

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

	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018
Same Store Contracts					
Atneed Contracts	6,034	6,805	5,823	5,681	6,113
Preneed Contracts	1,419	1,625	1,359	1,287	1,395
Total Same Store Funeral Contracts	7,453	8,430	7,182	6,968	7,508
Acquisition Contracts					
Atneed Contracts	1,154	1,506	1,283	1,507	1,635
Preneed Contracts	187	176	188	197	236
Total Acquisition Funeral Contracts	1,341	1,682	1,471	1,704	1,871
Total Funeral Contracts	8,794	10,112	8,653	8,672	9,379
Funeral Operating Revenue					
Same Store Revenue	\$39,776	\$45,509	\$37,484	\$37,456	\$40,010
Acquisition Revenue	8,421	10,773	8,835	10,300	11,539
Total Funeral Operating Revenue	\$48,197	\$56,282	\$46,319	\$47,756	\$51,549
Cemetery Operating Revenue					
Same Store Revenue	10,227	\$10,381	\$10,878	\$10,439	\$10,042
Acquisition Revenue	825	870	1,008	652	865
Total Cemetery Operating Revenue	\$11,052	\$11,251	\$11,886	\$11,091	\$10,907
Financial Revenue					
Preneed Funeral Commission Income	\$303	\$260	\$354	\$360	\$320
Preneed Funeral Trust Earnings	1,942	2,052	1,859	1,727	1,887
Cemetery Trust Earnings	1,486	1,552	1,383	1,392	1,434
Preneed Cemetery Finance Charges	370	379	424	436	420
Total Financial Revenue	\$4,101	\$4,243	\$4,020	\$3,915	\$4,061
Divested Revenue					
Divested Funeral Revenue	\$165	-	-	-	-
Divested Cemetery Revenue	1,561	1,611	1,622	1,479	-
Total Divested Revenue	\$1,726	\$1,611	\$1,622	\$1,479	-
Total Revenue	\$65,076	\$73,387	\$63,847	\$64,241	\$66,517
Field EBITDA					
Same Store Funeral Field EBITDA	\$15,189	\$18,757	\$12,970	\$12,735	\$14,514
Same Store Funeral Field EBITDA Margin	38.2%	41.2%	34.6%	34.0%	36.3%
Acquisition Funeral Field EBITDA	3,528	4,291	3,005	3,588	4,513
Acquisition Funeral Field EBITDA Margin	41.9%	39.8%	34.0%	34.8%	39.1%
Total Funeral Field EBITDA	\$18,717	\$23,048	\$15,975	\$16,323	\$19,027
Total Funeral Field EBITDA Margin	38.8%	41.0%	34.5%	34.2%	36.9%
Same Store Cemetery Field EBITDA	\$3,377	\$3,538	\$3,472	\$2,891	\$2,832
Same Store Cemetery Field EBITDA Margin	33.0%	34.1%	31.9%	27.7%	28.2%
Acquired Cemetery Field EBITDA	295	325	411	116	295
Acquired Cemetery Field EBITDA Margin	35.8%	37.4%	40.8%	17.8%	34.1%
Total Cemetery Field EBITDA	\$3,672	\$3,863	\$3,883	\$3,007	\$3,127
Total Cemetery Field EBITDA Margin	33.2%	34.3%	32.7%	27.1%	28.7%
Funeral Financial EBITDA	\$2,017	\$2,047	\$1,978	\$1,786	\$1,973
Cemetery Financial EBITDA	1,750	1,790	1,688	1,716	1,709
Total Financial EBITDA	\$3,767	\$3,837	\$3,666	\$3,502	\$3,682
Total Financial EBITDA Margin	91.9%	90.4%	91.2%	89.5%	90.7%
Divested Funeral EBITDA	\$86	(\$3)	-	-	-
Divested Cemetery EBITDA	467	497	472	407	-
Total Divested EBITDA	\$553	\$494	\$472	\$407	-
Total Divested EBITDA Margin	32.0%	30.7%	29.1%	27.5%	0.0%
Total Field EBITDA	\$26,709	\$31,242	\$23,996	\$23,239	\$25,836
Total Field EBITDA Margin	41.0%	42.6%	37.6%	36.2%	38.8%
Overhead					
Total Variable Overhead	\$3,573	\$2,560	\$2,696	\$1,410	\$6,006
Total Regional Fixed Overhead	995	1,077	1,063	903	977
Total Corporate Fixed Overhead	4,862	5,162	4,979	5,230	4,930
Total Overhead	\$9,430	\$8,799	\$8,738	\$7,543	\$11,913
Overhead as a percentage of Revenue	14.5%	12.0%	13.7%	11.7%	17.9%
Consolidated EBITDA	\$17,279	\$22,443	\$15,258	\$15,696	\$13,923
Consolidated EBITDA Margin	26.6%	30.6%	23.9%	24.4%	20.9%
Other Expenses and Interest					
Depreciation & Amortization	\$4,105	\$4,216	\$4,368	\$4,516	\$4,330
Non-Cash Stock Compensation	768	1,100	909	915	3,659
Interest Expense	3,431	3,735	4,743	6,285	6,346
Accretion of Discount on Convertible Subordinated Notes	1,129	1,160	555	246	231
Loss on Early Extinguishment of Debt	-	-	936	-	(434)
Other, Net	(1,121)	(2)	-	347	893
Pretax Income/(Loss)	\$8,967	\$12,234	\$3,747	\$3,387	(\$1,102)
Tax Provision	3,574	3,365	1,030	1,028	331
Tax Adjustment Related to Certain Discrete Items	(17,268)	(487)	(30)	159	1,225
Net Tax (Benefit)/Provision	(\$13,694)	\$2,878	\$1,000	\$1,187	\$1,556
GAAP Net Income/(Loss)	\$22,661	\$9,356	\$2,747	\$2,200	(\$2,658)
<i>Effective Tax Rate</i>	-152.7%	23.5%	26.7%	35.0%	-141.2%
Special Items, Net of tax except for **					
Severance and Retirement Costs	-	-	-	-	\$1,134
Performance Awards Cancellation Write-off	-	-	-	-	2,594
Accretion of Discount on Convertible Subordinated Notes **	1,129	1,160	555	246	231
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
Natural Disaster Costs	144	-	-	-	345
Tax Adjustment Related to Certain Discrete Items **	(17,176)	-	-	-	1,225
Sum of Special Items	(\$15,903)	\$1,160	\$1,295	\$523	\$6,943
Adjusted Net Income	\$6,758	\$10,516	\$4,042	\$2,723	\$4,285
Adjusted Net Profit Margin	10.4%	14.3%	6.3%	4.2%	6.4%
Adjusted Basic EPS	\$0.42	\$0.65	\$0.22	\$0.14	\$0.23
Adjusted Diluted EPS	\$0.39	\$0.59	\$0.22	\$0.14	\$0.23
GAAP Basic EPS	\$1.41	\$0.58	\$0.15	\$0.11	(\$0.14)
GAAP Diluted EPS	\$1.31	\$0.52	\$0.15	\$0.11	(\$0.14)
Average Number of Basic Shares Outstanding	16,031	16,094	17,916	19,060	18,772
Average Number of Diluted Shares Outstanding	17,193	17,700	18,245	19,161	18,838
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$17,279	\$22,443	\$15,258	\$15,696	\$13,923
Severance and Retirement Costs	-	-	-	-	1,435
Litigation Reserve	-	-	-	-	1,000
Natural Disaster Costs	222	-	-	-	437
Adjusted Consolidated EBITDA	\$17,501	\$22,443	\$15,258	\$15,696	\$16,795
Adjusted Consolidated EBITDA Margin	26.9%	30.6%	23.9%	24.4%	25.2%

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 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018
GAAP Net Income	\$22,661	\$9,356	\$2,747	\$2,200	(\$2,658)
Special Items, Net of tax	(15,903)	1,160	1,295	523	6,943
Adjusted Net Income	\$6,758	\$10,516	\$4,042	\$2,723	\$4,285

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

	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018
GAAP Basic EPS	\$1.41	\$0.58	\$0.15	\$0.11	(\$0.14)
Effect of Special Items	(0.99)	0.07	0.07	0.03	0.37
Adjusted Basic EPS	\$0.42	\$0.65	\$0.22	\$0.14	\$0.23

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

	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018
GAAP Diluted EPS	\$1.31	\$0.52	\$0.15	\$0.11	(\$0.14)
Effect of Special Items	(0.92)	0.07	0.07	0.03	0.37
Adjusted Diluted EPS	\$0.39	\$0.59	\$0.22	\$0.14	\$0.23

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

	Qtr 4 2017	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018
GAAP Net Income	\$22,661	\$9,356	\$2,747	\$2,200	(\$2,658)
Net Tax Provision	(13,694)	2,878	1,000	1,187	1,556
Pretax Income	\$8,967	\$12,234	\$3,747	\$3,387	(\$1,102)
Interest Expense	3,431	3,735	4,743	6,285	6,346
Accretion of Discount on Convertible Subordinated Notes	1,129	1,160	555	246	231
Loss on Early Extinguishment of Debt	-	-	936	-	(434)
Non-Cash Stock Compensation	768	1,100	909	915	3,659
Depreciation & Amortization	4,105	4,216	4,368	4,516	4,330
Other, Net	(1,121)	(2)	-	347	893
Special Items	222	-	-	-	2,872
Adjusted Consolidated EBITDA	\$17,501	\$22,443	\$15,258	\$15,696	\$16,795
Revenue	\$ 65,076	\$ 73,387	\$ 63,847	\$ 64,241	\$ 66,517
Adjusted Consolidated EBITDA Margin	26.9%	30.6%	23.9%	24.4%	25.2%