

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

	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017	Qtr 3 2017	Qtr 4 2017
<b>Same Store Contracts</b>					
Atneed Contracts	5,689	6,498	5,825	5,718	5,906
Preneed Contracts	1,383	1,496	1,384	1,375	1,385
Total Same Store Funeral Contracts	7,072	7,994	7,209	7,093	7,291
<b>Acquisition Contracts</b>					
Atneed Contracts	1,010	1,189	1,015	989	1,295
Preneed Contracts	178	232	198	167	222
Total Acquisition Funeral Contracts	1,188	1,421	1,213	1,156	1,517
<b>Total Funeral Contracts</b>	<b>8,260</b>	<b>9,415</b>	<b>8,422</b>	<b>8,249</b>	<b>8,808</b>
<b>Funeral Operating Revenue</b>					
Same Store Revenue	\$38,449	\$42,717	\$38,561	\$38,032	\$38,796
Acquisition Revenue	7,611	9,245	8,119	7,363	9,567
<b>Total Funeral Operating Revenue</b>	<b>\$46,060</b>	<b>\$51,962</b>	<b>\$46,680</b>	<b>\$45,395</b>	<b>\$48,363</b>
<b>Cemetery Operating Revenue</b>					
Same Store Revenue	\$10,800	\$10,839	\$11,935	\$10,748	\$11,522
Acquisition Revenue	742	909	700	761	824
<b>Total Cemetery Operating Revenue</b>	<b>\$11,542</b>	<b>\$11,748</b>	<b>\$12,635</b>	<b>\$11,509</b>	<b>\$12,346</b>
<b>Financial Revenue</b>					
Preneed Funeral Commission Income	\$291	\$303	\$333	\$315	\$303
Preneed Funeral Trust Earnings	1,865	1,946	1,726	1,618	1,942
Cemetery Trust Earnings	2,382	1,716	2,028	1,768	1,681
Preneed Cemetery Finance Charges	491	482	450	449	441
<b>Total Financial Revenue</b>	<b>\$5,029</b>	<b>\$4,447</b>	<b>\$4,537</b>	<b>\$4,150</b>	<b>\$4,367</b>
<b>Total Divested Revenue</b>	<b>\$233</b>	-	-	-	-
<b>Total Revenue</b>	<b>\$62,864</b>	<b>\$68,157</b>	<b>\$63,852</b>	<b>\$61,054</b>	<b>\$65,076</b>
<b>Field EBITDA</b>					
Same Store Funeral Field EBITDA	\$15,545	\$17,725	\$14,448	\$13,938	\$14,753
Same Store Funeral Field EBITDA Margin	40.4%	41.5%	37.5%	36.6%	38.0%
Acquisition Funeral Field EBITDA	3,126	4,014	3,082	2,419	4,050
Acquisition Funeral Field EBITDA Margin	41.1%	43.4%	38.0%	32.9%	42.3%
<b>Total Funeral Field EBITDA</b>	<b>\$18,671</b>	<b>\$21,739</b>	<b>\$17,530</b>	<b>\$16,357</b>	<b>\$18,803</b>
<b>Total Funeral Field EBITDA Margin</b>	<b>40.5%</b>	<b>41.8%</b>	<b>37.6%</b>	<b>36.0%</b>	<b>38.9%</b>
Same Store Cemetery Field EBITDA	\$3,330	\$3,295	\$3,343	\$2,649	\$3,577
Same Store Cemetery Field EBITDA Margin	30.8%	30.4%	28.0%	24.6%	31.0%
Acquired Cemetery Field EBITDA	263	353	190	200	296
Acquired Cemetery Field EBITDA Margin	35.4%	38.8%	27.1%	26.3%	35.9%
<b>Total Cemetery Field EBITDA</b>	<b>\$3,593</b>	<b>\$3,648</b>	<b>\$3,533</b>	<b>\$2,849</b>	<b>\$3,873</b>
<b>Total Cemetery Field EBITDA Margin</b>	<b>31.1%</b>	<b>31.1%</b>	<b>28.0%</b>	<b>24.8%</b>	<b>31.4%</b>
Funeral Financial EBITDA	\$1,946	\$2,043	\$1,787	\$1,705	\$2,017
Cemetery Financial EBITDA	2,799	2,087	2,418	2,107	2,016
<b>Total Financial EBITDA</b>	<b>\$4,745</b>	<b>\$4,130</b>	<b>\$4,205</b>	<b>\$3,812</b>	<b>\$4,033</b>
<b>Total Financial EBITDA Margin</b>	<b>94.4%</b>	<b>92.9%</b>	<b>92.7%</b>	<b>91.9%</b>	<b>92.4%</b>
<b>Total Divested EBITDA</b>	<b>\$160</b>	-	-	-	-
<b>Total Divested EBITDA Margin</b>	<b>68.5%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>	<b>0.0%</b>
<b>Total Field EBITDA</b>	<b>\$27,169</b>	<b>\$29,517</b>	<b>\$25,268</b>	<b>\$23,018</b>	<b>\$26,709</b>
<b>Total Field EBITDA Margin</b>	<b>43.2%</b>	<b>43.3%</b>	<b>39.6%</b>	<b>37.7%</b>	<b>41.0%</b>
<b>Overhead</b>					
Total Variable Overhead	\$2,450	\$2,166	\$2,542	\$3,057	\$3,573
Total Regional Fixed Overhead	1,008	1,067	826	995	995
Total Corporate Fixed Overhead	4,991	5,732	5,381	5,234	4,862
<b>Total Overhead</b>	<b>\$8,449</b>	<b>\$8,965</b>	<b>\$8,749</b>	<b>\$9,286</b>	<b>\$9,430</b>
<b>Overhead as a percentage of Revenue</b>	<b>13.4%</b>	<b>13.2%</b>	<b>13.7%</b>	<b>15.2%</b>	<b>14.5%</b>
<b>Consolidated EBITDA</b>	<b>\$18,720</b>	<b>\$20,552</b>	<b>\$16,519</b>	<b>\$13,732</b>	<b>\$17,279</b>
<b>Consolidated EBITDA Margin</b>	<b>29.8%</b>	<b>30.2%</b>	<b>25.9%</b>	<b>22.5%</b>	<b>26.6%</b>
<b>Other Expenses and Interest</b>					
Depreciation & Amortization	\$3,923	\$3,847	\$4,025	\$4,002	\$4,105
Non-Cash Stock Compensation	584	836	773	785	768
Interest Expense	3,016	3,029	3,206	3,282	3,431
Accretion of Discount on Convertible Subordinated Notes	1,008	1,037	1,066	1,097	1,129
Other, Net	1,808	(3)	-	6	(1,121)
<b>Pretax Income</b>	<b>\$8,381</b>	<b>\$11,806</b>	<b>\$7,449</b>	<b>\$4,560</b>	<b>\$8,967</b>
Tax Provision	3,137	4,722	2,980	1,824	3,574
Tax Adjustment Related to Certain Discrete Items	1,117	-	59	(302)	(17,268)
<b>Net Tax Provision</b>	<b>\$4,254</b>	<b>\$4,722</b>	<b>\$3,039</b>	<b>\$1,522</b>	<b>(\$13,694)</b>
<b>GAAP Net Income</b>	<b>\$4,127</b>	<b>\$7,084</b>	<b>\$4,410</b>	<b>\$3,038</b>	<b>\$22,661</b>
<i>Effective Tax Rate</i>	50.8%	40.0%	40.8%	33.4%	-152.7%
<b>Special Items, Net of tax except for **</b>					
Acquisition and Divestiture Expenses	\$120	-	-	-	-
Accretion of Discount on Convertible Subordinated Notes **	1,008	1,037	1,066	1,097	1,129
Loss on Sale of Assets	1,350	-	-	-	-
Natural Disaster Costs	-	-	-	259	144
Tax Adjustment Related to Certain Discrete Items **	-	-	-	-	(17,176)
<b>Sum of Special Items</b>	<b>\$2,478</b>	<b>\$1,037</b>	<b>\$1,066</b>	<b>\$1,356</b>	<b>(\$15,903)</b>
<b>Adjusted Net Income</b>	<b>\$6,605</b>	<b>\$8,121</b>	<b>\$5,476</b>	<b>\$4,394</b>	<b>\$6,758</b>
<b>Adjusted Net Profit Margin</b>	<b>10.5%</b>	<b>11.9%</b>	<b>8.6%</b>	<b>7.2%</b>	<b>10.4%</b>
Adjusted Basic EPS	\$0.40	\$0.48	\$0.33	\$0.26	\$0.42
Adjusted Diluted EPS	\$0.36	\$0.45	\$0.30	\$0.25	\$0.39
GAAP Basic EPS	\$0.25	\$0.42	\$0.26	\$0.18	\$1.41
GAAP Diluted EPS	\$0.22	\$0.39	\$0.24	\$0.17	\$1.31
Average Number of Basic Shares Outstanding	16,554	16,597	16,652	16,476	16,031
Average Number of Diluted Shares Outstanding	18,370	18,082	18,093	17,598	17,193
<b>Reconciliation of Consolidated EBITDA to Adjusted Consolidated EBITDA</b>					
<b>Consolidated EBITDA</b>	<b>\$18,720</b>	<b>\$20,552</b>	<b>\$16,519</b>	<b>\$13,732</b>	<b>\$17,279</b>
Acquisition and Divestiture Expenses	185	-	-	-	-
Natural Disaster Costs	-	-	-	398	222
<b>Adjusted Consolidated EBITDA</b>	<b>\$18,905</b>	<b>\$20,552</b>	<b>\$16,519</b>	<b>\$14,130</b>	<b>\$17,501</b>
<b>Adjusted Consolidated EBITDA Margin</b>	<b>30.1%</b>	<b>30.2%</b>	<b>25.9%</b>	<b>23.1%</b>	<b>26.9%</b>

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
<b>Revenue</b>					
2012 Acquired Portfolio	\$4,115	\$3,728	\$3,740	\$3,670	\$15,253
<b>EBITDA</b>					
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 five quarter period (thousands):

	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017	Qtr 3 2017	Qtr 4 2017
GAAP Net Income	\$4,127	\$7,084	\$4,410	\$3,038	\$22,661
Special Items, Net of tax	2,478	1,037	1,066	1,356	(15,903)
Adjusted Net Income	\$6,605	\$8,121	\$5,476	\$4,394	\$6,758

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

	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017	Qtr 3 2017	Qtr 4 2017
GAAP Basic EPS	\$0.25	\$0.42	\$0.26	\$0.18	\$1.41
Effect of Special Items	0.15	0.06	0.07	0.08	(0.99)
Adjusted Basic EPS	\$0.40	\$0.48	\$0.33	\$0.26	\$0.42

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

	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017	Qtr 3 2017	Qtr 4 2017
GAAP Diluted EPS	\$0.22	\$0.39	\$0.24	\$0.17	\$1.31
Effect of Special Items	0.14	0.06	0.06	0.08	(0.92)
Adjusted Diluted EPS	\$0.36	\$0.45	\$0.30	\$0.25	\$0.39

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

	Qtr 4 2016	Qtr 1 2017	Qtr 2 2017	Qtr 3 2017	Qtr 4 2017
GAAP Net Income	\$4,127	\$7,084	\$4,410	\$3,038	\$22,661
Net Tax Provision	4,254	4,722	3,039	1,522	(13,694)
Pretax Income	\$8,381	\$11,806	\$7,449	\$4,560	\$8,967
Interest Expense	3,016	3,029	3,206	3,282	3,431
Accretion of Discount on Convertible Subordinated Notes	1,008	1,037	1,066	1,097	1,129
Loss on Early Extinguishment of Debt	-	-	-	-	-
Loss on redemption of convertible jr subordinated debentures	-	-	-	-	-
Non-Cash Stock Compensation	584	836	773	785	768
Depreciation & Amortization	3,923	3,847	4,025	4,002	4,105
Other, Net	1,808	(3)	-	6	(1,121)
Special Items	185	-	-	398	222
Adjusted Consolidated EBITDA	\$18,905	\$20,552	\$16,519	\$14,130	\$17,501
Revenue	\$ 62,864	\$ 68,157	\$ 63,852	\$ 61,054	\$ 65,076
Adjusted Consolidated EBITDA Margin	30.1%	30.2%	25.9%	23.1%	26.9%