



## Dignity (2002) Limited

### Last Twelve Months Consolidated EBITDA

| Consolidated (£m)<br>52/53 week period | 27 Dec.<br>2002 | 27 Jun.<br>2003 | 26 Sep.<br>2003 | 26 Dec.<br>2003 | 26 Mar.<br>2004 | 25 Jun.<br>2004 | 24 Sep.<br>2004 | 31 Dec.<br>2004 | 1 Apr.<br>2005 | 1 Jul.<br>2005 | 30 Sep.<br>2005 | 30 Dec.<br>2005 | 31 Mar.<br>2006 | 30 Jun.<br>2006 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Divisional Revenue</b>              |                 |                 |                 |                 |                 |                 |                 |                 |                |                |                 |                 |                 |                 |
| Funeral Services                       | 97.6            | 100.0           | 101.2           | 103.0           | 104.9           | 105.4           | 106.5           | 108.8           | 110.5          | 113.4          | 114.3           | 113.8           | 115.2           | 116.6           |
| Crematoria                             | 19.3            | 19.8            | 19.7            | 20.1            | 20.4            | 20.8            | 21.5            | 21.6            | 21.9           | 22.3           | 22.6            | 22.5            | 22.9            | 22.8            |
| Pre-arranged funeral plans             | 4.1             | 5.5             | 5.4             | 5.9             | 5.9             | 5.2             | 5.0             | 5.3             | 5.0            | 5.6            | 6.4             | 6.9             | 7.3             | 7.5             |
| <b>Consolidated Revenue</b>            | <b>121.0</b>    | <b>125.3</b>    | <b>126.3</b>    | <b>129.0</b>    | <b>131.2</b>    | <b>131.4</b>    | <b>133.0</b>    | <b>135.7</b>    | <b>137.4</b>   | <b>141.3</b>   | <b>143.3</b>    | <b>143.2</b>    | <b>145.4</b>    | <b>146.9</b>    |
| <b>Divisional EBITDA</b>               |                 |                 |                 |                 |                 |                 |                 |                 |                |                |                 |                 |                 |                 |
| Funeral Services                       | 30.6            | 32.8            | 33.6            | 35.2            | 36.7            | 37.4            | 38.0            | 38.7            | 39.7           | 41.0           | 41.6            | 41.4            | 42.4            | 43.2            |
| Crematoria                             | 9.7             | 9.8             | 10.0            | 10.6            | 10.8            | 11.5            | 12.2            | 12.4            | 12.8           | 13.1           | 13.1            | 13.1            | 13.0            | 13.0            |
| Pre-arranged funeral plans             | 0.9             | 0.9             | 1.1             | 1.2             | 1.4             | 1.5             | 1.2             | 1.4             | 1.1            | 0.8            | 1.0             | 0.9             | 0.9             | 1.0             |
| Central Overheads                      | (6.5)           | (6.9)           | (7.0)           | (7.1)           | (7.1)           | (7.5)           | (7.6)           | (7.6)           | (7.7)          | (7.6)          | (7.6)           | (7.9)           | (7.7)           | (7.9)           |
| <b>EBITDA</b>                          | <b>34.7</b>     | <b>36.6</b>     | <b>37.7</b>     | <b>39.9</b>     | <b>41.8</b>     | <b>42.9</b>     | <b>43.8</b>     | <b>44.9</b>     | <b>45.9</b>    | <b>47.3</b>    | <b>48.1</b>     | <b>47.5</b>     | <b>48.6</b>     | <b>49.3</b>     |
| <b>Divisional EBITDA Margin</b>        |                 |                 |                 |                 |                 |                 |                 |                 |                |                |                 |                 |                 |                 |
| Funeral Services                       | 31.4%           | 32.8%           | 33.2%           | 34.2%           | 35.0%           | 35.5%           | 35.7%           | 35.6%           | 35.9%          | 36.2%          | 36.4%           | 36.4%           | 36.8%           | 37.0%           |
| Crematoria                             | 50.3%           | 49.5%           | 50.8%           | 52.7%           | 52.9%           | 55.3%           | 56.7%           | 57.4%           | 58.4%          | 58.7%          | 58.0%           | 58.2%           | 56.8%           | 57.0%           |
| <b>EBITDA</b>                          | <b>28.7%</b>    | <b>29.2%</b>    | <b>29.8%</b>    | <b>30.9%</b>    | <b>31.9%</b>    | <b>32.6%</b>    | <b>32.9%</b>    | <b>33.1%</b>    | <b>33.4%</b>   | <b>33.5%</b>   | <b>33.6%</b>    | <b>33.2%</b>    | <b>33.4%</b>    | <b>33.6%</b>    |

### Financial Covenants

|   | 27 Dec.<br>2002 | 27 Jun.<br>2003 | 26 Sep.<br>2003 | 26 Dec.<br>2003 | 26 Mar.<br>2004 | 25 Jun.<br>2004 | 24 Sep.<br>2004 | 31 Dec.<br>2004 | 1 Apr.<br>2005 | 1 Jul.<br>2005 | 30 Sep.<br>2005 | 30 Dec.<br>2005 | 31 Mar.<br>2006 | 30 Jun.<br>2006 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| Free Cashflow for the Relevant Period (£m)    | n/a             | n/a             | 30.7            | 32.8            | 34.7            | 35.7            | 36.5            | 37.6            | 37.7           | 38.7           | 39.3            | 38.2            | 39.0            | 38.9            |
| Debt Service for the Relevant Period (£m)     | n/a             | n/a             | 17.5            | 17.7            | 16.9            | 17.1            | 16.8            | 16.8            | 16.7           | 16.8           | 16.8            | 16.9            | 17.6            | 18.5            |
| <b>EBITDA DSCR (debt service cover ratio)</b> |                 |                 |                 |                 |                 |                 |                 |                 |                |                |                 |                 |                 |                 |
| Target  | n/a             | n/a             | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1      | >=1.5 : 1      | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1       | >=1.5 : 1       |
| Actual  | n/a             | n/a             | 2.15 : 1        | 2.25 : 1        | 2.47 : 1        | 2.51 : 1        | 2.60 : 1        | 2.68 : 1        | 2.75 : 1       | 2.82 : 1       | 2.86 : 1        | 2.80 : 1        | 2.76 : 1        | 2.66 : 1        |
| <b>Free cashflow DSCR</b>                     |                 |                 |                 |                 |                 |                 |                 |                 |                |                |                 |                 |                 |                 |
| Target  | n/a             | n/a             | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1      | >=1.4 : 1      | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1       | >=1.4 : 1       |
| Actual  | n/a             | n/a             | 1.75 : 1        | 1.85 : 1        | 2.05 : 1        | 2.09 : 1        | 2.17 : 1        | 2.24 : 1        | 2.26 : 1       | 2.30 : 1       | 2.34 : 1        | 2.25 : 1        | 2.21 : 1        | 2.10 : 1        |

#### Notes:

1. EBITDA has been calculated in accordance with the definition in the Issuer / Borrower Loan Agreement ('IBLA').
2. No Investor Report was produced for March 2003 as securitisation was not completed until 11 April 2003.
3. The first covenant testing date was September 2003.
4. Free Cashflow DSCR ratio is only tested with regard to potential Restricted Payments as defined in the IBLA. It should also be noted that, for the purpose of Restricted Payments only, the target ratio for EBITDA DSCR is 1.85 : 1.

### NOTICE TO THE READER

The information set out above represents information on Dignity (2002) Limited and its subsidiaries (the 'Dignity (2002) Group'), a sub-group of the Dignity plc group ('Group').

The information set out herein is not necessarily representative of the performance of the Group as a whole and should not be relied upon in this respect. For example it does not include the costs of non-executive directors or any dividends declared to shareholders of Dignity plc.

Furthermore, the Group now reports its results in accordance with International Financial Reporting Standards ('IFRS'), whilst the Dignity (2002) Group will continue to apply UK Generally Accepted Accounting Principles ('UK GAAP').