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

Same Store Contracts		(in thousands, excep	ot per Snare amou	iits)			
Abmed Contracts		2015	2016	2017	2018	2019	CAGR
Abmed Contracts	Same Store Contracts						
Peneced Contracts	Atneed Contracts	24 356	24 179	25 069	25 117	25 844	
Table Same Stoker Furnard Contractes Annerd Contractes 30,709 31,218 33,3223 34,892 37,028 4.8 Total Funeral Contractes 30,709 31,218 33,3223 34,892 37,028 4.8 Total Funeral Contractes Same Store Revenue Same Store Revenue Same Store Revenue Same Store Revenue Total Funeral Operating Revenue Total Funeral Operating Revenue Same Store Revenu		·	•	·	·	•	
Acquisition Contracts Acquisition Contracts 265 1,097 2,110 3,404 4,886 1,886 1,987 3,486 3,886 1,987 3,486 3,886		· · · · · · · · · · · · · · · · · · ·	,		,	·	0.00/
Arised Contracts		30,398	30,010	30,909	30,838	31,544	0.9%
Penede Contracts	Acquisition Contracts						
Premeet Contracts	Atneed Contracts	265	1,097	2,110	3,404	4,896	
Total Funeral Contracts	Preneed Contracts	46			·	•	
Total Funeral Contracts 30,799 31,218 33,323 34,892 37,026 48							
Funeral Operating Revenue S18,329 \$162,988 \$168,173 \$166,994 \$167,246 \$0.5 \$2.66 \$7.778 \$16,388 \$2.835 \$3.146 \$183,769 \$30.392 \$3.835 \$3.146 \$183,769 \$30.392 \$3.835 \$3.146 \$3.836 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.835 \$3.146 \$3.836 \$3.836 \$3.835 \$3.146 \$3.83	·		,				4.00/
Same Sione Revenue	Total Funeral Contracts	30,709	31,218	33,323	34,692	37,026	4.8%
Same Sione Revenue	Funeral Operating Revenue						
Acquisition Revenue 2,266 7,178 16,388 26,835 33,146 1704		\$163.820	\$162,068	\$168 173	\$166 03/	\$167.246	0.5%
Total Funeral Operating Revenue S40,076 \$43,730 \$43,242 \$45,135 \$49,476 \$43,730 \$43,242 \$45,135 \$49,476 \$43,730 \$43,242 \$45,135 \$49,476 \$43,730 \$43,242 \$45,135 \$49,476 \$43,730 \$43,242 \$45,135 \$49,476 \$43,730 \$43,242 \$45,135 \$49,476 \$43,730 \$43,242 \$45,135 \$49,760 \$43,730 \$43,242 \$45,135 \$49,760 \$43,730 \$43,242 \$45,135 \$49,760 \$43,730 \$43,242 \$45,135 \$49,760 \$43,730 \$43,242 \$45,135 \$49,760 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$44,770 \$43,730 \$43,242 \$43,470		·	·				0.070
Seme Store Revenue S42,076 S43,730 S43,242 S45,135 S49,455 S85	·	•	•		•	•	4.00/
Same Sizer Revenue Total Cemetery Operating Revenue Total Cemetery Operating Revenue Freneed Funeral Commission Income Preneed Funeral Titost and Insurance Preneed Funeral Funeral Funeral Funeral Funeral Englance Preneed Funeral Funer	Total Funeral Operating Revenue	\$166,095	\$170,946	\$184,561	\$193,769	\$200,392	4.8%
Same Sizer Revenue Total Cemetery Operating Revenue Total Cemetery Operating Revenue Freneed Funeral Commission Income Preneed Funeral Titost and Insurance Preneed Funeral Funeral Funeral Funeral Funeral Englance Preneed Funeral Funer	Cemetery Operating Revenue						
Acquisition Revenue	· · · · · · · · · · · · · · · · · · ·	\$42.078	\$43.730	\$43.242	\$45 135	\$40.455	1 10/
Total Cemetery Operating Revenue \$42,078 \$43,730 \$43,242 \$45,138 \$49,750 \$43,750 \$43,750 \$43,750 \$43,750 \$43,475 \$7,008 \$		Ψ+2,070	ψ+3,730	Ψ+0,2+2	Ψ-0, 100	•	7.1/0
Princed Florence Standard S	•	- 0.40.070	-	-	- 0.45.405		4.00/
Promode Funeral Commission Income \$1,484 \$1,429 \$1,254 \$1,475 \$7,068 \$	Total Cemetery Operating Revenue	\$42,078	\$43,730	\$43,242	\$45,135	\$49,750	4.3%
Princed Funeral Commission Incomo \$1.484 \$1.429 \$1.275 \$1.294 \$1.475 \$1.795 \$1.294 \$1.475 \$1.005 \$	Financial Revenue						
Prenede Funeral Trust and Insurance Carnellary Trust Earnings 7,652 7,244 6,300 5,761 6,035 Prenede Cemetery Finance Charges 1,380 1,576 1,580 1,576 1,580 1,576 1,580 1,576 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,577 1,580 1,779 1,780 1		¢4 404	¢4 400	¢4 054	¢4 204	¢4 475	
Cemetery Trust Earnings				* *			
Prenence Cemetery Finance Charges 1,380 1,576 1,538 1,699 1,454 Total Financial Revenue 318,080 317,282 316,058 315,977 316,022 30 30 316,058 315,977 316,022 316,058 315,977 316,022 316,058 315,977 316,022 316,058 315,977 316,022 316,058 31		•	•	· ·	•	•	
Total Francial Revenue 518,080 \$17,262 \$16,088 \$16,977 \$16,022 3.0 Total Privated/Planed Divested Revenue 510,675 \$10,015 \$81,05 \$81,097 \$7,195 \$10,015 \$10	Cemetery Trust Earnings	7,652	7,244	6,300	5,761	6,035	
Total Financial Revenue Divested/Planned Divested Revenue Funrari Revenue Divested/Planned Divested Revenue Funrari Revenue S10,675 S10,015 S8,105 S8,399 S7,195 S6,247 S10,275 S10,205 S8,399 S7,195 S10,275 S10,015 S8,105 S8,399 S7,195 S10,275 S1	Preneed Cemetery Finance Charges	1,380	1,576	1,538	1,659	1,454	
Divested/Planned Divested Revenue S10,675 \$10,015 \$8,105 \$8,399 \$7,195 \$10,015 \$				· · · · · · · · · · · · · · · · · · ·			-3.0%
Divested/Planned Divested Revenue S10,875 \$10,015 \$3,105 \$3,309 \$7,195 \$1,000		¥ 15,000	711,202	Ţ 1 J, J J J	7 10,011	-	2.070
Funcal Revenue	Other Revenue	-	-	-	-	\$748	
Funcal Revenue	Diverted/Diamed Diverted Decree						
Seme Store Cemetery Field EBITDA Margin Seme Store Freeder Field EBITDA Same Store Cemetery Field EBITDA Same Store Freeder Field EBITDA Seme Store Cemetery Fi		A 15 5==	A 10 0 : -	40.15-	40.55	A-	
Total Divested/Planned Divested Revenue \$16,249		·	·	· ·		\$7,195	
Total Divested/Planned Divested Revenue \$16,249	Cemetery Revenue	5,574	6,247	6,173	4,712	-	
Section Sect	•	·	\$16,262		•	\$7,195	-18.4%
Field EBITDA Same Store Funeral Field EBITDA Same Store Commeter Field EBITDA Same Stor						•	
Same Store Funeral Field EBITDA Margin 39.5% 39.7% 39.	Total Revenue	\$242,502	\$248,200	\$258,139	\$267,992	\$274,107	3.1%
Same Store Funeral Field EBITDA Margin 39.5% 39.7% 39.	Field FRITDA						
Same Store Funeral Field EBITDA 39,5% 39,7% 39,6% 37,8% 32,2% Acquisition Funeral Field EBITDA 41,6% 41,6% 34,4% 36,3% 37,9% 37,0% 38,0% 39,5% 39,2% 37,0% 37,0% 38,0% 39,5% 39,2% 37,0% 38,0% 39,5% 39,2% 37,0% 38,0% 37,0% 38,0% 39,5% 39,0% 39,0% 39,0% 37,0% 38,0% 38,0% 39,5% 39,0%	ricia EBITBA	¢64.720	¢64.755	¢66 660	¢62 110	¢62 020	0.20/
Acquisition Funeral Field EBITDA Margin Total Funeral Field EBITDA Margin 17		· · ·			· · ·	· ·	-0.3%
Acquisition Funeral Field EBITDA \$65,667 \$86,073 \$72,301 \$72,851 \$76,485 \$3.9 \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$37.6% \$38.2% \$38.2% \$39.8% \$39.2% \$31.406 \$13.880 \$37.705 \$38.8% \$37.2% \$34.4% \$30.6% \$33.80 \$37.735 \$37.60 \$34.6% \$33.80 \$37.728 \$37.501 \$37.293 \$3	G				37.8%		
Total Funeral Field EBITDA S56,667 S58,073 \$72,301 \$72,861 \$76,485 3.9	Acquisition Funeral Field EBITDA	937	3,318	5,633	9,732	12,547	
Total Funeral Field EBITDA S56,667 S58,073 \$72,301 \$72,861 \$76,485 3.9	Acquisition Funeral Field EBITDA Margin	41.4%	41.6%	34.4%	36.3%	37.9%	
Same Store Cemetery Field EBITDA \$14,685 \$14,926 \$13,406 \$13,880 \$17,055 \$3.85 \$3.87 \$3.87 \$3.87 \$3.87 \$3.87 \$3.88 \$3.49 \$3.40	•						3.9%
Same Store Cemetery Field EBITDA Margin 34.9% 34.1% 31.0% 30.8% 34.5% 34.0% 34				-	·	•	3.3 /0
Same Store Cemetery Field EBITDA Margin 34.9% 34.1% 31.0% 30.8% 34.5% 34.6quired Cemetery Field EBITDA 73 34.6quired Cemetery Field EBITDA 34.685 314.926 31.406 313.880 317.128 31.0% 30.8% 34.4% 37.524 37.517 37.5	Total Funeral Field EBITDA Margin	39.5%	39.6%	39.2%	37.0%	36.2%	
Same Store Cemetery Field EBITDA Margin 34.9% 34.1% 31.0% 30.8% 34.5% 34.6quired Cemetery Field EBITDA 73 34.6quired Cemetery Field EBITDA 34.685 314.926 31.406 313.880 317.128 31.0% 30.8% 34.4% 37.524 37.517 37.5	Same Store Cemetery Field FBITDA	\$14 685	\$14 926	\$13 406	\$13 880	\$17 055	3.8%
Acquired Cemetery Field EBITDA Margin	•	· ·	·	· ·		•	0.070
Acquired Cemetery Field EBITDA Margin 0.0% 0.0% 0.0% 0.0% 0.0% 3.9% 3.9	•	J 7 .970	J 4 . 1 /0	31.070	30.070		
Total Cemetery Field EBITDA \$14,685 \$14,926 \$13,406 \$13,880 \$17,128 \$3.9	,	-	-	-	-		
Total Cemetery Field EBITDA Margin 34.9% 34.1% 31.0% 30.8% 34.4% Funeral Financial EBITDA \$7,939 \$7,591 \$7,293 \$7,524 \$7,517 Cemetery Financial EBITDA \$8,532 7.450 6.903 6.902 Total Financial EBITDA \$16,698 \$16,123 \$14,743 \$14,427 \$14,419 -3.6 Total Financial EBITDA Margin 92.4% 93.4% 91.8% 90.3% 90.0% Other EBITDA \$298 Other EBITDA Margin 0.0% 0.0% 0.0% 0.0% 39.8% Divested/Planned Divested EBITDA 53,046 \$3,519 \$2,387 \$1,779 \$1,437 Cemetery EBITDA 1,443 1,772 1,675 1,376 Total Divested/Planned Divested EBITDA 1,443 1,772 1,675 1,376 Total Divested/Planned Divested EBITDA 34,489 \$5,291 \$4,062 \$3,155 \$1,437 - 24.1 Total Field EBITDA 310,878 \$101,539 \$104,413 \$104,512 \$104,313 \$109,767 2.0 Total Field EBITDA Margin 41,9% 42,1% 40,5% 38,9% 40,0% Total Regional Fixed Overhead 31,435 3,667 3,883 4,020 4,052 Total Regional Fixed Overhead 20,354 19,109 21,209 20,301 19,385 Total Overhead \$34,667 \$35,898 \$36,430 \$36,993 \$37,554 Consolidated EBITDA \$66,872 \$68,515 \$68,082 \$67,320 \$72,213 Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert, Sub. Notes 1,599 \$17,430 \$17,771 Other Expenses and Interest Depreciation & Amortization 5,594 4,444 2,890 3,162 6,583 2,153 Interest Expense 1,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert, Sub. Notes 4,444 2,890 3,162 6,583 2,153 Interest Expense 1,599 1,7430 5,754 4,754 1,758 1,759 1,751 Pretax Income 534,590 532,241 532,782 518,266 522,4	· · · · · · · · · · · · · · · · · · ·						
Funeral Financial EBITDA	Total Cemetery Field EBITDA	\$14,685	\$14,926	\$13,406	\$13,880	\$17,128	3.9%
Funeral Financial EBITDA Cemetery Financial EBITDA Total Financial EBITDA Other EBITDA Other EBITDA Other EBITDA Total Divested EBITDA Funeral EBITDA Total Divested EBITDA Total Financial EBITDA Total Financial EBITDA Total Divested EBITDA Total Divested EBITDA Total Divested EBITDA Total Divested EBITDA Total Financial EBITDA	Total Cemetery Field EBITDA Margin	34.9%	34.1%		30.8%	34.4%	
Cemetery Financial EBITDA	,						
Total Financial EBITDA \$16,698 \$16,123 \$14,743 \$14,427 \$14,419 \$-3.6	Funeral Financial EBITDA	\$7,939	\$7,591	\$7,293	\$7,524	\$7,517	
Total Financial EBITDA \$16,698 \$16,123 \$14,743 \$14,427 \$14,419 \$-3.6	Cemetery Financial EBITDA	8,759	8,532	7,450	6,903	6,902	
Commonstrate Commonstration Common	•	\$16,698	•		\$14,427	·	-3.6%
Other EBITDA Other EBITDA Other EBITDA Margin 0.0% 0.0% 0.0% 0.0% 39.8% Divested/Planned Divested EBITDA Funeral EBITDA Cemetery EBITDA Total Divested/Planned Divested EBITDA Total Divested/Planned Divested EBITDA Total Divested/Planned Divested EBITDA Margin \$3,046 \$3,519 \$2,387 \$1,779 \$1,437 Total Divested/Planned Divested EBITDA Total Divested/Planned Divested EBITDA Margin \$4,489 \$5,291 \$4,062 \$3,155 \$1,437 -24.1 Total Field EBITDA Total Field EBITDA Margin \$101,539 \$104,413 \$104,512 \$104,313 \$109,767 2.0 Total Field EBITDA Margin \$101,539 \$104,413 \$104,512 \$104,313 \$109,767 2.0 Total Variable Overhead \$10,878 \$13,122 \$11,338 \$12,672 \$14,117 \$104,072 \$104,072 \$104,072 \$14,072 \$14,074 \$14,072<			·	-	7		0.070
Divested/Planned Divested EBITDA	Total Fillaticial EBITDA Margill	92.4/0	93.4 /0	91.070	90.370	90.078	
Divested/Planned Divested EBITDA	Other EBITDA	-	-	-	-	\$298	
Divested/Planned Divested EBITDA		0.0%	0.0%	0.0%	0.0%	•	
Funeral EBITDA \$3,046 \$3,519 \$2,387 \$1,779 \$1,437 \$1,437 \$1,043 \$1,443 \$1,772 \$1,675 \$1,376 \$- \$1,437 \$1,043 \$1,042 \$1,443 \$1,772 \$1,675 \$1,376 \$- \$1,437 \$2,418 \$1,437 \$2,418 \$2,00% \$1,437 \$1,438 \$1,447 \$1,438 \$1,447 \$1,44	Other EBITEA Margin	0.070	0.070	0.070	0.070	03.070	
Cemetery EBITDA	Divested/Planned Divested EBITDA						
Cemetery EBITDA	Funeral EBITDA	\$3.046	\$3.519	\$2.387	\$1.779	\$1.437	
Total Divested/Planned Divested EBITDA Total Divested Planned Divested EBITDA Margin 27.6% 32.5% 28.4% 24.1% 20.0% 20.0% 27.6% 32.5% 28.4% 24.1% 20.0% 20.0% 27.6% 32.5% 28.4% 24.1% 20.0% 20.0% 27.6% 32.5% 28.4% 24.1% 20.0% 27.6% 28.4% 24.1% 20.0% 27.6% 28.4% 24.1% 20.0% 27.6% 28.4% 24.1% 20.0% 27.6% 28.4% 24.1% 20.0% 27.6% 28.4% 24.1% 20.0% 27.6% 28.4% 24.1% 20.0% 27.6% 28.2% 28.4% 24.1% 20.0% 28.2%		' '		* *		ψ.,.σ. -	
Total Divested/Planned Divested EBITDA Margin 27.6% 32.5% 28.4% 24.1% 20.0%	· · · · · · · · · · · · · · · · · · ·	-			,	¢4 427	24.00/
Total Field EBITDA		_	·	-	·	· · · · · · · · · · · · · · · · · · ·	-24.0%
Total Field EBITDA Margin	i otai Divested/Planned Divested EBITDA Margin	27.6%	32.5%	28.4%	24.1%	20.0%	
Total Field EBITDA Margin	Total Field EBITDA	\$101.539	\$104.413	\$104.512	\$104.313	\$109.767	2.0%
Overhead \$10,878 \$13,122 \$11,338 \$12,672 \$14,117 Total Regional Fixed Overhead 3,435 3,667 3,883 4,020 4,052 Total Corporate Fixed Overhead 20,354 19,109 21,209 20,301 19,385 Total Overhead Overhead Overhead Sa percentage of Revenue \$34,667 \$35,898 \$36,430 \$36,993 \$37,554 2.0 Consolidated EBITDA Consolidated EBITDA Margin \$66,872 \$68,515 \$68,082 \$67,320 \$72,213 1.9 Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization Non-Cash Stock Compensation Auxiliary Auxi				•	•	•	
Total Variable Overhead	Total Fleid EBITDA Margill	71.370	72.1/0	70.570	30.370	40.0 /0	
Total Regional Fixed Overhead Total Corporate Fixed Overhead Total Corporate Fixed Overhead Total Corporate Fixed Overhead Total Overhead Total Overhead S34,667 S35,898 S36,430 S36,993 S37,554 Coverhead as a percentage of Revenue T4.3% T4.5% T4.1% T3.8% T3.7% Consolidated EBITDA S66,872 S68,515 S68,082 S67,320 S72,213 Consolidated EBITDA Margin Total Consolidated EBITDA S66,872 S68,515 S68,082 S67,320 S72,213 T.9 Consolidated EBITDA Margin T57,771 S07,000 S13,780 S15,421 S15,979 S17,430 S17,771	Overhead						
Total Regional Fixed Overhead Total Corporate Fixed States Total Corporate	Total Variable Overhead	\$10.878	\$13.122	\$11.338	\$12.672	\$14.117	
Total Corporate Fixed Overhead 20,354 19,109 21,209 20,301 19,385		·		· · ·	· ·		
Total Overhead \$34,667 \$35,898 \$36,430 \$36,993 \$37,554 2.0 Consolidated EBITDA \$66,872 \$68,515 \$68,082 \$67,320 \$72,213 1.9 Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 Tax Expense Related to Divested Business - - - - - - <td><u> </u></td> <td>•</td> <td>•</td> <td>· ·</td> <td>•</td> <td>•</td> <td></td>	<u> </u>	•	•	· ·	•	•	
Overhead as a percentage of Revenue 14.3% 14.5% 14.1% 13.8% 13.7% Consolidated EBITDA \$66,872 \$68,515 \$68,082 \$67,320 \$72,213 Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization Non-Cash Stock Compensation \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 Tax Provision 13,596 12,682 13,100 5,754	·	•			•	·	0.00/
Consolidated EBITDA \$66,872 \$68,515 \$68,082 \$67,320 \$72,213 Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488		_		-	·	•	2.0%
Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	Overhead as a percentage of Revenue	14.3%	14.5%	14.1%	13.8%	13.7%	
Consolidated EBITDA Margin 27.6% 27.6% 26.4% 25.1% 26.3% Other Expenses and Interest Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	Consolidated EPITDA	¢66 070	\$60 F4F	¢60,000	¢67.220	¢72.042	4 00/
Other Expenses and Interest \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 -10.3 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883		_	·	* *	·	•	1.9%
Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt 567 502 -	Consolidated EBITDA Margin	27.6%	27.6%	26.4%	25.1%	26.3%	
Depreciation & Amortization \$13,780 \$15,421 \$15,979 \$17,430 \$17,771 Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt 567 502 -	Other Expenses and Interest						
Non-Cash Stock Compensation 4,444 2,890 3,162 6,583 2,153 Interest Expense 10,559 11,738 12,948 21,109 25,522 Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 Loss on Early Extinguishment of Debt - 567 - 502 - Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - 911 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883		¢42.700	¢45 404	¢45.070	¢47.420	¢47 774	
Interest Expense	·					•	
Accretion of Discount on Convert. Sub. Notes Loss on Early Extinguishment of Debt Other, Net Pretax Income Tax Provision Tax Expense Related to Divested Business Tax Adjustment Related to Certain Discrete Items Net Tax Provision/(Benefit) Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 4,329 2,192 241 4,329 2,192 241 4,329 4,110 45 1,788 (1,118) 1,238 4,110 510,32 4,110 510,32 510,3	· ·	•	•	· ·	·		
Accretion of Discount on Convert. Sub. Notes Loss on Early Extinguishment of Debt Other, Net Pretax Income Tax Provision Tax Expense Related to Divested Business Tax Adjustment Related to Certain Discrete Items Net Tax Provision/(Benefit) Accretion of Discount on Convert. Sub. Notes 3,454 3,870 4,329 2,192 241 4,329 2,192 241 4,329 2,192 241 4,329 4,110 45 1,788 (1,118) 1,238 4,110 510,32 4,110 510,32 510,3	Interest Expense	10,559	11,738	12,948	21,109	25,522	
Loss on Early Extinguishment of Debt Other, Net Other, Net Pretax Income Tax Provision Tax Expense Related to Divested Business Tax Adjustment Related to Certain Discrete Items Net Tax Provision/(Benefit) - 567 - 502 - 4,110 - 334,590 \$32,241 \$32,782 \$18,266 \$22,416 -10.3 911 (22) (17,511) 867 488 Net Tax Provision/(Benefit)				· ·		′	
Other, Net 45 1,788 (1,118) 1,238 4,110 Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 -10.3 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883		3, 134	•	1,020	•	4 T I	
Pretax Income \$34,590 \$32,241 \$32,782 \$18,266 \$22,416 -10.3 Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	· ·	4.5		(4.440)		4 4 4 0	
Tax Provision 13,596 12,682 13,100 5,754 6,484 Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	·		•				40.00
Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883		•		•		•	-10.3%
Tax Expense Related to Divested Business - - - - 911 Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	Tax Provision	13,596	12,682	13,100	5,754	6,484	
Tax Adjustment Related to Certain Discrete Items 141 (22) (17,511) 867 488 Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	Tax Expense Related to Divested Business	-	_	_	_	•	
Net Tax Provision/(Benefit) \$13,737 \$12,660 (\$4,411) \$6,621 \$7,883	·	141	(22)	(17.511)	867		
	•		` '				
CAAD Not become			•				0.00/
							-8.6%
Effective Tax Rate 39.7% 39.3% -13.5% 36.2% 35.2%	Effective Tax Rate	39.7%	39.3%	-13.5%	36.2%	35.2%	

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

	2015	2016	2017	2018	2019	CAGR
Special Items, Net of tax except for **	2010	2010	2011	2010	2010	0/10/1
Withdrawable Trust Income	\$366	_	_	_	-	
Acquisition and Divestiture Expenses	405	456	_	-	1,646	
Severance and Retirement Costs	633	2,587	-	1,134	951	
Performanance Awards Cancellation Write-off	-	· -	-	2,594	-	
Consulting Fees	1,265	323	-	-	-	
Accretion of Discount on Convert. Sub. Notes **	3,454	3,870	4,329	2,192	241	
Net Loss (Gain) on Early Extinguishment of Debt	-	369	-	397	-	
Net Loss on Sale of Business and Other Costs	-	1,152	-	439	3,331	
Goodwill and Other Impairments	-	-	-	805	761	
Litigation Reserve	-	-	-	790	592	
Tax Expense Related to Divested Business**	-	-	-	-	911	
Gain on Insurance Reimbursements	-	-	-	-	(699)	
Natural Disaster Costs	-	-	403	345	-	
Other Special Items	244	-	-	-	265	
Tax Adjustment Related to Certain Discrete Items**	141	-	(17,176)	1,225	-	
Sum of Special Items	\$6,508	\$8,757	(\$12,444)	\$9,921	\$7,999	
Adjusted Net Income	\$27,361	\$28,338	\$24,749	\$21,566	\$22,532	-4.7%
Adjusted Net Profit Margin	11.3%	11.4%	9.6%	8.0%	8.2%	
Adjusted Basic EPS	\$1.52	\$1.71	\$1.50	\$1.19	\$1.26	-4.6%
Adjusted Diluted EPS	\$1.48	\$1.62	\$1.39	\$1.17	\$1.25	-4.1%
GAAP Basic EPS	\$1.16	\$1.18	\$2.25	\$0.64	\$0.81	-8.6%
GAAP Diluted EPS	\$1.12	\$1.12	\$2.09	\$0.63	\$0.80	-8.1%
Average Number of Basic Shares Outstanding	17,791	16,515	16,438	17,971	17,877	0.1%
Average Number of Diluted Shares Outstanding	18,313	17,460	17,715	18,374	18,005	-0.4%
-	10,010	17,400	17,710	10,014	10,000	- V. -T/0
Reconciliation of Consolidated EBITDA to						
Adjusted Consolidated EBITDA	***	000 545	400.000	A07.000	ATO 040	4.00/
Consolidated EBITDA	\$66,872	\$68,515	\$68,082	\$67,320	\$72,213	1.9%
Withdrawable Trust Income	555	-	-	-	-	
Acquisition and Divestiture Expenses	614	701	-	4 405	2,083	
Severance and Retirement Costs	959	3,979	-	1,435	1,205	
Consulting Fees	1,913	496	-	1 000	- 750	
Litigation Reserve	-	-	-	1,000	750	
Natural Disaster Costs	-	-	620	437	-	
Other Special Items	220	672.604	¢60.700	¢70.400	336 \$76 597	4.00/
Adjusted Consolidated EBITDA	\$71,133	\$73,691	\$68,702	\$70,192	\$76,587	1.9%
Adjusted Consolidated EBITDA Margin	29.3%	29.7%	26.6%	26.2%	27.9%	

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 reconcilded to their most comparable GAAP measures below. We define our Non-GAAP measures as "Adjusted" which is reflected on our Annual Operating and Financial Trend Report.

Reconciliation of GAAP Net Income to Adjusted Net Income for the five year annual period (thousands):

GAAP Net Income
Special Items, Net of tax
Adjusted Net Income

2015	2016	2017	2018	2019
\$20,853	\$19,581	\$37,193	\$11,645	\$14,533
\$6,508	\$8,757	(\$12,444)	\$9,921	\$7,999
\$27,361	\$28,338	\$24,749	\$21,566	\$22,532

Reconciliation of GAAP Basic Earnings Per Share to Adjusted Basic Earnings per Share for the five year annual period

GAAP Basic EPS					
Effect of Special Items					
Adjusted Basic FPS					

2015	2016	2017	2018	2019
\$1.16	\$1.18	\$2.25	\$0.64	\$0.81
0.36	0.53	(0.75)	0.55	0.45
\$1.52	\$1.71	\$1.50	\$1.19	\$1.26

Reconciliation of GAAP Diluted Earnings Per Share to Adjusted Diluted Earnings per Share for the five year annual period

GAAP Diluted EPS
Effect of Special Items
Adjusted Diluted EPS

2015	2016	2017	2018	2019
\$1.12	\$1.12	\$2.09	\$0.63	\$0.80
0.36	0.50	(0.70)	0.54	0.45
\$1.48	\$1.62	\$1.39	\$1.17	\$1.25

Reconciliation of GAAP Net Income to Adjusted Consolidated EBITDA for the five year annual period (thousands):

	2015	2016	2017	2018	2019
GAAP Net Income	\$20,853	\$19,581	\$37,193	\$11,645	\$14,533
Net Tax Provision/(Benefit)	13,737	12,660	(4,411)	6,621	7,883
Pretax Income	\$34,590	\$32,241	\$32,782	\$18,266	\$22,416
Interest Expense	10,559	11,738	12,948	21,109	25,522
Accretion of Discount on Convert. Sub. Notes	3,454	3,870	4,329	2,192	241
Loss on Early Extinguishment of Debt	-	567	-	502	-
Loss on Redemption of Convert. Jr Sub. Deb.	-	-	-	-	-
Non-Cash Stock Compensation	4,444	2,890	3,162	6,583	2,153
Depreciation & Amortization	13,780	15,421	15,979	17,430	17,771
Other, Net	45	1,788	(1,118)	1,238	4,110
Special Items	4,261	5,176	620	2,872	4,374
Adjusted Consolidated EBITDA	\$71,133	\$73,691	\$68,702	\$70,192	\$76,587
Revenue	\$ 242,502	\$ 248,200	\$ 258,139	\$ 267,992	\$ 274,107
Adjusted Consolidated EBITDA Margin	29.3%	29.7%	26.6%	26.2%	27.9%