

**CONDENSED FIVE QUARTER OPERATING AND FINANCIAL TREND REPORT**  
(in thousands, except per share amounts)

|  | Qtr 2<br>2023    | Qtr 3<br>2023    | Qtr 4<br>2023    | Qtr 1<br>2024     | Qtr 2<br>2024     |
|--|------------------|------------------|------------------|-------------------|-------------------|
| Funeral Operating Revenue  | \$ 59,733        | \$ 58,533        | \$ 61,394        | \$ 66,578         | \$ 59,225         |
| Cemetery Operating Revenue   | 28,833           | 24,315           | 26,683           | 27,581            | 34,770            |
| Financial Revenue  | 6,092            | 5,249            | 8,246            | 6,936             | 7,120             |
| Ancillary Revenue  | 1,232            | 1,156            | 1,143            | 1,247             | 1,082             |
| Divested Revenue   | 1,788            | 1,241            | 1,368            | 1,151             | 121               |
| <b>Total Revenue</b>   | <b>\$ 97,678</b> | <b>\$ 90,494</b> | <b>\$ 98,834</b> | <b>\$ 103,493</b> | <b>\$ 102,318</b> |
| Funeral Operating EBITDA   | \$ 21,551        | \$ 21,870        | \$ 24,135        | \$ 27,527         | \$ 23,366         |
| Funeral Operating EBITDA Margin  | 36.1%            | 37.4%            | 39.3%            | 41.3%             | 39.5%             |
| Cemetery Operating EBITDA  | 12,871           | 8,980            | 10,734           | 11,952            | 17,065            |
| Cemetery Operating EBITDA Margin   | 44.6%            | 36.9%            | 40.2%            | 43.3%             | 49.1%             |
| Financial EBITDA   | 5,647            | 4,849            | 7,735            | 6,505             | 6,546             |
| Financial EBITDA Margin  | 92.7%            | 92.4%            | 93.8%            | 93.8%             | 91.9%             |
| Ancillary EBITDA   | 73               | 147              | 89               | 173               | 193               |
| Ancillary EBITDA Margin  | 5.9%             | 12.7%            | 7.8%             | 13.9%             | 17.8%             |
| Divested EBITDA  | 638              | 289              | 418              | 170               | 33                |
| Divested EBITDA Margin   | 35.7%            | 23.3%            | 30.6%            | 14.8%             | 27.3%             |
| <b>Total Field EBITDA</b>  | <b>\$ 40,780</b> | <b>\$ 36,135</b> | <b>\$ 43,111</b> | <b>\$ 46,327</b>  | <b>\$ 47,203</b>  |
| <b>Total Field EBITDA Margin</b>   | <b>41.7%</b>     | <b>39.9%</b>     | <b>43.6%</b>     | <b>44.8%</b>      | <b>46.1%</b>      |
| <b>Total Overhead</b>  | <b>\$ 12,087</b> | <b>\$ 12,848</b> | <b>\$ 11,886</b> | <b>\$ 19,356</b>  | <b>\$ 20,425</b>  |
| <b>Overhead as a percentage of revenue</b>                                   | <b>12.4%</b>     | <b>14.2%</b>     | <b>12.0%</b>     | <b>18.7%</b>      | <b>20.0%</b>      |
| <b>Consolidated EBITDA</b>   | <b>\$ 28,693</b> | <b>\$ 23,287</b> | <b>\$ 31,225</b> | <b>\$ 26,971</b>  | <b>\$ 26,778</b>  |
| <b>Consolidated EBITDA Margin</b>  | <b>29.4%</b>     | <b>25.7%</b>     | <b>31.6%</b>     | <b>26.1%</b>      | <b>26.2%</b>      |
| <b>Other Expenses and Interest</b>   |                  |                  |                  |                   |                   |
| Depreciation & Amortization  | \$ 5,668         | \$ 5,186         | \$ 5,494         | \$ 5,460          | \$ 6,204          |
| Non-Cash Stock Compensation  | 2,022            | 1,992            | 1,548            | 489               | 2,182             |
| Interest Expense   | 9,396            | 9,278            | 9,053            | 8,712             | 8,324             |
| Net (Gain) Loss on Divestitures and Sale of Real Property                    | (126)            | 24               | (750)            | 1,501             | 8                 |
| Impairment of Goodwill, Intangibles and PPE                                  | 243              | 211              | -                | -                 | -                 |
| Net Gain on Property Damage, Net of Insurance Claims                         | (235)            | (379)            | -                | -                 | (417)             |
| Net Loss on Disposal of Fixed Assets   | 22               | 188              | 262              | 44                | 15                |
| Other, net   | 1                | 11               | 13               | 43                | 3                 |
| <b>Pretax Income</b>   | <b>\$ 11,702</b> | <b>\$ 6,776</b>  | <b>\$ 15,605</b> | <b>\$ 10,722</b>  | <b>\$ 10,459</b>  |
| Net Tax Expense  | 3,416            | 2,131            | 3,967            | 3,749             | 4,200             |
| <b>GAAP Net Income</b>   | <b>\$ 8,286</b>  | <b>\$ 4,645</b>  | <b>\$ 11,638</b> | <b>\$ 6,973</b>   | <b>\$ 6,259</b>   |
| <b>Special Items</b>   |                  |                  |                  |                   |                   |
| Severance and Separation Costs   | -                | -                | -                | \$ 5,457          | \$ 771            |
| Equity Awards Cancellation   | -                | -                | -                | (1,336)           | -                 |
| Net (Gain) Loss on Divestitures and Sale of Real Property                    | (126)            | 24               | (750)            | 1,501             | 8                 |
| Impairment of Goodwill, Intangibles and PPE                                  | 243              | 211              | -                | -                 | -                 |
| Net Gain on Property Damage, Net of Insurance Claims                         | (235)            | (379)            | -                | -                 | (417)             |
| Other Special Items  | -                | 973              | 1,219            | 1,173             | 5,055             |
| <b>Sum of Special Items</b>  | <b>\$ (118)</b>  | <b>\$ 829</b>    | <b>\$ 469</b>    | <b>\$ 6,795</b>   | <b>\$ 5,417</b>   |
| Tax on Special Items   | (33)             | 238              | 131              | 2,229             | 1,825             |
| <b>Adjusted Net Income</b>   | <b>\$ 8,201</b>  | <b>\$ 5,236</b>  | <b>\$ 11,976</b> | <b>\$ 11,539</b>  | <b>\$ 9,851</b>   |
| <b>Adjusted Net Income Margin</b>  | <b>8.4%</b>      | <b>5.8%</b>      | <b>12.1%</b>     | <b>11.1%</b>      | <b>9.6%</b>       |
| Adjusted Basic EPS   | \$ 0.55          | \$ 0.35          | \$ 0.80          | \$ 0.77           | \$ 0.65           |
| Adjusted Diluted EPS   | \$ 0.53          | \$ 0.33          | \$ 0.77          | \$ 0.75           | \$ 0.63           |
| GAAP Basic EPS   | \$ 0.55          | \$ 0.31          | \$ 0.78          | \$ 0.46           | \$ 0.41           |
| GAAP Diluted EPS   | \$ 0.53          | \$ 0.30          | \$ 0.75          | \$ 0.45           | \$ 0.40           |
| <b>Weighted Average Number of Shares Outstanding</b>                         |                  |                  |                  |                   |                   |
| Basic  | 14,793           | 14,820           | 14,838           | 14,876            | 14,965            |
| Diluted  | 15,454           | 15,514           | 15,448           | 15,309            | 15,403            |
| <b>Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA</b> |                  |                  |                  |                   |                   |
| <b>Consolidated EBITDA</b>   | <b>\$ 28,693</b> | <b>\$ 23,287</b> | <b>\$ 31,225</b> | <b>\$ 26,971</b>  | <b>\$ 26,778</b>  |
| Severance and Separation Costs   | -                | -                | -                | 5,457             | 771               |
| Other Special Items  | -                | 973              | 1,219            | 1,173             | 5,055             |
| <b>Adjusted Consolidated EBITDA</b>  | <b>\$ 28,693</b> | <b>\$ 24,260</b> | <b>\$ 32,444</b> | <b>\$ 33,601</b>  | <b>\$ 32,604</b>  |
| <b>Adjusted Consolidated EBITDA Margin</b>                                   | <b>29.4%</b>     | <b>26.8%</b>     | <b>32.8%</b>     | <b>32.5%</b>      | <b>31.9%</b>      |

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 Five Quarter Operating and Financial Trend Report.

**Reconciliation of GAAP Net Income to Adjusted Net Income for the five quarter period (in thousands):**

|                           | Qtr 2<br>2023 | Qtr 3<br>2023 | Qtr 4<br>2023 | Qtr 1<br>2024 | Qtr 2<br>2024 |
|---------------------------|---------------|---------------|---------------|---------------|---------------|
| GAAP Net Income           | \$ 8,286      | \$ 4,645      | \$ 11,638     | \$ 6,973      | \$ 6,259      |
| Special Items, Net of Tax | (85)          | 591           | 338           | 4,566         | 3,592         |
| Adjusted Net Income       | \$ 8,201      | \$ 5,236      | \$ 11,976     | \$ 11,539     | \$ 9,851      |

**Reconciliation of GAAP Basic Earnings Per Share to Adjusted Basic Earnings per Share for the five quarter period:**

|                                   | Qtr 2<br>2023 | Qtr 3<br>2023 | Qtr 4<br>2023 | Qtr 1<br>2024 | Qtr 2<br>2024 |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| GAAP Basic Earnings Per Share     | \$ 0.55       | \$ 0.31       | \$ 0.78       | \$ 0.46       | \$ 0.41       |
| Effect of Special Items           | -             | 0.04          | 0.02          | 0.31          | 0.24          |
| Adjusted Basic Earnings Per Share | \$ 0.55       | \$ 0.35       | \$ 0.80       | \$ 0.77       | \$ 0.65       |

**Reconciliation of GAAP Diluted Earnings Per Share to Adjusted Diluted Earnings per Share for the five quarter period:**

|                                     | Qtr 2<br>2023 | Qtr 3<br>2023 | Qtr 4<br>2023 | Qtr 1<br>2024 | Qtr 2<br>2024 |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
| GAAP Diluted Earnings Per Share     | \$ 0.53       | \$ 0.30       | \$ 0.75       | \$ 0.45       | \$ 0.40       |
| Effect of Special Items             | -             | 0.03          | 0.02          | 0.30          | 0.23          |
| Adjusted Diluted Earnings Per Share | \$ 0.53       | \$ 0.33       | \$ 0.77       | \$ 0.75       | \$ 0.63       |

**Reconciliation of GAAP Net Income to Adjusted Consolidated EBITDA for the five quarter period (in thousands):**

|   | Qtr 2<br>2023 | Qtr 3<br>2023 | Qtr 4<br>2023 | Qtr 1<br>2024 | Qtr 2<br>2024 |
|---|---------------|---------------|---------------|---------------|---------------|
| GAAP Net Income   | \$ 8,286      | \$ 4,645      | \$ 11,638     | \$ 6,973      | \$ 6,259      |
| Net Tax Expense   | 3,416         | 2,131         | 3,967         | 3,749         | 4,200         |
| Pretax Income   | \$ 11,702     | \$ 6,776      | \$ 15,605     | \$ 10,722     | \$ 10,459     |
| Depreciation & Amortization                               | 5,668         | 5,186         | 5,494         | 5,460         | 6,204         |
| Non-Cash Stock Compensation                               | 2,022         | 1,992         | 1,548         | 489           | 2,182         |
| Interest Expense  | 9,396         | 9,278         | 9,053         | 8,712         | 8,324         |
| Net (Gain) Loss on Divestitures and sale of real property | (126)         | 24            | (750)         | 1,501         | 8             |
| Impairment of Goodwill, Intangibles and PPE               | 243           | 211           | -             | -             | -             |
| Net Gain on Property Damage, Net of Insurance Claims      | (235)         | (379)         | -             | -             | (417)         |
| Net Loss on Disposal of Fixed Assets                      | 22            | 188           | 262           | 44            | 15            |
| Other, net  | 1             | 11            | 13            | 43            | 3             |
| Special Items   | -             | 973           | 1,219         | 6,630         | 5,826         |
| Adjusted Consolidated EBITDA                              | \$ 28,693     | \$ 24,260     | \$ 32,444     | \$ 33,601     | \$ 32,604     |
| Revenue   | \$ 97,678     | \$ 90,494     | \$ 98,834     | \$ 103,493    | \$ 102,318    |
| Adjusted Consolidated EBITDA Margin                       | 29.4%         | 26.8%         | 32.8%         | 32.5%         | 31.9%         |