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## Amendment to Investor Presentation

Wednesday 26 August 2026

An amendment to the Investor Presentation (FY2026 financial results for the year ended 30 June 2026) released earlier this morning has been made, and an updated version of this presentation is attached.

The amendment relates to slide 24 and the calendar days to the Ex-Dividend date, Record date and Payment date.

This announcement has been authorised for release to the ASX by the Company Secretary of Count Limited.



# Full Year 2026 Results Presentation

26 August 2026

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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.



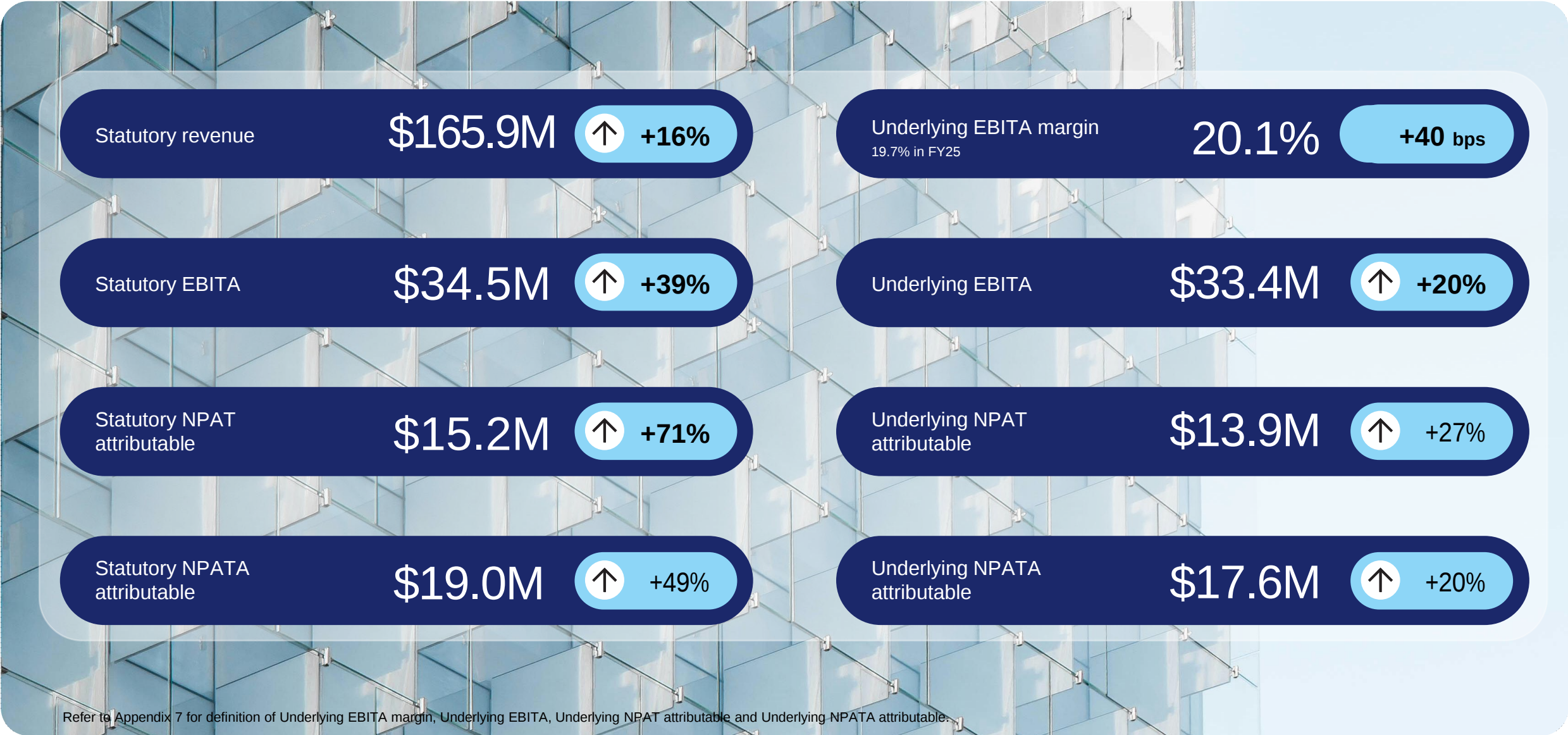
# FY2026 Business highlights



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Continued strong growth in both Statutory and Underlying results



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)<sup>1</sup>

**+14%**



**\$6.5B**

Funds Under Management (FUM)<sup>1</sup>

**+66%**



**+\$2.6B**

FUM growth over last 12 months<sup>1</sup>

**+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



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## Strong Wealth Management momentum driving top line growth across the business

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

### Wealth

|              |                |                                                                                                 |
|--------------|----------------|-------------------------------------------------------------------------------------------------|
| Revenue      | <b>\$45.8m</b> | (+8% FY25)                                                                                      |
| EBITA        | <b>\$15.1m</b> | (+16% FY25)                                                                                     |
| EBITA margin | <b>33%</b>     |  (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      | <b>\$87.1m</b>         | (+27% FY25)                                                                                       |
| EBITA        | <b>\$19.3m</b>         | (+34% FY25)                                                                                       |
| EBITA margin | <b>23%<sup>1</sup></b> |  (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      | <b>\$32.9m</b> | (+8% FY25)                                                                                        |
| EBITA        | <b>\$11.1m</b> | (+21% FY25)                                                                                       |
| EBITA margin | <b>34%</b>     |  (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.

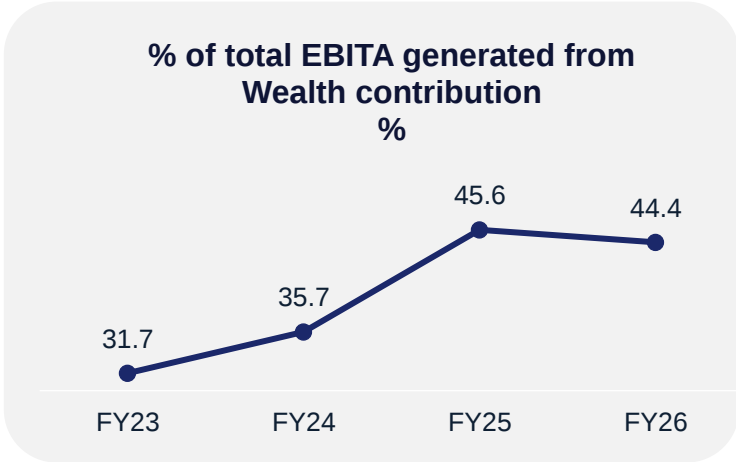
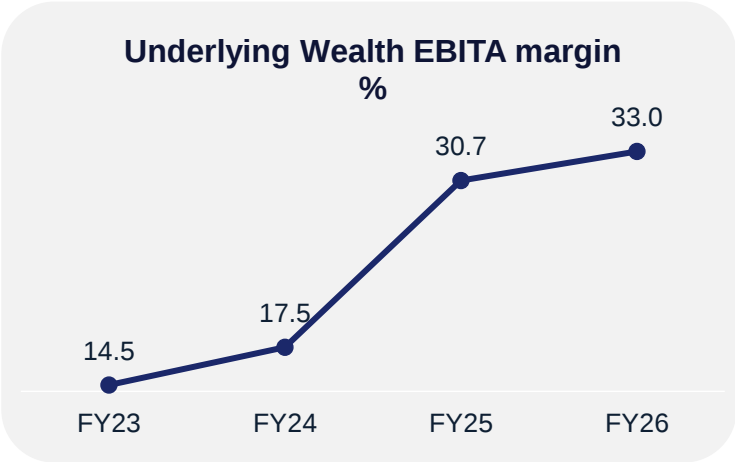
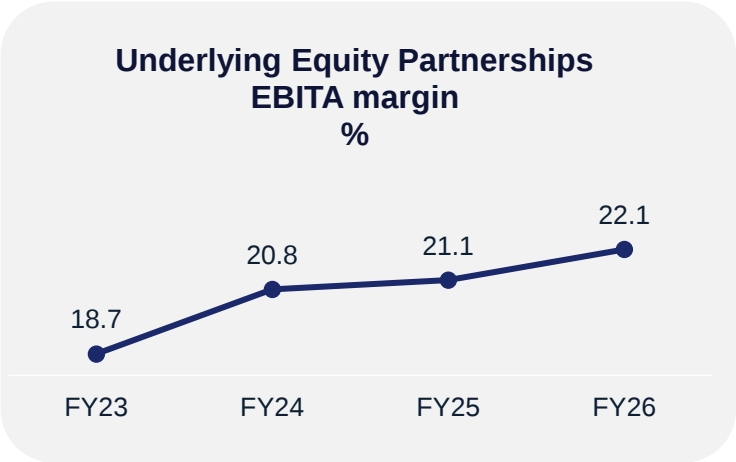
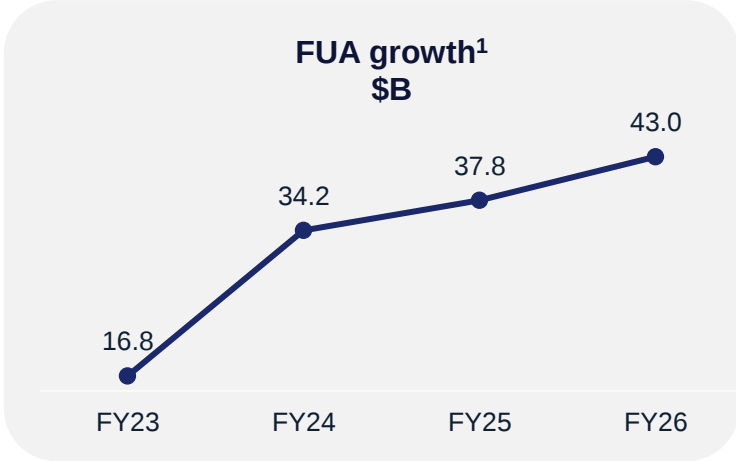
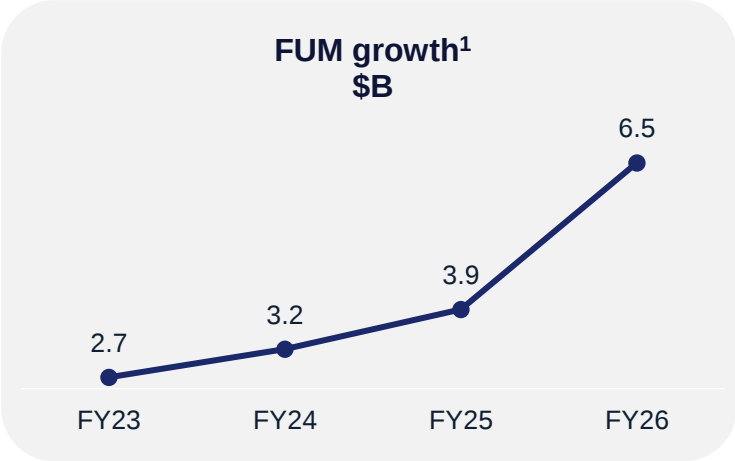
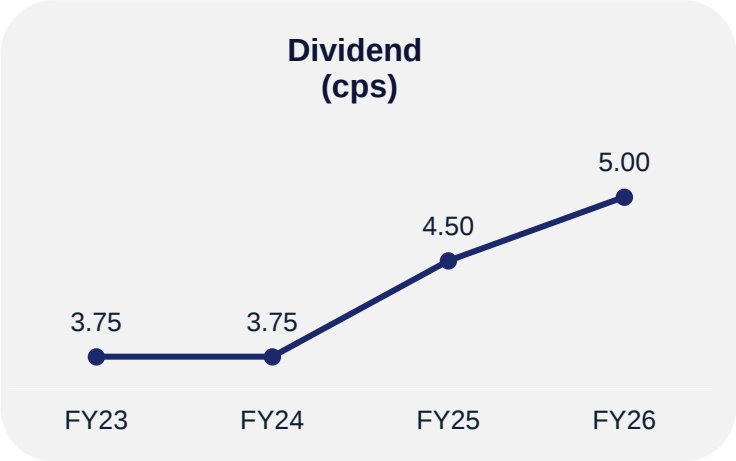
<sup>1</sup> Average firm EBITA margin has been used.

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



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

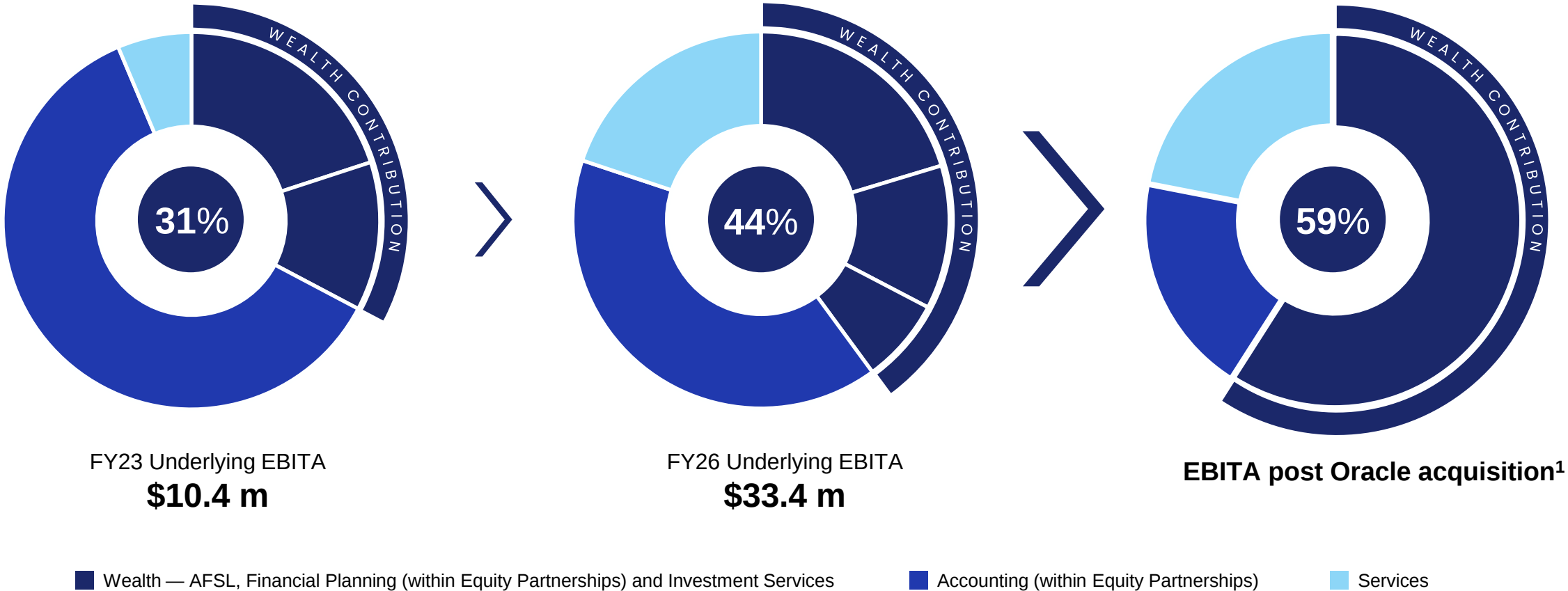
Note 1: Includes Oracle FUM and FUA as at 30 June 2026. Transaction completed on 20<sup>th</sup> July 2026.



# 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

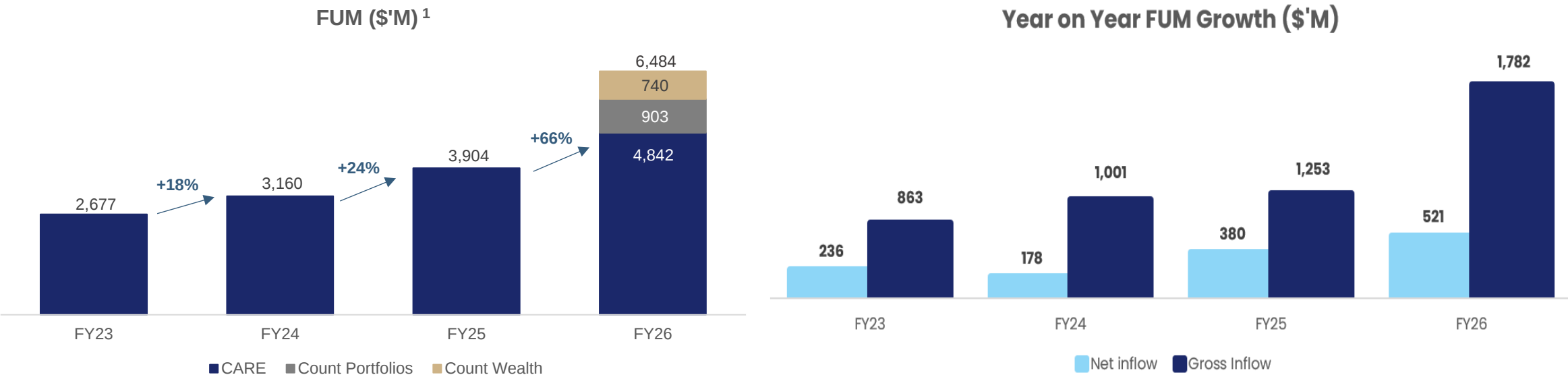


Note: EBITA calculations based on underlying EBITA excluding corporate costs.  
<sup>1</sup> Based on pro-forma 1H26 values as announced on 31 March 2026 ASX Presentation.



# 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:



<sup>1</sup> 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



*“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



- ✓ A philosophy-led investment framework
- ✓ Combines portfolios, education and behavioural coaching
- ✓ Keeps clients focused on long-term goals and outcomes
- ✓ Advisers play an active role in guiding client decisions
- ✓ Strengthens adviser-client relationships
- ✓ Demonstrates the ongoing value of advice

VS

### Generic retail SMAs

- ✓ A portfolio-led investment solution
- ✓ Primarily focused on portfolio management
- ✓ Draws attention to short-term performance
- ✓ Advisers primarily select and monitor the portfolio
- ✓ Investment manager often becomes the key differentiator
- ✓ 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.

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# Oracle transaction accelerates our flywheel

Count Wealth expected to drive long term Wealth growth

**\$65.6m**

Enterprise value: \$45.6m cash, \$3.4m scrip, up to \$16.6m deferred on milestones.

**7.2x EBITA**

Acquisition based on 7.2x multiple of \$9.1 million EBITA achieved in FY26.

**Deferred consideration**

Paid over two years based on the acquired revenue multiple for revenues achieved in the period to 30 June 2027.

**Earnout incentive**

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<sup>1</sup>.

**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<sup>2</sup> 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

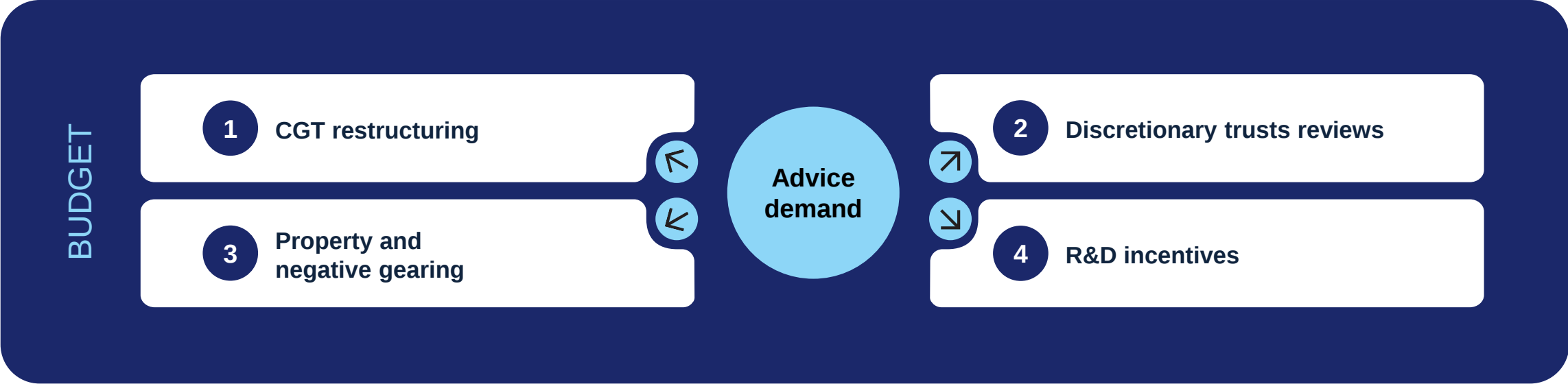
A number of significant integration items were achieved pre-completion allowing Count Group to move quickly





# 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



## 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**

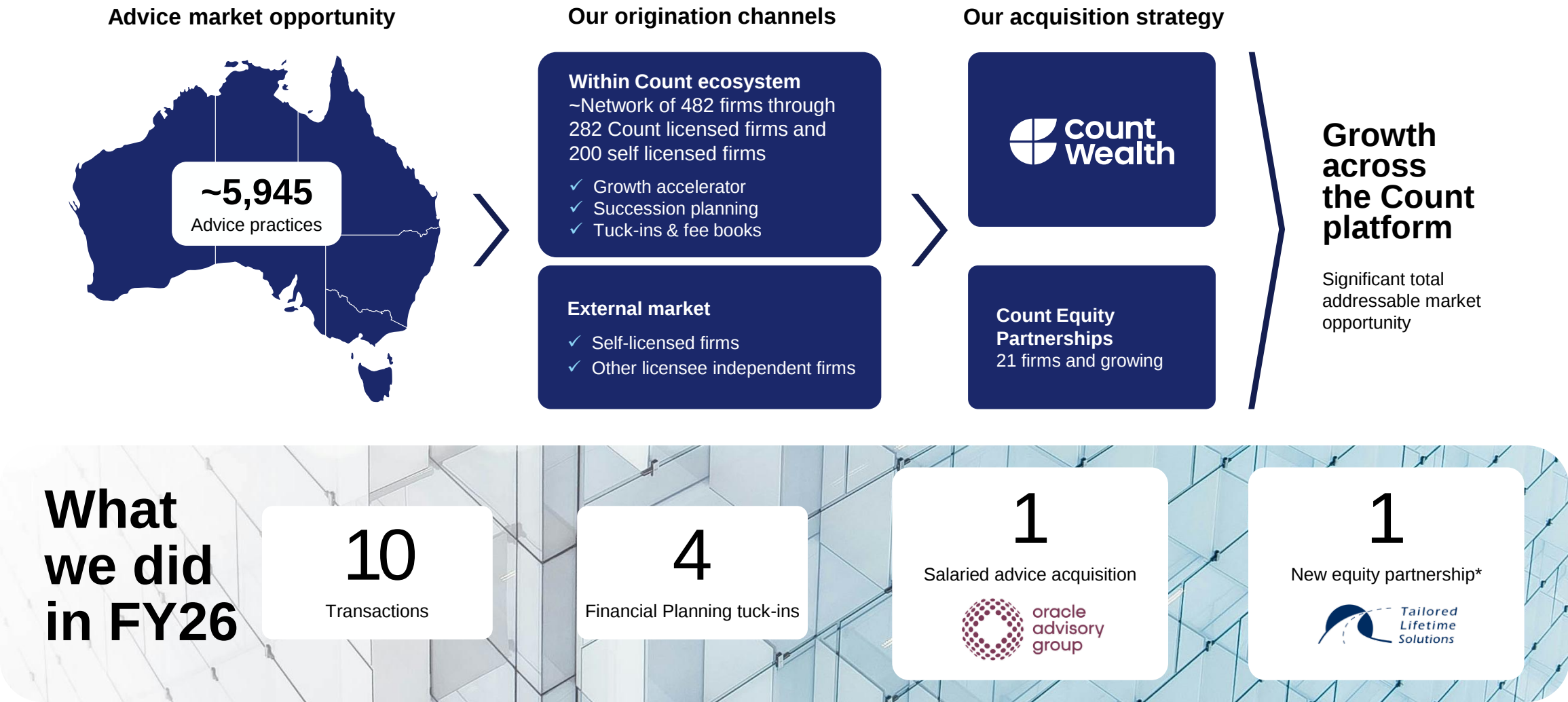
**Average household net worth**  
Average household wealth has nearly doubled since 2014 (\$858k) to \$1.66 million in June 2025

Source: ABS, ATO



# Advice market opportunity & acquisition strategy

Significant opportunity ahead for further industry consolidation



**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



## Governed

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

c\$200K+

Estimated annual operating  
efficiencies realised across  
the business



## Faster, safer delivery

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

2-3x

In-house developer capacity  
released



## 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



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## Key financial performance summary

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

### Key FY2026 Highlights

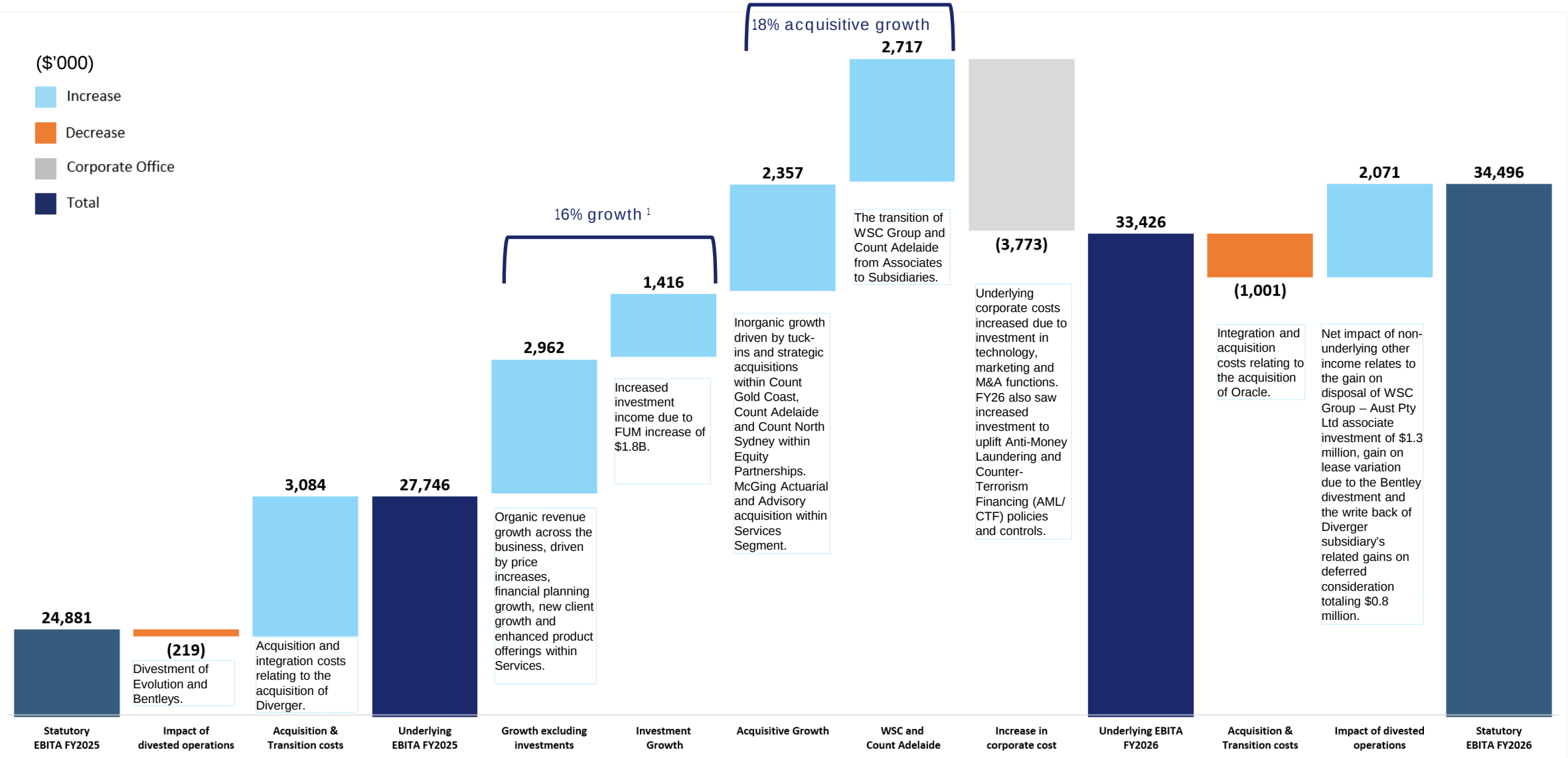
- Strong underlying earnings growth driven by:
  - The integration of 20 transactions completed in FY25 and FY26, including Count Adelaide and WSC Group uplifting to subsidiaries;
  - Financial Planning revenues within Equity Partnerships makes up 25% of revenue, in line with prior period;
  - FUM growth 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%         |
| <b>Underlying Revenue<sup>1</sup></b> | <b>165,903</b> | <b>141,103</b> | <b>24,800</b> | <b>18%</b> |
| 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%        |
| <b>Underlying EBITA<sup>1</sup></b>   | <b>33,426</b>  | <b>27,746</b>  | <b>5,680</b>  | <b>20%</b> |

### 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

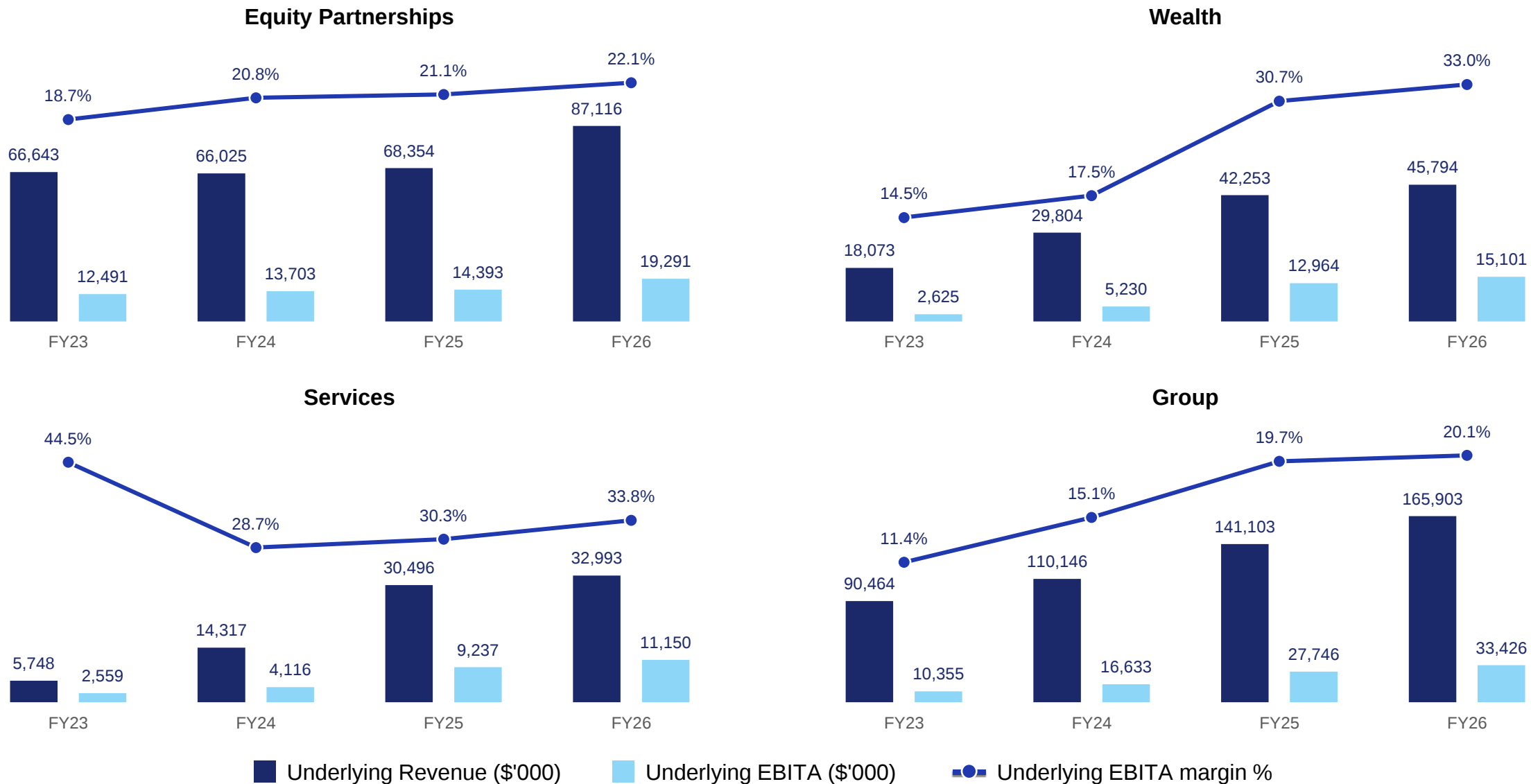
- Increased investment in technology, marketing and M&A functions.
- Uplift in AML / CTF policies and controls due to new compliance requirements.

<sup>1</sup> 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

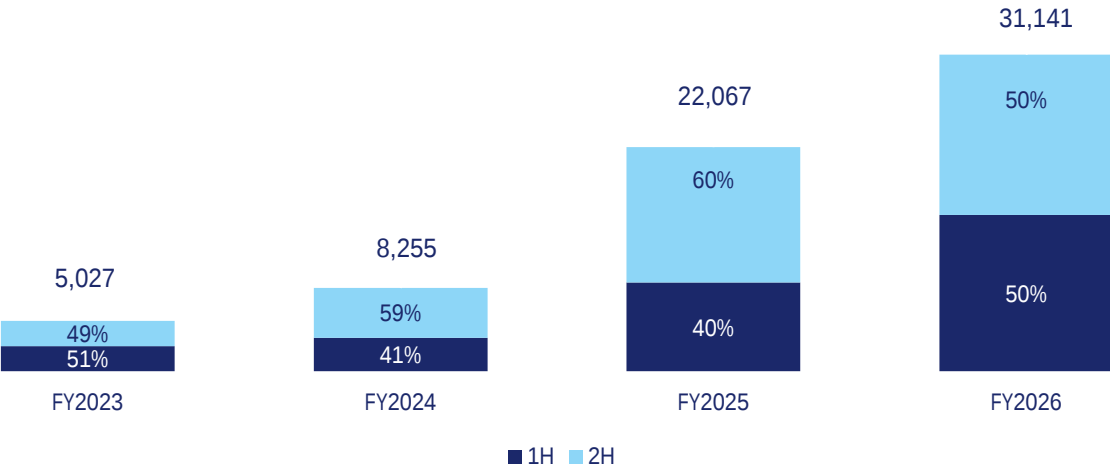




# Consistent, strong cash flow generation

|                                                   | 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%)      |
| <b>Net operating activities</b>                   | <b>31,141</b> | <b>22,067</b> | <b>9,074</b> | <b>41%</b> |
| 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) <sup>1</sup>                           | \$26,121      | (\$23,112)    |
| Net (cash)/debt <sup>1</sup> to Underlying EBITA ratio | (0.78)        | 0.83          |
| Leverage Ratio <sup>2</sup>                            | 0.97 x        | 1.56 x        |
| Interest Cover Ratio <sup>3</sup>                      | 6.69 x        | 4.02 x        |
| <b>Total undrawn debt facilities<sup>4</sup></b>       | <b>35,051</b> | <b>23,085</b> |

### 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.

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

<sup>2</sup> Leverage ratio is calculated as total debt divided by statutory EBITDA.

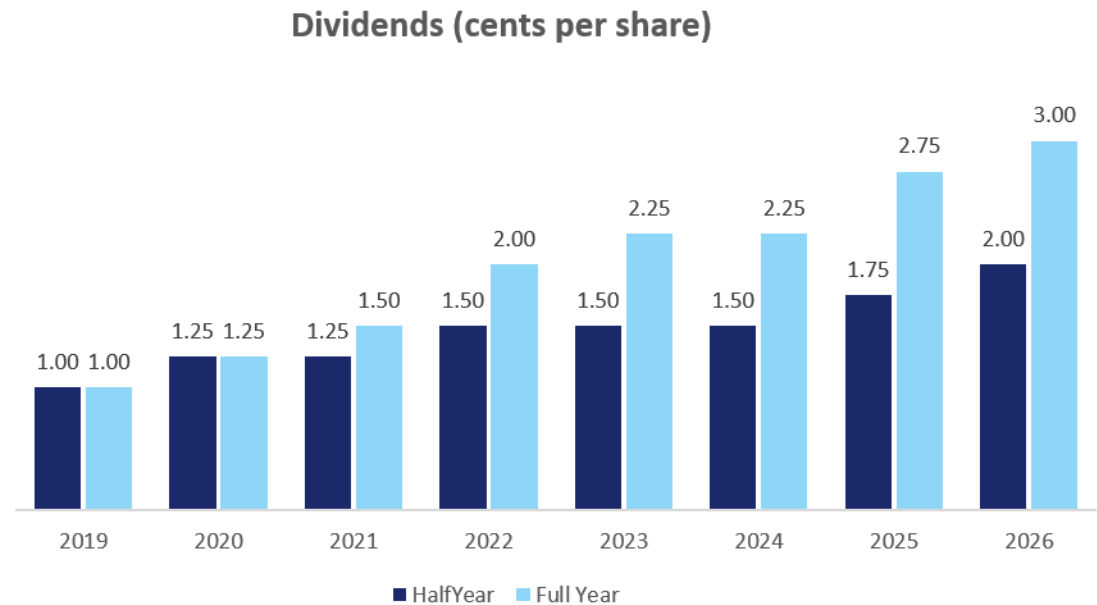
<sup>3</sup> Interest Cover Ratio is calculated interest expense divided by statutory earnings before interest and tax.

<sup>4</sup> 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



## 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.

### Ex-Dividend date

Monday  
31 August 2026

### Payment date

Thursday  
8 October 2026

### Record date

Tuesday  
1 September 2026

### Franking credits

30 June 2026 of \$20.0M  
(30 June 2025 \$20.4M)

# Looking ahead

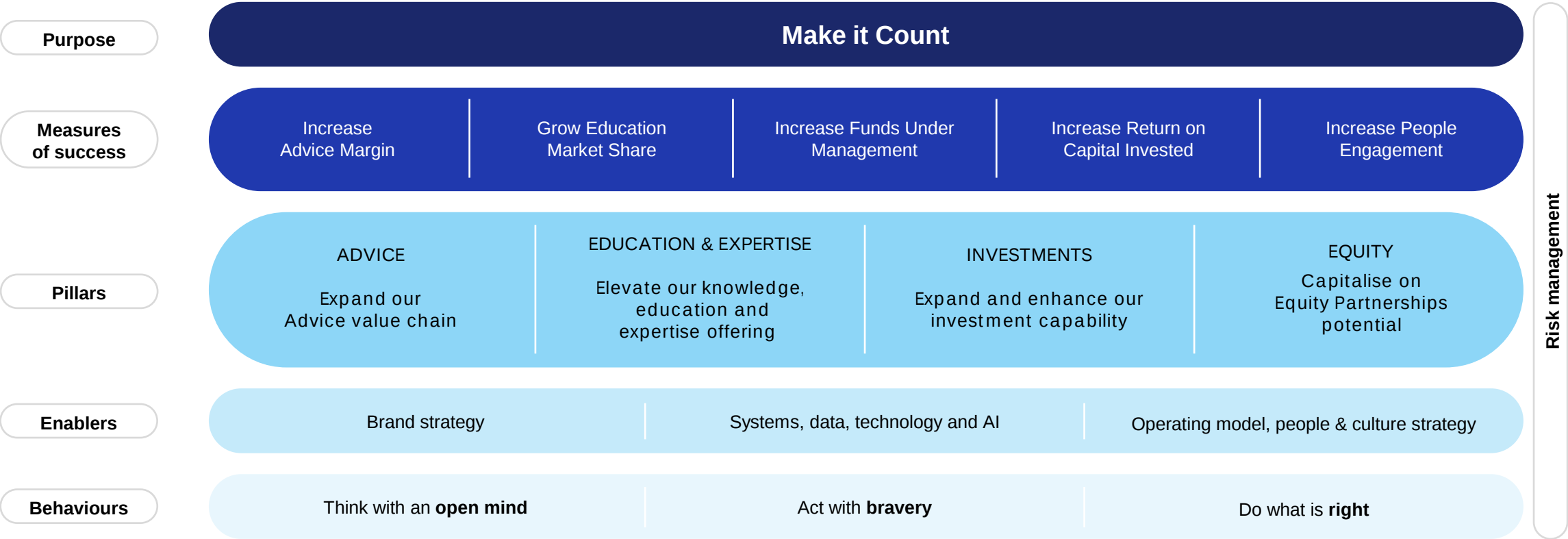




Our bold ambition is supported by a refreshed strategic plan underpinned by four pillars, three enablers and our group behaviours

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.





## 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.





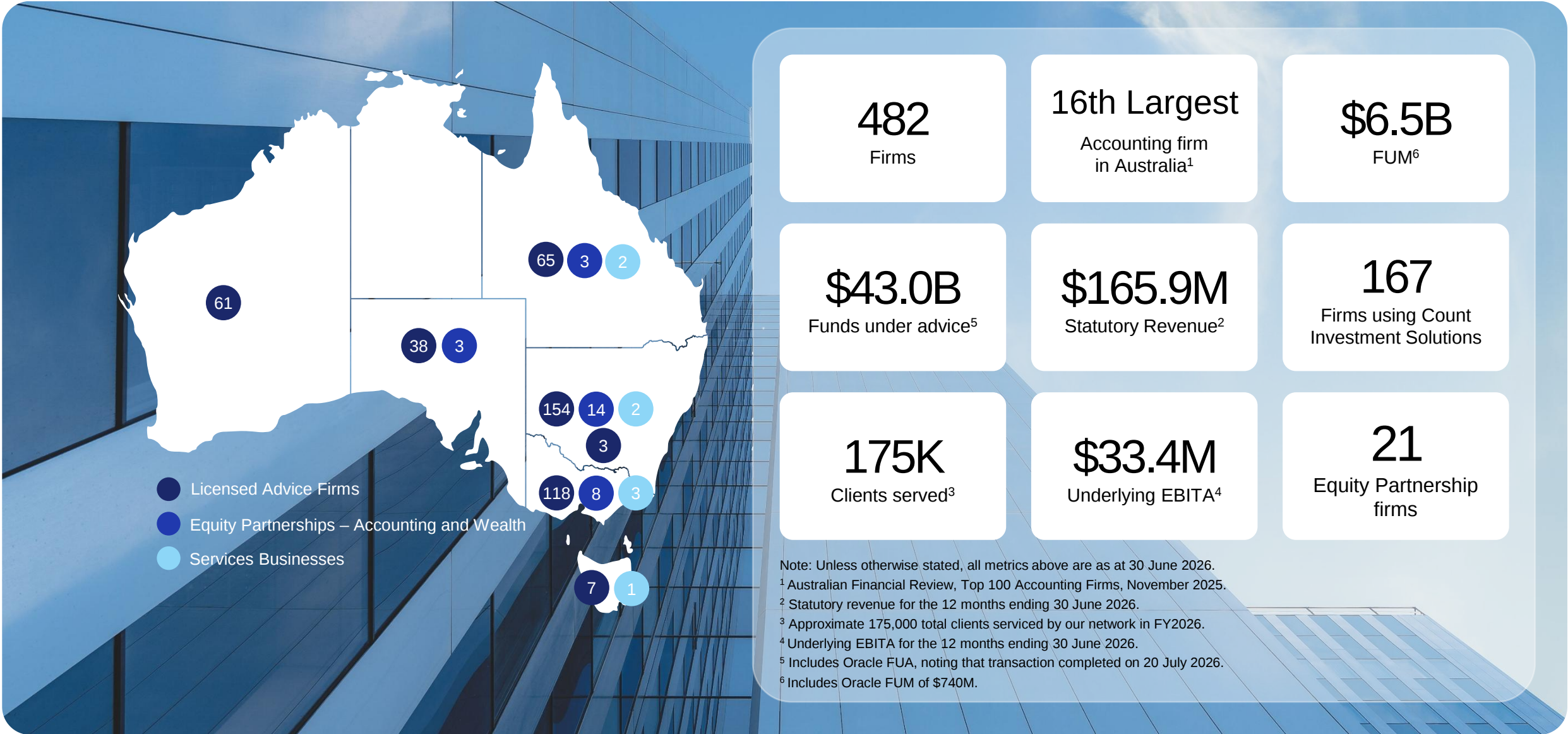
# Appendix

**Make it  
Count**



# Appendix 1

The Count Group is strong and growing



## 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 <sup>1</sup>             | 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          |
| <b>Underlying – Revenue</b>                            | <b>82,816</b>  | <b>83,087</b>  | <b>165,903</b> | <b>71,741</b>  | <b>69,362</b>  | <b>141,103</b> | <b>47,925</b>  | <b>62,220</b>  | <b>110,146</b> | <b>90,464</b>  |
| Equity Partnerships – EBITA <sup>1</sup>               | 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 <sup>2</sup> | (5,845)        | (6,271)        | (12,116)       | (5,622)        | (3,226)        | (8,848)        | (4,285)        | (2,131)        | (6,416)        | (7,320)        |
| <b>Underlying – EBITA</b>                              | <b>16,599</b>  | <b>16,827</b>  | <b>33,426</b>  | <b>13,916</b>  | <b>13,830</b>  | <b>27,746</b>  | <b>5,437</b>   | <b>11,196</b>  | <b>16,633</b>  | <b>10,355</b>  |
| Equity Partnerships – Amortisation <sup>1</sup>        | (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 <sup>2</sup>           | (1)            | (5)            | (6)            | (7)            | (6)            | (13)           | (10)           | (9)            | (19)           | (57)           |
| <b>Underlying - Amortisation<sup>3</sup></b>           | <b>(3,134)</b> | <b>(3,119)</b> | <b>(6,253)</b> | <b>(2,928)</b> | <b>(2,995)</b> | <b>(5,923)</b> | <b>(1,427)</b> | <b>(2,349)</b> | <b>(3,776)</b> | <b>(2,465)</b> |
| Equity Partnerships - EBIT <sup>1</sup>                | 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 <sup>2</sup>                   | (5,846)        | (6,276)        | (12,122)       | (5,630)        | (3,231)        | (8,861)        | (4,295)        | (2,140)        | (6,435)        | (7,378)        |
| <b>Underlying - EBIT</b>                               | <b>13,465</b>  | <b>13,708</b>  | <b>27,173</b>  | <b>10,987</b>  | <b>10,836</b>  | <b>21,823</b>  | <b>4,009</b>   | <b>8,848</b>   | <b>12,857</b>  | <b>7,890</b>   |
| 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)        |
| <b>Underlying NPAT</b>                                 | <b>8,727</b>   | <b>8,834</b>   | <b>17,561</b>  | <b>6,403</b>   | <b>6,907</b>   | <b>13,312</b>  | <b>2,613</b>   | <b>5,436</b>   | <b>8,049</b>   | <b>5,809</b>   |
| <b>Underlying NPAT attributable</b>                    | <b>7,205</b>   | <b>6,658</b>   | <b>13,863</b>  | <b>4,979</b>   | <b>5,917</b>   | <b>10,896</b>  | <b>1,442</b>   | <b>4,312</b>   | <b>5,754</b>   | <b>3,420</b>   |
| Tax effected amortisation attributable <sup>3</sup>    | 1,964          | 1,819          | 3,783          | 1,912          | 1,892          | 3,804          | 792            | 1,448          | 2,240          | 1,334          |
| <b>Underlying NPATA attributable</b>                   | <b>9,169</b>   | <b>8,478</b>   | <b>17,647</b>  | <b>6,891</b>   | <b>7,809</b>   | <b>14,700</b>  | <b>2,234</b>   | <b>5,760</b>   | <b>7,994</b>   | <b>4,754</b>   |
| <b>Underlying NPATA</b>                                | <b>10,922</b>  | <b>11,017</b>  | <b>21,938</b>  | <b>8,445</b>   | <b>9,013</b>   | <b>17,458</b>  | <b>3,612</b>   | <b>7,081</b>   | <b>10,693</b>  | <b>7,534</b>   |

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          |
| <b>Underlying EBITA</b>                            | <b>33,426</b> | <b>27,746</b> | <b>5,680</b> | <b>19,291</b>       | <b>14,393</b> | <b>15,101</b> | <b>12,964</b> | <b>11,150</b> | <b>9,237</b> | <b>(12,116)</b>  | <b>(8,848)</b>  |
| Integration and transaction costs <sup>1</sup>     | (1,001)       | (3,084)       | 2,083        | 0                   | 0             | 0             | 0             | 0             | 0            | (1,001)          | (3,084)         |
| Impact of divested operations <sup>2</sup>         | 0             | 219           | (219)        | 0                   | (631)         | 0             | 0             | 0             | 0            | 0                | 850             |
| Impact of non-underlying other income <sup>3</sup> | 2,071         | 0             | 2,071        | 165                 | 0             | 600           | 0             | 0             | 0            | 1,306            | 0               |
| <b>EBITA</b>                                       | <b>34,496</b> | <b>24,881</b> | <b>9,615</b> | <b>19,456</b>       | <b>13,762</b> | <b>15,701</b> | <b>12,964</b> | <b>11,150</b> | <b>9,237</b> | <b>(11,811)</b>  | <b>(11,082)</b> |
| 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)            |
| <b>Profit before tax</b>                           | <b>24,771</b> | <b>14,806</b> | <b>9,966</b> | <b>15,479</b>       | <b>11,019</b> | <b>13,610</b> | <b>10,925</b> | <b>9,413</b>  | <b>7,121</b> | <b>(13,732)</b>  | <b>(14,259)</b> |
| 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           |
| <b>Net profit after tax</b>                        | <b>18,882</b> | <b>11,306</b> | <b>7,576</b> | <b>11,857</b>       | <b>8,548</b>  | <b>9,707</b>  | <b>7,647</b>  | <b>6,589</b>  | <b>4,985</b> | <b>(9,271)</b>   | <b>(9,874)</b>  |
| <b>NPATA</b>                                       | <b>23,260</b> | <b>15,452</b> | <b>7,808</b> | <b>13,504</b>       | <b>9,629</b>  | <b>11,222</b> | <b>9,243</b>  | <b>7,800</b>  | <b>6,445</b> | <b>(9,267)</b>   | <b>(9,865)</b>  |

1. Net loss incurred from the divestment of business operations of Bentleys WA & Evolution Advisers.

2. Transaction costs and Diverger integration costs.

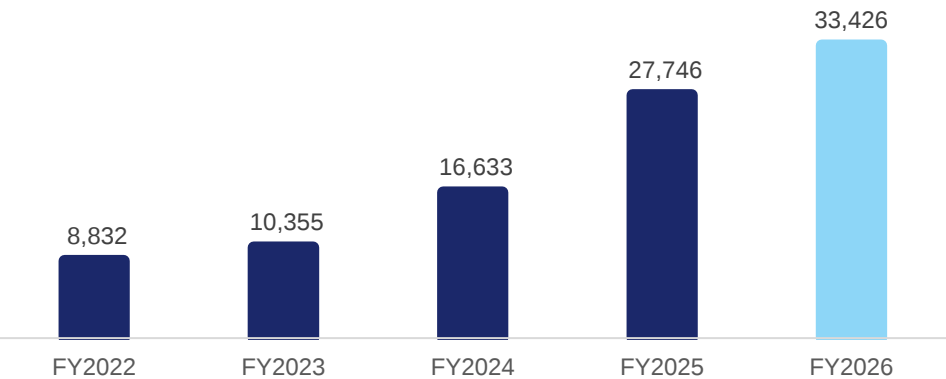
3. Net impact of non-underlying other income relates to the gain on disposal of WSC Group – Aust Pty Ltd associate investment of \$1.3 million, gain on lease variation due to the Bentley divestment and the write back of Diverger subsidiary's related gains on deferred consideration totaling \$0.8 million.



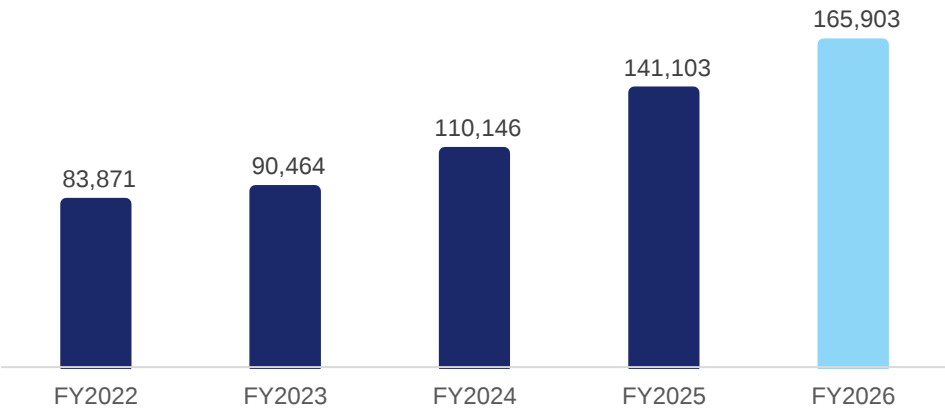
# Appendix 4

## Five-year historical financial profile

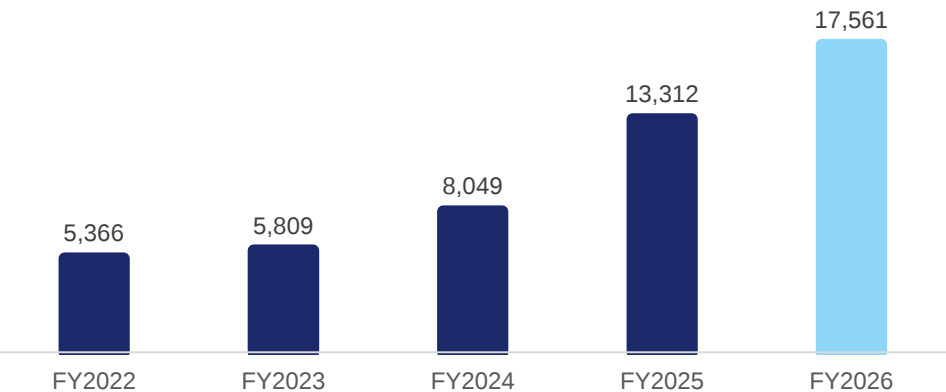
EBITA \$000



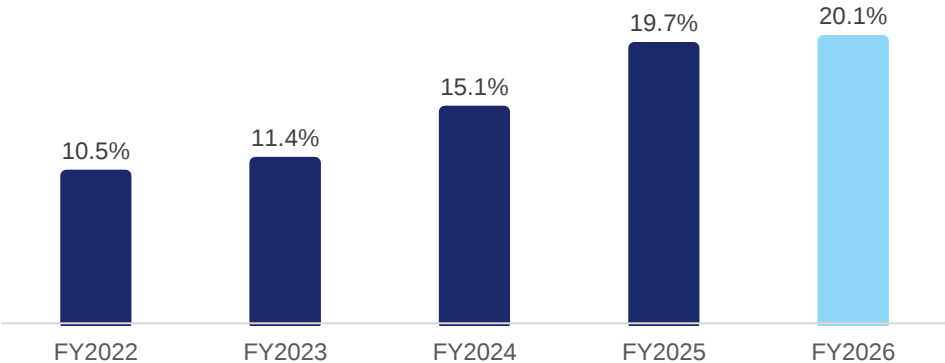
Revenue \$000



NPAT \$000



EBITA Margin %

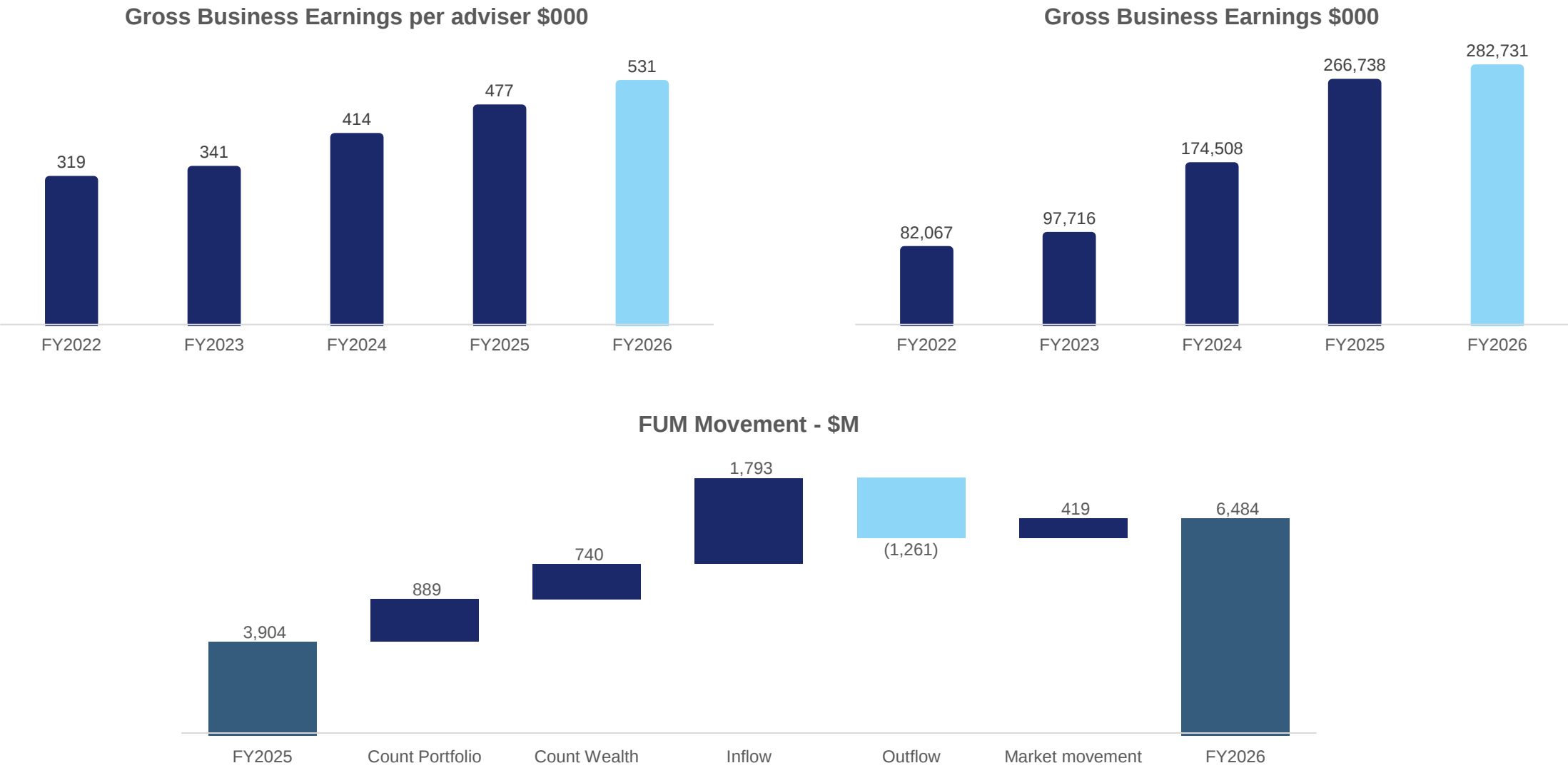


Note: Statutory figures were utilised for FY22 to FY23. Underlying figures were utilised for FY24, FY25 and FY26.  
The charts do not reflect future guidance and are for illustrative purposes only.



# Appendix 5

Wealth segment growth is underpinned by strong fundamentals



# Appendix 6

## Count firms within our three segments



### Equity Partnerships



### Wealth



### Services





## 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.