

CONDENSED ANNUAL OPERATING AND FINANCIAL TREND REPORT  
(in thousands, excpet per share amounts)

	2018	2019	2020	2021	2022
Funeral operating revenue	\$ 190,098	\$ 196,475	\$ 226,819	\$ 252,926	\$ 251,396
Cemetery operating revenue	44,588	49,317	69,083	91,330	90,033
Financial revenue	15,688	15,878	19,689	22,708	22,452
Ancillary revenue	-	748	4,661	4,437	4,193
Divested/planned divested revenue	17,618	11,689	9,196	4,485	2,100
Total revenue	\$ 267,992	\$ 274,107	\$ 329,448	\$ 375,886	\$ 370,174
Funeral operating EBITDA	\$ 71,727	\$ 75,553	\$ 93,480	\$ 109,204	\$ 101,951
Funeral operating EBITDA margin	37.7%	38.5%	41.2%	43.2%	40.6%
Cemetery operating EBITDA	13,844	17,164	26,627	42,158	37,509
Cemetery operating EBITDA margin	31.0%	34.8%	38.5%	46.2%	41.7%
Financial EBITDA	14,139	14,272	18,357	21,156	20,767
Financial EBITDA margin	90.1%	89.9%	93.2%	93.2%	92.5%
Ancillary EBITDA	-	298	1,186	1,006	841
Ancillary EBITDA margin	0.0%	39.8%	25.4%	22.7%	20.1%
Divested/planned divested EBITDA	4,603	2,480	2,292	1,117	293
Divested/planned divested EBITDA margin	26.1%	21.2%	24.9%	24.9%	14.0%
Total EBITDA	\$ 104,313	\$ 109,767	\$ 141,942	\$ 174,641	\$ 161,361
Total EBITDA margin	38.9%	40.0%	43.1%	46.5%	43.6%
Total overhead	\$ 36,993	\$ 37,554	\$ 40,514	\$ 54,282	\$ 53,848
Overhead as a percentage of revenue	13.8%	13.7%	12.3%	14.4%	14.5%
Consolidated EBITDA	\$ 67,320	\$ 72,213	\$ 101,428	\$ 120,359	\$ 107,513
Consolidated EBITDA margin	25.1%	26.3%	30.8%	32.0%	29.0%
Other expenses and Interest					
Depreciation & amortization	\$ 17,430	\$ 17,771	\$ 19,389	\$ 20,520	\$ 19,799
Non-cash stock compensation	6,583	2,153	3,370	5,513	5,959
Interest expense	21,109	25,522	32,515	25,445	25,895
Loss on extinguishment of debt	502	-	6	23,807	190
Other	3,430	4,351	21,506	770	(1,524)
Pretax income	\$ 18,266	\$ 22,416	\$ 24,642	\$ 44,304	\$ 57,194
Net tax expense	6,621	7,883	8,552	11,145	15,813
Net income	\$ 11,645	\$ 14,533	\$ 16,090	\$ 33,159	\$ 41,381
Special items	\$ 11,650	\$ 9,821	\$ 25,579	\$ 30,607	\$ (200)
Tax effect on special items	1,729	1,822	7,986	8,503	95
Adjusted net income	\$ 21,566	\$ 22,532	\$ 33,683	\$ 55,263	\$ 41,086
Adjusted net income margin	8.0%	8.2%	10.2%	14.7%	11.1%
Adjusted basic earnings per share	\$ 1.19	\$ 1.26	\$ 1.88	\$ 3.17	\$ 2.76
Adjusted diluted earnings per share	\$ 1.17	\$ 1.25	\$ 1.86	\$ 3.02	\$ 2.61
GAAP basic earnings per share	\$ 0.64	\$ 0.81	\$ 0.90	\$ 1.90	\$ 2.78
GAAP diluted earnings per share	\$ 0.63	\$ 0.80	\$ 0.89	\$ 1.81	\$ 2.63
Weighted average basic shares outstanding	17,971	17,877	17,872	17,409	14,857
Weighted average diluted shares outstanding	18,374	18,005	18,077	18,266	15,710
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$ 67,320	\$ 72,213	\$ 101,428	\$ 120,359	\$ 107,513
Special items	2,872	4,374	2,822	5,802	1,799
Adjusted consolidated EBITDA	\$ 70,192	\$ 76,587	\$ 104,250	\$ 126,161	\$ 109,312
Adjusted consolidated EBITDA margin	26.2%	27.9%	31.6%	33.6%	29.6%

*The tables above include the use of certain financial measures that are not GAAP measures. The Non-GAAP financial measures are presented for additional information and are reconciled to their most comparable GAAP measures below. We define our Non-GAAP measures as "Adjusted" which is reflected on our Condensed Annual operating and Financial Trend Report.*

**Reconciliation of GAAP Basic Earnings Per Share to Adjusted Basic Earnings Per Share for the Five Year Annual Period:**

	2018	2019	2020	2021	2022
GAAP basic earnings per share	\$ 0.64	\$ 0.81	\$ 0.90	\$ 1.90	\$ 2.78
Effect of special items	0.55	0.45	0.98	1.27	(0.02)
Adjusted basic earnings per share	\$ 1.19	\$ 1.26	\$ 1.88	\$ 3.17	\$ 2.76

**Reconciliation of GAAP Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share for the Five Year Annual Period:**

	2018	2019	2020	2021	2022
GAAP diluted earnings per share	\$ 0.63	\$ 0.80	\$ 0.89	\$ 1.81	\$ 2.63
Effect of special items	0.54	0.45	0.97	1.21	(0.02)
Adjusted diluted earnings per share	\$ 1.17	\$ 1.25	\$ 1.86	\$ 3.02	\$ 2.61

**Reconciliation of GAAP Net Income to Adjusted Consolidated EBITDA for the Five Year Annual Period (in thousands):**

	2018	2019	2020	2021	2022
Net income	\$ 11,645	\$ 14,533	\$ 16,090	\$ 33,159	\$ 41,381
Net tax expense	6,621	7,883	8,552	11,145	15,813
Pretax income	\$ 18,266	\$ 22,416	\$ 24,642	\$ 44,304	\$ 57,194
Depreciation & amortization	17,430	17,771	19,389	20,520	19,799
Non-cash stock compensation	6,583	2,153	3,370	5,513	5,959
Interest expense	21,109	25,522	32,515	25,445	25,895
Loss on extinguishment of debt	502	-	6	23,807	190
Other	3,430	4,351	21,506	770	(1,524)
Special items	2,872	4,374	2,822	5,802	1,799
Adjusted consolidated EBITDA	\$ 70,192	\$ 76,587	\$ 104,250	\$ 126,161	\$ 109,312
Total revenue	\$ 267,992	\$ 274,107	\$ 329,447	\$ 375,886	\$ 370,174
Adjusted consolidated EBITDA margin	26.2%	27.9%	31.6%	33.6%	29.5%

**Special Items affecting Adjusted Net Income for the Five Year Annual Period (in thousands):**

	2018	2019	2020	2021	2022
Acquisition expenses	\$ -	\$ 2,083	\$ (11)	\$ -	\$ -
Severance and separation costs	1,435	1,205	563	1,575	1,431
Performance awards cancellation and exchange	3,284	-	288	-	-
Accretion of discount on convert. sub. notes	2,192	241	216	20	-
Net loss on extinguishment of debt	502	-	-	23,807	190
Net (gain) loss on divestitures	556	4,217	6,864	(856)	(543)
Impairment of goodwill, intangibles and PPE	1,019	963	14,952	500	2,358
Litigation reserve	1,000	750	270	1,050	200
Tax expense related to divested business	-	911	-	-	-
Net gain on insurance reimbursements	-	(885)	-	-	(3,471)
Disaster recovery and pandemic costs	437	-	1,627	2,157	168
Change in uncertain tax reserves and other	-	-	-	-	(533)
Tax adjustment related to certain discrete items	1,225	-	400	-	-
Other special items	-	336	410	2,354	-
Total	\$ 11,650	\$ 9,821	\$ 25,579	\$ 30,607	\$ (200)

**Special Items affecting Adjusted Consolidated EBITDA for the Five Year Annual Period (in thousands):**

	2018	2019	2020	2021	2022
Acquisition expenses	\$ -	\$ 2,083	\$ (11)	\$ -	\$ -
Severance and separation costs	1,435	1,205	563	1,575	1,431
Litigation reserve	1,000	750	270	1,050	200
Disaster recovery and pandemic costs	437	-	1,627	2,157	168
Other special items	-	336	373	1,020	-
Total	\$ 2,872	\$ 4,374	\$ 2,822	\$ 5,802	\$ 1,799