

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

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	Qtr 1 2022
Same Store Contracts					
Atneed Contracts	9,548	7,884	9,304	9,175	9,987
Preneed Contracts	1,755	1,375	1,544	1,541	1,688
Total Same Store Funeral Contracts	11,303	9,259	10,848	10,716	11,675
Acquisition Contracts					
Atneed Contracts	1,624	1,339	1,445	1,521	1,514
Preneed Contracts	124	107	110	154	192
Total Acquisition Funeral Contracts	1,748	1,446	1,555	1,675	1,706
Total Funeral Contracts	13,051	10,705	12,403	12,391	13,381
Funeral Operating Revenue					
Same Store Revenue	\$58,983	\$49,015	\$57,205	\$57,285	\$61,632
Acquisition Revenue	7,985	6,939	7,651	8,007	8,610
Total Funeral Operating Revenue	\$66,968	\$55,954	\$64,856	\$65,292	\$70,242
Cemetery Operating Revenue					
Same Store Revenue	\$14,635	\$16,906	\$16,342	\$16,288	\$14,251
Acquisition Revenue	6,980	8,175	6,362	6,312	6,297
Total Cemetery Operating Revenue	\$21,615	\$25,081	\$22,704	\$22,600	\$20,548
Financial Revenue					
Preneed Funeral Commission Income	\$330	\$263	\$375	\$294	\$263
Preneed Funeral Trust and Insurance	2,208	1,848	1,876	2,212	2,171
Preneed Cemetery Trust Earnings	2,903	3,040	3,136	3,408	3,014
Preneed Cemetery Finance Charges	265	254	252	253	244
Total Financial Revenue	\$5,706	\$5,405	\$5,639	\$6,167	\$5,692
Ancillary Revenue	\$1,207	\$1,088	\$1,096	\$1,046	\$1,070
Divested/Planned Divested Revenue					
Divested/Planned Funeral Revenue	\$ 1,061	\$ 679	\$ 694	\$ 740	\$ 609
Divested/Planned Cemetery Revenue	80	70	52	86	-
Total Divested/Planned Divested Revenue	\$ 1,141	\$ 749	\$ 746	\$ 826	\$ 609
Total Revenue	\$ 96,637	\$ 88,277	\$ 95,041	\$ 95,931	\$ 98,161
Field EBITDA					
Same Store Funeral Field EBITDA	\$26,652	\$19,158	\$25,562	\$24,306	\$27,510
Same Store Funeral Field EBITDA Margin	45.2%	39.1%	44.7%	42.4%	44.6%
Acquisition Funeral Field EBITDA	3,644	2,769	3,373	3,578	3,750
Acquisition Funeral Field EBITDA Margin	45.6%	39.9%	44.1%	44.7%	43.6%
Total Funeral Field EBITDA	\$30,296	\$21,927	\$28,935	\$27,884	\$31,260
Total Funeral Field EBITDA Margin	45.2%	39.2%	44.6%	42.7%	44.5%
Same Store Cemetery Field EBITDA	\$5,704	\$7,907	\$6,465	\$6,939	\$5,300
Same Store Cemetery Field EBITDA Margin	39.0%	46.8%	39.6%	42.6%	37.2%
Acquired Cemetery Field EBITDA	4,102	4,737	3,547	3,140	3,299
Acquired Cemetery Field EBITDA Margin	58.8%	57.9%	55.8%	49.7%	52.4%
Total Cemetery Field EBITDA	\$9,806	\$12,644	\$10,012	\$10,079	\$8,599
Total Cemetery Field EBITDA Margin	45.4%	50.4%	44.1%	44.6%	41.8%
Funeral Financial Field EBITDA	\$2,261	\$1,888	\$1,960	\$2,245	\$2,143
Cemetery Financial Field EBITDA	3,044	3,170	3,265	3,532	3,120
Total Financial Field EBITDA	\$5,305	\$5,058	\$5,225	\$5,777	\$5,263
Total Financial Field EBITDA Margin	93.0%	93.6%	92.7%	93.7%	92.5%
Ancillary EBITDA	\$242	\$274	\$274	\$216	\$221
Ancillary EBITDA Margin	20.0%	25.2%	25.0%	20.7%	20.7%
Divested/Planned Divested EBITDA					
Divested/Planned Funeral EBITDA	\$ 107	\$ 95	\$ 186	\$ 217	\$ 111
Divested/Planned Cemetery EBITDA	31	16	19	16	-
Total Divested/Planned Divested EBITDA	\$ 138	\$ 111	\$ 205	\$ 233	\$ 111
Total Divested/Planned Divested EBITDA Margin	12.1%	14.8%	27.5%	28.2%	18.2%
Total Field EBITDA	\$45,787	\$40,014	\$44,651	\$44,189	\$45,454
Total Field EBITDA Margin	47.4%	45.3%	47.0%	46.1%	46.3%
Overhead					
Total Variable Overhead	\$6,900	\$4,545	\$7,103	\$7,465	\$5,175
Total Regional Fixed Overhead	1,199	1,356	1,326	1,351	1,340
Total Corporate Fixed Overhead	5,500	5,538	5,855	6,144	6,631
Total Overhead	\$13,599	\$11,439	\$14,284	\$14,960	\$13,146
Overhead as a percentage of Revenue	14.1%	13.0%	15.0%	15.6%	13.4%
Consolidated EBITDA	\$32,188	\$28,575	\$30,367	\$29,229	\$32,308
Consolidated EBITDA Margin	33.3%	32.4%	32.0%	30.5%	32.9%
Other Expenses and Interest					
Depreciation & Amortization	\$4,942	\$5,594	\$4,950	\$5,034	\$4,783
Non-Cash Stock Compensation	1,308	1,230	1,294	1,681	1,607
Interest Expense	7,584	7,478	5,076	5,307	5,542
Accretion of Discount on Convert. Sub. Notes	20	-	-	-	-
Loss on Extinguishment of Debt	-	23,807	-	-	-
Net (Gain) Loss on Divestitures	(308)	205	282	(1,035)	703
Impairment of Goodwill and Other Intangibles	-	-	500	-	-
Net Gain on Insurance Reimbursements	-	-	-	-	(1,899)
Net Loss on Disposal of Fixed Assets	-	622	76	324	64
Other, Net	68	(2)	21	(3)	24
Pre-Tax Income (Loss)	\$18,574	(\$10,359)	\$18,168	\$17,921	\$21,484
Tax Expense (Benefit) on Operations	5,758	(3,417)	5,125	4,850	5,704
Tax Adjustment Related to Discrete Items	(117)	(775)	(3)	(276)	(622)
Net Tax Expense (Benefit)	\$5,641	(\$4,192)	\$5,122	\$4,574	\$5,082
GAAP Net Income (Loss)	\$12,933	(\$6,167)	\$13,046	\$13,347	\$16,402
<i>Effective Tax Rate</i>	<i>30.4%</i>	<i>40.5%</i>	<i>28.2%</i>	<i>25.5%</i>	<i>23.7%</i>

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

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	Qtr 1 2022
Special Items					
Severance and Separation Costs	1,575	-	-	-	-
Accretion of Discount on Convert. Sub. Notes	20	-	-	-	-
Loss on Extinguishment of Debt	-	23,807	-	-	-
Net (Gain) Loss on Divestitures and Other Costs	(308)	205	282	(1,035)	703
Net Impact of Impairment of Goodwill and Other Intangibles	-	-	500	-	-
Net Gain on Insurance Reimbursements	-	-	-	-	(1,899)
Litigation Reserve	-	-	-	1,050	-
Disaster Recovery and Pandemic Costs	894	145	1,002	116	168
Other Special Items	-	1,334	1,020	-	-
Change in Uncertain Tax Reserves and Other	-	-	-	-	(533)
Sum of Special Items	\$2,181	\$25,491	\$2,804	\$131	(\$1,561)
Tax Effect on Special Items	424	7,457	738	(116)	(273)
Adjusted Net Income	\$14,690	\$11,867	\$15,112	\$13,594	\$15,114
Adjusted Net Income Margin	15.2%	13.4%	15.9%	14.2%	15.4%
Adjusted Basic Earnings Per Share	\$0.82	\$0.66	\$0.86	\$0.83	\$0.99
Adjusted Diluted Earnings Per Share	\$0.81	\$0.64	\$0.82	\$0.78	\$0.92
GAAP Basic Earnings (Loss) Per Share	\$0.72	(\$0.34)	\$0.74	\$0.82	\$1.07
GAAP Diluted Earnings (Loss) Per Share	\$0.71	(\$0.33)	\$0.71	\$0.77	\$1.00
Weighted Average Basic Shares Outstanding	17,965	17,967	17,499	16,233	15,244
Weighted Average Diluted Shares Outstanding	18,199	18,511	18,246	17,400	16,369
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$32,188	\$28,575	\$30,367	\$29,229	\$32,308
Severance and Separation Costs	1,575	-	-	-	-
Litigation Reserve	-	-	-	1,050	-
Disaster Recovery and Pandemic Costs	894	145	1,002	116	168
Other Special Items	-	-	1,020	-	-
Adjusted Consolidated EBITDA	\$34,657	\$28,720	\$32,389	\$30,395	\$32,476
Adjusted Consolidated EBITDA Margin	35.9%	32.5%	34.1%	31.7%	33.1%

Funeral homes and cemeteries purchased after December 31, 2017 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 2017 Acquired Portfolio that moved from Acquired to Same Store beginning January 1, 2022 (in thousands).

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	YTD December 2021
Revenue					
2017 Acquired Portfolio	\$2,154	\$1,618	\$1,703	\$1,974	\$7,449
EBITDA					
2017 Acquired Portfolio	\$821	\$491	\$602	\$737	\$2,651

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 (Loss) to Adjusted Net Income for the five quarter period (in thousands):

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	Qtr 1 2022
GAAP Net Income (Loss)	\$12,933	(\$6,167)	\$13,046	\$13,347	\$16,402
Special Items, Net of Tax	1,757	18,034	2,066	247	(1,288)
Adjusted Net Income	\$14,690	\$11,867	\$15,112	\$13,594	\$15,114

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

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	Qtr 1 2022
GAAP Basic Earnings (Loss) Per Share	\$0.72	(\$0.34)	\$0.74	\$0.82	\$1.07
Effect of Special Items	0.10	1.00	0.12	0.01	(0.08)
Adjusted Basic Earnings Per Share	\$0.82	\$0.66	\$0.86	\$0.83	\$0.99

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

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	Qtr 1 2022
GAAP Diluted Earnings (Loss) Per Share	\$0.71	(\$0.33)	\$0.71	\$0.77	\$1.00
Effect of Special Items	0.10	0.97	0.11	0.01	(0.08)
Adjusted Diluted Earnings Per Share	\$0.81	\$0.64	\$0.82	\$0.78	\$0.92

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

	Qtr 1 2021	Qtr 2 2021	Qtr 3 2021	Qtr 4 2021	Qtr 1 2022
GAAP Net Income (Loss)	\$12,933	(\$6,167)	\$13,046	\$13,347	\$16,402
Net Tax Provision (Benefit)	5,641	(4,192)	5,122	4,574	5,082
Pretax Income (Loss)	\$18,574	(\$10,359)	\$18,168	\$17,921	\$21,484
Depreciation & Amortization	4,942	5,594	4,950	5,034	4,783
Non-Cash Stock Compensation	1,308	1,230	1,294	1,681	1,607
Interest Expense	7,584	7,478	5,076	5,307	5,542
Accretion of Discount on Convertible Subordinated Notes	20	-	-	-	-
Loss on Extinguishment of Debt	-	23,807	-	-	-
Net (Gain) Loss on Divestitures	(308)	205	282	(1,035)	703
Impairment of Goodwill and Other Intangibles	-	-	500	-	-
Net Loss on Disposal of Fixed Assets	-	622	76	324	64
Net Gain on Insurance Reimbursements	-	-	-	-	(1,899)
Other, Net	68	(2)	21	(3)	24
Special Items	2,469	145	2,022	1,166	168
Adjusted Consolidated EBITDA	\$34,657	\$28,720	\$32,389	\$30,395	\$32,476
Revenue	\$ 96,637	\$ 88,277	\$ 95,041	\$ 95,931	\$ 98,161
Adjusted Consolidated EBITDA Margin	35.9%	32.5%	34.1%	31.7%	33.1%