



The confidence to look ahead

■ **Address** Level 11, 45 Clarence Street Sydney NSW 2000  
**Postal** GPO Box 1453, Sydney NSW 2001

■ **T** (02) 8218 8778  
**E** info@count.au

■ **www** count.au  
**ABN** 11 126 990 832

## COUNT LIMITED – ASX ANNOUNCEMENT

30 August 2024

### FULL YEAR 2024 (FY2024) FINANCIAL RESULTS

Count Limited (**Count** or the **Company**) (**ASX:CUP**) today issued its FY2024 financial results for the twelve months ending 30 June 2024.

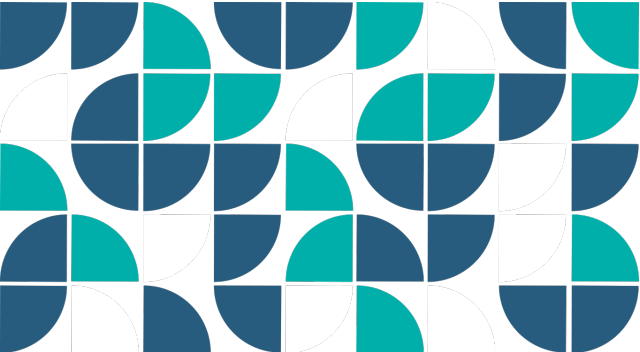
#### Highlights

- Revenue increased by +22% to \$111.80 million (FY2023: \$91.48 million), driven by both organic and acquisitive growth.
- Statutory Earnings Before Interest, Tax and Amortisation (EBITA) was \$10.19 million, reflecting \$4.97 million of the Diverger Limited (**Diverger**) transaction and integration costs, and the previously disclosed disposal of Bentley's WA.
- Underlying EBITA grew by +61% to \$16.63 million (FY2023: \$10.36 million), mainly attributable to the Diverger acquisition and organic growth.
- Underlying Net Profit After Tax (NPAT) attributable to Count shareholders for the period increased by +68% to \$5.75 million (FY2023: \$3.42 million).
- Completion of 15 acquisitive growth transactions (including Diverger).
- Significant progress on the integration of Diverger including outperformance in the delivery of cost synergies with at least \$4.00 million in annualised run rate expected.
- A final dividend of 2.25 cents per share, delivering consistent shareholder returns with a total FY2024 dividend per share of 3.75 cents, fully franked.

#### Hugh Humphrey, Count Chief Executive Officer, said:

“It has been a transformative year for Count. Our disciplined execution against clear strategic priorities has positioned the Company as a leader in the Australian financial services landscape. As we approach our 45th year of serving our clients, we’re excited to have such a strong platform to build upon.

“A clear highlight for the Company has been the delivery of the benefits associated to the successful acquisition of Diverger in March 2024 through a scheme of arrangement. This



The confidence to look ahead

Address Level 11, 45 Clarence Street Sydney NSW 2000  
Postal GPO Box 1453, Sydney NSW 2001

T (02) 8218 8778  
E info@count.au

www count.au  
ABN 11 126 990 832

elevated Count to become the second largest<sup>1</sup> wealth management advice firm in Australia, reinforcing our commitment to growth and ensuring more Australians have access to quality financial services. We were pleased to have already significantly exceeded the initial cost synergy commitments.

“Count generates revenues that is equivalent to a top 20<sup>2</sup> Australian accounting firm and is delivering against its ambition of creating an integrated system with a greatly expanded Services segment. We are particularly pleased with our specialisation in the delivery of education and expertise to all Accountants and Financial Advisers.” Mr Humphrey concluded.

### **FY2024 Results overview**

- Strong underlying financial outcomes in FY2024, supported by organic growth, acquisitive growth and four months' contribution from Diverger.
- Underlying Net Profit After Tax (NPAT) attributable to Count shareholders grew by +68%.
- The group served over 101,100 clients, with revenues for the year increasing +22% to \$111.8 million
- The Company now has investments in 20 quality firms in our Equity Partnerships segment.
- Successful completion of 15 growth transactions, the largest annual number in Count's history.
- The mergers & acquisitions pipeline continues to reflect strong acquisitive growth opportunities.
- Significant expansion of the Wealth segment with underlying EBITA increasing by +115% to \$5.2 million. New high quality businesses including GPS Wealth, the CARE Portfolios and Paragem added to this segment.
- Our Wealth segment now represents 547 Authorised Representatives, over \$34.2 billion in Funds Under Advice (FUA), \$3.2 billion in Funds Under Management (FUM) and more than \$64.2 million of life in-force annual premiums as at 30 June 2024.
- Our Services segment delivered overall revenue of \$14.3 million, with this segment now serving around 6,000 accounting and wealth firms.
- We welcomed new Services to the Group with the strategic investment in Solutions Centric alongside the addition of Knowledge Shop, TaxBanter and Priority Networking.

<sup>1</sup> ASIC as at 19 July 2024

<sup>2</sup> Australian Financial Review, Top 100 Accounting Firms, November 2023



The confidence to look ahead

■ **Address** Level 11, 45 Clarence Street Sydney NSW 2000

**Postal** GPO Box 1453, Sydney NSW 2001

■ **T** (02) 8218 8778

**E** [info@count.au](mailto:info@count.au)

■ **www** [count.au](http://count.au)

**ABN** 11 126 990 832

- These quality service-led businesses help diversify our revenue sources, capture value from our ecosystem and provide critical expertise to our accounting and wealth firms.

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

---

**For further information please contact:**

**Hugh Humphrey**

Chief Executive Officer

**T** 02 8218 8778

**E** [info@count.au](mailto:info@count.au)