



The confidence to look ahead

Address by Ray Kellerman

Non-Executive Chair

Count Limited 2024 Annual General Meeting

Tuesday, 12 November 2024
At 10:00am (Sydney time)

Contact details

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Chair Address



Good morning ladies and gentlemen.

My name is Ray Kellerman and it's my pleasure as the Count Limited Chair to welcome you to our Annual General Meeting (AGM).

FY2024 was a significant year for Count with the business completing the Diverger acquisition through a scheme of arrangement. Our merger and acquisition activity has provided greater scale and depth to the operations of our Company as Count continues to execute on its ambition of being the leading provider of integrated accounting and wealth services. The acquisition of Diverger Limited was instrumental in significantly leveraging the Wealth and Services businesses and delivering on Count's strategy of enhancing value to Accounting and Wealth management firms through its integrated model.

Across the Count group as at 30 June 2024, we represented a strong community of 547 financial advisers, 601 accountants in equity firms with \$34.2b of funds under advice and \$3.2b of funds under management, serving more than 101,100 clients.

We were pleased to report a final dividend of 2.25 cents per share, fully franked and returning 3.75 cents to shareholders for FY2024, which was consistent with the prior year.

We have made strong headways into our FY2025 growth plans with five transactions completed to date including the acquisition of the remaining 25% of Accurium on 1 July. It is our intention to continue to identify acquisition opportunities that enable us to drive higher returns through our integration model by leveraging the Count suite of products and services and providing support to the ~6,000 accounting and financial planning firms that Count interacts with.

Our pipeline of opportunities continues to be strong, and we will embrace opportunities with strong strategic and cultural fit, earnings accretion and shareholder value creation. In addition to strategic acquisitions, we are focused on increasing returns on capital by driving organic growth and operational cost efficiencies within all business operations across the group. It is pleasing to see the growth in our CARE Separately Managed Accounts (SMAs) and Managed Discretionary Accounts (MDAs) to \$3.4 billion as at 30 September 2024.

Whilst FY2024 was a significant year for Count, we are not immune to the economic issues that impact the Australian economy and we continue to closely monitor and respond to the rapidly changing economic conditions, in particular tightness of labour resources, wage inflation and interest costs. Management has maintained its focus on managing resource constraints, absenteeism and production across our Accounting and Wealth firms in driving operational excellence.

It is a privilege for me to be Chair and to work alongside our Non-Executive Directors and CEO who bring a wealth of expertise and experience across Accounting, Wealth and Services, providing sound guidance to the business and I thank them for their contributions.

Finally, I would like to acknowledge and thank our dedicated people, partners, and members at Count, whose hard work has given us a strong foundation for continued success in FY2025. The Board remains focused on delivering profitability and driving business growth to support our shareholders. Thank you again for your time today and for being a Count shareholder.

Ray Kellerman

Non-Executive Chair