

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

	Qtr 1 2025	Qtr 2 2025	Qtr 3 2025	Qtr 4 2025	Qtr 1 2026
Funeral Comparable Revenue	\$ 66,054	\$ 57,109	\$ 54,949	\$ 58,897	\$ 63,276
Cemetery Comparable Revenue	27,895	33,309	35,300	32,771	29,574
Financial Revenue	7,312	8,199	9,040	9,342	8,458
Ancillary Revenue	1,032	903	860	814	847
Acquisition Revenue	-	-	705	3,241	3,961
Divested Revenue	4,776	2,627	1,888	417	4
<b>Total Revenue</b>	<b>\$ 107,069</b>	<b>\$ 102,147</b>	<b>\$ 102,742</b>	<b>\$ 105,482</b>	<b>\$ 106,120</b>
Funeral Comparable EBITDA	\$ 28,701	\$ 21,546	\$ 20,219	\$ 23,889	\$ 26,220
Funeral Comparable EBITDA Margin	43.5%	37.7%	36.8%	40.6%	41.4%
Cemetery Comparable EBITDA	11,390	14,977	17,052	14,727	12,829
Cemetery Comparable EBITDA Margin	40.8%	45.0%	48.3%	44.9%	43.4%
Financial EBITDA	6,523	7,602	8,075	8,640	7,887
Financial EBITDA Margin	89.2%	92.7%	89.3%	92.5%	93.2%
Ancillary EBITDA	188	32	174	158	190
Ancillary EBITDA Margin	18.2%	3.5%	20.2%	19.4%	22.4%
Acquisition EBITDA	-	-	402	367	1,315
Acquisition EBITDA Margin	0.0%	0.0%	57.0%	11.3%	33.2%
Divested EBITDA	1,425	567	396	(73)	(7)
Divested EBITDA Margin	29.8%	21.6%	21.0%	-17.5%	-175.0%
<b>Total Field EBITDA</b>	<b>\$ 48,227</b>	<b>\$ 44,724</b>	<b>\$ 46,318</b>	<b>\$ 47,708</b>	<b>\$ 48,434</b>
<b>Total Field EBITDA Margin</b>	<b>45.0%</b>	<b>43.8%</b>	<b>45.1%</b>	<b>45.2%</b>	<b>45.6%</b>
<b>Total Overhead</b>	<b>\$ 15,279</b>	<b>\$ 12,462</b>	<b>\$ 13,738</b>	<b>\$ 15,158</b>	<b>\$ 14,828</b>
<b>Overhead as a percentage of revenue</b>	<b>14.3%</b>	<b>12.2%</b>	<b>13.4%</b>	<b>14.4%</b>	<b>14.0%</b>
<b>Consolidated EBITDA</b>	<b>\$ 32,948</b>	<b>\$ 32,262</b>	<b>\$ 32,580</b>	<b>\$ 32,550</b>	<b>\$ 33,606</b>
<b>Consolidated EBITDA Margin</b>	<b>30.8%</b>	<b>31.6%</b>	<b>31.7%</b>	<b>30.9%</b>	<b>31.7%</b>
<b>Other Expenses and Interest</b>					
Depreciation & Amortization	\$ 5,401	\$ 6,173	\$ 6,503	\$ 6,430	\$ 5,955
Non-Cash Stock Compensation	1,753	2,092	2,012	1,949	2,096
Interest Expense	7,298	7,034	6,946	7,087	6,884
Net (Gain) Loss on Divestitures and Sale of Real Property	(5,937)	(1)	4,962	(475)	51
Impairment of Goodwill, Intangibles and PPE	117	-	1,644	-	236
Net Gain on Property Damage, Net of Insurance Claims	-	-	-	-	-
Net Loss on Disposal of Fixed Assets	50	-	(47)	58	(9)
Other, net	(1,988)	107	852	58	(6)
<b>Pretax Income</b>	<b>\$ 26,254</b>	<b>\$ 16,857</b>	<b>\$ 9,708</b>	<b>\$ 17,443</b>	<b>\$ 18,399</b>
Net Tax Expense	5,328	5,118	3,139	5,171	4,907
<b>GAAP Net Income</b>	<b>\$ 20,926</b>	<b>\$ 11,739</b>	<b>\$ 6,569</b>	<b>\$ 12,272</b>	<b>\$ 13,492</b>
<b>Special Items</b>					
Acquisition Expenses	-	-	395	(46)	-
Net (Gain) Loss on Divestitures and Sale of Real Property	(7,925)	12	5,846	(445)	51
Impairment of Goodwill, Intangibles and PPE	117	-	1,644	-	236
Other Special Items	-	-	-	-	147
Tax Adjustment Related to Certain Discrete Items	(421)	-	-	-	-
<b>Sum of Special Items</b>	<b>\$ (8,229)</b>	<b>\$ 12</b>	<b>\$ 7,884</b>	<b>\$ (491)</b>	<b>\$ 434</b>
Tax on Special Items	(2,436)	4	2,531	(155)	121
<b>Adjusted Net Income</b>	<b>\$ 15,133</b>	<b>\$ 11,747</b>	<b>\$ 11,922</b>	<b>\$ 11,936</b>	<b>\$ 13,805</b>
<b>Adjusted Net Income Margin</b>	<b>14.1%</b>	<b>11.5%</b>	<b>11.6%</b>	<b>11.3%</b>	<b>13.0%</b>
Adjusted Basic EPS	\$ 0.97	\$ 0.75	\$ 0.76	\$ 0.76	\$ 0.88
Adjusted Diluted EPS	\$ 0.96	\$ 0.74	\$ 0.75	\$ 0.75	\$ 0.87
GAAP Basic EPS	\$ 1.35	\$ 0.75	\$ 0.42	\$ 0.78	\$ 0.86
GAAP Diluted EPS	\$ 1.34	\$ 0.74	\$ 0.41	\$ 0.77	\$ 0.84
<b>Weighted Average Number of Shares Outstanding</b>					
Basic	15,243	15,458	15,490	15,517	15,568
Diluted	15,389	15,653	15,732	15,727	15,779
<b>Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA</b>					
<b>Consolidated EBITDA</b>	<b>\$ 32,948</b>	<b>\$ 32,262</b>	<b>\$ 32,580</b>	<b>\$ 32,550</b>	<b>\$ 33,606</b>
Special Items	-	-	395	(46)	147
<b>Adjusted Consolidated EBITDA</b>	<b>\$ 32,948</b>	<b>\$ 32,262</b>	<b>\$ 32,975</b>	<b>\$ 32,504</b>	<b>\$ 33,753</b>
<b>Adjusted Consolidated EBITDA Margin</b>	<b>30.8%</b>	<b>31.6%</b>	<b>32.1%</b>	<b>30.8%</b>	<b>31.8%</b>

