

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

	Qtr 2 2020	Qtr 3 2020	Qtr 4 2020	Qtr 1 2021	Qtr 2 2021
Same Store Contracts					
Atneed Contracts	7,534	7,812	8,420	9,295	7,702
Preneed Contracts	1,522	1,608	1,752	1,733	1,359
Total Same Store Funeral Contracts	9,056	9,420	10,172	11,028	9,061
Acquisition Contracts					
Atneed Contracts	1,788	1,470	1,782	1,861	1,505
Preneed Contracts	153	149	143	141	120
Total Acquisition Funeral Contracts	1,941	1,619	1,925	2,002	1,625
Total Funeral Contracts	10,997	11,039	12,097	13,030	10,686
Funeral Operating Revenue					
Same Store Revenue	\$44,297	\$47,750	\$52,472	\$56,683	\$47,284
Acquisition Revenue	9,023	8,204	9,348	10,139	8,557
Total Funeral Operating Revenue	\$53,320	\$55,954	\$61,820	\$66,822	\$55,841
Cemetery Operating Revenue					
Same Store Revenue	\$11,565	\$14,321	\$14,739	\$14,567	\$16,516
Acquisition Revenue	4,056	5,220	5,509	6,980	8,175
Total Cemetery Operating Revenue	\$15,621	\$19,541	\$20,248	\$21,547	\$24,691
Financial Revenue					
Preneed Funeral Commission Income	\$326	\$369	\$288	\$330	\$263
Preneed Funeral Trust and Insurance	1,775	1,992	2,094	2,198	1,831
Preneed Cemetery Trust Earnings	2,333	3,000	2,604	2,864	2,992
Preneed Cemetery Finance Charges	240	214	220	264	254
Total Financial Revenue	\$4,674	\$5,575	\$5,206	\$5,656	\$5,340
Ancillary Revenue	\$1,117	\$1,196	\$1,197	\$1,207	\$1,088
Divested/Planned Divested Revenue					
Divested/Planned Funeral Revenue	\$ 2,583	\$ 1,923	\$ 1,441	\$ 1,217	\$ 809
Divested/Planned Cemetery Revenue	162	204	176	188	508
Total Divested/Planned Divested Revenue	\$ 2,745	\$ 2,127	\$ 1,617	\$ 1,405	\$ 1,317
Total Revenue	\$ 77,477	\$ 84,393	\$ 90,088	\$ 96,637	\$ 88,277
Field EBITDA					
Same Store Funeral Field EBITDA	\$18,726	\$19,906	\$23,115	\$25,812	\$18,659
Same Store Funeral Field EBITDA Margin	42.3%	41.7%	44.1%	45.5%	39.5%
Acquisition Funeral Field EBITDA	3,754	2,941	3,683	4,467	3,261
Acquisition Funeral Field EBITDA Margin	41.6%	35.8%	39.4%	44.1%	38.1%
Total Funeral Field EBITDA	\$22,480	\$22,847	\$26,798	\$30,279	\$21,920
Total Funeral Field EBITDA Margin	42.2%	40.8%	43.3%	45.3%	39.3%
Same Store Cemetery Field EBITDA	\$3,666	\$6,167	\$6,491	\$5,705	\$7,579
Same Store Cemetery Field EBITDA Margin	31.7%	43.1%	44.0%	39.2%	45.9%
Acquired Cemetery Field EBITDA	1,435	2,335	2,532	4,102	4,737
Acquired Cemetery Field EBITDA Margin	35.4%	44.7%	46.0%	58.8%	57.9%
Total Cemetery Field EBITDA	\$5,101	\$8,502	\$9,023	\$9,807	\$12,316
Total Cemetery Field EBITDA Margin	32.7%	43.5%	44.6%	45.5%	49.9%
Funeral Financial EBITDA	\$1,921	\$2,119	\$2,150	\$2,251	\$1,871
Cemetery Financial EBITDA	2,527	3,107	2,717	3,003	3,122
Total Financial EBITDA	\$4,448	\$5,226	\$4,867	\$5,254	\$4,993
Total Financial EBITDA Margin	95.2%	93.7%	93.5%	92.9%	93.5%
Ancillary EBITDA	\$321	\$292	\$278	\$242	\$274
Ancillary EBITDA Margin	28.7%	24.4%	23.2%	20.0%	25.2%
Divested/Planned Divested EBITDA					
Divested/Planned Funeral EBITDA	\$ 830	\$ 378	\$ 310	\$ 134	\$ 119
Divested/Planned Cemetery EBITDA	41	64	42	71	392
Total Divested/Planned Divested EBITDA	\$ 871	\$ 442	\$ 352	\$ 205	\$ 511
Total Divested/Planned Divested EBITDA Margin	31.7%	20.8%	21.8%	14.6%	38.8%
Total Field EBITDA	\$33,221	\$37,309	\$41,318	\$45,787	\$40,014
Total Field EBITDA Margin	42.9%	44.2%	45.9%	47.4%	45.3%
Overhead					
Total Variable Overhead	\$3,737	\$4,077	\$6,740	\$6,900	\$4,545
Total Regional Fixed Overhead	872	1,020	1,203	1,199	1,356
Total Corporate Fixed Overhead	4,933	4,841	5,220	5,500	5,538
Total Overhead	\$9,542	\$9,938	\$13,163	\$13,599	\$11,439
Overhead as a percentage of Revenue	12.3%	11.8%	14.6%	14.1%	13.0%
Consolidated EBITDA	\$23,679	\$27,371	\$28,155	\$32,188	\$28,575
Consolidated EBITDA Margin	30.6%	32.4%	31.3%	33.3%	32.4%
Other Expenses and Interest					
Depreciation & Amortization	\$4,698	\$5,033	\$5,109	\$4,942	\$5,594
Non-Cash Stock Compensation	715	927	897	1,308	1,230
Interest Expense	8,352	8,007	7,728	7,584	7,478
Accretion of Discount on Convert. Sub. Notes	66	69	16	20	-
Loss on Extinguishment of Debt	-	6	-	-	23,807
Net (Gain) Loss on Divestitures	-	4,917	1,832	(308)	205
Net Loss on Disposal of Fixed Assets	-	-	-	-	622
Other, Net	2	28	(186)	68	(2)
Pretax Income (Loss)	\$9,846	\$8,384	\$12,759	\$18,574	(\$10,359)
Tax Expense (Benefit) on Operations	3,248	2,851	3,971	5,758	(3,417)
Net Tax Expense Related to Impairment	51	-	-	-	-
Tax Adjustment Related to Certain Discrete Items	150	8	423	(117)	(775)
Net Tax Expense (Benefit)	\$3,449	\$2,859	\$4,394	\$5,641	(\$4,192)
GAAP Net Income (Loss)	\$6,397	\$5,525	\$8,365	\$12,933	(\$6,167)
<i>Effective Tax Rate</i>	<i>35.0%</i>	<i>34.1%</i>	<i>34.4%</i>	<i>30.4%</i>	<i>40.5%</i>

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

	Qtr 2 2020	Qtr 3 2020	Qtr 4 2020	Qtr 1 2021	Qtr 2 2021
Special Items, Net of tax except for **					
Acquisition Expenses	36	-	(135)	-	-
Severance and Separation Costs	217	-	-	1,244	(118)
Performance Awards Cancellation and Exchange	56	84	84	-	-
Accretion of Discount on Convert. Sub. Notes **	66	69	16	20	-
Loss on Extinguishment of Debt	-	-	-	-	17,022
Net (Gain) Loss on Divestitures and Other Costs	-	3,245	1,317	(213)	139
Net Impact of Impairment of Goodwill and Other Intangibles	51	-	124	-	-
Litigation Reserve	154	-	-	-	-
Natural Disaster and Pandemic Costs	657	268	250	706	37
Other Special Items	371	(47)	-	-	954
Tax Adjustment Related to Certain Discrete Items **	-	-	400	-	-
Sum of Special Items	\$1,608	\$3,619	\$2,056	\$1,757	\$18,034
Adjusted Net Income	\$8,005	\$9,144	\$10,421	\$14,690	\$11,867
Adjusted Net Income Margin	10.3%	10.8%	11.6%	15.2%	13.4%
Adjusted Basic Earnings Per Share	\$0.45	\$0.51	\$0.58	\$0.82	\$0.66
Adjusted Diluted Earnings Per Share	\$0.45	\$0.51	\$0.57	\$0.81	\$0.64
GAAP Basic Earnings (Loss) Per Share	\$0.36	\$0.31	\$0.47	\$0.72	(\$0.34)
GAAP Diluted Earnings (Loss) Per Share	\$0.36	\$0.31	\$0.46	\$0.71	(\$0.33)
Average Number of Basic Shares Outstanding	17,860	17,895	17,927	17,965	17,967
Average Number of Diluted Shares Outstanding	17,889	17,932	18,147	18,199	18,511
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$23,679	\$27,371	\$28,155	\$32,188	\$28,575
Acquisition Expenses	45	-	(170)	-	-
Severance and Separation Costs	275	-	-	1,575	-
Litigation Reserve	195	-	-	-	-
Natural Disaster and Pandemic Costs	832	340	315	894	145
Other Special Items	418	(45)	-	-	-
Adjusted Consolidated EBITDA	\$25,444	\$27,666	\$28,300	\$34,657	\$28,720
Adjusted Consolidated EBITDA Margin	32.8%	32.8%	31.4%	35.9%	32.5%

Funeral homes and cemeteries purchased after December 31, 2016 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 2016 Acquired Portfolio that moved from Acquired to Same Store beginning January 1, 2021 (in thousands).

	Qtr 1 2020	Qtr 2 2020	Qtr 3 2020	Qtr 4 2020	YTD December 2020
Revenue					
2016 Acquired Portfolio	\$2,638	\$2,314	\$3,496	\$2,989	\$11,437
EBITDA					
2016 Acquired Portfolio	\$982	\$918	\$1,757	\$1,336	\$4,993

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 2 2020	Qtr 3 2020	Qtr 4 2020	Qtr 1 2021	Qtr 2 2021
GAAP Net Income (Loss)	\$6,397	\$5,525	\$8,365	\$12,933	(\$6,167)
Special Items, Net of tax	1,608	3,619	2,056	1,757	18,034
Adjusted Net Income	\$8,005	\$9,144	\$10,421	\$14,690	\$11,867

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

	Qtr 2 2020	Qtr 3 2020	Qtr 4 2020	Qtr 1 2021	Qtr 2 2021
GAAP Basic Earnings (Loss) Per Share	\$0.36	\$0.31	\$0.47	\$0.72	(\$0.34)
Effect of Special Items	0.09	0.20	0.11	0.10	1.00
Adjusted Basic Earnings Per Share	\$0.45	\$0.51	\$0.58	\$0.82	\$0.66

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

	Qtr 2 2020	Qtr 3 2020	Qtr 4 2020	Qtr 1 2021	Qtr 2 2021
GAAP Diluted Earnings (Loss) Per Share	\$0.36	\$0.31	\$0.46	\$0.71	(\$0.33)
Effect of Special Items	0.09	0.20	0.11	0.10	0.97
Adjusted Diluted Earnings Per Share	\$0.45	\$0.51	\$0.57	\$0.81	\$0.64

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

	Qtr 2 2020	Qtr 3 2020	Qtr 4 2020	Qtr 1 2021	Qtr 2 2021
GAAP Net Income (Loss)	\$6,397	\$5,525	\$8,365	\$12,933	(\$6,167)
Net Tax Provision (Benefit)	3,449	2,859	4,394	5,641	(4,192)
Pretax Income (Loss)	\$9,846	\$8,384	\$12,759	\$18,574	(\$10,359)
Interest Expense	8,352	8,007	7,728	7,584	7,478
Accretion of Discount on Convertible Subordinated Notes	66	69	16	20	-
Loss on Extinguishment of Debt	-	6	-	-	23,807
Non-Cash Stock Compensation	715	927	897	1,308	1,230
Depreciation & Amortization	4,698	5,033	5,109	4,942	5,594
Net (Gain) Loss on Divestitures	-	4,917	1,832	(308)	205
Net Loss on Disposal of Fixed Assets	-	-	-	-	622
Other, Net	2	28	(186)	68	(2)
Special Items	1,765	295	145	2,469	145
Adjusted Consolidated EBITDA	\$25,444	\$27,666	\$28,300	\$34,657	\$28,720
Revenue	\$ 77,477	\$ 84,393	\$ 90,088	\$ 96,637	\$ 88,277
Adjusted Consolidated EBITDA Margin	32.8%	32.8%	31.4%	35.9%	32.5%