

MAY 2025

Investor Presentation Update





Notice to Investors

Certain statements made herein or else whereby, or on behalf of, the Company that are not historical facts are intended to be forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements are based on assumptions that the Company believes are reasonable; however, many important factors, as discussed under "Risk Factors" and "Forward-Looking Statements" in the Company's Annual Report on Form 10-K for the year ended December 31, 2023, could cause the Company's results in the future to differ materially from the forward-looking statements made herein and in any other documents or oral presentations made by, or on behalf of, the Company.

This presentation constitutes the views of the Company at the time they were generated. Any past performance information presented herein is not a guarantee or indication of future results and should not be relied upon for such reason. Forward-looking statements contained herein include any statements regarding any expectations and projections of earnings, revenue, cash flow, investment returns, capital allocation, debt levels, equity performance, death rates, market share growth, cost inflation, overhead, preneed sales or other financial items. Forward-looking statements contained herein also include any statements of the plans, strategies, objectives, and expectations of management for future operations or financing activities, including, but not limited to, capital allocation, organizational performance, execution of our strategic objectives and growth plan, planned divestitures, the ability to obtain credit or financing, anticipated integration, performance and other benefits of recently completed acquisitions, technology improvements, and cost management and debt reductions. We can provide no assurances that these planned activities and objectives will be successfully implemented nor can we provide any assurances that we will generate the revenue growth, free cash flow, market share growth and operational performance referenced herein. We can provide no assurances that our strategic objectives and growth plans will be successfully executed nor can we provide any assurances that we will meet the timing, objectives and expectations related to our capital allocation framework, including our forecasted rates of return, leverage ratio targets, planned uses of free cash flow and future capital allocation, including potential strategic acquisitions, divestiture transactions, internal growth projects or debt reduction plans. We can provide no assurance that we will meet the expectations related to our ability to generate preneed sales, including implementing our cemetery portfolio sales strategy, product development and optimization plans. These statements are not facts and are made based upon such expectations, assumptions and views as they exist as of the date of this presentation. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks, contingencies and changes in circumstances that are difficult to predict, many of which are beyond the Company's control. The Company's actual results may differ materially from those contemplated by the forward-looking statements. There is no assurance that such views are correct or will prove, with the passage of time, to be correct. Caution should be taken with respect to such statements and recipients should not place undue reliance on any such statements. The Company assumes no obligation to publicly update or revise any forward-looking statements made herein or any other forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise. In this presentation, the Company relies on and refers to certain information and statistics from third-party sources which they believe to be reliable. The Company has not independently verified the accuracy or completeness of any such third-party information.

This presentation uses Non-GAAP financial measures to present the financial performance of the Company. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported operating results or cash flow from operations or any other measure of performance as determined in accordance with GAAP. We believe the Non-GAAP results are useful to investors because such results help investors compare our results to previous periods and provide insights into underlying trends in our business. In addition, the Company's presentation of these measures may not be comparable to similarly titled measures of other companies. Pursuant to the requirements of Regulation G, the Company has provided quantitative reconciliations of the non-GAAP financial measures to the most directly comparable GAAP financial measures within the most current press release and on our Investor Relations page of the website.

A copy of the Company's Annual Report on Form 10-K for the year ended December 31, 2024, our Quarterly Reports on Form 10-Q, and other public filings and news releases, are available at www.carriageservices.com



Q1 2025 At A Glance

Q1 2025 Company Overview	
NYSE listed	<ul style="list-style-type: none"> • Ticker: CSV (NYSE) • Market cap: ~\$627 mm⁽¹⁾ • One of two publicly traded funeral and cemetery services and merchandise companies in the United States
Asset Base	<ul style="list-style-type: none"> • Operations in United States only • 160 funeral homes in 25 states • 28 cemeteries in 10 states
Key Updates	<ul style="list-style-type: none"> • CSV continues to de-risk the balance sheet by paying down \$17 million of debt in Q1 2025, ending leverage at 4.2x • Funeral volume on a comparable basis, increased by 2.4% • Announced partnership with Express Funeral Funding to enhance product offerings

Q1 Financial Highlights		
<i>\$ in mm, unless per share amounts</i>	Q1 2025	Q1 2024
Total Revenue	\$107.1	\$103.5
Total Field EBITDA	\$48.2	\$46.3
<i>% Margin</i>	45.0%	44.8%
Overhead⁽²⁾	\$15.3	\$19.4⁽³⁾
<i>As % of Total revenue</i>	14.3%	18.7% ⁽³⁾
Adjusted Consolidated EBITDA	\$32.9	\$33.6
<i>% Margin</i>	30.8%	32.5%
Adjusted Diluted EPS	\$0.96	\$0.76
Adjusted Free Cash Flow	\$13.4	\$18.5

(1) As of market close on April 30, 2025. Calculated using basic outstanding shares.

(2) Defined as regional and unallocated funeral and cemetery costs and general, administrative and other costs, excluding home office depreciation and non-cash stock compensation.

(3) Inclusive of non-recurring items used in Adjusted Consolidated EBITDA. Adjusted for Special Items used in Adjusted Consolidated EBITDA, Overhead was \$12.7 million, or 12.3% of Total Revenue in Q1 2024.



Long-Term Growth Profile

Total Revenue & Adjusted Consolidated EBITDA Margin

\$ in millions



6.0% Total Revenue CAGR⁽²⁾ over the last ten years

Adjusted Diluted EPS



7.1% Adjusted Diluted EPS CAGR⁽³⁾ over the last ten years

(1) Depicted 2025E represents midpoint of management's guidance.

(2) Total Revenue CAGR 2014 base year is \$226 mm.

(3) Adjusted Diluted EPS 2014 base year is \$1.34 per share.



Appendix



Appendix: 2025 Outlook

Full Year 2025 Outlook

\$ in mm, unless per share amounts

	2025 Outlook
Total Revenue	\$400 - \$410
Adjusted Consolidated EBITDA	\$128 - \$133
Adjusted Diluted EPS	\$3.10 - \$3.30
Adjusted Free Cash Flow	\$40 - \$50



Appendix: Reconciliation of Non-GAAP measures⁽¹⁾

Operating Income to Adjusted Consolidated EBITDA and Adjusted Consolidated EBITDA Margin

<i>\$ in thousands</i>	Q1 2025	Q1 2024
Operating income	\$ 31,564	\$ 19,477
Depreciation & amortization	5,401	5,460
Non-cash stock compensation	1,753	489
Net loss on divestitures, disposals and impairment charges	(5,770)	1,545
Consolidated EBITDA	\$ 32,948	\$ 26,971
Adjusted for:		
Severance and separation costs	\$ -	\$ 5,457
Other special items	-	1,173
Adjusted consolidated EBITDA	\$ 32,948	\$ 33,601
Total revenue	\$ 107,069	\$ 103,493
Adjusted consolidated EBITDA margin	30.8%	32.5%

Cash Provided by Operating Activities to Adjusted Free Cash Flow

<i>\$ in thousands</i>	Q1 2025	Q1 2024
Cash provided by operating activities	\$ 13,792	\$ 19,703
Cash used for maintenance capital expenditures	(3,164)	(3,551)
Free cash flow	\$ 10,628	\$ 16,152
Plus: incremental special items:		
Severance and separation costs	1,474	1,211
Other special items	1,250	1,173
Adjusted free cash flow	\$ 13,352	\$ 18,536

GAAP Diluted Earnings per Share to Adjusted Diluted Earnings per Share

	Q1 2025	Q1 2024
GAAP diluted earnings per share	\$ 1.34	\$ 0.45
Special items	(0.38)	0.30
Adjusted diluted earnings per share	\$ 0.96	\$ 0.75

(1) For additional detail, see the Reconciliation of Non-GAAP Financial Measures from our Q1 2025 Earnings Release.



Appendix: Reconciliation of Non-GAAP measures⁽¹⁾

Operating Income to Adjusted Consolidated EBITDA and Adjusted Consolidated EBITDA Margin⁽²⁾

<i>\$ in thousands</i>	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Operating income	\$ 48,648	\$ 50,204	\$ 48,941	\$ 43,307	\$ 47,443	\$ 57,227	\$ 93,660	\$ 79,726	\$ 80,979	\$ 81,799
Depreciation & amortization	13,780	15,421	15,979	17,430	17,771	19,389	20,520	19,799	21,117	22,890
Non-cash stock compensation	4,444	2,890	3,162	6,583	2,153	3,370	5,513	5,959	7,703	6,520
Net loss on divestitures, disposals and impairment charges	-	-	-	-	4,846	21,442	666	2,029	1,191	2,580
Consolidated EBITDA	\$ 66,872	\$ 68,515	\$ 68,082	\$ 67,320	\$ 72,213	\$ 101,428	\$ 120,359	\$ 107,513	\$ 110,990	\$ 113,789
Adjusted for:										
Withdrawable trust income	\$ 555	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Acquisition and divestiture expenses	614	701	-	-	2,083	(11)	-	-	-	-
Severance and separation costs	959	3,979	-	1,435	1,205	563	1,575	1,431	-	6,228
Consulting fees	1,913	496	-	-	-	-	-	-	-	-
Litigation reserve	-	-	-	1,000	750	270	1,050	200	-	-
Disaster recovery and pandemic costs	-	-	620	437	-	1,627	2,157	-	-	-
Other special items	220	-	-	-	336	373	1,020	168	2,192	6,228
Adjusted consolidated EBITDA	\$ 71,133	\$ 73,691	\$ 68,702	\$ 70,192	\$ 76,587	\$ 104,250	\$ 126,161	\$ 109,312	\$ 113,182	\$ 126,245
Total revenue	\$ 242,502	\$ 248,200	\$ 258,139	\$ 267,992	\$ 274,107	\$ 329,448	\$ 375,886	\$ 370,174	\$ 382,520	\$ 404,198
Adjusted consolidated EBITDA margin	29.3%	29.7%	26.6%	26.2%	27.9%	31.6%	33.6%	29.5%	29.6%	31.2%

GAAP Diluted Earnings per Share to Adjusted Diluted Earnings per Share⁽²⁾

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
GAAP diluted earnings per share	\$ 1.12	\$ 1.12	\$ 2.09	\$ 0.63	\$ 0.80	\$ 0.89	\$ 1.81	\$ 2.63	\$ 2.14	\$ 2.10
Special items	0.36	0.50	(0.70)	0.54	0.45	0.97	1.21	(0.02)	0.05	0.55
Adjusted diluted earnings per share	\$ 1.48	\$ 1.62	\$ 1.39	\$ 1.17	\$ 1.25	\$ 1.86	\$ 3.02	\$ 2.61	\$ 2.19	\$ 2.65

(1) For additional detail, see the Reconciliation of Non-GAAP Financial Measures from our Q1 2025 Earnings Release.

(2) Figures as reported each year.

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