

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

	Qtr 3 2017	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018
Same Store Contracts					
Atneed Contracts	5,816	6,034	6,805	5,823	5,681
Preneed Contracts	1,404	1,419	1,625	1,359	1,287
Total Same Store Funeral Contracts	7,220	7,453	8,430	7,182	6,968
Acquisition Contracts					
Atneed Contracts	878	1,154	1,506	1,283	1,507
Preneed Contracts	137	187	176	188	197
Total Acquisition Funeral Contracts	1,015	1,341	1,682	1,471	1,704
Total Funeral Contracts	8,235	8,794	10,112	8,653	8,672
Funeral Operating Revenue					
Same Store Revenue	\$38,787	\$39,776	\$45,509	\$37,484	\$37,456
Acquisition Revenue	6,467	8,422	10,773	8,835	10,300
Total Funeral Operating Revenue	\$45,254	\$48,198	\$56,282	\$46,319	\$47,756
Cemetery Operating Revenue					
Same Store Revenue	9,688	\$10,226	\$10,381	\$10,878	\$10,439
Acquisition Revenue	761	824	870	1,008	652
Total Cemetery Operating Revenue	\$10,449	\$11,050	\$11,251	\$11,886	\$11,091
Financial Revenue					
Preneed Funeral Commission Income	\$315	\$303	\$260	\$354	\$360
Preneed Funeral Trust Earnings	1,616	1,942	2,052	1,859	1,727
Cemetery Trust Earnings	1,556	1,486	1,552	1,383	1,392
Preneed Cemetery Finance Charges	382	370	379	424	436
Total Financial Revenue	\$3,869	\$4,101	\$4,243	\$4,020	\$3,915
Divested Revenue					
Divested Funeral Revenue	\$144	\$165	-	-	-
Divested Cemetery Revenue	1,338	1,562	1,611	1,622	1,479
Total Divested Revenue	\$1,482	\$1,727	\$1,611	\$1,622	\$1,479
Total Revenue	\$61,054	\$65,076	\$73,387	\$63,847	\$64,241
Field EBITDA					
Same Store Funeral Field EBITDA	\$14,196	\$15,189	\$18,757	\$12,970	\$12,735
Same Store Funeral Field EBITDA Margin	36.6%	38.2%	41.2%	34.6%	34.0%
Acquisition Funeral Field EBITDA	2,093	3,528	4,291	3,005	3,588
Acquisition Funeral Field EBITDA Margin	32.4%	41.9%	39.8%	34.0%	34.8%
Total Funeral Field EBITDA	\$16,289	\$18,717	\$23,048	\$15,975	\$16,323
Total Funeral Field EBITDA Margin	36.0%	38.8%	41.0%	34.5%	34.2%
Same Store Cemetery Field EBITDA	2,669	\$3,374	\$3,538	\$3,472	\$2,891
Same Store Cemetery Field EBITDA Margin	27.5%	33.0%	34.1%	31.9%	27.7%
Acquired Cemetery Field EBITDA	200	296	325	411	116
Acquired Cemetery Field EBITDA Margin	26.3%	35.9%	37.4%	40.8%	17.8%
Total Cemetery Field EBITDA	\$2,869	\$3,670	\$3,863	\$3,883	\$3,007
Total Cemetery Field EBITDA Margin	27.5%	33.2%	34.3%	32.7%	27.1%
Funeral Financial EBITDA	\$1,703	\$2,017	\$2,047	\$1,978	\$1,786
Cemetery Financial EBITDA	1,828	1,750	1,790	1,688	1,716
Total Financial EBITDA	\$3,531	\$3,767	\$3,837	\$3,666	\$3,502
Total Financial EBITDA Margin	91.3%	91.9%	90.4%	91.2%	89.5%
Divested Funeral EBITDA	\$70	\$86	(\$3)	-	-
Divested Cemetery EBITDA	259	469	497	472	407
Total Divested EBITDA	\$329	\$555	\$494	\$472	\$407
Total Divested EBITDA Margin	22.2%	32.1%	30.7%	29.1%	27.5%
Total Field EBITDA	\$23,018	\$26,709	\$31,242	\$23,996	\$23,239
Total Field EBITDA Margin	37.7%	41.0%	42.6%	37.6%	36.2%
Overhead					
Total Variable Overhead	\$3,057	\$3,573	\$2,560	\$2,696	\$1,410
Total Regional Fixed Overhead	995	995	1,077	1,063	903
Total Corporate Fixed Overhead	5,234	4,862	5,162	4,979	5,230
Total Overhead	\$9,286	\$9,430	\$8,799	\$8,738	\$7,543
Overhead as a percentage of Revenue	15.2%	14.5%	12.0%	13.7%	11.7%
Consolidated EBITDA	\$13,732	\$17,279	\$22,443	\$15,258	\$15,696
Consolidated EBITDA Margin	22.5%	26.6%	30.6%	23.9%	24.4%
Other Expenses and Interest					
Depreciation & Amortization	\$4,002	\$4,105	\$4,216	\$4,368	\$4,516
Non-Cash Stock Compensation	785	768	1,100	909	915
Interest Expense	3,282	3,431	3,735	4,743	6,285
Accretion of Discount on Convertible Subordinated Notes	1,097	1,129	1,160	555	246
Loss on Early Extinguishment of Debt	-	-	-	936	-
Other, Net	6	(1,121)	(2)	-	347
Pretax Income	\$4,560	\$8,967	\$12,234	\$3,747	\$3,387
Tax Provision	1,824	3,574	3,365	1,030	1,028
Tax Adjustment Related to Certain Discrete Items	(302)	(17,268)	(487)	(30)	159
Net Tax Provision	\$1,522	(\$13,694)	\$2,878	\$1,000	\$1,187
GAAP Net Income	\$3,038	\$22,661	\$9,356	\$2,747	\$2,200
Effective Tax Rate	33.4%	-152.7%	23.5%	26.7%	35.0%
Special Items, Net of tax except for **					
Accretion of Discount on Convertible Subordinated Notes **	\$1,097	\$1,129	\$1,160	\$555	\$246
Net Loss on Early Extinguishment of Debt	-	-	-	740	-
Loss on Sale of Business	-	-	-	-	277
Natural Disaster Costs	259	144	-	-	-
Tax Adjustment Related to Certain Discrete Items **	-	(17,176)	-	-	-
Sum of Special Items	\$1,356	(\$15,903)	\$1,160	\$1,295	\$523
Adjusted Net Income	\$4,394	\$6,758	\$10,516	\$4,042	\$2,723
Adjusted Net Profit Margin	7.2%	10.4%	14.3%	6.3%	4.2%
Adjusted Basic EPS	\$0.26	\$0.42	\$0.65	\$0.22	\$0.14
Adjusted Diluted EPS	\$0.25	\$0.39	\$0.59	\$0.22	\$0.14
GAAP Basic EPS	\$0.18	\$1.41	\$0.58	\$0.15	\$0.11
GAAP Diluted EPS	\$0.17	\$1.31	\$0.52	\$0.15	\$0.11
Average Number of Basic Shares Outstanding	16,476	16,031	16,094	17,916	19,060
Average Number of Diluted Shares Outstanding	17,598	17,193	17,700	18,245	19,161
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$13,732	\$17,279	\$22,443	\$15,258	\$15,696
Natural Disaster Costs	398	222	-	-	-
Adjusted Consolidated EBITDA	\$14,130	\$17,501	\$22,443	\$15,258	\$15,696
Adjusted Consolidated EBITDA Margin	23.1%	26.9%	30.6%	23.9%	24.4%

Funeral homes and cemeteries purchased after December 31, 2013 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 2013 Acquired Portfolio that moved from Acquired to Same Store beginning January 1, 2018.

	Qtr 1 2017	Qtr 2 2017	Qtr 3 2017	Qtr 4 2017	YTD December 2017
Revenue					
2013 Acquired Portfolio	\$1,108	\$1,036	\$897	\$1,144	\$4,185
EBITDA					
2013 Acquired Portfolio	\$510	\$438	\$327	\$519	\$1,794

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 3 2017	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018
GAAP Net Income	\$3,038	\$22,661	\$9,356	\$2,747	\$2,200
Special Items, Net of tax	1,356	(15,903)	1,160	1,295	523
Adjusted Net Income	\$4,394	\$6,758	\$10,516	\$4,042	\$2,723

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

	Qtr 3 2017	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018
GAAP Basic EPS	\$0.18	\$1.41	\$0.58	\$0.15	\$0.11
Effect of Special Items	0.08	(0.99)	0.07	0.07	0.03
Adjusted Basic EPS	\$0.26	\$0.42	\$0.65	\$0.22	\$0.14

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

	Qtr 3 2017	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018
GAAP Diluted EPS	\$0.17	\$1.31	\$0.52	\$0.15	\$0.11
Effect of Special Items	0.08	(0.92)	0.07	0.07	0.03
Adjusted Diluted EPS	\$0.25	\$0.39	\$0.59	\$0.22	\$0.14

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

	Qtr 3 2017	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018
GAAP Net Income	\$3,038	\$22,661	\$9,356	\$2,747	\$2,200
Net Tax Provision	1,522	(13,694)	2,878	1,000	1,187
Pretax Income	\$4,560	\$8,967	\$12,234	\$3,747	\$3,387
Interest Expense	3,282	3,431	3,735	4,743	6,285
Accretion of Discount on Convertible Subordinated Notes	1,097	1,129	1,160	555	246
Loss on Early Extinguishment of Debt	-	-	-	936	-
Non-Cash Stock Compensation	785	768	1,100	909	915
Depreciation & Amortization	4,002	4,105	4,216	4,368	4,516
Other, Net	6	(1,121)	(2)	-	347
Special Items	398	222	-	-	-
Adjusted Consolidated EBITDA	\$14,130	\$17,501	\$22,443	\$15,258	\$15,696
Revenue	\$ 61,054	\$ 65,076	\$ 73,387	\$ 63,847	\$ 64,241
Adjusted Consolidated EBITDA Margin	23.1%	26.9%	30.6%	23.9%	24.4%