

**COUNT FINANCIAL LIMITED**  
 ABN 19 001 974 625

**APPENDIX 4 E STATEMENT  
 PRELIMINARY FINAL REPORT**  
 (The accounts are in the process of being audited)

(Listing rule 4.3A - item 2)  
**RESULTS FOR ANNOUNCEMENT TO THE MARKET  
 YEAR ENDED 30 JUNE 2011**

	CONSOLIDATED ENTITY		% change prior year
	30-Jun-11 \$A'000	30-Jun-10 \$A'000	
<b>1. Revenues from continuing operations</b> (Listing rule 4.3A - item 2.1)	<b>174,006</b>	131,153	<b>33%</b>
<b>2. Profit/(loss) from continuing operations after tax</b> (Listing rule 4.3A - item 2.2)	<b>56,101</b>	24,207	<b>132%</b>
<b>3. Net profit/(loss) for the period attributable to members</b> (Listing rule 4.3A - item 2.3)	<b>51,560</b>	24,178	<b>113%</b>
<b>4. Total dividend per ordinary share</b> (Listing rule 4.3A - item 2.4)	<b>cent(s)</b>	cent(s)	
Interim "Christmas" dividend (fully franked at 30% tax rate) paid	2.00c 15-Dec-10	2.00c 15-Dec-09	
Interim "Easter" dividend (fully franked at 30% tax rate) paid	2.00c 15-Apr-11	2.00c 15-Apr-10	
Interim "Tax" dividend (fully franked at 30% tax rate) payable/paid	2.00c 15-Jul-11	2.00c 15-Jul-10	
Final dividend (fully franked at 30% tax rate) payable	4.00c 14-Oct-11	2.00c 15-Oct-10	
<b>Total dividend per ordinary share</b>	<b>10.00c</b>	8.00c	
<b>5. Record date for determining entitlements to the final dividend,</b> (Listing rule 4.3A - item 2.5)			29 September 2011
<b>6. A brief explanation of the figures reported above - please refer to the Managing Director profit announcement - Preliminary Final Report dated 29<sup>th</sup> August 2011.</b> (Listing rule 4.3A - item 2.6)			

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**7. STATEMENT OF COMPREHENSIVE INCOME**  
 (Listing rule 4.3A - item 3)

for the year ended 30 June 2011

	<b>CONSOLIDATED</b>	
	<b>2011</b>	<b>2010*</b>
	<b>\$A'000</b>	<b>\$A'000</b>
Revenue	<b>125,986</b>	123,820
Fees, commissions and related costs	<b>(81,553)</b>	(78,455)
<b>GROSS PROFIT</b>	<b>44,433</b>	45,365
Accounting revenue - Countplus	<b>37,927</b>	-
Other revenues	<b>7,905</b>	3,877
Interest on loans and advances	<b>172</b>	1,207
Share of profit of associates	<b>2,016</b>	2,249
Change in fair value of investments	<b>663</b>	2,167
Gain on disposal of assets	<b>86</b>	-
Fair value gain on Countplus deconsolidation	<b>34,187</b>	-
Fair value gain on acquisition of Countplus investees	<b>2,958</b>	-
Salaries and employee benefits expense	<b>(31,533)</b>	(9,426)
Lease expenses	<b>(2,650)</b>	(696)
Depreciation and amortisation expenses	<b>(1,290)</b>	(317)
Finance costs expensed	<b>(2,268)</b>	(1,702)
Share based payments – FIOP	<b>(573)</b>	(2,195)
Other expenses from ordinary activities	<b>(12,806)</b>	(6,497)
<b>PROFIT FROM CONTINUING OPERATIONS BEFORE INCOME TAX</b>	<b>79,227</b>	34,032
<b>INCOME TAX EXPENSE</b>	<b>(23,126)</b>	(9,825)
<b>PROFIT FROM CONTINUING OPERATIONS AFTER INCOME TAX</b>	<b>56,101</b>	24,207
<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD, NET OF TAX</b>	<b>-</b>	<b>-</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>56,101</b>	24,207
Total comprehensive income for the period attributable to:		
Non-controlling interests	<b>4,541</b>	29
Owners of the parent	<b>51,560</b>	24,178
	<b>56,101</b>	24,207
Basic earnings per share (cents per share)	<b>19.72</b>	9.37
Diluted earnings per share (cents per share)	<b>19.72</b>	9.36

\* The prior period has been restated due to a change in accounting policy applied in 2010/2011. Please refer to point 18 for more information.

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**8. STATEMENT OF FINANCIAL POSITION**  
(Listing rule 4.3A - item 4)

for the year ended 30 June 2011

	<b>CONSOLIDATED</b>	
	<b>2011</b>	<b>2010*</b>
	<b>\$A'000</b>	<b>\$A'000</b>
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	3,714	5,129
Trade and other receivables	18,742	17,657
Loans and advances	1,262	10,277
Investments held at fair value through profit or loss	22,680	14,923
Other current assets	-	50
<b>TOTAL CURRENT ASSETS</b>	<b>46,398</b>	<b>48,036</b>
<b>NON-CURRENT ASSETS</b>		
Trade and other receivables	14,529	14,030
Loans and advances	2,083	1,945
Investments held at fair value through profit or loss	34,872	29,440
Available for sale financial asset	2,283	1,662
Investments in associates	61,797	15,789
Property, plant and equipment	398	583
Intangible assets	55	78
<b>TOTAL NON-CURRENT ASSETS</b>	<b>116,017</b>	<b>63,527</b>
<b>TOTAL ASSETS</b>	<b>162,415</b>	<b>111,563</b>
<b>LIABILITIES</b>		
<b>CURRENT LIABILITIES</b>		
Trade and other payables	13,375	13,047
Other liabilities	7,592	8,067
Current tax liabilities	3,589	4,818
Provisions	488	627
Interest-bearing loans and borrowings	18,508	11,820
<b>TOTAL CURRENT LIABILITIES</b>	<b>43,552</b>	<b>38,379</b>
<b>NON-CURRENT LIABILITIES</b>		
Trade and other payables	11,106	10,805
Provisions	173	349
Deferred tax liabilities	11,335	883
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>22,614</b>	<b>12,037</b>
<b>TOTAL LIABILITIES</b>	<b>66,166</b>	<b>50,416</b>
<b>NET ASSETS</b>	<b>96,249</b>	<b>61,147</b>
<b>EQUITY</b>		
Issued capital	29,945	26,063
Other reserves	14,619	13,948
Retained Earnings	51,685	21,062
Parent Interest	96,249	61,073
Non Controlling Interest	-	74
<b>TOTAL EQUITY</b>	<b>96,249</b>	<b>61,147</b>

\* The prior period has been restated due to a change in accounting policy applied in 2010/2011. Please refer to point 18 for more information.

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**9. CASHFLOW STATEMENT**  
(Listing rule 4.3A - item 5)

for the year ended 30 June 2011

	<b>CONSOLIDATED</b>	
	<b>2011</b>	<b>2010</b>
	<b>\$A'000</b>	<b>\$A'000</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Receipts from customers	162,647	125,224
Payments to suppliers and employees	(124,062)	(90,827)
Dividends received	4,207	2,968
Interest received – loans to franchisees	169	1,037
Interest received – other	233	210
Finance costs	(1,171)	(584)
Income tax paid	(10,983)	(8,924)
Goods and services tax paid	(6,334)	(3,840)
Donations collected on behalf of Count Charitable Foundation	153	261
Donations paid over to Count Charitable Foundation	(420)	(269)
<b>NET CASH FLOWS GENERATED BY OPERATING ACTIVITIES</b>	<b>24,439</b>	<b>25,256</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from sale of property, plant and equipment	117	4
Purchase of property, plant and equipment	(883)	(85)
Proceeds from sale of securities	1,184	3,861
Purchase of securities	(14,720)	(12,798)
Purchase of other financial assets	(232)	-
Loans and advances made	(1,696)	(450)
Loans to related parties	-	(5,029)
Repayment of loans	15,707	7,662
Payment for shares in associate entities	(1,419)	(1,477)
Payment for intangible assets	-	(50)
Proceeds from consolidation of controlled entities net of cash divested	3,282	-
Proceeds from deconsolidation of controlled entities net of cash divested	(7,190)	-
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(5,850)</b>	<b>(8,362)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Dividends from associate entities	-	1,114
Proceeds from issues of shares	422	2,124
On-market buy-back of ordinary share capital	-	(2,897)
Associated costs of on-market buy-back of ordinary share capital	-	(2)
Proceeds from borrowings other	17,899	23,600
Repayments of borrowings other	(12,321)	(21,200)
Payment of non-controlling interest dividends	(5,145)	-
Payment of dividends on ordinary shares	(20,859)	(18,116)
<b>NET CASH FLOWS USED IN FINANCING ACTIVITIES</b>	<b>(20,004)</b>	<b>(15,377)</b>
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(1,415)</b>	<b>1,517</b>
Cash and cash equivalents brought forward	5,129	3,612
<b>CASH AND CASH EQUIVALENTS CARRIED FORWARD</b>	<b>3,714</b>	<b>5,129</b>

**COUNT FINANCIAL LIMITED  
YEAR ENDED 30 JUNE 2011**

**NOTES TO THE FINANCIAL STATEMENTS**

**10. REVENUE**

	<b>CONSOLIDATED</b>	
	<b>2011</b>	<b>2010</b>
	<b>\$A'000</b>	<b>\$A'000</b>
<b>Revenues</b>		
Retail fees and commissions (including franchisee share)*	<b>53,069</b>	50,685
Investment review fee	<b>766</b>	934
Platform fees and commissions (including franchisee share)*	<b>66,074</b>	65,685
Franchisee fees and other income	<b>6,077</b>	6,516
<b>Fees, commissions and related income</b>	<b>125,986</b>	123,820
<b>Accounting revenue – Countplus</b>	<b>37,927</b>	-
<b>Interest on loans and advances</b>	<b>172</b>	1,207
<b>Other revenues</b>		
Realised gains / (losses) on investment	<b>90</b>	(666)
Other revenue – Countplus	<b>2,446</b>	-
Dividends - other corporations	<b>3,832</b>	3,007
Interest - other persons/corporations	<b>1,537</b>	1,536
<b>Total other revenues</b>	<b>7,905</b>	3,877
<b>Total revenues</b>	<b>171,990</b>	128,904

\*These fees and commissions are gross payments, consisting of both amounts paid on to franchisees and amounts retained by Count Financial Limited.

**11. EXPENSES**

**(a) Depreciation and amortisation**

Depreciation and amortisation expense includes the following:

Plant and equipment	<b>85</b>	100
Software	<b>23</b>	62
Leasehold improvements	<b>137</b>	137
Decommissioning costs (Goldfields House)	<b>18</b>	18
Depreciation and amortisation - Countplus	<b>1,027</b>	-
<b>Total depreciation of non current assets</b>	<b>1,290</b>	317

**(b) Salaries and employee benefits expense**

Employee benefits expense includes the following:

Superannuation and salary on costs	<b>1,554</b>	1,595
Salaries and employee benefits expense - Countplus	<b>22,600</b>	-
Other employee benefits expense	<b>7,281</b>	7,515
Share-based payments – ESOP	<b>98</b>	316
<b>Total salaries and employee benefits expense</b>	<b>31,533</b>	9,426

**(c) Other expenses**

Other expenses from operating activities include the following:

Bad and doubtful debts – trade debtors	<b>(1)</b>	35
Sales and marketing expenses	<b>1,467</b>	1,306
Administration expenses	<b>6,031</b>	5,156
Administration expense - Countplus	<b>5,309</b>	-
<b>Total other expenses</b>	<b>12,806</b>	6,497

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**NOTES TO THE FINANCIAL STATEMENTS-CONTINUED**

**12. DIVIDENDS PAID OR PROVIDED FOR ON ORDINARY SHARES**  
(Listing rule 4.3A - item 6)

	<b>CONSOLIDATED</b>	
	<b>2011</b>	<b>2010</b>
	<b>\$A'000</b>	<b>\$A'000</b>
<b>(a) Dividends proposed and recognised as a liability</b>		
Interim franked dividend for 2011: 2.0 cents (2010: 2.0 cents)	<b>5,244</b>	5,165
<b>(b) Dividends paid during the period</b>		
Interim franked dividend for 2011: 4.0 cents (2010: 4.0 cents)	<b>10,489</b>	10,337
Final franked dividend for 2010: 2.0 cents (2009: 1.0 cents)	<b>5,205</b>	2,574
	<b>20,938</b>	18,076
<b>(c) Dividends proposed and not recognised as a liability</b>		
Final franked dividend for 2011: 4.0 cents (2010: 2.0 cents)	<b>10,490</b>	5,165

The tax rate at which paid dividends have been franked is 30% (2010: 30%). Dividends proposed will be franked at the rate of 30% (2010: 30%). Franking credits were transferred from the wholly-owned entities to the parent entity on 1 July 2003 on entering the tax consolidated group.

**13. DETAILS OF DIVIDEND**  
(Listing rule 4.3A - item 7)

Date the dividend (distribution) is payable	October 14, 2011
Record date to determine entitlements to the dividend (distribution) (i.e., on the basis of proper instruments of transfers received by 5.00 pm if securities are not CHESS approved, or security holding balances established by 5.00 pm or such later time permitted by SCH Business Rules if securities are CHESS approved)	September 29, 2011
Final dividend declared on	August 15, 2011

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**14. RECONCILIATION OF RETAINED PROFITS**  
 (Listing rule 4.3A - item 8)

	<b>CONSOLIDATED</b>	
	<b>30-Jun-11</b>	<b>30-Jun-10*</b>
	<b>\$A'000</b>	<b>\$A'000</b>
Retained profits	<u>51,685</u>	<u>21,062</u>
<i>Movement in retained earnings:</i>		
Balance at the beginning of year	21,062	14,981
Net profit attributable to Members of Count Financial Limited	<u>51,560</u>	<u>24,178</u>
Total available for appropriation	<u>72,622</u>	<u>39,159</u>
Dividends provided for or paid	<u>20,937</u>	<u>18,097</u>
Balance at end of year	<u>51,685</u>	<u>21,062</u>

\* The prior period has been restated due to a change in accounting policy applied in 2010/2011. Please refer to point 18 for more information.

**15. NET TANGIBLE ASSETS PER SECURITY**  
 (Listing rule 4.3A - item 9)

Net Tangible Assets	<b>107,529</b>	61,952
	<b>Number of shares</b>	Number of shares
Weighted average number of ordinary shares of the entity	<b>261,501,243</b>	258,021,958
	<b>cent(s)</b>	cent(s)
Net tangible asset backing per ordinary security	<b>41.12</b>	24.01

**COUNT FINANCIAL LIMITED  
YEAR ENDED 30 JUNE 2011**

**16. DETAILS OF ENTITIES OVER WHICH CONTROL GAINED OR LOST DURING THE PERIOD**  
(Listing rule 4.3A - item 10)

The following are entities over which control was gained during the period:

<b>Name of entity</b>	<b>Date control was gained</b>
The MBA Partnership Pty Ltd*	1 July 2010
Lawrence Business Management Pty Ltd*	1 July 2010
HMA Twomey Patterson Pty Ltd*	1 July 2010
Bentleys (WA) Pty Ltd*	1 July 2010
Beames and Associates*	1 July 2010
Specialised Business Solutions Pty Ltd*	1 July 2010
Mogg Osborne Pty Ltd*	1 July 2010
Crosby Dalwood Pty Ltd*	1 July 2010
Cooper Reeves Pty Ltd*	1 July 2010
Countplus MBT Pty Ltd*	1 July 2010
Evolution Advisers Pty Ltd*	1 July 2010
Robson Partners Pty Ltd*	1 July 2010
Achieve Corporation Pty Ltd*	1 July 2010
Kidmans Partners Pty Ltd*	1 July 2010
360 Financial Vision Pty Ltd*	1 July 2010
Wearne & Co Pty Ltd*	16 August 2010
Cartwright Brown & Co Financial Planning*	31 August 2010
TFSA*	30 September 2010

\* All of the above entities are subsidiaries of Countplus Limited

The following are entities over which control was lost during the period:

<b>Name of entity</b>	<b>Date control was lost</b>
Compound Investments Limited	30 September 2010
Countplus Limited*	16 December 2010
Equity Loan Broking Pty Ltd	31 December 2010

\* Control was also lost of Countplus Limited's subsidiaries listed above.

In aggregate, the contribution of entities over which control was gained or lost to net profit from ordinary activities in the period was \$8.73m.

For more information, please refer to Notes 6, 11, 12 and 13 of the Half-Year Financial Report released on 22 February 2011.



**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**17. DETAILS OF ASSOCIATES OR JOINT VENTURE ENTITIES**

(Listing rule 4.3A - item 11)

	<b>\$'000</b>
Investment in associates at 30 June 2010	15,789
Consolidation of Countplus subsidiaries and derecognition of Investment in associates at 1 July 2010	(15,789)
Deconsolidation of Countplus and recognition as Investment in associate at fair value at 16 December 2010	60,000
Purchase of Countplus shares through the Public Offer at 16 December 2010	1,419
Share of profit of associates	2,016
Dividends from associates	(1,638)
Investment in associates at 30 June 2011	<u>61,797</u>

Count controlled the Countplus investee businesses from 1 July 2010 and has therefore consolidated these investees from 1 July 2010. On 16 December, Countplus issued shares to the vendors of its investees and the public, diluting Count's shareholding to 39.8% and requiring Count to deconsolidate its investment in Countplus, recognise its remaining interest at fair value and account for its investment in Countplus using the equity accounting method from that date.

32 million of the 40.9 million Countplus shares owned by Count are escrowed, with one third released from escrow in each of December 2011, December 2012 and December 2013.

**18. SIGNIFICANT INFORMATION FOR THE INVESTOR TO MAKE AN INFORMED ASSESSMENT OF THE ENTITY'S FINANCIAL PERFORMANCE AND FINANCIAL POSITION**

(Listing rule 4.3A - item 12)

The Group has recognised the present value of the future trail commissions expected to be received and paid from the Group's mortgage broking activities on balance sheet. Previously, trail commissions were recognised when received and when paid. This change in accounting policy will provide more relevant and reliable financial information as it is in line with industry practice for mortgage brokers and therefore increases the comparability of the Group's financial statements with other mortgage broking participants. The impact on the profit and loss of recognising the net present value of future trail commissions receivable and payable is such that it better reflects the economic substance of the Group's mortgage broking activity, as the broking service is effectively completed on settlement of the mortgage.

The impact of this change in accounting policy on the Group was:

For the year ended 30 June 2009:

- an additional financial asset of \$18,874 thousand and an associated deferred tax liability of \$5,662 thousand was recognised.
- an additional financial liability of \$14,412 thousand and an associated deferred tax asset of \$4,324 thousand was recognised.

These were adjusted against opening retained earnings.

For the year ended 30 June 2010

- profit for the financial year increased by \$213 thousand
- financial assets and associated deferred tax liabilities were higher by \$20,163 thousand and \$6,049 thousand respectively.
- financial liabilities and associated deferred tax assets were higher by \$15,397 thousand and \$4,619 thousand respectively
- earnings per share and diluted earnings per share were minimally impacted.

**COUNT FINANCIAL LIMITED  
YEAR ENDED 30 JUNE 2011**

**18. SIGNIFICANT INFORMATION FOR THE INVESTOR TO MAKE AN INFORMED ASSESSMENT  
OF THE ENTITY'S FINANCIAL PERFORMANCE AND FINANCIAL POSITION (CONTINUED)**

For the year ended 30 June 2011

- profit for the financial year increased by \$119 thousand
- earnings per share and diluted earnings per share were minimally impacted.

For more information regarding the entity's financial performance and financial position, refer to the Managing Director profit announcement - Preliminary Final Report dated 29<sup>th</sup> August 2011

**19. ACCOUNTING STANDARDS USED BY FOREIGN ENTITIES**  
(Listing rule 4.3A - item 13)

Not applicable

**20. COMMENTARY ON THE RESULT FOR THE PERIOD, DISCUSSION OF PERFORMANCE  
TRENDS AND FEATURES OF OPERATING PERFORMANCE**  
(Listing rule 4.3A - item 14, item 14.3 and item 14.5)

Refer to Managing Director profit announcement - Preliminary Final Report dated 29<sup>th</sup> August 2011

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**21. THE EARNINGS PER SECURITY AND THE NATURE OF ANY DILUTION ASPECTS**  
 (Listing rule 4.3A - item 14.1)

<b>Earnings per security (EPS)</b>	<b>30-Jun-11</b>	<b>30-Jun-10</b>	
Basic EPS (cents)	<b>19.72c</b>	9.37c	<b>110.46% up</b>
Diluted EPS (cents)	<b>19.72c</b>	9.36c	<b>110.68% up</b>

Basic Earnings Per Share calculation:

Weighted average number of ordinary shares of the entity used as the denominator in calculating basic EPS 261,501,243

Diluted Earnings Per Share calculation:

Weighted average number of ordinary shares and potential ordinary shares of the entity used as the denominator in calculating diluted EPS 261,503,243

<b>CONSOLIDATED</b>	
<b>2011</b>	<b>2010</b>
<b>\$'000</b>	<b>\$'000</b>

The following reflects the income and share data used in the calculations of basic and diluted earnings per share:

Earnings used in calculating basic and diluted earnings per share 51,560      24,178

**Number of shares**

Weighted average number of ordinary shares used in calculating basic earnings per share 261,501,243    258,021,958

**Effect of dilutive securities:**

Share options -                      156,788

Adjusted weighted average number of ordinary shares used in calculating diluted earnings per share **261,501,243**    258,178,747

Basic earnings per share (cents per share) **19.72**                      9.37

Diluted earnings per share (cents per share) **19.72**                      9.36

**Options**

Options and other distributions are considered to be potentially ordinary shares and have been included in the determination of diluted earnings per share. The diluted earnings per share calculations include all employee and franchisee options issued as at the date of signing the accounts; it excludes any options that may be issued in the future. The options have not been included in the determination of basic earnings per share.

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**22. RETURNS TO SHAREHOLDERS INCLUDING DISTRIBUTIONS AND BUY BACKS**  
 (Listing rule 4.3A - item 14.2)

**Dividend per security**

		Amount per security	Franked amount per security at 30% tax	Amount per security of foreign source dividend
		cent(s)	cent(s)	cent(s)
<b>Final dividend: *</b>	Current year	<b>4.00</b>	<b>4.00</b>	<b>nil</b>
	Previous year	2.00	2.00	nil
<b>Interim dividends:</b>	Current year	<b>6.00</b>	<b>6.00</b>	<b>nil</b>
	Previous year	6.00	6.00	nil

\* not provided in the accounts as per AASB 137 'Provisions, Contingent Liabilities and Contingent Assets'

	<b>CONSOLIDATED ENTITY</b>	
	<b>30-Jun-11</b>	<b>30-Jun-10</b>
	<b>\$A'000</b>	<b>\$A'000</b>
<b>Total dividend (distribution) per security (interim plus final)</b>	<b>10.00 c</b>	<b>8.00 c</b>

Currently, there are no dividend reinvestment plans

**Franking credit balance**

The amount of franking credits available for the subsequent financial year are:

- franking account balance as at the end of the financial year at 30% (2010: 30%) tax rate.	<b>9,207</b>	9,150
- franking credits that will arise from the payment of income tax payable as at the end of the financial year	<b>3,500</b>	4,927
- franking debits that will arise from the payment of dividends as at the end of the financial year	<b>(2,248)</b>	(2,214)
	<b>10,459</b>	11,863

The amount of franking credits available for future reporting periods:

- impact on the franking account of dividends proposed or declared before the financial report was authorised for issue but not recognised as a distribution to equity holders during the period.	<b>(4,496)</b>	(2,214)
	<b>5,963</b>	9,649

As at balance date, the Directors consider there are sufficient franking credits available to pay franked dividends during the year 2010-2011.

**COUNT FINANCIAL LIMITED**  
**YEAR ENDED 30 JUNE 2011**

**22. RETURNS TO SHAREHOLDERS INCLUDING DISTRIBUTIONS AND BUY BACKS (CONTINUED)**  
 (Listing rule 4.3A - item 14.2)

**ISSUED, BUY BACK AND QUOTED SECURITIES AT END OF CURRENT PERIOD**  
**Ordinary Securities**

	2011		2010	
	Number of Shares	\$	Number of Shares	\$
Beginning of the financial year	258,835,269	26,062,731	256,846,852	24,681,812
Issued during the year as a result of exercise of options				
- <b>Franchisee share incentive scheme</b>				
- FIOF 2004 at 78.1 cents per share	-	-	1,866,325	1,456,306
- FIOF 2005 at 131.4 cents per share	244,234	320,923	419,660	551,433
- <b>Employee share incentive scheme:</b>				
- ESOP 2004 at 84.7 cents per share	-	-	135,500	114,851
- ESOP 2008 at 154.2 cents per share	-	-	648	999
Shares issued for Countplus investments	3,133,473	3,523,796	1,612,318	2,156,131
Shares issued for finconnect investments	-	-	-	-
Employee share scheme issue	34,854	36,975	-	-
Associated costs of on-market buy-back of ordinary share capital	-	-	-	(2,028)
Bought back during the year	-	-	(2,046,034)	(2,896,773)
End of the financial year	<b>262,247,830</b>	<b>29,944,425</b>	258,835,269	26,062,731

*Ordinary Shares*

Ordinary shares have the right to receive dividends as declared and, in the event of the winding up of the company, to participate in the proceeds from the sale of all surplus assets in proportion to the number of and amounts paid up on shares held.

Ordinary shares entitle their holder to one vote, either in person or by proxy, at a meeting of the company.

**COUNT FINANCIAL LIMITED  
YEAR ENDED 30 JUNE 2011**

**23. SEGMENT RESULTS**

(Listing rule 4.3A - item 14.4)

Business segments	FINANCIAL PLANNING AND RELATED ACTIVITIES		COUNTPLUS		CONSOLIDATED	
	2011	2010	2011	2010	2011	2010
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
<b>Revenue</b>						
Sales to customers outside the consolidated entity	<b>121,143</b>	123,820	<b>44,786</b>	2,249	<b>165,929</b>	126,069
Total segment revenue	<b>121,143</b>	123,820	<b>44,786</b>	2,249	<b>165,929</b>	126,069
Non-segment revenues					<b>8,077</b>	5,084
Total consolidated revenue					<b>174,006</b>	131,153
<b>Results</b>						
Segment result	<b>32,047</b>	31,783	<b>47,180</b>	2,249	<b>79,227</b>	34,032

The consolidated entity's principal business segment is financial planning services, including investment reviews and leasing via its network of franchises. The consolidated entity's business segments are located in Australia.

**24. ANY OTHER FACTORS WHICH HAVE AFFECTED THE RESULTS IN THE PERIOD OR WHICH ARE LIKELY TO AFFECT RESULTS IN THE FUTURE, INCLUDING THOSE WHERE THE EFFECT COULD NOT BE QUANTIFIED**

(Listing rule 4.3A - item 14.6)

Refer to the Preliminary Final Report dated 29<sup>th</sup> August 2011

**25. COMPLIANCE STATEMENT**

(Listing rule 4.3A - item 15)

- i. This report has been prepared in accordance with AASB Standards, other AASB authoritative pronouncements and other standards acceptable to ASX.
- ii. This report, and the accounts upon which the report is based, use the same accounting policies.
- iii. This report does give a true and fair view of the matters disclosed.
- iv.

**✓ The accounts are in the process of being audited.**

- v. The entity has a formally constituted audit committee.

Sign here:  ..... Date 29 August 2011

Print name: **Barry Martin Lambert**  
**Executive Chairman**

**COUNT FINANCIAL LIMITED  
YEAR ENDED 30 JUNE 2011**

**26. ANNUAL MEETING**

The annual meeting will be held as follows:

Place:	Level 19, Gold Fields House 1 Alfred Street Cnr George Street Circular Quay Sydney NSW 2000
Date:	15 November 2011
Time:	10.00 am
Approximate date the annual report will be available	11 October 2011