board considers this the right balance for a larger, more integrated group with ambitious growth plans.

The outlook is supported by clear structural demand. An ageing population with accumulated wealth, intergenerational wealth transfer, growth in superannuation and more SMSFs, and ongoing changes in tax and regulation are all lifting demand for advisory work. At the same time, we remain vigilant on inflation, geopolitical uncertainty and market conditions, and our management team remains focused on cost discipline and execution.

On behalf of my fellow directors, I sincerely thank Kate Hill for her service and wish her the very best for the future. I also welcome Katrina Glendinning to the Board and thank my fellow directors for their guidance throughout the year.

Finally, on behalf of the Board, I express my appreciation to all of our people, partners and members at Count Group whose commitment and hard work underpin these results.

The Board remains focused on delivering profitable growth and sustainable returns for shareholders. Thank you for your time today and for your continued support.

Ray Kellerman

Non-Executive Chair