

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

| | Qtr 4 2023 | Qtr 1 2024 | Qtr 2 2024 | Qtr 3 2024 | Qtr 4 2024 |
|--|------------------|-------------------|-------------------|-------------------|------------------|
| Funeral Operating Revenue | \$ 61,331 | \$ 66,532 | \$ 59,186 | \$ 59,324 | \$ 58,668 |
| Cemetery Operating Revenue | 26,684 | 27,581 | 34,770 | 32,988 | 29,756 |
| Financial Revenue | 8,246 | 6,935 | 7,120 | 7,304 | 8,329 |
| Ancillary Revenue | 1,143 | 1,247 | 1,082 | 1,046 | 947 |
| Divested Revenue | 1,430 | 1,198 | 160 | 25 | - |
| Total Revenue | \$ 98,834 | \$ 103,493 | \$ 102,318 | \$ 100,687 | \$ 97,700 |
| Funeral Operating EBITDA | \$ 24,087 | \$ 27,497 | \$ 23,341 | \$ 22,372 | \$ 21,905 |
| Funeral Operating EBITDA Margin | 39.3% | 41.3% | 39.4% | 37.7% | 37.3% |
| Cemetery Operating EBITDA | 10,736 | 11,952 | 17,065 | 15,883 | 12,333 |
| Cemetery Operating EBITDA Margin | 40.2% | 43.3% | 49.1% | 48.1% | 41.4% |
| Financial EBITDA | 7,740 | 6,507 | 6,548 | 6,681 | 7,688 |
| Financial EBITDA Margin | 93.9% | 93.8% | 92.0% | 91.5% | 92.3% |
| Ancillary EBITDA | 89 | 173 | 193 | 156 | 151 |
| Ancillary EBITDA Margin | 7.8% | 13.9% | 17.8% | 14.9% | 15.9% |
| Divested EBITDA | 459 | 198 | 56 | (149) | 101 |
| Divested EBITDA Margin | 32.1% | 16.5% | 35.0% | -596.0% | 0.0% |
| Total Field EBITDA | \$ 43,111 | \$ 46,327 | \$ 47,203 | \$ 44,943 | \$ 42,178 |
| Total Field EBITDA Margin | 43.6% | 44.8% | 46.1% | 44.6% | 43.2% |
| Total Overhead | \$ 11,886 | \$ 19,356 | \$ 20,425 | \$ 14,199 | \$ 12,882 |
| Overhead as a percentage of revenue | 12.0% | 18.7% | 20.0% | 14.1% | 13.2% |
| Consolidated EBITDA | \$ 31,225 | \$ 26,971 | \$ 26,778 | \$ 30,744 | \$ 29,296 |
| Consolidated EBITDA Margin | 31.6% | 26.1% | 26.2% | 30.5% | 30.0% |
| Other Expenses and Interest | | | | | |
| Depreciation & Amortization | \$ 5,494 | \$ 5,460 | \$ 6,204 | \$ 5,610 | \$ 5,616 |
| Non-Cash Stock Compensation | 1,548 | 489 | 2,182 | 1,850 | 1,999 |
| Interest Expense | 9,053 | 8,712 | 8,324 | 8,035 | 7,004 |
| Net (Gain) Loss on Divestitures and Sale of Real Property | (750) | 1,501 | 8 | (295) | 10 |
| Impairment of Goodwill, Intangibles and PPE | - | - | - | 637 | - |
| Net Gain on Property Damage, Net of Insurance Claims | - | - | (417) | - | - |
| Net Loss on Disposal of Fixed Assets | 262 | 44 | 15 | 45 | 615 |
| Other, net | 13 | 43 | 3 | 13 | 2 |
| Pretax Income | \$ 15,605 | \$ 10,722 | \$ 10,459 | \$ 14,849 | \$ 14,050 |
| Net Tax Expense | 3,967 | 3,749 | 4,200 | 4,983 | 4,195 |
| GAAP Net Income | \$ 11,638 | \$ 6,973 | \$ 6,259 | \$ 9,866 | \$ 9,855 |
| Special Items | | | | | |
| Severance and Separation Costs | - | \$ 5,457 | \$ 771 | - | - |
| Equity Awards Cancellation | - | (1,336) | - | - | - |
| Net (Gain) Loss on Divestitures and Sale of Real Property | (750) | 1,501 | 8 | (295) | 10 |
| Impairment of Goodwill, Intangibles and PPE | - | - | - | 637 | - |
| Net Gain on Property Damage, Net of Insurance Claims | - | - | (417) | - | - |
| Other Special Items | 1,219 | 1,173 | 5,055 | - | - |
| Sum of Special Items | \$ 469 | \$ 6,795 | \$ 5,417 | \$ 342 | \$ 10 |
| Tax on Special Items | 131 | 2,229 | 1,825 | 114 | (72) |
| Adjusted Net Income | \$ 11,976 | \$ 11,539 | \$ 9,851 | \$ 10,094 | \$ 9,937 |
| Adjusted Net Income Margin | 12.1% | 11.1% | 9.6% | 10.0% | 10.2% |
| Adjusted Basic EPS | \$ 0.80 | \$ 0.77 | \$ 0.65 | \$ 0.66 | \$ 0.65 |
| Adjusted Diluted EPS | \$ 0.77 | \$ 0.75 | \$ 0.63 | \$ 0.64 | \$ 0.62 |
| GAAP Basic EPS | \$ 0.78 | \$ 0.46 | \$ 0.41 | \$ 0.65 | \$ 0.65 |
| GAAP Diluted EPS | \$ 0.75 | \$ 0.45 | \$ 0.40 | \$ 0.63 | \$ 0.62 |
| Weighted Average Number of Shares Outstanding | | | | | |
| Basic | 14,838 | 14,876 | 14,965 | 15,011 | 15,033 |
| Diluted | 15,448 | 15,309 | 15,403 | 15,491 | 15,590 |
| Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA | | | | | |
| Consolidated EBITDA | \$ 31,225 | \$ 26,971 | \$ 26,778 | \$ 30,744 | \$ 29,296 |
| Severance and Separation Costs | - | 5,457 | 771 | - | - |
| Other Special Items | 1,219 | 1,173 | 5,055 | - | - |
| Adjusted Consolidated EBITDA | \$ 32,444 | \$ 33,601 | \$ 32,604 | \$ 30,744 | \$ 29,296 |
| Adjusted Consolidated EBITDA Margin | 32.8% | 32.5% | 31.9% | 30.5% | 30.0% |

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 4 2023 | Qtr 1 2024 | Qtr 2 2024 | Qtr 3 2024 | Qtr 4 2024 |
|---------------------------|---------------|---------------|---------------|---------------|---------------|
| GAAP Net Income | \$ 11,638 | \$ 6,973 | \$ 6,259 | \$ 9,866 | \$ 9,855 |
| Special Items, Net of Tax | 338 | 4,566 | 3,592 | 228 | 82 |
| Adjusted Net Income | \$ 11,976 | \$ 11,539 | \$ 9,851 | \$ 10,094 | \$ 9,937 |

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

| | Qtr 4 2023 | Qtr 1 2024 | Qtr 2 2024 | Qtr 3 2024 | Qtr 4 2024 |
|-----------------------------------|---------------|---------------|---------------|---------------|---------------|
| GAAP Basic Earnings Per Share | \$ 0.78 | \$ 0.46 | \$ 0.41 | \$ 0.65 | \$ 0.65 |
| Effect of Special Items | 0.02 | 0.31 | 0.24 | 0.01 | - |
| Adjusted Basic Earnings Per Share | \$ 0.80 | \$ 0.77 | \$ 0.65 | \$ 0.66 | \$ 0.65 |

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

| | Qtr 4 2023 | Qtr 1 2024 | Qtr 2 2024 | Qtr 3 2024 | Qtr 4 2024 |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
| GAAP Diluted Earnings Per Share | \$ 0.75 | \$ 0.45 | \$ 0.40 | \$ 0.63 | \$ 0.62 |
| Effect of Special Items | 0.02 | 0.30 | 0.23 | 0.01 | - |
| Adjusted Diluted Earnings Per Share | \$ 0.77 | \$ 0.75 | \$ 0.63 | \$ 0.64 | \$ 0.62 |

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

| | Qtr 4 2023 | Qtr 1 2024 | Qtr 2 2024 | Qtr 3 2024 | Qtr 4 2024 |
|---|---------------|---------------|---------------|---------------|---------------|
| GAAP Net Income | \$ 11,638 | \$ 6,973 | \$ 6,259 | \$ 9,866 | \$ 9,855 |
| Net Tax Expense | 3,967 | 3,749 | 4,200 | 4,983 | 4,195 |
| Pretax Income | \$ 15,605 | \$ 10,722 | \$ 10,459 | \$ 14,849 | \$ 14,050 |
| Depreciation & Amortization | 5,494 | 5,460 | 6,204 | 5,610 | 5,616 |
| Non-Cash Stock Compensation | 1,548 | 489 | 2,182 | 1,850 | 1,999 |
| Interest Expense | 9,053 | 8,712 | 8,324 | 8,035 | 7,004 |
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| Impairment of Goodwill, Intangibles and PPE | - | - | - | 637 | - |
| Net Gain on Property Damage, Net of Insurance Claims | - | - | (417) | - | - |
| Net Loss on Disposal of Fixed Assets | 262 | 44 | 15 | 45 | 615 |
| Other, net | 13 | 43 | 3 | 13 | 2 |
| Special Items | 1,219 | 6,630 | 5,826 | - | - |
| Adjusted Consolidated EBITDA | \$ 32,444 | \$ 33,601 | \$ 32,604 | \$ 30,744 | \$ 29,296 |
| Revenue | \$ 98,834 | \$ 103,493 | \$ 102,318 | \$ 100,687 | \$ 97,700 |
| Adjusted Consolidated EBITDA Margin | 32.8% | 32.5% | 31.9% | 30.5% | 30.0% |