

ASX ANNOUNCEMENT

12 October 2022

Trading Update – Q1 FY23

Propel Funeral Partners Limited (ASX: PFP) (**Propel or Company**) announces that its operating and financial performance for the three months ended 30 September 2022¹ was materially above the prior corresponding period (**PCP**), reflecting strong seasonal trading conditions and organic growth, combined with contributions from acquisitions.

In Q1 FY23¹, Propel:

- generated revenue of ~\$44 million, up ~33% on the PCP;
- achieved Operating EBITDA² of ~\$13 million, up ~40% on the PCP and reflecting a margin of ~30% (PCP: ~28%);
- maintained strong Cash Flow Conversion²;
- performed a record number of funerals in a quarter, up ~23% on the PCP, including material growth in comparable funeral volumes on the PCP; and
- experienced a higher mix of full service funerals compared to the lockdown impacted PCP and FY22, which contributed to Average Revenue Per Funeral² growth of:
 - ~9% on the PCP; and
 - ~6% on FY22.

The Company's Q1 FY23 trading:

- included full period contributions from six acquisitions completed during FY22; and
- did not include contributions from two new acquisitions announced³ in Q1 FY23, which are expected to complete during Q2 FY23.

Death volumes can fluctuate over short time horizons, so caution is required when extrapolating historical data to forecast potential future performance.

ENDS

About Propel:

Propel is listed on the Australian Securities Exchange and is the second largest private provider of death care services in Australia and New Zealand. Propel currently operates from 144 locations, including 32 cremation facilities and 9 cemeteries.

For further information, please contact:

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Authority to release:

This document has been authorised for release by the Company's board of directors.

Important notice:

This announcement may contain forward-looking statements, which include all matters that are not historical facts. Without limitation, indications of, and guidance on, future earnings and financial position and performance are examples of forward-looking statements. Forward-looking statements, including projections or guidance on future earnings and estimates, are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including Propel). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this announcement will actually occur. Actual results, performance or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based.

¹ Based on the Company's unaudited management accounts.

² Refer to definitions on page 32 of the Company's FY22 Full Year Results Investor Presentation dated 24 August 2022.

³ Refer to the Company's ASX announcements dated 2 August 2022 and 18 August 2022.