

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

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Funeral Operating Revenue | \$ 196,475 | \$ 226,819 | \$ 252,926 | \$ 251,396 | \$ 249,180 |
| Cemetery Operating Revenue | 49,317 | 69,083 | 91,330 | 90,033 | 102,216 |
| Financial Revenue | 15,878 | 19,689 | 22,708 | 22,452 | 26,259 |
| Ancillary Revenue | 748 | 4,661 | 4,437 | 4,193 | 4,588 |
| Divested Revenue | 11,689 | 9,196 | 4,485 | 2,100 | 277 |
| Total Revenue | \$ 274,107 | \$ 329,448 | \$ 375,886 | \$ 370,174 | \$ 382,520 |
| Funeral Operating EBITDA | \$ 75,553 | \$ 93,480 | \$ 109,204 | \$ 101,951 | \$ 94,949 |
| Funeral Operating EBITDA Margin | 38.5% | 41.2% | 43.2% | 40.6% | 38.1% |
| Cemetery Operating EBITDA | 17,164 | 26,627 | 42,158 | 37,509 | 41,096 |
| Cemetery Operating EBITDA Margin | 34.8% | 38.5% | 46.2% | 41.7% | 40.2% |
| Financial EBITDA | 14,272 | 18,357 | 21,156 | 20,767 | 24,561 |
| Financial EBITDA Margin | 89.9% | 93.2% | 93.2% | 92.5% | 93.5% |
| Ancillary EBITDA | 298 | 1,186 | 1,006 | 841 | 455 |
| Ancillary EBITDA Margin | 39.8% | 25.4% | 22.7% | 20.1% | 9.9% |
| Divested EBITDA | 2,480 | 2,292 | 1,117 | 293 | 15 |
| Divested EBITDA Margin | 21.2% | 24.9% | 24.9% | 14.0% | 5.4% |
| Total EBITDA | \$ 109,767 | \$ 141,942 | \$ 174,641 | \$ 161,361 | \$ 161,076 |
| Total EBITDA Margin | 40.0% | 43.1% | 46.5% | 43.6% | 42.1% |
| Total Overhead | \$ 37,554 | \$ 40,514 | \$ 54,282 | \$ 53,848 | \$ 50,086 |
| Overhead as a percentage of revenue | 13.7% | 12.3% | 14.4% | 14.5% | 13.1% |
| Consolidated EBITDA | \$ 72,213 | \$ 101,428 | \$ 120,359 | \$ 107,513 | \$ 110,990 |
| Consolidated EBITDA Margin | 26.3% | 30.8% | 32.0% | 29.0% | 29.0% |
| Other Expenses and Interest | | | | | |
| Depreciation & Amortization | \$ 17,771 | \$ 19,389 | \$ 20,520 | \$ 19,799 | \$ 21,117 |
| Non-Cash Stock Compensation | 2,153 | 3,370 | 5,513 | 5,959 | 7,703 |
| Interest Expense | 25,522 | 32,515 | 25,445 | 25,895 | 36,266 |
| Loss on Extinguishment of Debt | - | 6 | 23,807 | 190 | - |
| Other, Net | 4,351 | 21,506 | 770 | (1,524) | (525) |
| Pretax Income | \$ 22,416 | \$ 24,642 | \$ 44,304 | \$ 57,194 | \$ 46,429 |
| Net Tax Expense | 7,883 | 8,552 | 11,145 | 15,813 | 13,016 |
| GAAP Net Income | \$ 14,533 | \$ 16,090 | \$ 33,159 | \$ 41,381 | \$ 33,413 |
| Special Items | \$ 9,821 | \$ 25,579 | \$ 30,607 | \$ (200) | \$ 1,003 |
| Tax on Special Items | 1,822 | 7,986 | 8,503 | 95 | 285 |
| Adjusted Net Income | \$ 22,532 | \$ 33,683 | \$ 55,263 | \$ 41,086 | \$ 34,131 |
| Adjusted Net Income Margin | 8.2% | 10.2% | 14.7% | 11.1% | 8.9% |
| Adjusted Basic EPS | \$ 1.26 | \$ 1.88 | \$ 3.17 | \$ 2.76 | \$ 2.29 |
| Adjusted Diluted EPS | \$ 1.25 | \$ 1.86 | \$ 3.02 | \$ 2.61 | \$ 2.19 |
| GAAP Basic EPS | \$ 0.81 | \$ 0.90 | \$ 1.90 | \$ 2.78 | \$ 2.24 |
| GAAP Diluted EPS | \$ 0.80 | \$ 0.89 | \$ 1.81 | \$ 2.63 | \$ 2.14 |
| Weighted Average Number of Shares Outstanding | | | | | |
| Basic | 17,877 | 17,872 | 17,409 | 14,857 | 14,803 |
| Diluted | 18,005 | 18,077 | 18,266 | 15,710 | 15,455 |
| Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA | | | | | |
| Consolidated EBITDA | \$ 72,213 | \$ 101,428 | \$ 120,359 | \$ 107,513 | \$ 110,990 |
| Special Items | 4,374 | 2,822 | 5,802 | 1,799 | 2,192 |
| Adjusted Consolidated EBITDA | \$ 76,587 | \$ 104,250 | \$ 126,161 | \$ 109,312 | \$ 113,182 |
| Adjusted Consolidated EBITDA Margin | 27.9% | 31.6% | 33.6% | 29.5% | 29.6% |

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 Annual Operating and Financial Trend Report.

Reconciliation of GAAP Basic Earnings Per Share to Adjusted Basic Earnings per Share for the Five Year Annual Period:

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-----------------------------------|---------|---------|---------|---------|---------|
| GAAP Basic Earnings Per Share | \$ 0.81 | \$ 0.90 | \$ 1.90 | \$ 2.78 | \$ 2.24 |
| Effect of Special Items | 0.45 | 0.98 | 1.27 | (0.02) | 0.05 |
| Adjusted Basic Earnings Per Share | \$ 1.26 | \$ 1.88 | \$ 3.17 | \$ 2.76 | \$ 2.29 |

Reconciliation of GAAP Diluted Earnings Per Share to Adjusted Diluted Earnings per Share for the Five Year Annual Period:

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-------------------------------------|---------|---------|---------|---------|---------|
| GAAP Diluted Earnings Per Share | \$ 0.80 | \$ 0.89 | \$ 1.81 | \$ 2.63 | \$ 2.14 |
| Effect of Special Items | 0.45 | 0.97 | 1.21 | (0.02) | 0.05 |
| Adjusted Diluted Earnings Per Share | \$ 1.25 | \$ 1.86 | \$ 3.02 | \$ 2.61 | \$ 2.19 |

Reconciliation of GAAP Net Income to Adjusted Consolidated EBITDA for the Five Year Annual Period (in thousands):

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|-------------------------------------|------------|------------|------------|------------|------------|
| GAAP Net Income | \$ 14,533 | \$ 16,090 | \$ 33,159 | \$ 41,381 | \$ 33,413 |
| Net Tax Expense | 7,883 | 8,552 | 11,145 | 15,813 | 13,016 |
| Pretax Income | \$ 22,416 | \$ 24,642 | \$ 44,304 | \$ 57,194 | \$ 46,429 |
| Depreciation & Amortization | 17,771 | 19,389 | 20,520 | 19,799 | 21,117 |
| Non-Cash Stock Compensation | 2,153 | 3,370 | 5,513 | 5,959 | 7,703 |
| Interest Expense | 25,522 | 32,515 | 25,445 | 25,895 | 36,266 |
| Net Loss on Extinguishment of Debt | - | 6 | 23,807 | 190 | - |
| Other, Net | 4,351 | 21,506 | 770 | (1,524) | (525) |
| Special Items | 4,374 | 2,822 | 5,802 | 1,799 | 2,192 |
| Adjusted Consolidated EBITDA | \$ 76,587 | \$ 104,250 | \$ 126,161 | \$ 109,312 | \$ 113,182 |
| Revenue | \$ 274,107 | \$ 329,448 | \$ 375,886 | \$ 370,174 | \$ 382,520 |
| Adjusted Consolidated EBITDA Margin | 27.9% | 31.6% | 33.6% | 29.5% | 29.6% |

Special Items affecting Adjusted Net Income for the Five Year Annual Period (in thousands):

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|----------|-----------|-----------|----------|----------|
| Acquisition expenses | \$ 2,083 | \$ (11) | \$ - | \$ - | \$ - |
| Severance and separation costs | 1,205 | 563 | 1,575 | 1,431 | - |
| Performance awards cancellation and exchange | - | 288 | - | - | - |
| Accretion of discount on convert. sub. notes | 241 | 216 | 20 | - | - |
| Net loss on extinguishment of debt | - | - | 23,807 | 190 | - |
| Net (gain) loss on divestitures and sale of real property | 4,217 | 6,864 | (856) | (543) | (1,300) |
| Impairment of goodwill, intangibles and PPE | 963 | 14,952 | 500 | 2,358 | 454 |
| Litigation reserve | 750 | 270 | 1,050 | 200 | - |
| Tax expense related to divested business | 911 | - | - | - | - |
| Net gain on property damage, net of insurance claims | (885) | - | - | (3,471) | (343) |
| Disaster recovery and pandemic costs | - | 1,627 | 2,157 | 168 | - |
| Change in uncertain tax reserves and other | - | - | - | (533) | - |
| Tax adjustment related to certain discrete items | - | 400 | - | - | - |
| Other special items | 336 | 410 | 2,354 | - | 2,192 |
| Total | \$ 9,821 | \$ 25,579 | \$ 30,607 | \$ (200) | \$ 1,003 |

Special Items affecting Adjusted Consolidated EBITDA for the Five Year Annual Period (in thousands):

| | 2019 | 2020 | 2021 | 2022 | 2023 |
|--------------------------------------|----------|----------|----------|----------|----------|
| Acquisition expenses | \$ 2,083 | \$ (11) | \$ - | \$ - | \$ - |
| Severance and separation costs | 1,205 | 563 | 1,575 | 1,431 | - |
| Litigation reserve | 750 | 270 | 1,050 | 200 | - |
| Disaster recovery and pandemic costs | - | 1,627 | 2,157 | 168 | - |
| Other special items | 336 | 373 | 1,020 | - | 2,192 |
| Total | \$ 4,374 | \$ 2,822 | \$ 5,802 | \$ 1,799 | \$ 2,192 |