



Long-Term Power of SCI's Growth Model



**ERIC
TANZBERGER**

Senior Vice President
Chief Financial Officer



There are 4 key pillars to reach even greater potential growth



**Demographic
Tailwinds**



**Marketing,
Sales &
Cemetery
Inventory
Impact**



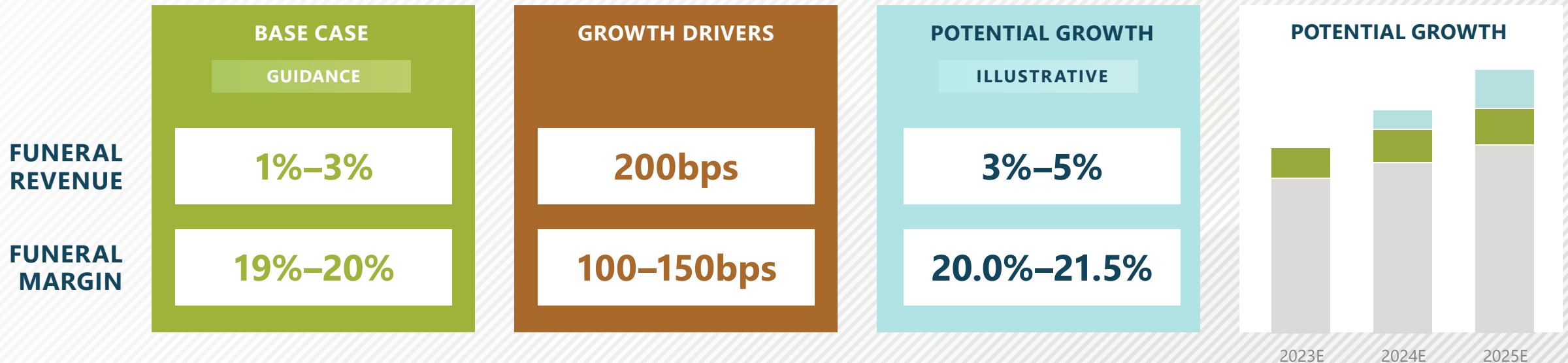
**Enhanced
Growth Capital
Opportunities**



**Preneed
Backlog
Impact**

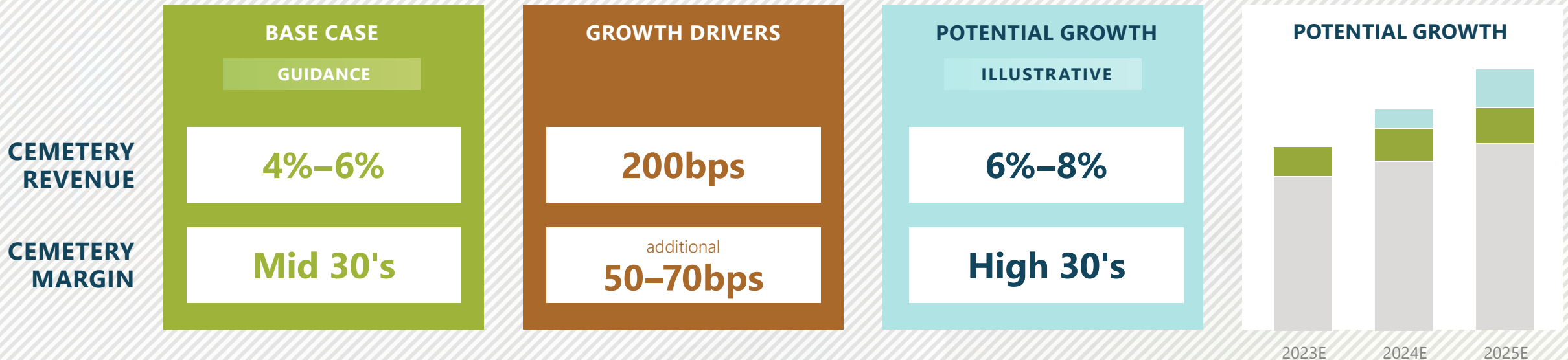
FUNERAL SEGMENT

Demographic tailwinds, preneed backlog strength and average growth could drive accelerated growth



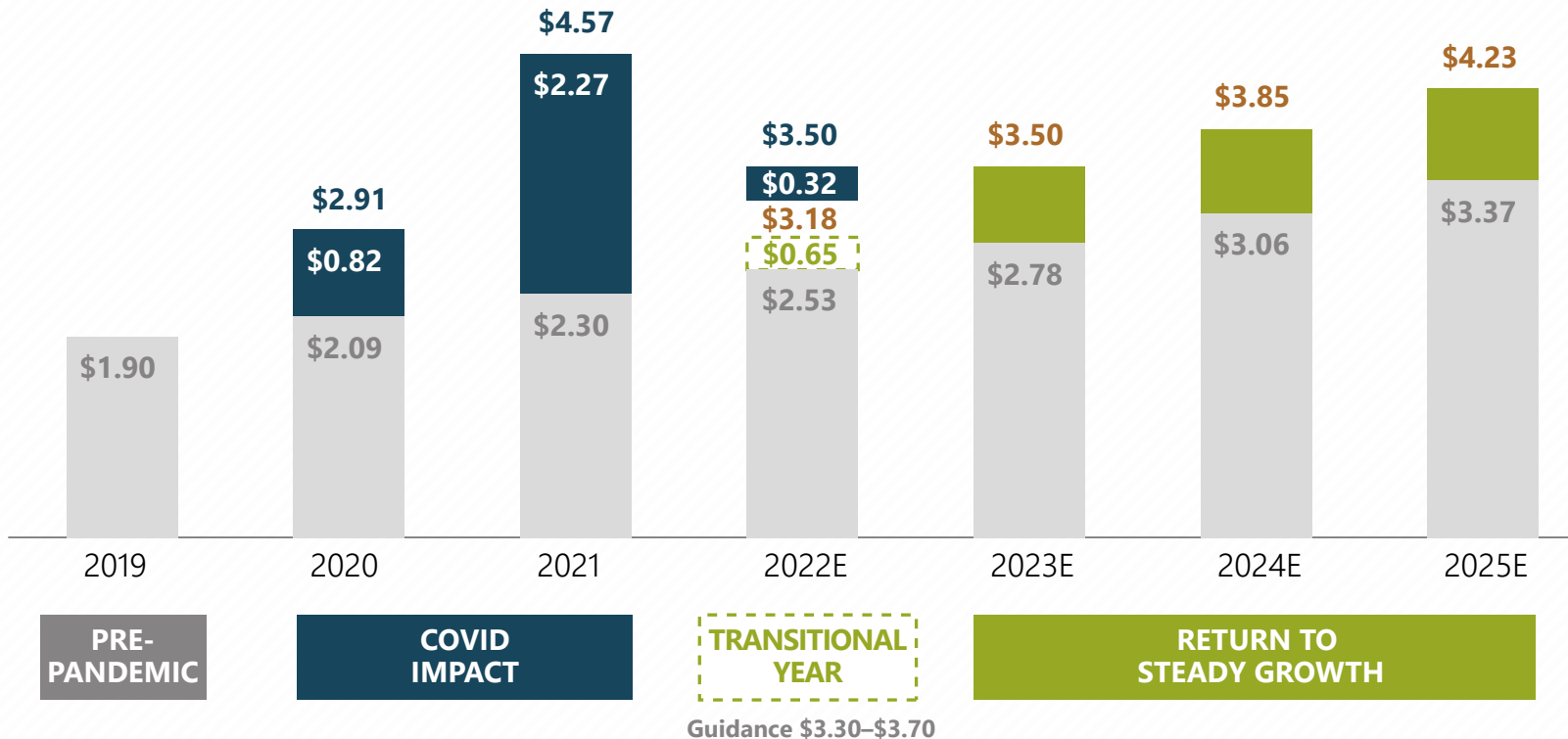
CEMETERY SEGMENT

Marketing, sales and cemetery inventory initiatives, along with favorable demographics, could drive increases in revenues



Growth Drivers could increase our earnings growth to high-teen percentages or low 20's

ADJUSTED EARNINGS PER SHARE



ILLUSTRATIVE 10% CAGR off of higher 2022 Post-COVID base of \$3.18 (incorporating learnings, efficiencies and higher capital deployment)

Estimated COVID Impact

Incremental COVID learnings and efficiencies to 2022 Base

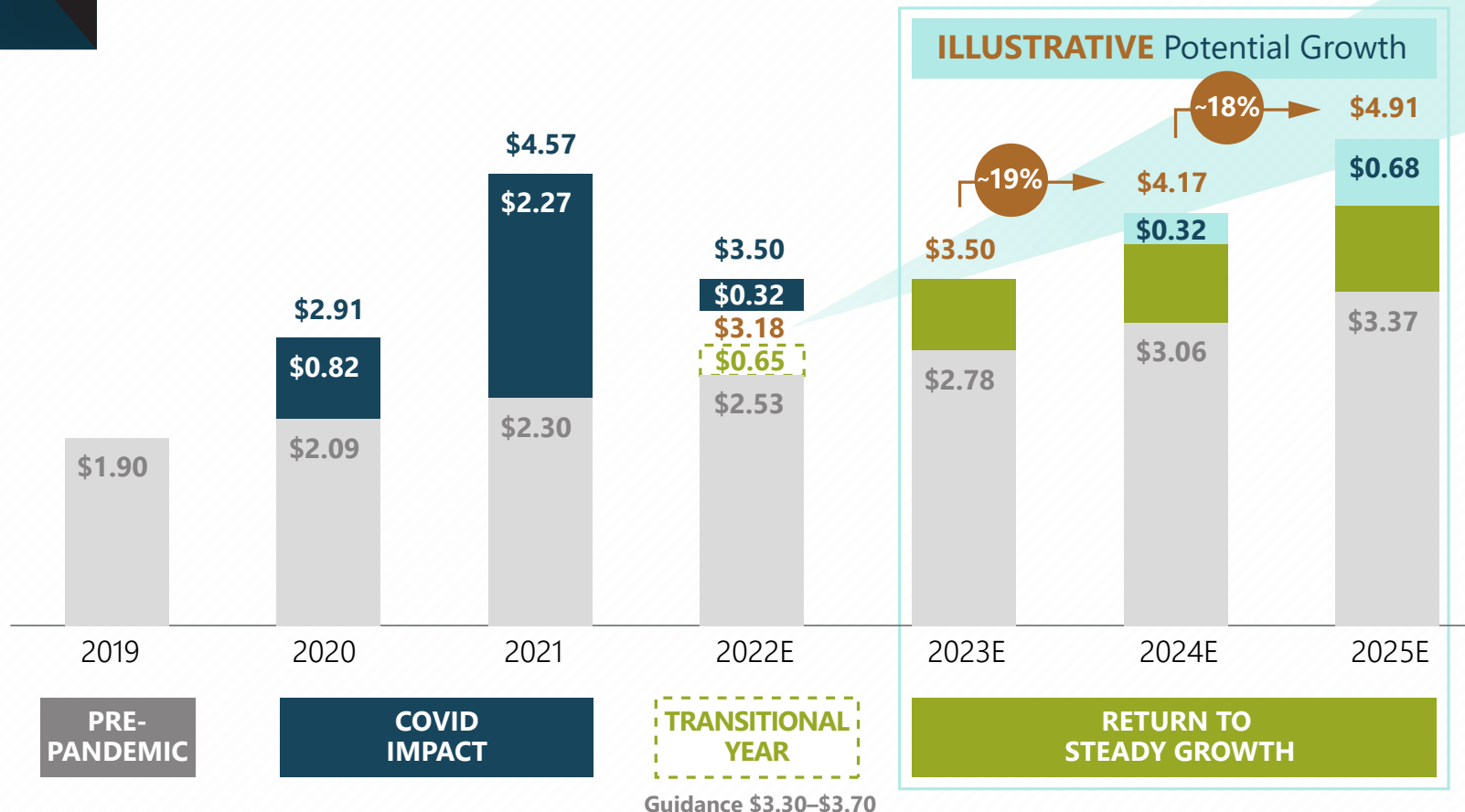
Pre-COVID 10% Earnings CAGR off of 2019 base of \$1.90

Adjusted earnings per share is a non-GAAP financial measure. Please see appendix for a reconciliation to the appropriate GAAP measure and for other disclosures.



Growth Drivers could increase our earnings growth to high-teen percentages or low 20's

ADJUSTED EARNINGS PER SHARE



ILLUSTRATIVE Potential Growth over Post-COVID base on demographic tailwinds and exceptional execution on initiatives

ILLUSTRATIVE 10% CAGR off of higher 2022 Post-COVID base of \$3.18 (incorporating learnings, efficiencies and higher capital deployment)

Estimated COVID Impact

Incremental COVID learnings and efficiencies to 2022 Base

Pre-COVID 10% Earnings CAGR off of 2019 base of \$1.90

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SCI continues to evolve to stay relevant in a changing landscape

CUSTOMER TRENDS ARE AT THE CORE OF OUR INNOVATION STRATEGIES

Consumer
desire for more
celebratory
environments



Elevated
experiences
for simple
cremation

Seamless experiences
powered by technology



Looking Forward

Investor Day 2022 Key Takeaways

1

Strong business model with a sustainable growth platform

2

Significant and consistent cash flow continues to grow the company and enhance shareholder value

3

Industry leaders in innovation and technology

4

Preneed model and backlog strength differentiates us

5

Potential for incremental growth is much greater in the coming years, as we are poised to benefit from demographic tailwinds