

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

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019
Same Store Contracts					
Atneed Contracts	7,294	6,249	6,080	6,560	6,967
Preneed Contracts	1,708	1,454	1,368	1,480	1,523
Total Same Store Funeral Contracts	9,002	7,703	7,448	8,040	8,490
Acquisition Contracts					
Atneed Contracts	1,017	857	1,108	1,188	1,234
Preneed Contracts	93	93	116	151	157
Total Acquisition Funeral Contracts	1,110	950	1,224	1,339	1,391
Total Funeral Contracts	10,112	8,653	8,672	9,379	9,881
Funeral Operating Revenue					
Same Store Revenue	\$49,120	\$40,653	\$40,356	\$43,320	\$45,502
Acquisition Revenue	7,162	5,666	7,400	8,229	8,440
Total Funeral Operating Revenue	\$56,282	\$46,319	\$47,756	\$51,549	\$53,942
Cemetery Operating Revenue					
Same Store Revenue	\$11,251	\$11,886	\$11,091	\$10,907	\$11,289
Acquisition Revenue	-	-	-	-	-
Total Cemetery Operating Revenue	\$11,251	\$11,886	\$11,091	\$10,907	\$11,289
Financial Revenue					
Preneed Funeral Commission Income	\$260	\$354	\$360	\$320	\$359
Preneed Funeral Trust Earnings	2,052	1,859	1,727	1,887	1,862
Cemetery Trust Earnings	1,552	1,383	1,392	1,434	1,251
Preneed Cemetery Finance Charges	379	424	436	420	378
Total Financial Revenue	\$4,243	\$4,020	\$3,915	\$4,061	\$3,850
Divested Revenue					
Divested Funeral Revenue	-	-	-	-	-
Divested Cemetery Revenue	1,611	1,622	1,479	-	-
Total Divested Revenue	\$1,611	\$1,622	\$1,479	-	-
Total Revenue	\$73,387	\$63,847	\$64,241	\$66,517	\$69,081
Field EBITDA					
Same Store Funeral Field EBITDA	\$20,323	\$14,254	\$13,801	\$15,849	\$17,968
Same Store Funeral Field EBITDA Margin	41.4%	35.1%	34.2%	36.6%	39.5%
Acquisition Funeral Field EBITDA	2,725	1,721	2,522	3,178	3,245
Acquisition Funeral Field EBITDA Margin	38.0%	30.4%	34.1%	38.6%	38.4%
Total Funeral Field EBITDA	\$23,048	\$15,975	\$16,323	\$19,027	\$21,213
Total Funeral Field EBITDA Margin	41.0%	34.5%	34.2%	36.9%	39.3%
Same Store Cemetery Field EBITDA	\$3,863	\$3,883	\$3,007	\$3,127	\$3,661
Same Store Cemetery Field EBITDA Margin	34.3%	32.7%	27.1%	28.7%	32.4%
Acquired Cemetery Field EBITDA	-	-	-	-	-
Acquired Cemetery Field EBITDA Margin	0.0%	0.0%	0.0%	0.0%	0.0%
Total Cemetery Field EBITDA	\$3,863	\$3,883	\$3,007	\$3,127	\$3,661
Total Cemetery Field EBITDA Margin	34.3%	32.7%	27.1%	28.7%	32.4%
Funeral Financial EBITDA	\$2,047	\$1,978	\$1,786	\$1,973	\$1,954
Cemetery Financial EBITDA	1,790	1,688	1,716	1,709	1,495
Total Financial EBITDA	\$3,837	\$3,666	\$3,502	\$3,682	\$3,449
Total Financial EBITDA Margin	90.4%	91.2%	89.5%	90.7%	89.6%
Divested Funeral EBITDA	(\$3)	-	-	-	-
Divested Cemetery EBITDA	497	472	407	-	-
Total Divested EBITDA	\$494	\$472	\$407	-	-
Total Divested EBITDA Margin	30.7%	29.1%	27.5%	0.0%	0.0%
Total Field EBITDA	\$31,242	\$23,996	\$23,239	\$25,836	\$28,323
Total Field EBITDA Margin	42.6%	37.6%	36.2%	38.8%	41.0%
Overhead					
Total Variable Overhead	\$2,560	\$2,696	\$1,410	\$6,006	\$1,938
Total Regional Fixed Overhead	1,077	1,063	903	977	1,001
Total Corporate Fixed Overhead	5,162	4,979	5,230	4,930	4,877
Total Overhead	\$8,799	\$8,738	\$7,543	\$11,913	\$7,816
Overhead as a percentage of Revenue	12.0%	13.7%	11.7%	17.9%	11.3%
Consolidated EBITDA	\$22,443	\$15,258	\$15,696	\$13,923	\$20,507
Consolidated EBITDA Margin	30.6%	23.9%	24.4%	20.9%	29.7%
Other Expenses and Interest					
Depreciation & Amortization	\$4,216	\$4,368	\$4,516	\$4,330	\$4,323
Non-Cash Stock Compensation	1,100	909	915	3,659	585
Interest Expense	3,735	4,743	6,285	6,346	6,328
Accretion of Discount on Convertible Subordinated Notes	1,160	555	246	231	57
Loss (Gain) on Early Extinguishment of Debt	-	936	-	(434)	-
Other, Net	(2)	-	347	893	13
Pretax Income/(Loss)	\$12,234	\$3,747	\$3,387	(\$1,102)	\$9,201
Tax Provision	3,365	1,030	1,028	331	2,577
Tax Adjustment Related to Certain Discrete Items	(487)	(30)	159	1,225	99
Net Tax Provision	\$2,878	\$1,000	\$1,187	\$1,556	\$2,676
GAAP Net Income/(Loss)	\$9,356	\$2,747	\$2,200	(\$2,658)	\$6,525
<i>Effective Tax Rate</i>	23.5%	26.7%	35.0%	-141.2%	29.1%
Special Items, Net of tax except for **					
Severance and Retirement Costs	-	-	-	\$1,134	\$171
Performance Awards Cancellation Write-off	-	-	-	2,594	-
Accretion of Discount on Convertible Subordinated Notes **	1,160	555	246	231	57
Net Loss (Gain) on Early Extinguishment of Debt	-	740	-	(343)	-
Loss on Sale of Business and Other Costs	-	-	277	162	-
Goodwill and Other Impairments	-	-	-	805	-
Litigation Reserve	-	-	-	790	99
Natural Disaster Costs	-	-	-	345	-
Tax Adjustment Related to Certain Discrete Items **	-	-	-	1,225	-
Sum of Special Items	\$1,160	\$1,295	\$523	\$6,943	\$327
Adjusted Net Income	\$10,516	\$4,042	\$2,723	\$4,285	\$6,852
Adjusted Net Profit Margin	14.3%	6.3%	4.2%	6.4%	9.9%
Adjusted Basic EPS	\$0.65	\$0.22	\$0.14	\$0.23	\$0.38
Adjusted Diluted EPS	\$0.59	\$0.22	\$0.14	\$0.23	\$0.38
GAAP Basic EPS	\$0.58	\$0.15	\$0.11	(\$0.14)	\$0.36
GAAP Diluted EPS	\$0.52	\$0.15	\$0.11	(\$0.14)	\$0.36
Average Number of Basic Shares Outstanding	16,094	17,916	19,060	18,772	18,057
Average Number of Diluted Shares Outstanding	17,700	18,245	19,161	18,838	18,097
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$22,443	\$15,258	\$15,696	\$13,923	\$20,507
Severance and Retirement Costs	-	-	-	1,435	217
Litigation Reserve	-	-	-	1,000	125
Natural Disaster Costs	-	-	-	437	-
Adjusted Consolidated EBITDA	\$22,443	\$15,258	\$15,696	\$16,795	\$20,849
Adjusted Consolidated EBITDA Margin	30.6%	23.9%	24.4%	25.2%	30.2%

Funeral homes and cemeteries purchased after December 31, 2014 are referred to as "Acquired" in our Trend Report. This classification of acquisitions has been important to management and investors in monitoring the results of these businesses and to gauge the leveraging performance contribution that a selective acquisition program can have on total company performance. The presentation below highlights the impact of the 2014 Acquired Portfolio that moved from Acquired to Same Store beginning January 1, 2019.

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	YTD December 2018
Revenue					
2014 Acquired Portfolio	\$3,611	\$3,169	\$2,899	\$3,310	\$12,989
EBITDA					
2014 Acquired Portfolio	\$1,565	\$1,284	\$1,066	\$1,339	\$5,254

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 Five Quarter Operating and Financial Trend Report.

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

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019
GAAP Net Income/(Loss)	\$9,356	\$2,747	\$2,200	(\$2,658)	\$6,525
Special Items, Net of tax	1,160	1,295	523	6,943	327
Adjusted Net Income	\$10,516	\$4,042	\$2,723	\$4,285	\$6,852

Reconciliation of GAAP Basic Earnings Per Share to Adjusted Basic Earnings Per Share for the five quarter period (thousands):

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019
GAAP Basic EPS	\$0.58	\$0.15	\$0.11	(\$0.14)	\$0.36
Effect of Special Items	0.07	0.07	0.03	0.37	0.02
Adjusted Basic EPS	\$0.65	\$0.22	\$0.14	\$0.23	\$0.38

Reconciliation of GAAP Diluted Earnings Per Share to Adjusted Diluted Earnings Per Share for the five quarter period (thousands):

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019
GAAP Diluted EPS	\$0.52	\$0.15	\$0.11	(\$0.14)	\$0.36
Effect of Special Items	0.07	0.07	0.03	0.37	0.02
Adjusted Diluted EPS	\$0.59	\$0.22	\$0.14	\$0.23	\$0.38

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

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019
GAAP Net Income/(Loss)	\$9,356	\$2,747	\$2,200	(\$2,658)	\$6,525
Net Tax Provision	2,878	1,000	1,187	1,556	2,676
Pretax Income/(Loss)	\$12,234	\$3,747	\$3,387	(\$1,102)	\$9,201
Interest Expense	3,735	4,743	6,285	6,346	6,328
Accretion of Discount on Convertible Subordinated Notes	1,160	555	246	231	57
Loss/(Gain) on Early Extinguishment of Debt	-	936	-	(434)	-
Non-Cash Stock Compensation	1,100	909	915	3,659	585
Depreciation & Amortization	4,216	4,368	4,516	4,330	4,323
Other, Net	(2)	-	347	893	13
Special Items	-	-	-	2,872	342
Adjusted Consolidated EBITDA	\$22,443	\$15,258	\$15,696	\$16,795	\$20,849
Revenue	\$ 73,387	\$ 63,847	\$ 64,241	\$ 66,517	\$ 69,081
Adjusted Consolidated EBITDA Margin	30.6%	23.9%	24.4%	25.2%	30.2%