Quarterly Investor Call Transcript

Security National Financial Corporation
Quarter: Q3 2026
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This transcript has been edited for clarity and readability and may differ slightly from the audio recording.

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1. Welcome & Forward-Looking Statement

Presenter: VP HR Heather Street

"Good afternoon, everyone, and welcome to Security National Financial Corporation's Third Quarter 2026 Earnings Call. We thank you for joining us today to review our financial and operational results for the period ended Sept 30, 2026.

Before we begin, I'd like to remind everyone that our remarks today will include forward-looking statements. These statements are based on current expectations and assumptions that are subject to risks and uncertainties which may cause actual results to differ materially from those projected. Such risks include, but are not limited to, changes in economic conditions, interest rates, regulatory developments, competitive pressures, and other factors detailed in our filings with the Securities and Exchange Commission. We caution you not to place undue reliance on these forward-looking statements, which speak only as of today's date. We undertake no obligation to publicly update or revise these statements to reflect future events or circumstances, except as required by law.

With that, I'd like to turn the call over to our Chairman, President, and Chief Executive Officer, Scott Quist.

Scott?"

2. Welcome & Remarks

Presenter: CEO Scott Quist

"Thank you, Heather. Yes, my name is Scott Quist. I am the Chairman and CEO of Security National Financial Corporation, not its operating subsidiaries. I would like to take this moment as we get started to note two things. First, I would like to note Miss Heather Street, who introduced the call, has been our Director of Human Resources has recently received the title of Vice President. So I wanted to take this opportunity to congratulate

Miss Heather. And then I also wanted to note that we have a new Chief Legal Officer in the room, Miss Alissa Neufeld. We are very excited to have her, so welcome, Alissa.

Let me go to my prepared remarks.

There are two major financial statements in the 10Q, the statement of earnings which goes to our Income Statement, which is basically one page in length, and the balance sheet which is basically 2 pages in length. From the Income Statement point of view, we had a rugged 3rd quarter, with earnings decreasing some 37%, I'll be using pre-tax numbers, as compared to Q3 2025 to $8.2MM. From a Balance Sheet point of view, we had what we believe is the largest single-quarter dollar increase in Stockholders' Equity in our history, with equity increasing some $36MM, or 8.2% for the quarter, to $469MM. From my point of view, both results, as divergent as they may seem, are driven primarily by the same macro factor, i.e. increased interest rates.

Going to a Segment Analysis, our Mortgage Segment fell from a profit of $66,000 in 2025 to a loss of $2.65MM in 2026. About $625,000 of that loss is a non-cash fair value adjustment on derivatives. These derivatives are primarily interest rate lock commitments, which is further based upon estimates of future loan fundings from our lock loan pipeline and which can fluctuate from period to period. [Editor's note: Mr. Quist stated that about $625,000 of that loss is a non-cash fair value adjustment to our loans held for sale and our derivatives. The correct figure, as reported in the Company's earnings release dated November 9, 2026, is about $1MM.] The major reason behind our reduced profitability in our Mortgage Segment is simply market conditions. The geopolitical environment was very unfavorable in Q3, which led to accelerating, deteriorating market conditions through the entire quarter and very reduced volumes. For comparison's sake, in the Utah Housing market (which is one of our major markets) pending home sales were down 27% September 2026 over September 2025 and closed sales were down 12%, with homes for sale increasing 4%. To summarize the Utah market, inventory increased and sales decreased sharply. Similar conditions existed in most of the markets we service. It should be noted that despite the very rugged 3rd quarter, we narrowed our losses by 9% over 2025 on a year-to-date basis. To me, our Mortgage Segment deserves a hearty "Thank You" for their continued tenacity in the face of such very tough market conditions. I am not discouraged one bit from our deliberate overall corporate strategy.

In our Insurance Segment, the reduced profitability causes were similar from an Income Statement point of view. I should stress at the outset that our investment yield remains quite above industry averages for life insurance companies. According to the National Association of Insurance Commissioners, industry book yields at year end 2025 were in the mid 4% range, while ours for Q3 2026 was in the mid 5% range. Nevertheless, our average portfolio yield as comparing last year to this year declined by about approximately 90 basis points, primarily driven by the timing of home builder profit recognition, with additional impacts from the allowance for credit losses or CECL and decreased funeral funding yields, as well as modest declines in construction interest earnings, fee income,

and gains on sale. The decreased home builder profits and construction interest earnings require no further comment than what has been given above regarding mortgage market conditions. Regarding the allowance for credit losses, under the accounting standard Current Expected Credit Losses (CECL) we recorded a provision for credit losses of roughly $2MM in Q3, primarily related to two loans that went into default during the quarter. If our ultimate recoveries exceed current estimates, a portion of this provision could be reversed in future periods. And, I will add that I will be surprised if it's not. Expense levels at our Insurance Segment were a little elevated, which I view as money well spent. First year life insurance sales are up over 20% YTD as measured by annualized premium, 27% as measured by face amount, over 2025, which is a very credible accomplishment given that we changed out almost our entire senior sales management staff last year. Much hard work from new sales management has gone into improving our sales processes and offerings and we believe we are just getting started. Due to how first year sales are accounted for, the profits from those sales will not be realized from an accounting point of view until future years. In fact, first year sales are mildly profit negative in the Insurance Segment. Lastly, due to the increase in interest rates, our life reserves were revalued downwards. Under current accounting rules, that revaluation is not included in net earnings; instead, it flows through Other Comprehensive Income (reported in a separate statement in the Form 10Q) and directly into Stockholders' Equity, which caused the large increase noted above. In a nutshell, our liabilities have a longer average duration than our assets, so increases in interest rates generally have the effect noted, meaning that reserves will be going would go down and owner's equity going up, but decreases will have the opposite effect.

Our Cemetery and Mortuary Segment similarly had a rugged Q3 with profit declining roughly $500,000 or 17%, as compared to 2025. While there are numerous impacts that lead to any increase or decrease in profitability, there were two major factors for Q3 totaling over $600,000. First, the Segment had unrealized losses of over $400,000 in its stock portfolio for the quarter and in comparison's sake in Q3 2025 they had recognized the leasing income gain of $241,000, which is not present in 2026 thus giving a negative comparison. Operationally speaking, while families served in Q3 increased modestly over 2025, for YTD families served decreased modestly, reflecting the constrained death rate environment that has been experienced nationwide. Our traditional funeral vs. cremation mix leaned more towards cremation, which gives a lower revenue, and we are experiencing cost pressures. Nevertheless, we controlled what we could control, and our preneed cemetery sales rose roughly 12% for the quarter and 17% for the year, which is the largest single factor giving us a 9% profit improvement YTD. To summarize very broadly, we "held serve" operationally, and our preneed cemetery sales viewed YTD overcame our unrealized losses, giving a 9% YTD profit improvement.

Lastly, I will comment at this time that the financial balance inherent in our businesses is illustrated markedly when the financial statements are viewed as a whole, meaning that increased interest rates gave our Mortgage Segment a very rugged environment, but at least from a GAAP Balance Sheet point of view gave our Insurance Segment a very

favorable environment. Our Cemetery and Mortuary Segment, which is not affected nearly as much by interest rates is affected by the death rate, but again note the balance that decreases in death rates benefit the Insurance Segment.

With that, I will turn the time over to Mr. Garrett Sill."

3. SNFC Financials

Presenter: CFO Garrett Sill

"Thanks, Scott, and good afternoon, everyone. I'm Garrett Sill, Chief Financial Officer of Security National Financial Corporation, and I appreciate you taking the time to be with us.

Before getting into the numbers, I'd like to recognize the employees of Security National. In a "rugged" quarter as Scott described, your hard work and commitment are what keep this Company moving forward, and we are grateful for your efforts. Let me now add some color on the consolidated financial statements beyond what Scott covered. Starting with the Balance Sheet, Total Assets reached $1.62B at September 30, 2026, up almost $62MM, or 4.0%, since December 31. Cash and cash equivalents nearly doubled, to $196MM, primarily a result of lower mortgage volume which led to a decrease in our loans held for sale by $55MM, or 35%. Our total investments edged up $7.5MM, or 0.7%, to a little over $1B. On the other side of the ledger, Total Liabilities were essentially flat, up just $3.7MM, or 0.3%, to $1.16B, because the $47MM reduction in future policy benefits from higher discount rates largely offset a $41MM increase in bank and other loans payable. Stockholders' Equity has grown $58.2MM, or 14.2%, so far this year to just about $469MM, which brings our Debt-to-Equity ratio down to 2.47 times.

On the income statement, third quarter Net Earnings came in at about $6.2MM, down $2.8MM, or 31.4%, from the $9MM we earned in the second quarter. Our expense discipline remained a bright spot. Commissions and personnel costs, which together make up the bulk of our operating expenses, fell $6MM, or 17.4%, versus the third quarter of 2025, we are down $14MM, or 13.7%, through nine months, reflecting both reduced mortgage activity and the cost actions taken throughout the organization. Those savings were partly offset by a $2.8MM increase in other expenses, driven mainly by the credit loss provision Scott discussed, and a $450,000, or 42%, increase in interest expense tied to greater use of our third-party mortgage warehouse lines. As a reminder, all 2025 comparisons we are presenting today continue to reflect our LDTI restatement, so the periods are comparable.

Next, Scott explained how the downward revaluation of our life reserves bypasses net earnings and goes through Comprehensive Income, and I'd like to quantify that effect. Comprehensive Income was about $35MM for the third quarter, up from $2.6MM a year ago, and a little over $57MM for the first nine months, almost four times the $15MM reported for the same 2025 period. Nearly all of that improvement came from remeasuring our future policy benefits at higher discount rates, a pre-tax benefit of nearly $52MM in the quarter and almost $65MM year-to-date. In the first nine months of 2025, that same line was a $23MM, so the year-over-year change is roughly $88MM.

Higher rates had the opposite effect on our bond holdings, producing pre-tax unrealized losses on fixed maturity securities of $15MM in the quarter and $20.3MM year-to-date, versus unrealized gains of $10MM through September of last year. Last quarter, the three-month and nine-month comprehensive income trends pointed in different directions; this quarter they both improved. Because these results move with interest rates, they can reverse just as quickly and it highlights how the Company's equity will change with fluctuations in interest rates.

On credit, the bond portfolio continues to be of strong quality: 98.4% carried an investment-grade designation at September 30, 2026, versus the number at December 31st, with roughly $6MM considered non-investment-grade. Within our mortgage loans held for investment, balances more than 90 days delinquent or in foreclosure rose to $17.5MM, up from $15.8MM at the end of the second quarter and $6.5MM at year-end 2025. Loans in foreclosure account for about $11MM of that amount, $7.5MM of which are commercial. The allowance for credit losses on these loans now stands at $4.5MM, compared with $2.6MM at the start of the year. Lastly, the 10-Q discloses that, at quarter end, SecurityNational Mortgage did not meet the quarterly net income covenant on two of its warehouse lines of credit. Since then, we have obtained every waiver we needed; they just arrived after the 10-Q was filed.

To wrap up, the third quarter tested our earnings, largely because of conditions in the mortgage market, yet Total Assets and Stockholders' Equity both grew and our capital position is stronger than it was at the start of the year. On internal controls over financial reporting, remediation of the information technology general controls identified at year-end is ongoing, and we are continuing to test and refine our processes. Our priorities are unchanged: grow revenue and improve profitability across all three segments.

With that, I'll turn the time over to Andrew Quist, President and Chief Executive Officer of SecurityNational Mortgage. Thank you."

4. SecurityNational Mortgage

Presenter: SNMC President & CEO Andrew Quist

"Thank you, Garrett, and good afternoon fellow shareholders. I'm Andrew Quist, President and CEO of SecurityNational Mortgage Company.

In the third quarter of 2026, SecurityNational Mortgage Company had a pre-tax net loss of ($2,649,000), compared to pre-tax net income of $66,000 in the third quarter of 2025. This was a year-over-year decrease of $2,715,000 from last year's quarterly result. Year-to-date SNMC has a pre-tax net loss of ($3,276,000) compared to a pre-tax net loss of ($3,601,000) pre-tax net loss in 2025. This is a decrease to our year-to-date loss of $325,000 or an improvement of 9%. Swinging to a loss in the third quarter after a profitable second quarter was disappointing. This swing was the result of a historic rise in interest rates during the quarter. We experienced a 90 basis point increase in 30-year rates over the third quarter which significantly depressed mortgage activity. While we are still slightly

ahead of 2025's results, we must continue to realign SNMC for the current interest rate environment. This is a ongoing and constantly evolving exercise that changes with the rate environment. I'd like to thank our employees for their tireless effort and work in that alignment.

The rise in interest rates resulted in SNMC's lowest quarterly origination volume in 10 quarters. In the third quarter of 2026, we originated $470 million of loan volume, compared to $622 million in the third quarter of 2025, a 24% year-over-year decrease. On a sequential quarter basis, origination volumes were down 14%. Based on the Mortgage Bankers Association's reported total industry origination volumes for the third quarter, SNMC's market share decreased to 9 basis points, down from 10 basis points in Q2. There were two bright spots for SNMC in an otherwise dim origination market. First, SNMC's third quarter reverse mortgage origination volume more than doubled with a 187% increase over Q3 2025. We believe we are now a top-50 lender nationwide of reverse mortgages. The second bright spot for SNMC is HELOC originations. In the third quarter our HELOC originations were up 128% over Q3 2025. We will continue to increase our focus on the pockets of the mortgage industry where loan volume is growing so we can better serve our borrowers and help our loan officers close more loans. On that note, our loans originated per loan officer increased 9% in the third quarter over Q3 2025. Our loan officers were closing more loans in the third quarter than they were last year. I'm particularly proud of that accomplishment in such a difficult environment.

Focusing on what we can control in this environment, SecurityNational Mortgage has reduced expenses by $14,000,000 year-over-year or by 16%. Additionally, we've recently completed another $2,500,000 of annualized expense savings to costs other than variable compensation. These are necessary steps as we focus on profitability in this market and I believe this rightsizing will ensure SNMC stays competitive.

In summary, in the third quarter of 2026, SecurityNational had a pre-tax net loss of ($2,649,000). This was a departure from our profitable second quarter and our profitable third quarter last year. Rapidly rising interest rates put extreme pressure on the mortgage market and we're aligning SecurityNational Mortgage to this rate environment. I'd like to conclude by again thanking our loan officers and employees for their wonderful work improving SecurityNational in this difficult environment. The progress is tangible, and I'm optimistic about our competitive position moving forward.

Thank you. I'll now turn the time over to Adam Quist."

5. Security National Life

Presenter: SNL President & CEO Adam Quist

“Thanks, Andrew. My name is Adam Quist, as Andrew said, and I’m the President and CEO of the Security National Life Insurance Company. My remarks today will focus on the third quarter for our life companies with some context on the year to date.

For the third quarter, our Life Segment reported earnings before income taxes of $8.3 million, compared to approximately $10 million a year ago, for a decrease of about $1.65 million or about 16%.

When we look at our results I think there are three main themes: Insurance Results, Investment Results, and our Expenses, and I'll address each of these three themes in turn.

First, our Insurance Results: Collected premiums were down about $1.5 million in the quarter, with all of that decrease occurring in our least profitable products, while our insured multi-pay collected premiums were up for the quarter for both our first-year and renewal premiums. Of course, premiums do not occur in a vacuum. Every premium dollar must fund reserves and acquisition costs, and as total premiums came down, those associated costs also came down with them. Additionally, when considering the deferral of acquisition costs pursuant to GAAP and the amortization of those deferred acquisition costs, our insurance results were about $400k better than a year ago for the quarter. Year to date, that improvement is about $1.2 million. Within that, our mortality results, meaning death benefits net of the reserves released when claims are paid, were about $800k better than last year through nine months.

Perhaps most importantly, our focus on building our new sales engine is working. Year to date, first-year new sales in our core products are up more than 20% by annualized premium and more than 30% by face amount. This increase is led by a sales leadership team that is largely new to our organization since last year. Under GAAP, new business is mildly profit-negative in its first year, so those new sales cost us a little today, but will build earnings in the years ahead.

Now, turning to our Investment Results, Net Investment Income was about $600k lower than a year ago on the quarter. For the quarter, the pressure predominantly came from lower funding volume from our mortgage segment, decreased home builder profit shares, and lower construction lending interest and fees, all of which, in my view, are related to the housing market Scott described. Year to date, this is the single largest factor in our results, with investment income down about $5.6 million.

However, as mentioned, our average portfolio yield declined year over year, but it remains in the mid-5% range, which we believe compares favorably to industry averages, despite our decline on the year. Lastly, our land position, which we view as a leading indicator of

future builder profit-share, but which also carries an opportunity cost in current periods, sits at about $120 million as of the end of the quarter.

Finally, examining our expenses, the largest single item in the quarter was a credit loss provision of roughly $2 million under the Current Expected Credit Loss (or CECL) accounting standard, as Scott mentioned. If our recoveries exceed current estimates established by CECL, all or a portion of that provision could be reversed in future periods. Excluding the CECL provision, operating expenses were up only modestly, mainly from continued investment in sales leadership, in the people and systems that support our agents and partners, and some exploratory AI initiatives.

As noted, higher rates also caused our life reserves to be revalued downward. That revaluation does not run through earnings. It flows through other comprehensive income into stockholders' equity, and it was a major contributor to the increase in equity as Scott mentioned.

To summarize: the quarter's decline largely came from a credit loss provision and investment income, largely related to the macro housing market. Our insurance results improved, our mortality experience improved, and our new business sales are growing by more than 20%.

I remain confident in the direction of our Life Companies and in the team executing our strategy. Thank you for your support. I will now turn the time over to Steve Kehl, our Chief Operating Officer of our Funeral Homes and Cemetery Division."

6. Security National Funeral Homes and Cemeteries

Presenter: FH&C COO Steve Kehl

"Thank you, Adam.
Good afternoon and thank you for joining us. I am Steve Kehl, Chief Operating Officer of Security National Funeral Homes and Cemeteries. I will walk through our third-quarter results and what drove them.

For the third quarter, earnings before tax decreased 16.9 percent, to $2.53 million, from $3.05 million a year ago. Revenue increased 1.3 percent, to $9.05 million, from $8.93 million.

For the first nine months of the year, earnings before tax increased 9.1 percent, to $7.72 million, and revenue increased 8.6 percent, to $27.3 million.

Excluding investment results, revenue from our funeral homes and cemeteries increased 8.4 percent in the third quarter, to $7.96 million from $7.34 million. Operating earnings before tax were $1.41 million, essentially even with $1.42 million a year ago.

For the first nine months, operating revenue increased 7.7 percent, to $23.62 million, and operating earnings before tax increased 4.1 percent, to $3.90 million from $3.74 million.

Both of our businesses contributed: funeral homes held steady on higher revenue, and cemeteries grew on stronger preneed land sales.

In our funeral home operations, revenue increased 4.7 percent, to $3.83 million from $3.66 million, while earnings before tax decreased 7.3 percent, to $671,000 from $724,000.

Earnings declined because costs grew faster than revenue. Year to date, our personnel costs are the largest driver, followed by higher depreciation from our deliberate updates of several funeral home facilities. As I noted last quarter, both are investments in the family experience, and we are monitoring them closely.

Several key operational metrics continued to move in the right direction. Families served increased 2.5 percent in the quarter, although the year-to-date total remains 1.3 percent below last year in a lower death-rate environment. The share of families choosing cremation with a service rose to 48.0 percent in the quarter, bringing the year-to-date figure to 46.3 percent. Average revenue per family served is up 4.7 percent year to date, to $5,351 per family.

Within our cemetery operations, revenue increased 12.3 percent, to $4.13 million from $3.68 million, and earnings before tax increased 7.1 percent, to $740,000 from $691,000.

Net preneed land sales remain the main driver. They were $1.85 million in the quarter, representing an increase of 8.5 percent over the third quarter of 2025, and for the first nine months they’ve increased 14.6 percent, to $6.09 million. Interments also rose 8.8 percent in the quarter and 2.5 percent year to date, including increases in both traditional interments and cremation final resting places.

This growth reflects discipline in the basics of prospecting. Through the first nine months, our counselors held about 8 percent more conversations with families, and appointments set gained 47 percent, so a substantially greater share of those conversations are resulting in appointments set.

Our priorities in cemeteries remain consistent: build family relationships, carry more appointments through to a full presentation, and help more cremation families choose a permanent place of remembrance in our memorial parks.

As Scott noted earlier, the decline this quarter came from investment results. Net investment income increased 22 percent, to $781,000. However, lower unrealized investment gains and the absence of last year's one-time leasing gain more than offset that increase. As I said last quarter, these results can move in either direction, which is why we evaluate our operating businesses separately.

In summary, investment results held back reported earnings this quarter, while our operating businesses held steady and continue to grow through nine months. Cemetery revenue, particularly preneed land sales, and cremation with service all improved.

We cannot influence the death rate, but we can control how every family is served and how every property is maintained, and we will keep converting that discipline into earnings growth.

I want to thank our funeral home, cemetery, grounds and operational support teams. These results are their work, and it is an honor to work alongside them.

I'll now turn the time back over to Heather Street, our Vice President of Human Resources."

7. Q&A Instructions + Live Q&A

Presenter: VP HR Heather Street

"Thank you, Steve.

Before we conclude today's call, we would like to open the floor for questions. As a reminder, to ask a question, please use the Zoom platform to raise your hand to unmute, or you may submit questions through the Zoom Q&A panel. Include your name and organization. We'll take as many as time permits.

Noticing we have a hand raised for Curtis Thompson, we will move forward with unmuting Curtis so that he can ask a question."

Question from Curtis Thompson:

"Hey guys, thanks for hosting the call. I know we've chatted in the past and, and, you know, I think I've been a shareholder now for probably, you know, 5-ish years, but I am curious, you know, the variability of the businesses are always there and you guys have navigated, you know, a tough environment as you spoke about, but you know, I'm an old value investor. I think a number of shareholders that you have in the company are also. And I'm just curious about the debate. I do believe and I don't have all the numbers in front of me that there you guys have done some small buybacks over the last year. And, you know, not trying to pin you down to anything but that value accretion that, that is exhibited given your, your meaningful discount to book value. I mean, there's, there's just not many peers out there. I know when I attended the meeting a few years ago, you know, there was some discussion that Citigroup is a peer and it was trading at, you know, whatever 40% of tangible book at that time. I mean, that stocks up probably 3X since then and, and again, in particular in the financial arena, you know, lower growth, slower growth businesses with that compounded ability to grow book value per share. You've done a great job growing capital, but you guys are significant, you know, owners of the company,

obviously the ESOP and, and your employees are, are significant owners of the company. You know, you've got to, you know, control structure in, in, in the stock, which is fine. But, I am just curious about that ongoing debate, you know, as regards to the buyback taking some of that share countdown. You've got a difficult, you know, investment environment, we'll just call it that. I mean, I don't think that's unique to any industry right now. But you know, what's the, what's the trigger, what's the mechanism? I know you need liquidity. You've got, you know, statutory book value somewhere up in the neighborhood of I think $16/$17, just a huge discount to book and even a nominal, you know, use of that excess capital. And even, you know, the earnings stream that you do have in the company even during a tough time sure seems to make a lot of sense."

Response from CEO Scott Quist:

"I'll be happy to answer. That was not a question, I think there are several in there. Let me let me see if I can unpack it to the best of my memory. With regards to book value, what I would note that as I would agree with your observation that our book value right now including the recent reserve readjustment is 16 and change I believe maybe 17 and change and our stock price is 9 and change, that would argue 50%. What I would note there is that the substantial increase in book value on a GAAP basis does not occur on a statutory basis. Now let me explain that. In other words, the reserves for gap get revalued, the reserves for statutory do not and that delta just hazarding a guess right now might be $60/$80 million. Garrett?"

Response from CFO Garrett Sill:

"I was thinking about 88 million."

Response from CEO Scott Quist:

"So maybe $90 million with the point being that while the book value difference on a GAAP basis is huge, when you start factoring in the statutory basis from which we are regulated, that gap is not as big. So it's not as advantageous as it might seem. Secondly, when the ongoing debate we have, I don't think it's a debate, we look at our businesses and see, OK, where is the best place to deploy our capital? Is it better to buy shares back which we bought some and to your point where there's probably room to buy more. However, if we're operating subsidiaries we believe have the opportunity to grow and reinvest those funds at higher rates, if we believe we do then that would argue that that is where those funds should be deployed that capital. In other words, the deployment of capital should occur in growing operations, not in reducing our shareholders equity. Lastly, I would note that our 20% increase in life insurance sales, first year life insurance sales on a premium basis and 27% on a base basis indicates some pretty good momentum, at least on the life side. And when you compare our cemetery mortuary side, for example, to its publicly traded peers, we think we have a little bit better mousetrap, which would argue we should continue to invest in that area. And the same comment what I would make with regards to our mortuary side. So I hope that answered your questions."

Follow Up from Curtis Thompson:

“It does on some level and I appreciate the, the answer. I mean, I think there's trade-offs to everything. You guys sit in obviously the most advantageous situation, you know, in your seat in terms of business prospects, just business challenges, if I'm not mistaken, you know, you still have some, some off balance sheet, you know, value with some of the properties that you bought, you know, years and years ago. And in again, I've been, you know, around the markets for the better part of 40 years and again, a lot of value investors. And I think as a, as a show and, and not that we're in this for a show, but investors do look at, you know, capital utilization and the value of that capital. And again, there is the business and then there's the opportunistic side. And I think, you know, having a, a steady appetite given some obvious price sensitivities to the stock relative to, you know, the gap value that you speak about, I think it's incredibly valuable for shareholders to see. So, you know, it's important, you know, people are, are looking out over a universe of, you know, hundreds and thousands of stocks out there. You guys do stand out as an incredibly cheap name. You know, I continue to be supportive of, of the overall business and you know, quarter over quarter, I don't think anybody really matters that's worth having in your stock. But for people that are in it for the long term, including yourselves and your employees, it's an incredibly valuable tool. And it's an incredible sign to the marketplace, the capital, you know, allocation and no one wants you to go over the edge on, on, on risk and that type of thing. That's, that's obviously in no one's best interest. I mean, they look good for a short period of time, but anyway, it's kind of the same, you know, question and, and comments that that we've had over the years. And I just again encourage you guys to look at it and, and, and show the market, you know that it's important to you guys too.”

Response from CEO Scott Quist:

“I thank you very much for your comments. We will take those under consideration. Thank you.”

Presenter: VP HR Heather Street

“As we’ve come to the end of our time, we’ll note the end of our Q&A.

Thank you again for your participation. We value the engagement and thoughtful input of our shareholders and analysts.”

8. Closing Remarks

Presenter: VP HR Heather Street

“For more information about the meeting, our latest financial reports, or any other investor materials, we invite you to visit the Investor Relations section of our website at www.securitynational.com.

We appreciate your continued support of Security National Financial Corporation. This concludes our third quarter 2026 earnings call. We look forward to speaking with you again soon.

Thank you and have a great day.”