

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

	Qtr 2 2016	Qtr 3 2016	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017
Same Store Contracts					
Atneed Contracts	5,867	5,720	5,809	6,498	5,825
Preneed Contracts	1,379	1,321	1,376	1,496	1,384
Total Same Store Funeral Contracts	7,246	7,041	7,185	7,994	7,209
Acquisition Contracts					
Atneed Contracts	769	790	1,010	1,189	1,015
Preneed Contracts	127	153	178	232	198
Total Acquisition Funeral Contracts	896	943	1,188	1,421	1,213
Total Funeral Contracts	8,142	7,984	8,373	9,415	8,422
Funeral Operating Revenue					
Same Store Revenue	\$38,583	\$37,095	\$38,680	\$42,717	\$38,561
Acquisition Revenue	5,745	5,995	7,612	9,245	8,119
Total Funeral Operating Revenue	\$44,328	\$43,090	\$46,292	\$51,962	\$46,680
Cemetery Operating Revenue					
Same Store Revenue	\$12,494	\$11,468	\$10,800	\$10,839	\$11,935
Acquisition Revenue	625	977	742	909	700
Total Cemetery Operating Revenue	\$13,119	\$12,445	\$11,542	\$11,748	\$12,635
Financial Revenue					
Preneed Funeral Commission Income	\$356	\$361	\$291	\$303	\$333
Preneed Funeral Trust Earnings	1,783	1,732	1,866	1,946	1,726
Cemetery Trust Earnings	1,831	2,025	2,382	1,716	2,028
Preneed Cemetery Finance Charges	448	487	491	482	450
Total Financial Revenue	\$4,418	\$4,605	\$5,030	\$4,447	\$4,537
Total Revenue	\$61,865	\$60,140	\$62,864	\$68,157	\$63,852
Field EBITDA					
Same Store Funeral Field EBITDA	\$14,314	\$13,894	\$15,702	\$17,725	\$14,448
Same Store Funeral Field EBITDA Margin	37.1%	37.5%	40.6%	41.5%	37.5%
Acquisition Funeral Field EBITDA	2,449	2,431	3,128	4,014	3,082
Acquisition Funeral Field EBITDA Margin	42.6%	40.6%	41.1%	43.4%	38.0%
Total Funeral Field EBITDA	\$16,763	\$16,325	\$18,830	\$21,739	\$17,530
Total Funeral Field EBITDA Margin	37.8%	37.9%	40.7%	41.8%	37.6%
Same Store Cemetery Field EBITDA	\$4,098	\$3,345	\$3,331	\$3,295	\$3,343
Same Store Cemetery Field EBITDA Margin	32.8%	29.2%	30.8%	30.4%	28.0%
Acquired Cemetery Field EBITDA	91	476	262	353	190
Acquired Cemetery Field EBITDA Margin	14.6%	48.7%	35.3%	38.8%	27.1%
Total Cemetery Field EBITDA	\$4,189	\$3,821	\$3,593	\$3,648	\$3,533
Total Cemetery Field EBITDA Margin	31.9%	30.7%	31.1%	31.1%	28.0%
Funeral Financial EBITDA	\$1,921	\$1,876	\$1,947	\$2,043	\$1,787
Cemetery Financial EBITDA	2,220	2,441	2,799	2,087	2,418
Total Financial EBITDA	\$4,141	\$4,317	\$4,746	\$4,130	\$4,205
Total Financial EBITDA Margin	93.7%	93.7%	94.4%	92.9%	92.7%
Total Field EBITDA	\$25,093	\$24,463	\$27,169	\$29,517	\$25,268
Total Field EBITDA Margin	40.6%	40.7%	43.2%	43.3%	39.6%
Overhead					
Total Variable Overhead	\$2,186	\$3,086	\$2,450	\$2,166	\$2,542
Total Regional Fixed Overhead	844	940	1,008	1,067	826
Total Corporate Fixed Overhead	4,510	4,545	4,991	5,732	5,381
Total Overhead	\$7,540	\$8,571	\$8,449	\$8,965	\$8,749
Overhead as a percentage of Revenue	12.2%	14.3%	13.4%	13.2%	13.7%
Consolidated EBITDA	\$17,553	\$15,892	\$18,720	\$20,552	\$16,519
Consolidated EBITDA Margin	28.4%	26.4%	29.8%	30.2%	25.9%
Other Expenses and Interest					
Depreciation & Amortization	\$3,957	\$3,807	\$3,923	\$3,847	\$4,025
Non-Cash Stock Compensation	1,006	342	584	836	773
Interest Expense	2,968	2,903	3,016	3,029	3,206
Accretion of Discount on Convertible Subordinated Notes	954	981	1,008	1,037	1,066
Other, Net	-	285	1,808	(3)	-
Pretax Income	\$8,668	\$7,574	\$8,381	\$11,806	\$7,449
Tax Provision	3,468	3,030	3,137	4,722	2,980
Tax Adjustment Related to Certain Discrete Items	-	(1,139)	1,117	-	59
Net Tax Provision	\$3,468	\$1,891	\$4,254	\$4,722	\$3,039
GAAP Net Income	\$5,200	\$5,683	\$4,127	\$7,084	\$4,410
<i>Effective Tax Rate</i>	40.0%	25.0%	50.8%	40.0%	40.8%
Special Items, Net of tax except for **					
Acquisition and Divestiture Expenses	-	-	\$120	-	-
Severance and Retirement Costs	-	793	-	-	-
Consulting Fees	148	-	-	-	-
Accretion of Discount on Convertible Subordinated Notes **	954	981	1,008	1,037	1,066
Net Gain/Loss on Sale of Assets	-	-	1,350	-	-
Sum of Special Items	\$1,102	\$1,774	\$2,478	\$1,037	\$1,066
Adjusted Net Income	\$6,302	\$7,457	\$6,605	\$8,121	\$5,476
Adjusted Net Profit Margin	10.2%	12.4%	10.5%	11.9%	8.6%
Adjusted Basic EPS	\$0.38	\$0.45	\$0.40	\$0.48	\$0.33
Adjusted Diluted EPS	\$0.37	\$0.43	\$0.36	\$0.45	\$0.30
GAAP Basic EPS	\$0.31	\$0.34	\$0.25	\$0.42	\$0.26
GAAP Diluted EPS	\$0.30	\$0.33	\$0.22	\$0.39	\$0.24
Average Number of Basic Shares Outstanding	16,516	16,529	16,554	16,597	16,652
Average Number of Diluted Shares Outstanding	17,075	17,101	18,370	18,082	18,093
Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA					
Consolidated EBITDA	\$17,553	\$15,892	\$18,720	\$20,552	\$16,519
Acquisition and Divestiture Expenses	-	-	185	-	-
Severance and Retirement Costs	-	1,220	-	-	-
Consulting Fees	228	-	-	-	-
Adjusted Consolidated EBITDA	\$17,781	\$17,112	\$18,905	\$20,552	\$16,519
Adjusted Consolidated EBITDA Margin	28.7%	28.5%	30.1%	30.2%	25.9%

Funeral homes and cemeteries purchased after December 31, 2012 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 2012 Acquired Portfolio that moved from Acquired to Same Store beginning January 1, 2017.

	Qtr 1 2016	Qtr 2 2016	Qtr 3 2016	Qtr 4 2016	YTD December 2016
Revenue					
2012 Acquired Portfolio	\$4,115	\$3,728	\$3,740	\$3,670	\$15,253
EBITDA					
2012 Acquired Portfolio	\$1,759	\$1,460	\$1,492	\$1,405	\$6,116

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 Metrics Trend Report.

Reconciliation of GAAP Net Income to Adjusted Net Income for the

	Qtr 2 2016	Qtr 3 2016	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017
GAAP Net Income	\$5,200	\$5,683	\$4,127	\$7,084	\$4,410
Special Items, Net of tax	1,102	1,774	2,478	1,037	1,066
Adjusted Net Income	\$6,302	\$7,457	\$6,605	\$8,121	\$5,476

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

	Qtr 2 2016	Qtr 3 2016	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017
GAAP Basic EPS	\$0.31	\$0.34	\$0.25	\$0.42	\$0.26
Effect of Special Items	0.07	0.11	0.15	0.06	0.07
Adjusted Basic EPS	\$0.38	\$0.45	\$0.40	\$0.48	\$0.33

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

	Qtr 2 2016	Qtr 3 2016	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017
GAAP Diluted EPS	\$0.30	\$0.33	\$0.22	\$0.39	\$0.24
Effect of Special Items	0.07	0.10	0.14	0.06	0.06
Adjusted Diluted EPS	\$0.37	\$0.43	\$0.36	\$0.45	\$0.30

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

	Qtr 2 2016	Qtr 3 2016	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017
GAAP Net Income	\$5,200	\$5,683	\$4,127	\$7,084	\$4,410
Net Tax Provision	3,468	1,891	4,254	4,722	3,039
Pretax Income	\$8,668	\$7,574	\$8,381	\$11,806	\$7,449
Interest Expense	2,968	2,903	3,016	3,029	3,206
Accretion of Discount on Convertible Subordinated Notes	954	981	1,008	1,037	1,066
Non-Cash Stock Compensation	1,006	342	584	836	773
Depreciation & Amortization	3,957	3,807	3,923	3,847	4,025
Other, Net	-	285	1,808	(3)	-
Special Items	228	1,220	185	-	-
Adjusted Consolidated EBITDA	\$17,781	\$17,112	\$18,905	\$20,552	\$16,519
Revenue	\$ 61,865	\$ 60,140	\$ 62,864	\$ 68,157	\$ 63,852
Adjusted Consolidated EBITDA Margin	28.7%	28.5%	30.1%	30.2%	25.9%