



# Investor Fact Sheet

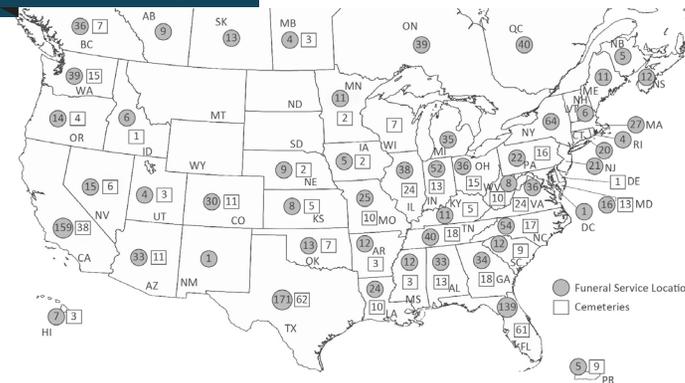
## Service Corporation International

is North America's leading provider of deathcare products and services, assisting more than 450,000 families annually with atneed or preneed arrangements. The Company was founded in 1962 and is headquartered in Houston, Texas. Traded on the New York Stock Exchange under the ticker symbol SCI, we have a market cap exceeding \$8 billion. We own and operate more than 1,900 funeral homes and cemeteries in 44 states, eight Canadian provinces, the District of Columbia and Puerto Rico.

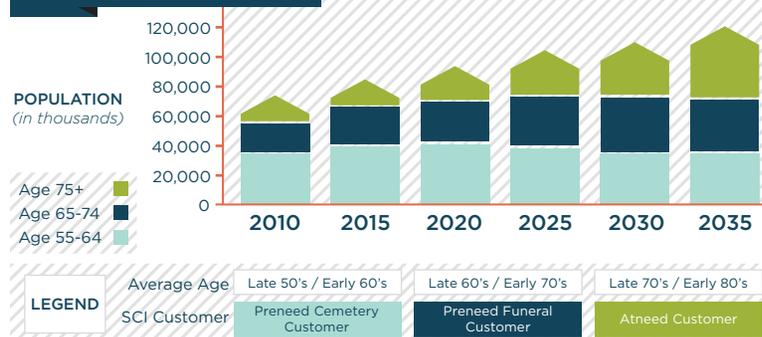
## Investment Considerations

- Predominant player in stable industry; national footprint with broad geographic coverage
- Meaningful acquisition opportunities in highly fragmented industry
- Size and scale provides significant competitive advantages (purchasing power, shared resources, back-office efficiencies)
- Poised to benefit from Aging of America
- Robust and consistent cash flow with a strong balance sheet
- Disciplined and balanced approach to capital deployment

### Location Footprint



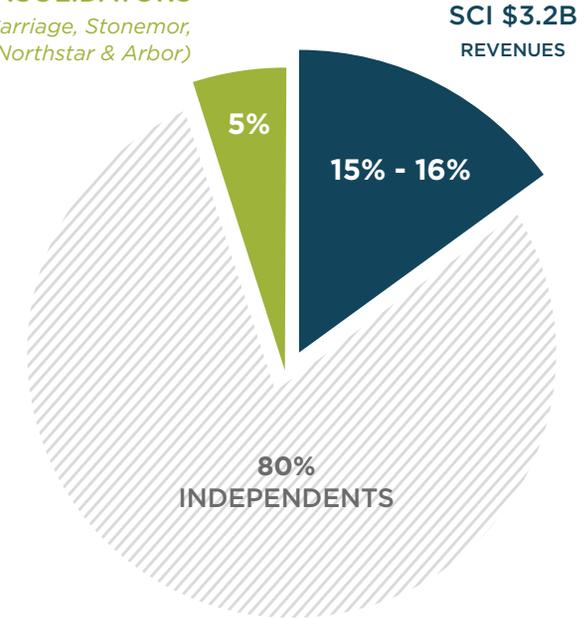
### Aging of America



SOURCE: U.S. Census Bureau

## OTHER LARGE CONSOLIDATORS

(Carriage, Stonemor, Northstar & Arbor)



Carriage & Stonemor revenue based on publicly available information. Northstar & Arbor revenue based on internal estimates.

## Investment Considerations

### SIGNIFICANT MARKET OPPORTUNITY - PRENEED

- Differential growth opportunity through preneed sales
- Annual preneed sales of \$1.8B through a 4,300-person sales force
- Backlog of future revenues from preneed sales nearly \$12B
- Size and scale provides unparalleled economics in funding methods and allows us to compete in a cash flow friendly manner



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## Strong Financial Performance

Our strong track record of adjusted earnings per share (EPS) growth over time has resulted in steady and robust cash flow **YIELDING CONSISTENT, SUPERIOR SHAREHOLDER RETURNS.**



*Adjusted EPS and Adjusted operating cash flow are non-GAAP financial measures and exclude certain adjustments that we believe are relevant to evaluate the overall performance of the business. This information should not be considered in isolation or as a substitute for related GAAP measures. For additional information about these non-GAAP financial measures and for a discussion of factors that may cause results to differ from management's projections, forecasts and expectations, please see our SEC filings as well as other relevant materials at [www.sci-corp.com](http://www.sci-corp.com)*



*SOURCE: S&P Global Market Intelligence. Returns are as of September 30, 2019, and include the reinvestment of dividends.*

## Focus for the Future

### REVENUE GROWTH

- Remain relevant to our customers
- Drive preneed sales now and into the future

### LEVERAGE SCALE

- Develop the sales organization
- Network optimization and customer-facing technology
- Preneed backlog

### CAPITAL DEPLOYMENT

- Growth capital
- Dividends
- Share repurchases
- Debt profile and liquidity management

### Investor Relations Contact

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*"Service Corporation International" and "SCI" refer to the affiliates of Service Corporation International.*