

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

	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019	Qtr 2 2019	Qtr 3 2019
Same Store Contracts					
Atneed Contracts	6,060	6,535	6,939	6,478	6,492
Preneed Contracts	1,360	1,476	1,516	1,484	1,418
Total Same Store Funeral Contracts	7,420	8,011	8,455	7,962	7,910
Acquisition Contracts					
Atneed Contracts	1,108	1,188	1,234	1,209	1,198
Preneed Contracts	116	151	157	164	111
Total Acquisition Funeral Contracts	1,224	1,339	1,391	1,373	1,309
Total Funeral Contracts	8,644	9,350	9,846	9,335	9,219
Funeral Operating Revenue					
Same Store Revenue	\$40,189	\$43,175	\$45,319	\$41,968	\$41,470
Acquisition Revenue	7,400	8,229	8,440	8,182	7,750
Total Funeral Operating Revenue	\$47,589	\$51,404	\$53,759	\$50,150	\$49,220
Cemetery Operating Revenue					
Same Store Revenue	\$11,091	\$10,907	\$11,289	\$13,227	\$12,817
Acquisition Revenue	-	-	-	-	-
Total Cemetery Operating Revenue	\$11,091	\$10,907	\$11,289	\$13,227	\$12,817
Financial Revenue					
Preneed Funeral Commission Income	\$360	\$320	\$359	\$329	\$436
Preneed Funeral Trust Earnings	1,717	1,885	1,854	1,857	1,752
Cemetery Trust Earnings	1,392	1,434	1,251	1,623	1,446
Preneed Cemetery Finance Charges	436	420	378	395	345
Total Financial Revenue	\$3,905	\$4,059	\$3,842	\$4,204	\$3,979
Divested Revenue					
Divested Funeral Revenue	\$ 177	\$ 147	\$ 191	\$ 171	\$ 109
Divested Cemetery Revenue	1,479	-	-	-	-
Total Divested Revenue	\$1,656	\$147	\$191	\$171	\$109
Total Revenue	\$64,241	\$66,517	\$69,081	\$67,752	\$66,125
Field EBITDA					
Same Store Funeral Field EBITDA	\$13,788	\$15,828	\$17,907	\$15,332	\$14,994
Same Store Funeral Field EBITDA Margin	34.3%	36.7%	39.5%	36.5%	36.2%
Acquisition Funeral Field EBITDA	2,522	3,178	3,245	3,091	2,737
Acquisition Funeral Field EBITDA Margin	34.1%	38.6%	38.4%	37.8%	35.3%
Total Funeral Field EBITDA	\$16,310	\$19,006	\$21,152	\$18,423	\$17,731
Total Funeral Field EBITDA Margin	34.3%	37.0%	39.3%	36.7%	36.0%
Same Store Cemetery Field EBITDA	3,007	\$3,127	\$3,661	4,808	\$4,439
Same Store Cemetery Field EBITDA Margin	27.1%	28.7%	32.4%	36.3%	34.6%
Acquired Cemetery Field EBITDA	-	-	-	-	-
Acquired Cemetery Field EBITDA Margin	0.0%	0.0%	0.0%	0.0%	0.0%
Total Cemetery Field EBITDA	\$3,007	\$3,127	\$3,661	\$4,808	\$4,439
Total Cemetery Field EBITDA Margin	27.1%	28.7%	32.4%	36.3%	34.6%
Funeral Financial EBITDA	\$1,776	\$1,971	\$1,946	\$1,947	\$1,922
Cemetery Financial EBITDA	1,716	1,709	1,495	1,872	1,645
Total Financial EBITDA	\$3,492	\$3,680	\$3,441	\$3,819	\$3,567
Total Financial EBITDA Margin	89.4%	90.7%	89.6%	90.8%	89.6%
Divested Funeral EBITDA	\$ 23	\$ 23	\$ 69	\$ 50	\$ (6)
Divested Cemetery EBITDA	407	-	-	-	-
Total Divested EBITDA	\$430	\$23	69.00	50.00	(6)
Total Divested EBITDA Margin	26.0%	15.6%	0.0%	0.0%	0.0%
Total Field EBITDA	\$23,239	\$25,836	\$28,323	\$27,100	\$25,731
Total Field EBITDA Margin	36.2%	38.8%	41.0%	40.0%	38.9%
Overhead					
Total Variable Overhead	\$1,410	\$6,006	\$1,938	\$3,042	\$2,852
Total Regional Fixed Overhead	903	977	1,001	1,028	1,062
Total Corporate Fixed Overhead	5,230	4,930	4,877	4,726	4,925
Total Overhead	\$7,543	\$11,913	\$7,816	\$8,796	\$8,839
Overhead as a percentage of Revenue	11.7%	17.9%	11.3%	13.0%	13.4%
Consolidated EBITDA	\$15,696	\$13,923	\$20,507	\$18,304	\$16,892
Consolidated EBITDA Margin	24.4%	20.9%	29.7%	27.0%	25.5%
Other Expenses and Interest					
Depreciation & Amortization	\$4,516	\$4,330	\$4,323	\$4,597	\$4,435
Non-Cash Stock Compensation	915	3,659	585	518	513
Interest Expense	6,285	6,346	6,328	6,296	6,283
Accretion of Discount on Convertible Subordinated Notes	246	231	57	60	61
Gain on Early Extinguishment of Debt	-	(434)	-	-	-
Other, Net	347	893	13	(175)	4,076
Pretax Income/(Loss)	\$3,387	(\$1,102)	\$9,201	\$7,008	\$1,524
Tax Provision	1,028	331	2,577	2,043	930
Tax Adjustment Related to Certain Discrete Items	159	1,225	99	103	17
Net Tax Provision	\$1,187	\$1,556	\$2,676	\$2,146	\$947
GAAP Net Income/(Loss)	\$2,200	(\$2,658)	\$6,525	\$4,862	\$577
<i>Effective Tax Rate</i>	35.0%	-141.2%	29.1%	30.6%	62.1%
Special Items, Net of tax except for **					
Severance and Retirement Costs	-	\$1,134	\$171	\$483	\$235
Performance Awards Cancellation Write-off	-	2,594	-	-	-
Accretion of Discount on Convertible Subordinated Notes **	246	231	57	60	61
Net Gain on Early Extinguishment of Debt	-	(343)	-	-	-
Loss on Sale of Business and Other Costs	277	162	-	-	3,143
Goodwill and Other Impairments	-	805	-	-	577
Litigation Reserve	-	790	99	281	74
Tax Expense Related to Divested Business	-	-	-	-	860
Gain on Insurance Reimbursements	-	-	-	-	(504)
Natural Disaster Costs	-	345	-	-	-
Tax Adjustment Related to Certain Discrete Items **	-	1,225	-	-	-
Sum of Special Items	\$523	\$6,943	\$327	\$824	\$4,446
Adjusted Net Income	\$2,723	\$4,285	\$6,852	\$5,686	\$5,023
Adjusted Net Profit Margin	4.2%	6.4%	9.9%	8.4%	7.6%
Adjusted Basic EPS	\$0.14	\$0.23	\$0.38	\$0.31	\$0.28
Adjusted Diluted EPS	\$0.14	\$0.23	\$0.38	\$0.31	\$0.28
GAAP Basic EPS	\$0.11	(\$0.14)	\$0.36	\$0.27	\$0.03
GAAP Diluted EPS	\$0.11	(\$0.14)	\$0.36	\$0.27	\$0.03
Average Number of Basic Shares Outstanding	19,060	18,772	18,057	17,959	17,737
Average Number of Diluted Shares Outstanding	19,161	18,838	18,097	17,988	17,768
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$15,696	\$13,923	\$20,507	\$18,304	\$16,892
Severance and Retirement Costs	-	1,435	217	611	298
Litigation Reserve	-	1,000	125	356	94
Natural Disaster Costs	-	437	-	-	-
Adjusted Consolidated EBITDA	\$15,696	\$16,795	\$20,849	\$19,271	\$17,284
Adjusted Consolidated EBITDA Margin	24.4%	25.2%	30.2%	28.4%	26.1%

Funeral homes and cemeteries purchased after December 31, 2014 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 2014 Acquired Portfolio that moved from Acquired to Same Store beginning January 1, 2019.

	Qtr 1 2018	Qtr 2 2018	Qtr 3 2018	Qtr 4 2018	YTD December 2018
Revenue					
2014 Acquired Portfolio	\$3,611	\$3,169	\$2,899	\$3,310	\$12,989
EBITDA					
2014 Acquired Portfolio	\$1,565	\$1,284	\$1,066	\$1,339	\$5,254

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

	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019	Qtr 2 2019	Qtr 3 2019
GAAP Net Income/(Loss)	\$2,200	(\$2,658)	\$6,525	\$4,862	\$577
Special Items, Net of tax	523	6,943	327	824	4,446
Adjusted Net Income	\$2,723	\$4,285	\$6,852	\$5,686	\$5,023

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

	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019	Qtr 2 2019	Qtr 3 2019
GAAP Basic EPS	\$0.11	(\$0.14)	\$0.36	\$0.27	\$0.03
Effect of Special Items	0.03	0.37	0.02	0.04	0.25
Adjusted Basic EPS	\$0.14	\$0.23	\$0.38	\$0.31	\$0.28

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

	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019	Qtr 2 2019	Qtr 3 2019
GAAP Diluted EPS	\$0.11	(\$0.14)	\$0.36	\$0.27	\$0.03
Effect of Special Items	0.03	0.37	0.02	0.04	0.25
Adjusted Diluted EPS	\$0.14	\$0.23	\$0.38	\$0.31	\$0.28

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

	Qtr 3 2018	Qtr 4 2018	Qtr 1 2019	Qtr 2 2019	Qtr 3 2019
GAAP Net Income/(Loss)	\$2,200	(\$2,658)	\$6,525	\$4,862	\$577
Net Tax Provision	1,187	1,556	2,676	2,146	947
Pretax Income/(Loss)	\$3,387	(\$1,102)	\$9,201	\$7,008	\$1,524
Interest Expense	6,285	6,346	6,328	6,296	6,283
Accretion of Discount on Convertible Subordinated Notes	246	231	57	60	61
Loss/(Gain) on Early Extinguishment of Debt	-	(434)	-	-	-
Non-Cash Stock Compensation	915	3,659	585	518	513
Depreciation & Amortization	4,516	4,330	4,323	4,597	4,435
Other, Net	347	893	13	(175)	4,076
Special Items	-	2,872	342	967	392
Adjusted Consolidated EBITDA	\$15,696	\$16,795	\$20,849	\$19,271	\$17,284
Revenue	\$ 64,241	\$ 66,517	\$ 69,081	\$ 67,752	\$ 66,125
Adjusted Consolidated EBITDA Margin	24.4%	25.2%	30.2%	28.4%	26.1%