

Dignity (2002) Limited Class A Notes due 2034 and Class B Notes due 2049

Last Twelve Months Consolidated EBITDA

| Consolidated (£m) | 26-Dec | 27-Mar | 26-Jun | 25-Sep | 25-Dec | 25-Mar | 24-Jun | 23-Sep | 30-Dec | 31-Mar | 30-Jun | 29-Sep | 29-Dec | 30-Mar | 29-Jun | 28-Sep | 28-Dec | 29-Mar | 28-Jun |
|---------------------------------|--------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|---------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| 52 week period | 2014 | 2015 ⁽⁵⁾ | 2015 ⁽⁵⁾ | 2015 ⁽⁵⁾ | 2015 | 2016 ⁽⁵⁾ | 2016 ⁽⁵⁾ | 2016 ⁽⁵⁾ | 2016 | 2017 | 2017 | 2017 | 2017 | 2018 | 2018 | 2018 | 2018 | 2019 | 2019 |
| Divisional Revenue | | | | | | | | | | | | | | | | | | | |
| Funeral Services | 183.9 | 196.6 | 202.3 | 203.0 | 204.6 | 198.3 | 197.9 | 198.7 | 202.6 | 207.3 | 205.2 | 205.4 | 202.1 | 203.1 | 203.5 | 199.8 | 193.3 | 183.6 | 180.5 |
| Crematoria | 55.2 | 58.9 | 60.9 | 61.7 | 63.1 | 61.1 | 61.9 | 63.1 | 65.0 | 67.7 | 67.3 | 67.4 | 66.9 | 68.2 | 70.0 | 70.8 | 70.3 | 68.8 | 68.4 |
| Pre-arranged funeral plans | 29.3 | 28.4 | 29.1 | 30.0 | 29.6 | 30.7 | 31.0 | 30.4 | 28.3 | 29.5 | 29.1 | 29.4 | 28.2 | 26.5 | 26.1 | 24.2 | 22.7 | 20.8 | 19.7 |
| Consolidated Revenue | 268.4 | 283.9 | 292.3 | 294.7 | 297.3 | 290.1 | 290.8 | 292.2 | 295.9 | 304.5 | 301.6 | 302.2 | 297.2 | 297.8 | 299.6 | 294.8 | 286.3 | 273.2 | 268.6 |
| Divisional EBITDA | | | | | | | | | | | | | | | | | | | |
| Funeral Services | 75.7 | 84.8 | 88.2 | 86.5 | 85.3 | 80.7 | 80.4 | 81.4 | 84.8 | 87.2 | 84.6 | 84.4 | 82.6 | 82.1 | 78.7 | 75.0 | 65.7 | 57.4 | 56.0 |
| Crematoria | 30.7 | 33.8 | 35.0 | 35.2 | 36.2 | 34.6 | 35.1 | 36.6 | 38.4 | 40.4 | 39.8 | 39.3 | 39.0 | 40.0 | 41.2 | 41.3 | 39.7 | 37.7 | 37.5 |
| Pre-arranged funeral plans | 7.6 | 7.3 | 7.6 | 8.2 | 8.0 | 8.0 | 8.0 | 7.6 | 8.7 | 9.8 | 9.7 | 9.5 | 8.0 | 6.5 | 5.8 | 3.9 | 2.8 | 1.2 | - |
| Central Overheads | (14.6) | (16.4) | (16.8) | (16.1) | (16.4) | (16.0) | (15.6) | (16.0) | (17.7) | (18.0) | (18.6) | (19.2) | (19.5) | (19.1) | (20.8) | (22.5) | (21.4) | (24.0) | (23.9) |
| EBITDA | 99.4 | 109.5 | 114.0 | 113.8 | 113.1 | 107.3 | 107.9 | 109.6 | 114.2 | 119.4 | 115.5 | 114.0 | 110.1 | 109.5 | 104.9 | 97.7 | 86.8 | 72.3 | 69.6 |
| Divisional EBITDA Margin | | | | | | | | | | | | | | | | | | | |
| Funeral Services | 41.2% | 43.1% | 43.6% | 42.6% | 41.7% | 40.7% | 40.6% | 41.0% | 41.9% | 42.1% | 41.2% | 41.1% | 40.9% | 40.4% | 38.7% | 37.5% | 34.0% | 31.3% | 31.0% |
| Crematoria | 55.6% | 57.4% | 57.5% | 57.1% | 57.4% | 56.6% | 56.7% | 58.0% | 59.1% | 59.7% | 59.1% | 58.3% | 58.3% | 58.7% | 58.9% | 58.3% | 56.5% | 54.8% | 54.8% |
| EBITDA | 37.0% | 38.6% | 39.0% | 38.6% | 38.0% | 37.0% | 37.1% | 37.5% | 38.6% | 39.2% | 38.3% | 37.7% | 37.0% | 36.8% | 35.0% | 33.1% | 30.3% | 26.5% | 25.9% |

Financial Covenants

| | 26-Dec | 27-Mar | 26-Jun | 25-Sep | 25-Dec | 25-Mar | 24-Jun | 23-Sep | 30-Dec | 31-Mar | 30-Jun | 29-Sep | 29-Dec | 30-Mar | 29-Jun | 28-Sep | 28-Dec | 29-Mar | 28-Jun |
|---|---------------------|---------------------|---------------------|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 2014 ⁽⁴⁾ | 2015 ⁽⁴⁾ | 2015 ⁽⁴⁾ | 2015 ⁽⁴⁾ | 2015 | 2016 | 2016 | 2016 | 2016 | 2017 | 2017 | 2017 | 2017 | 2018 | 2018 | 2018 | 2018 | 2019 | 2019 |
| Free Cashflow for the Relevant Period (£m) | 83.4 | 98.4 | 104.7 | 105.7 | 100.2 | 91.7 | 88.3 | 89.8 | 93.8 | 98.2 | 94.6 | 92.4 | 88.2 | 87.5 | 84.2 | 77.8 | 67.3 | 53.3 | 51.9 |
| Debt Service for the Relevant Period (£m) | 9.3 | 15.6 | 26.1 | 32.5 | 33.8 | 33.7 | 33.8 | 33.7 | 33.9 | 33.8 | 33.9 | 33.9 | 34.0 | 33.9 | 34.0 | 33.9 | 34.0 | 33.9 | 34.0 |
| EBITDA DSCR (debt service cover ratio) | | | | | | | | | | | | | | | | | | | |
| Target | >=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 | >=1.5 : 1 | >=1.5 : 1 | >=1.5 : 1 | >=1.5 : 1 | >=1.5 : 1 | >=1.5 : 1 | >=1.5 : 1 |
| Actual | 10.69 : 1 | 7.02 : 1 | 4.37 : 1 | 3.50 : 1 | 3.35 : 1 | 3.18 : 1 | 3.19 : 1 | 3.25 : 1 | 3.37 : 1 | 3.53 : 1 | 3.41 : 1 | 3.36 : 1 | 3.24 : 1 | 3.23 : 1 | 3.09 : 1 | 2.88 : 1 | 2.55 : 1 | 2.13 : 1 | 2.05 : 1 |
| Free cashflow DSCR | | | | | | | | | | | | | | | | | | | |
| Target | >=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 | >=1.4 : 1 | >=1.4 : 1 | >=1.4 : 1 | >=1.4 : 1 | >=1.4 : 1 | >=1.4 : 1 | >=1.4 : 1 |
| Actual | 8.97 : 1 | 6.31 : 1 | 4.01 : 1 | 3.25 : 1 | 2.97 : 1 | 2.72 : 1 | 2.61 : 1 | 2.66 : 1 | 2.77 : 1 | 2.91 : 1 | 2.79 : 1 | 2.73 : 1 | 2.59 : 1 | 2.58 : 1 | 2.48 : 1 | 2.29 : 1 | 1.98 : 1 | 1.57 : 1 | 1.53 : 1 |

Notes:

1. EBITDA has been calculated in accordance with the definition in the Issuer / Borrower Loan Agreement ('IBLA').

2. The first covenant testing under these Notes was December 2014.

3. 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.

4. The Class A notes due 2034 and Class B notes due 2049 were issued on 17 October 2014. Consequently, Senior Interest only accrues from this date for the Relevant Period. Debt service, assuming a full year Senior Interest would have been approximately £33.7m. On this basis, the EBITDA DSCR at 25 September 2015 would have been 3.38:1 (26 June 2015: 3.38:1; 27 March 2015: 3.25:1; 26 December 2014: 2.95:1) and the Free Cashflow DSCR at 25 September 2015 would have been 3.14:1 (26 June 2015: 3.11:1; 27 March 2015: 2.92:1; 26 December 2014: 2.47:1).

5. As the impact of the Accounting Standards Change had no effect on the Financial Covenants at 25 December 2015 and only increased Debt Service by £0.1 million, amounts for the Relevant Period ended 27 March 2015, 26 June 2015, 25 September 2015, 25 March 2016, 24 June 2016 and 23 September 2016 have not been restated. See the Investor Report for the Relevant Period ending 30 December 2016 for further information.

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 profits and losses generated by certain companies held outside the Dignity (2002) Group or any dividends to shareholders of Dignity plc.