

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

	Qtr 1 2023	Qtr 2 2023	Qtr 3 2023	Qtr 4 2023	Qtr 1 2024
Funeral Operating Revenue	\$ 65,407	\$ 59,733	\$ 58,533	\$ 61,394	\$ 66,578
Cemetery Operating Revenue	21,317	28,833	24,315	26,683	27,581
Financial Revenue	6,068	6,092	5,249	8,246	6,936
Ancillary Revenue	1,057	1,232	1,156	1,143	1,247
Divested Revenue	1,665	1,788	1,241	1,368	1,151
<b>Total Revenue</b>	<b>\$ 95,514</b>	<b>\$ 97,678</b>	<b>\$ 90,494</b>	<b>\$ 98,834</b>	<b>\$ 103,493</b>
Funeral Operating EBITDA	\$ 26,327	\$ 21,551	\$ 21,870	\$ 24,135	\$ 27,527
Funeral Operating EBITDA Margin	40.3%	36.1%	37.4%	39.3%	41.3%
Cemetery Operating EBITDA	8,312	12,871	8,980	10,734	11,952
Cemetery Operating EBITDA Margin	39.0%	44.6%	36.9%	40.2%	43.3%
Financial EBITDA	5,727	5,647	4,849	7,735	6,505
Financial EBITDA Margin	94.4%	92.7%	92.4%	93.8%	93.8%
Ancillary EBITDA	146	73	147	89	173
Ancillary EBITDA Margin	13.8%	5.9%	12.7%	7.8%	13.9%
Divested EBITDA	538	638	289	418	170
Divested EBITDA Margin	32.3%	35.7%	23.3%	30.6%	14.8%
<b>Total Field EBITDA</b>	<b>\$ 41,050</b>	<b>\$ 40,780</b>	<b>\$ 36,135</b>	<b>\$ 43,111</b>	<b>\$ 46,327</b>
<b>Total Field EBITDA Margin</b>	<b>43.0%</b>	<b>41.7%</b>	<b>39.9%</b>	<b>43.6%</b>	<b>44.8%</b>
<b>Total Overhead</b>	<b>\$ 13,265</b>	<b>\$ 12,087</b>	<b>\$ 12,848</b>	<b>\$ 11,886</b>	<b>\$ 19,356</b>
<b>Overhead as a percentage of revenue</b>	<b>13.9%</b>	<b>12.4%</b>	<b>14.2%</b>	<b>12.0%</b>	<b>18.7%</b>
<b>Consolidated EBITDA</b>	<b>\$ 27,785</b>	<b>\$ 28,693</b>	<b>\$ 23,287</b>	<b>\$ 31,225</b>	<b>\$ 26,971</b>
<b>Consolidated EBITDA Margin</b>	<b>29.1%</b>	<b>29.4%</b>	<b>25.7%</b>	<b>31.6%</b>	<b>26.1%</b>
<b>Other Expenses and Interest</b>					
Depreciation & Amortization	\$ 4,769	\$ 5,668	\$ 5,186	\$ 5,494	\$ 5,460
Non-Cash Stock Compensation	2,141	2,022	1,992	1,548	489
Interest Expense	8,539	9,396	9,278	9,053	8,712
Net (Gain) Loss on Divestitures and Sale of Real Property	(448)	(126)	24	(750)	1,501
Impairment of Goodwill, Intangibles and PPE	-	243	211	-	-
Net (Gain) Loss on Property Damage, Net of Insurance Claims	271	(235)	(379)	-	-
Net Loss on Disposal of Fixed Assets	159	22	188	262	44
Other, net	8	1	11	13	43
<b>Pretax Income</b>	<b>\$ 12,346</b>	<b>\$ 11,702</b>	<b>\$ 6,776</b>	<b>\$ 15,605</b>	<b>\$ 10,722</b>
Net Tax Expense	3,502	3,416	2,131	3,967	3,749
<b>GAAP Net Income</b>	<b>\$ 8,844</b>	<b>\$ 8,286</b>	<b>\$ 4,645</b>	<b>\$ 11,638</b>	<b>\$ 6,973</b>
<b>Special Items</b>					
Severance and Separation Costs	-	-	-	-	\$ 5,457
Equity Awards Cancellation	-	-	-	-	(1,336)
Net (Gain) Loss on Divestitures and sale of real property	(448)	(126)	24	(750)	1,501
Impairment of Goodwill, Intangibles and PPE	-	243	211	-	-
Net (Gain) Loss on Property Damage, Net of Insurance Claims	271	(235)	(379)	-	-
Other Special Items	-	-	973	1,219	1,173
<b>Sum of Special Items</b>	<b>\$ (177)</b>	<b>\$ (118)</b>	<b>\$ 829</b>	<b>\$ 469</b>	<b>\$ 6,795</b>
Tax on Special Items	(51)	(33)	238	131	2,229
<b>Adjusted Net Income</b>	<b>\$ 8,718</b>	<b>\$ 8,201</b>	<b>\$ 5,236</b>	<b>\$ 11,976</b>	<b>\$ 11,539</b>
<b>Adjusted Net Income Margin</b>	<b>9.1%</b>	<b>8.4%</b>	<b>5.8%</b>	<b>12.1%</b>	<b>11.1%</b>
Adjusted Basic EPS	\$ 0.58	\$ 0.55	\$ 0.35	\$ 0.80	\$ 0.77
Adjusted Diluted EPS	\$ 0.56	\$ 0.53	\$ 0.33	\$ 0.77	\$ 0.75
GAAP Basic EPS	\$ 0.59	\$ 0.55	\$ 0.31	\$ 0.78	\$ 0.46
GAAP Diluted EPS	\$ 0.57	\$ 0.53	\$ 0.30	\$ 0.75	\$ 0.45
<b>Weighted Average Number of Shares Outstanding</b>					
Basic	14,758	14,793	14,820	14,838	14,876
Diluted	15,468	15,454	15,514	15,448	15,309
<b>Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA</b>					
<b>Consolidated EBITDA</b>	<b>\$ 27,785</b>	<b>\$ 28,693</b>	<b>\$ 23,287</b>	<b>\$ 31,225</b>	<b>\$ 26,971</b>
Severance and Separation Costs	-	-	-	-	5,457
Other Special Items	-	-	973	1,219	1,173
<b>Adjusted Consolidated EBITDA</b>	<b>\$ 27,785</b>	<b>\$ 28,693</b>	<b>\$ 24,260</b>	<b>\$ 32,444</b>	<b>\$ 33,601</b>
<b>Adjusted Consolidated EBITDA Margin</b>	<b>29.1%</b>	<b>29.4%</b>	<b>26.8%</b>	<b>32.8%</b>	<b>32.5%</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 1 2023	Qtr 2 2023	Qtr 3 2023	Qtr 4 2023	Qtr 1 2024
GAAP Net Income	\$ 8,844	\$ 8,286	\$ 4,645	\$ 11,638	\$ 6,973
Special Items, Net of Tax	(126)	(85)	591	338	4,566
Adjusted Net Income	\$ 8,718	\$ 8,201	\$ 5,236	\$ 11,976	\$ 11,539

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

	Qtr 1 2023	Qtr 2 2023	Qtr 3 2023	Qtr 4 2023	Qtr 1 2024
GAAP Basic Earnings Per Share	\$ 0.59	\$ 0.55	\$ 0.31	\$ 0.78	\$ 0.46
Effect of Special Items	(0.01)	-	0.04	0.02	0.31
Adjusted Basic Earnings Per Share	\$ 0.58	\$ 0.55	\$ 0.35	\$ 0.80	\$ 0.77

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

	Qtr 1 2023	Qtr 2 2023	Qtr 3 2023	Qtr 4 2023	Qtr 1 2024
GAAP Diluted Earnings Per Share	\$ 0.57	\$ 0.53	\$ 0.30	\$ 0.75	\$ 0.45
Effect of Special Items	(0.01)	-	0.03	0.02	0.30
Adjusted Diluted Earnings Per Share	\$ 0.56	\$ 0.53	\$ 0.33	\$ 0.77	\$ 0.75

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

	Qtr 1 2023	Qtr 2 2023	Qtr 3 2023	Qtr 4 2023	Qtr 1 2024
GAAP Net Income	\$ 8,844	\$ 8,286	\$ 4,645	\$ 11,638	\$ 6,973
Net Tax Expense	3,502	3,416	2,131	3,967	3,749
Pretax Income	\$ 12,346	\$ 11,702	\$ 6,776	\$ 15,605	\$ 10,722
Depreciation & Amortization	4,769	5,668	5,186	5,494	5,460
Non-Cash Stock Compensation	2,141	2,022	1,992	1,548	489
Interest Expense	8,539	9,396	9,278	9,053	8,712
Net (Gain) Loss on Divestitures and Sale of Real Property	(448)	(126)	24	(750)	1,501
Impairment of Goodwill, Intangibles and PPE	-	243	211	-	-
Net (Gain) Loss on Property Damage, Net of Insurance Claims	271	(235)	(379)	-	-
Net Loss on Disposal of Fixed Assets	159	22	188	262	44
Other, net	8	1	11	13	43
Special Items	-	-	973	1,219	6,630
Adjusted Consolidated EBITDA	\$ 27,785	\$ 28,693	\$ 24,260	\$ 32,444	\$ 33,601
Revenue	\$ 95,514	\$ 97,678	\$ 90,494	\$ 98,834	\$ 103,493
Adjusted Consolidated EBITDA Margin	29.1%	29.4%	26.8%	32.8%	32.5%