



Security National
Financial Corporation

18

2018
ANNUAL
REPORT

MORTGAGES
MORTUARIES & CEMETERIES
LIFE INSURANCE
REAL ESTATE



Who We Are...

The roots of our company were planted deep in 1965 with the founding of Security National Life Insurance Company. Starting with only \$543,000 in assets, in a small rented house in Salt Lake City, Utah, Security National has grown into a strong industry leader in several fields of service.

Over the past five decades we have grown consistently through new sales and investment opportunities, and through the acquisition of life insurance companies, funeral homes and cemeteries, as well as the formation and growth of our mortgage operations.

Profile

Our company operates three main business segments: life insurance, funeral service and mortgage loans. Our company is designed and structured so each segment relates to the others, and contributes to the profitability of the whole. For example, our cemetery and mortuary operations enjoy a high level of public awareness, assisting in the sales and marketing of our insurance and preneed cemetery and funeral products. Security National Life Insurance Company in turn invests its assets in high quality mortgage loans. Thus, while each segment is a stand-alone profit center, this horizontal integration is strategically planned to improve profitability. Additionally, our company actively pursues growth through acquisitions of life insurance companies and mortuaries, and through expanding our mortgage operations.



Scott M. Quist

Chairman of the Board
President
Chief Executive Officer

My Fellow Shareholders:

I am pleased to report to you on the affairs of our Company for the year ended December 31, 2018, and invite you to attend the annual Stockholders Meeting to be held June 28, 2019, in Salt Lake City, Utah.

We are particularly pleased with our financial performance in 2018. We accomplished earnings per share of \$1.25 which is a 52% improvement over 2017. Our after-tax earnings rose to \$21.7 million dollars, the highest in our company's 53-year history. Shareholders equity grew 15.6%. It is interesting to note that over the last 5 years, or since 2014, shareholders equity has grown 96% or an average of 14.38% per year on a compound interest basis. Of course, much of the improved financial performance for 2018 was due to the sale of our Dry Creek Apartment project, but then much of the "expense drag" of prior periods was also due to our Dry Creek Apartment project, with the observation being that perhaps financial performance is best measured over longer time periods.

As is becoming customary, there were numerous subplots to 2018's income. The interest rate backdrop remained challenging, rates rising enough to quell mortgage volumes industrywide, but not enough to increase substantially the return on our invested assets. Since year-end, interest rates have again fallen defying many economic prognostications. Our mortgage segment experienced a particularly challenging year with margins compressing faster than we could reduce costs, continuing the market conditions we saw toward the end of 2017. We are

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just now beginning to see market conditions change to a more favorable tone, but the environment remains difficult. On the brighter side, our Life and Memorial segments both achieved good revenue growth and excellent profitability growth.

Regardless of the sources of income, 2018 was the best income year ever in the company's history. We enter 2019 with considerable optimism. I thank you for your continued support and hope to see you at our Annual Meeting on June 28, 2019.

Very truly yours,

A handwritten signature in black ink, appearing to read "Scott M. Quist". The signature is fluid and cursive, written over a white background.

Scott M. Quist
Chairman, President and Chief Executive Officer

SNFC Board of Directors and Officers



Scott M. Quist

Chairman of the Board
President
Chief Executive Officer
Director
Executive Committee



H. Craig Moody

President, Moody & Associates
Director
Executive Committee
Audit Committee
Compensation Committee
Nominating and Corporate
Governance Committee



Norman G. Wilbur

Former Manager of Planning
and Reporting, J.C. Penney Co., Inc.
Director
Audit Committee
Compensation Committee
Nominating and Corporate
Governance Committee



Robert G. Hunter M.D.

Past Medical Staff President
Department Head-Otolaryngology,
Head and Neck Surgery
Intermountain Medical Center
Director
Compensation Committee
Nominating and Corporate
Governance Committee



Gilbert A. Fuller

Former Executive Vice President,
Chief Financial Officer and Secretary,
USANA Health Sciences, Inc.
Director
Executive Committee
Audit Committee
Compensation Committee
Nominating and Corporate
Governance Committee



John L. Cook

Co-Owner & Operator
Cook Brothers Painting, Inc.
Director
Audit Committee
Compensation Committee
Nominating and Corporate
Governance Committee



S. Andrew Quist

Vice President
General Counsel
Director
Executive Committee



Jason G. Overbaugh

Vice President
National Marketing
Director of Life Insurance
Director



Jeffrey R. Stephens

Secretary
Senior General Counsel



Garrett S. Sill

Chief Financial Officer
Treasurer



Christie Q. Overbaugh

Senior Vice President of Life
Insurance Internal Operations



Adam G. Quist

Vice President Memorial Services
Assistant Secretary
General Counsel



Diana C. Olson

Vice President
Finance



Stephen C. Johnson

Vice President
Mortgage Operations



Thayne D. Atkinson

Vice President
Chief Information Officer



John W. VanValkenburg

Vice President
Actuarial Services



Matthew G. Bagley

General Counsel



Randall A. Mackey

Partner
Mackey Price Law



1965

- 1965 - The founding of Security National Life Insurance Company
- 1966 - The acquisition of Grand Canyon Life
- 1967 - The acquisition of Bankers Trust Life
- 1969 - The acquisition of American Alliance Life

1970

- 1970 - The acquisition of Charter Oak Life & Washington Life Assurance
- 1972 - The acquisition of Columbia Life
- 1973 - The acquisition of National Capital Life and Memorial Estates Companies
- 1979 - The organization of Security National Financial Corporation

1980

- 1981 - The acquisition of American Home Security Life
- 1984 - The acquisition of Western Investors policy block
- 1985 - The acquisition of Del Pueblo Life policy block and Cibola Life policy block
- 1986 - The acquisition of Investors Equity Life
- 1987 - IPO of Security National Financial Corporation and the acquisition of Southwest American policy block
- 1989 - The acquisition of Paradise Chapel Funeral Home

1990

- 1991 - The sale of Investors Equity Life and the acquisition of Deseret Memorial Group
- 1993 - The formation of SecurityNational Mortgage Company
- 1994 - The acquisition of Camelback Sunset Funeral Home and Capital Investors Life

- 1995 - The acquisition of Greer Wilson Funeral Home, Tolleson Funeral Home and Civil Service Employees Life
- 1996 - The dedication of Singing Hills Memorial Park
- 1997 - The acquisition of Crystal Rose Funeral Home and the formation of Adobe Funeral Home
- 1998 - The acquisition of Southern Security Life (FL)
- 1999 - The acquisition of Menlo Life policy block

2000

- 2000 - The organization of Southern Security Mortgage Company
- 2002 - The acquisition of Gulf National Life policy block and Acadian Life policy block
- 2004 - The acquisition of Paramount Security Life
- 2005 - The acquisition of Memorial Insurance Company of America
- 2007 - The acquisition of C&J Financial and Capital Reserve Life Insurance Company
- 2008 - The acquisition of Southern Security Life policy block (MS)

2010

- 2011 - The acquisition of North America Life policy block
- 2012 - The acquisition of Trans-Western Life
- 2012 - The formation of EverLEND Mortgage Company
- 2014 - The acquisition of American Funeral Financial
- 2016 - The acquisition of First Guaranty Insurance Company
- 2018 - The acquisition of Beta Capital Corporation
- 2019 - The acquisition of Probst Family Funeral Homes



Security National *Life Insurance Company*

We specialize in affordable and convenient products that “make sense” for you and your family. Let SNL show you a better way.

The unavoidable reality is that life ends. It is an event that none of us can avoid. We can either prepare for the unavoidable, or we leave that responsibility for others. There really is no middle ground. Those who care, prepare.

When the end of life occurs, those you leave behind (spouse, children, family, friends, loved ones) are left to deal with their feelings of loss without your help. Funerals and memorial services can seem like extravagant ceremonies with little benefit. In truth though, they are important for those left behind because they give a chance for closure, a chance to start the grieving

process, and a way to find understanding and meaning in an unavoidable and often untimely event.

What is Preneed?

A celebration of life. A tribute to family. A treasured memory for loved ones. Your funeral is an expression of your life and a gift to the friends and family you leave behind. By pre-funding this tribute with life insurance from Security National Life you are assured your wishes will be honored. Preneed is the pre-planning and funding of a funeral before one needs to do so at the time of a death.

“
**Your funeral is an
expression of your life**
”

What is Final Expense?

It is an act of caring, and of preparation; ultimately it is an expression of compassion and responsibility for those you leave behind. New responsibilities arise when a life ends. Final Expense insurance provides an affordable and convenient solution for those responsibilities. The passing of a loved one can be a traumatic event for those left behind, Final Expense insurance provides an affordable and convenient way to manage the financial aspects of the end of life. Even if you have fully prepared, Final Expense Insurance can provide the safety net to take care of those unanticipated items that will allow you to tell your loved ones “It is all taken care of.”

What is Home Service?

Home Service is a family-oriented organization that cares for and is committed to serving our clients with integrity and respect. We offer a combination of sales and on-going service within the home, including insurance review and premium collections, to provide peace of mind to individuals and families through an affordable funeral plan. The Home Service Division partners with almost 1,000 agents and funeral homes—together serving over 320,000 policy holders. With coverage amounts starting at \$1,000 in most states and going up to \$50,000, our plans assure that our customers will have the dignity to bury their loved ones without worrying about the costs.

LIFE AGENTS

5,655

FAMILIES SERVED

38,722



Guy Winstead

Vice President of Sales
Preneed and Final Expense Divisions



Jason Richardson

Vice President of Sales
Home Service Division



Jason Overbaugh

Vice President
National Sales Director

TURNING HOUSES INTO HOMES™



\$2.2 Billion Loan Volume



10,417 Loan Units



512 Loan Officers



79 National Branch Offices



SNMC.COM



**Security
National**
MORTGAGE

LEADERSHIP TEAM



Scott Quist
Chief Executive Officer



Steve Johnson
President



J. Paul Christensen
Sr. Vice President,
National Sales Director



Jacob Banks
Chief Financial Officer



Michael Shehan
Chief Marketing Officer



Eric Bergstrom
Chief Strategy Officer



Mike Brumble
Chief Compliance Officer



Michael Muirbrook
Vice President,
Servicing & Audits



Dave Bennett
Vice President,
Market Execution



Karie Wakefield
Vice President,
Fulfillment

REGIONAL MANAGERS



Dan Munford
Executive Regional Manager,
Region 1



David Christensen
Executive Regional Manager,
Region 2



Sean Christensen
Executive Regional Manager,
Region 2



Troy Mannella
Executive Regional Manager,
Region 3



Joel Harward
Executive Regional Manager,
Region 4



Lisa Newman
Executive Regional Manager,
Region 5



Nathaniel Bittman
Executive Regional Manager,
Region 5



Turning Houses into Homes™



MEMORIAL

MORTUARIES & CEMETERIES

Memorial provides excellent customer service, peace of mind, and personalized funeral and cemetery services to families in Utah and San Diego.

Memorial Mortuaries & Cemeteries is Utah's pre-eminent funeral and cemetery service provider. Memorial operates 10 funeral homes and 5 cemeteries in Utah along with one cemetery in San Diego, California. Additionally, Memorial operates Affordable Funerals & Cremations, which has two locations in Utah.

Our Mission

Memorial's mission is to provide customers with peace of mind and comfort while planning for and while experiencing end of life events. This is accomplished through Memorial's internal commitment to treat each family we serve as if they were one of their own and holding each other accountable as the best funeral and cemetery professionals. Memorial excels at providing unique and special experiences for each of the families they serve and at providing families the tools and

resources to help personalize their funeral and/or cemetery service.

Memorial's goal is growth. Growth will allow the company to continue providing excellent services to families in Utah, California and beyond. Growth also provides increased opportunities and improved livelihood for Memorial's employees.

With growth in mind, Memorial opened a new location in St. George, Utah under its "Affordable Funerals & Cremations" brand in 2017. Affordable now operates two locations, one in Salt Lake City and the second in St. George. Memorial also acquired Probst Family Funerals in 2019.

Over the past several years, Memorial has realized double digit net income growth, averaging over 25% operational income growth each year since 2014.



Jordan Buckner

Vice President of Marketing
and Funeral Home Operations



Josh Atkinson

General Sales Director
Utah Cemeteries



Scott Prine

Manager
Singing Hills Memorial Park



Here for you each step of the way...

WINNER
BEST OF STATE



UTAH 2018
& 2019

Winner: Best of State Two Years in a Row

Memorial Mortuaries and Cemeteries was recently awarded Best of State for Funeral Services for the second year in a row. Affordable Funerals and Cremations was also awarded Best of State for Budget Funerals for the second year in a row. Criteria for the awards are based on overall excellence, superiority and quality of a nominee's products, services or performance, differentiating themselves from their competitors and improving the quality of life for their neighbors.

The Best of State Awards were created to recognize outstanding individuals, organizations, and businesses in Utah. By recognizing excellence in the community and sharing examples of success for many worthy endeavors the awards motivate and reward those who have strived for excellence in their respective fields.

Acquisition of Probst Family Funerals & Cremations

Memorial recently acquired Probst Family Funerals & Cremations, a Utah based funeral services provider with two locations in Heber Valley, a community 45 minutes southeast of Salt Lake City. Probst Family Funerals was established in 2013, and began its operations in Midway, Utah. In 2016, the owners also acquired Olpin Hoopes Funeral Home located in Heber City, Utah, which it operated under the name of Heber Valley Funeral Home. These businesses have grown to serve hundreds of families each year in the Heber Valley area. With this acquisition, Memorial Mortuaries and Cemeteries is now one of Utah's largest funeral providers, with ten funeral homes and five cemeteries located throughout the state.



Security National REAL ESTATE

Security National Real Estate manages both commercial and residential properties through wise investment strategies.



Brandon Federico

Manager of Corporate
Real Estate

Security National Real Estate offers property management and leasing services. Each of our commercial properties is a fine example of the wise investment strategy of our management team. The team consists of an eight member staff handling sales, maintenance, and remodeling to suit the needs of new and existing tenants. Our rental properties consist of approximately 80 residential and 60 commercial leases. All properties have the potential for development or raw land with plans for future improvements.

Each of our commercial properties is a fine example of the wise investment strategy...



Center 53 Campus

Security National Real Estate is developing and leasing approximately 1,000,000 square feet of commercial real estate at the center of the Wasatch Front. The project, Center 53, encompasses over 20 acres in the central valley of Salt Lake City which is only 30 minutes from anywhere along the Wasatch Front. Current full floor tenants include: R.I, Finicity, and SoFi.

Each of the buildings in the campus will have the following features:

- Large floor plates with great views of the Salt Lake Valley
- Exterior features include natural stone, glass curtain walls and terraneo finish
- Large modern lobby with wood walls and large format tile feature walls
- Fitness center with cardio and weight stations
- Structured parking
- Easy access to freeway
- Centrally located in Salt Lake Valley



Cabela's

- Purchased in 2018
- 70,000 sf of retail
- Located in Farmington, Utah at Station Park
- 25 year lease with Cabela's



Wasatch 16

- 78,000 sf class A building located in Draper, Utah
- Key tenants include T-Mobile, Credit Corp Services, Journey Team – Microsoft Partner.



Our passion is commercial real estate finance. We are your commercial loan source.

Security National Commercial Capital is located at our corporate headquarters in Salt Lake City, Utah. SNCC interim/bridge loans are used to enhance the mortgage banker's traditional long-term lender relationships with a faster closing, flexible, interim loan product intended to provide a bridge until a property stabilizes and conventional long-term financing can be obtained. SNCC loans are designed to facilitate the purchase, refinance, leveraging or ownership change of good quality, performing commercial real estate. We lend on investor or owner/occupied real estate, including single or multi-tenant office, retail, office, warehouse, and multifamily properties. SNCC also provides constructing lending that compliments Security National Mortgage on approved new residential construction in the State of Utah and other selected states, and on select Commercial construction projects throughout the United States.

Our loans are generated using relationships with mortgage bankers, other life insurance companies, commercial banks, website requests, referrals from past

Our loans are generated using relationships...

business relationships, commercial lending institutions, Real Estate professionals, Wall Street investors, and through publication advertising. Our target loan size is between \$1,000,000 and \$4,500,000, with a maximum term of 3 years (12-month term preferred).

Our target loan size is between \$1,000,000 and \$4,500,000...

We distinguish ourselves in the marketplace through providing short term loans, and typically can close within 30 days. We also provide interim bridge financing for SBA-504 loans waiting for debenture funding.

We offer flexible fast funding commercial real estate loans, and respect our fiduciary responsibility to Security National Life's insureds by providing secure, higher yield of investments. We provide competitive products and service to borrowers and the desired return to our shareholders.

To learn more, visit www.sncloans.com for a presentation of products offered.



Steve Peterson

Commercial Lending Manager



Henry Kesler

Vice President



Tom Coleman

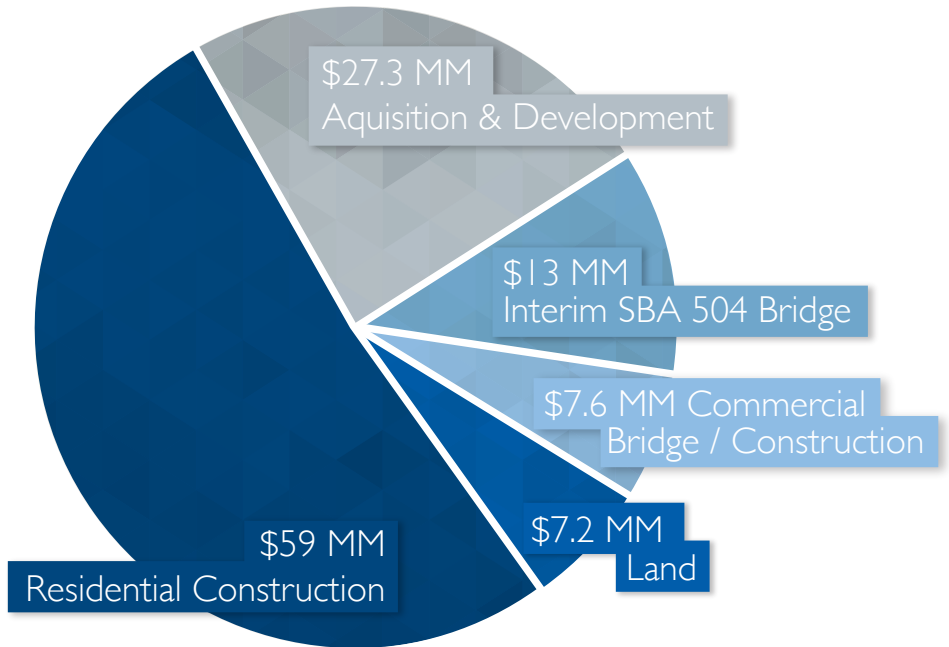
SBA Manager



Jerred Nelson

Construction Loan Manager

**In 2018 SNCC Funded 166 Loans
Totaling \$114 Million**



2018 Fundings

One of many properties funded:





We have a robust portfolio of loan products to serve our clients. Our professional loan specialists match your needs by filtering over 250 different products, to find the one that will best meet your needs. Every home. Every loan.

We are a locally focused mortgage lender that values client satisfaction and long-term relationships over production volumes and becoming the largest lender in the area. We like to think that we are the right size for great personal service.

Our Foundation

Our parent company was founded in 1965, so we have the strength and business experience to ensure a stable offering for our clients. Our team is comprised of seasoned veterans with an impressive depth of knowledge to help you select and secure the best possible mortgage loan product to meet our client's goals.

***Mortgage lender that values
client satisfaction and long-term
relationships...***

Passion is what drives our company to stand out amongst the sea of lenders. We are a team of unique individuals that give our best efforts to over-deliver for our clients and maintain a fun, rewarding work environment. Finding solutions that are the right fit for our clients, no matter how complex, gets us up in the morning.

Every Home. Every Loan.



Long-Term Relationships

We recognize how important it is to create a low-stress and empowering process so that you remain in communication with your loan team, and they help you become a better-educated client along the way. Our professional loan officers keep you updated throughout the loan process. We want to be your lender for life!



Mark McDonald

Chief Executive Officer



Chris Sleater

Operations Manager



Jack Helgesen

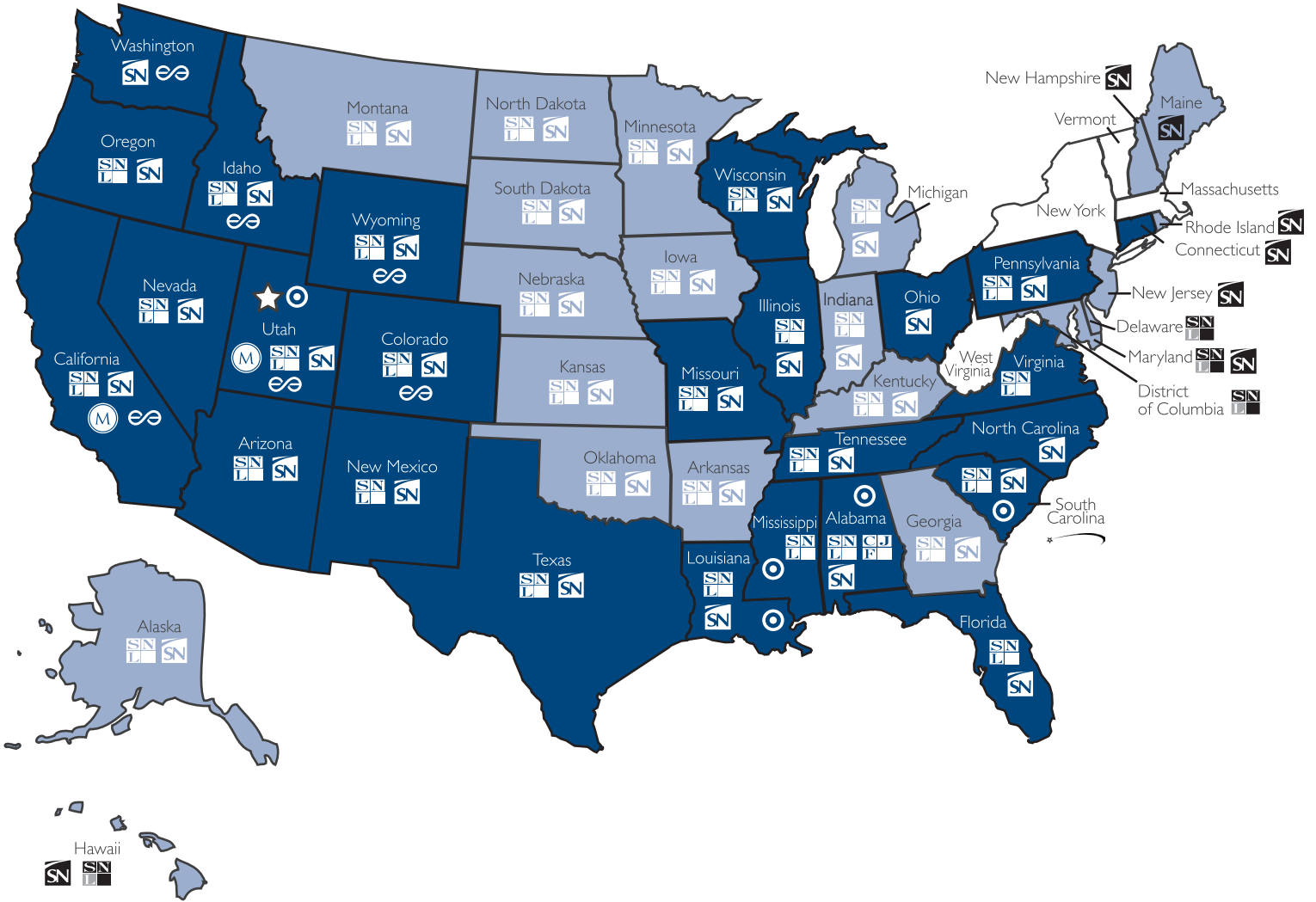
Support Services Manager



Tracy Anderson

Senior Graphic Designer

Where We Are



Legend

- Sales Office
- License Held
- No License Held
- Corporate Headquarters
- Operations
- Security National Life
- Memorial Mortuaries & Cemeteries
- Security National Mortgage
- C&J Financial, LLC Office
- American Funeral Financial Office
- EverLEND Mortgage



SNFC Corporate Offices

Security National Financial Corporation
5300 South 360 West, Suite 250
Salt Lake City, UT 84123

P.O. Box 57250
Salt Lake City, UT 84157-0250
Telephone: (801) 264-1060
Toll Free: (800) 574-7117
Fax: (801) 265-9882

Form 10-K Offer

If you are a holder or beneficial owner of the company's stock, the company will send you, upon request and at no charge, a copy of the company's Annual Report on Form 10-K filed with the Securities & Exchange Commission for the year 2018 (including a list of exhibits). All requests must be made in writing to the Corporate Secretary.

Security National Financial Corporation
P.O. Box 57250
Salt Lake City, Utah 84157-0250

Stock Transfer Agents

Zions First National Bank
P.O. Box 30880
Salt Lake City, UT 84130

Former Holders of Preferred Stock and/or Promissory Notes

Security National Financial Corporation
Attn: Stock Department
P.O. Box 57250
Salt Lake City, UT 84157-0250

Certified Public Accountants

Deloitte & Touche LLP
Salt Lake City, Utah

Outside Legal Counsel

Mackey Price Law
Salt Lake City, Utah

Company E-mail Address:
contact@securitynational.com

Company Internet Address:
www.securitynational.com

Life Insurance Offices

Security National Life Insurance Company
5300 S. 360 W. Suite 200
Salt Lake City, UT 84123
Telephone: (800) 574-7117

Security National Life Insurance Company
Home Service Division
1044-B River Oaks Drive
Flowood, MS 39232
Telephone: (800) 826-6803

Security National Life Insurance Company
Preneed Sales Division
1 Sanctuary Blvd Suite 302
Mandeville, LA 70471
Telephone: (800) 574-7117

Fast Funding Offices

C&J Financial, LLC
497-A Sutton Bridge Road
Rainbow City, AL 35906
Telephone: (800) 785-0003

American Funeral Financial
3515 Pelham Road Suite 200
Greenville, SC 29615
Telephone: (877) 213-4233

Mortuaries & Cemeteries

Memorial Group Operations
5300 S. 360 W. #350
Salt Lake City, UT 84123
Telephone: (801) 268-8771

Memorial Holladay-Cottonwood Mortuary
4670 S. Highland Drive
Salt Lake City, UT 84117
Telephone: (801) 278-2801

Memorial Lake Hills Mortuary & Cemetery
10055 S. State Street
Sandy, UT 84070
Telephone: (801) 566-1249

Memorial Lake View Mortuary & Cemetery
1640 E. Lakeview Drive
Bountiful, UT 84010
Telephone: (801) 298-1564

Memorial Murray Mortuary
5850 S. 900 E.
Murray, UT 84121
Telephone: (801) 262-4631

Memorial Mountain View Mortuary & Cemetery
3115 E. 7800 S.
Cottonwood Heights, UT 84121
Telephone: (801) 943-0831

Memorial Redwood Mortuary & Cemetery
6500 S. Redwood Road
West Jordan, UT 84123
Telephone: (801) 969-3456

Memorial Holladay Cemetery
4900 S. Memory Lane
Holladay, UT 84117
Telephone: (801) 278-2803

Singing Hills Memorial Park
2800 Dehesa Road
El Cajon, CA 92019
Telephone: (619) 444-3000

Affordable Funerals & Cremations
5239 Greenpine Drive
Murray, UT 84123
Telephone: (801) 287-8233

Affordable Funerals & Cremations
St. George Location
157 E. Riverside Drive #3A
St. George, UT 84790
Telephone: (435) 680-7035

Heber Valley Funeral Home
288 N. Main Street
Heber City, UT 84032
Telephone: (435) 654-5458

Probst Family Funeral Home
79 E. Main Street
Midway, UT 84049
Telephone: (435) 654-5959

EverLEND Mortgage Offices

EverLEND—Operations
1111 Brickyard Road #107
Salt Lake City, UT 84106
Telephone: (801) 713-4800

UTAH

Layton
1133 North Main Street #150
Layton, UT 84041
Telephone: (801) 926-9925

Pleasant Grove
590 West State Street
Pleasant Grove, UT 84062
Telephone: (801) 910-0982

Salt Lake City
1751 West Alexander Street #10
Salt Lake City, UT 84119
Telephone: (801) 910-6727

SNMC Mortgage Offices

Security National Mortgage
Company—Operations
5300 S. 360 W. Suite 150
Salt Lake City, UT 84123
Telephone: (801) 264-8111

SNMC Sales Offices

ARIZONA

Mesa
1819 S. Dobson, Suite 203
Mesa, AZ 85202
Telephone: (602) 732-3993

1930 South Alma School Road
Suite B-201
Mesa, AZ 85210
Telephone: (844) 820-8699

Phoenix

5100 North 99th Ave. Unit 101
Phoenix, AZ 85037
Telephone: (602) 273-9610

Where We Are



Scottsdale

16427 N. Scottsdale Road #440
Scottsdale, AZ 85254
Telephone: (480) 237-4670

17015 N. Scottsdale Road #125
Scottsdale, AZ 85255
Telephone: (480) 426-0400

8600 E Anderson Drive #240
Scottsdale, AZ 85255
Telephone: (480) 424-2780

CALIFORNIA

Newport Beach
4 Upper Newport Plaza Ste 103
Newport Beach, CA 92660
Telephone: (949) 554-3023

West Covina
1050 W. Lakes Drive #225 & 250
West Covina, CA 91790
Telephone: (626) 508-3004

COLORADO

Greenwood Village
8480 E. Orchard Road #4200
Greenwood Village, CO 80111
Telephone: (720) 214-5691

FLORIDA

Ft. Myers
8191 College Parkway Suite 302
Ft. Myers, FL 33919
Telephone: (888) 550-9221

Lakeland
4732 US Hwy 98 N
Lakeland, FL 33809
Telephone: (863) 858-6700

Lake Mary
1145 Townpark Avenue #2215
Lake Mary, FL 32746
Telephone: (407) 302-8384

1145 Townpark Avenue, Suite 2255
Lake Mary, FL 32746
Telephone: (407) 302-8384

Oldsmar
3689 Tampa Road #324
Oldsmar, FL 34677
Telephone: (727) 724-5438

Seminole
8265 113th St.
Seminole, FL 33772
Telephone: (727) 498-3570

HAWAII

Kapolei
1001 Kamokila Boulevard, Suite 142
Kapolei, HI 96707
Telephone: (808) 543-1105

Lihue

4370 Kukui Grove Street
Suite #201
Lihue, HI 96766
Telephone: (808) 823-8050

IDAHO

McCall
116 N. 3rd Street #12
McCall, ID 83638
Telephone: (208) 634-2767

ILLINOIS

Forest Park
7227 W. Madison Street
Forest Park, IL 60130
Telephone: (708) 366-8466

MISSOURI

Branson
4987 Fall Creek Rd #1
Branson, MO 65616
Telephone: (417) 616-3341

NEVADA

Henderson
2370 Corporate Circle #200
Henderson, NV 89074
Telephone: (702) 487-5626

Las Vegas
1980 Festival Plaza Drive, Suite 850
Las Vegas, NV 89135
Telephone: (702) 562-8733

OHIO

Columbus
8720 Orion Place Suite 160
Columbus, OH 43240
Telephone: (614) 441-9978

OREGON

Clackamas
10365 SE Sunnyside Road #310
Clackamas, OR 97015
Telephone: (971) 544-7192

Portland
10610 SE Washington, Suite C
Portland, OR 97216
Telephone: (503) 251-5482

3311 NE MLK Jr Blvd #203
Portland, OR 97212
Telephone: (503) 308-6127

3535 No. Vancouver Ave
Portland, OR 97227
Telephone: (855) 352-3744

Tillamook

709 Pacific Ave.
Tillamook, OR 97141
Telephone: (855) 352-3744

TENNESSEE

Franklin
6640 Carothers Parkway #150
Franklin, TN 37067
Telephone: (615) 721-2934

Johnson City
208 Sunset Drive, Suite 403 & 404
Johnson City, TN 37604
Telephone: (423) 491-7140

Memphis
6263 Poplar Ave. #900
Memphis, TN 38119
Telephone: (407) 302-8384

Murfreesboro
2159 N. Thompson Lane Suite A-7
Murfreesboro, TN 37129
Telephone: (855) 203-1300

TEXAS

Austin
9737 Great Hills Trail #200 & 220
Austin, TX 78759
Telephone: (512) 795-5596

Brownsville
1213 E. Alton Gloor Blvd Suite H & I
Brownsville, TX 78526
Telephone: (956) 554-0792

Dallas
12222 Merit Drive #220
Dallas, TX 75251
Telephone: (469) 374-9700

7920 Beltline Road #710
Dallas, TX 75254
Telephone: (214) 730-0021

Eagle Pass
240 N. Adams St, Suite 4 & 5
Eagle Pass, TX 78852
Telephone: (830) 776-4323

El Paso
1626 Lee Trevino, Suite A
El Paso, TX 79936
Telephone: (915) 307-7212

Fort Worth
5020 Collinwood Ave. Suite 100
Fort Worth, TX 76107
Telephone: (817) 945-2551

Fulshear
11525 S Fry Road, Suite 106
Fulshear, TX 77441
Telephone: (281) 558-0004



Houston
11550 Fuqua, Suite 200
Houston, TX 77034
Telephone: (346) 203-9981

17347 Village Green Drive #102A
Houston, TX 77040
Telephone: (832) 615-5400

Hurst
1848 Norwood Plaza #213
Hurst, TX 76054
Telephone: (214) 444-9250

Katy
24668 Kingsland Blvd
Katy, TX 77494
Telephone: (832) 786-6699

2877 Commercial Center Blvd
Katy, TX 77494
Telephone: (281) 558-0004

Laredo
2408 Jacaman Rd. Suite F
Laredo, TX 78041
Telephone: (956) 284-0888

League City
3027 Marina Bay Dr. #200
League City, TX 77573
Telephone: (281) 549-7194

Round Rock
1 Chisholm Trail Road #210
Round Rock, TX 78681
Telephone: (512) 244-1124

3000 Joe Dimaggio Blvd
Bldg. 12, Ste 42
Round Rock, TX 78665
Telephone: (512) 420-5970

San Antonio
2526 North Loop 1604 West #210
San Antonio, TX 78248
Telephone: (210) 998-2778

Weatherford
602 S. Main Street #200
Weatherford, TX 76086
Telephone: (855) 203-1300

UTAH
6965 S. Union Park Center
Suite 300
Cottonwood Heights, UT 84047
Telephone: (801) 838-9808

6965 Union Park Center #470
Cottonwood Heights, UT 84047
Telephone: (801) 545-7270

6975 Union Park Avenue
Suite #420
Cottonwood Heights, UT 84047
Telephone: (801) 508-6300

Draper
121 W. Election Road Suite 100
Draper, UT 84020
Telephone: (801) 988-4640

Ephraim
497 S. Main
Ephraim, UT 84627
Telephone: (435) 283-3000

Lehi
3130 West Maple Loop
Suite GL-50 A
Lehi, UT 84043
Telephone: (385) 484-7200

Midway
695 East Main Street, Suite E-5
Midway, UT 84049
Telephone: (435) 200-9412

Orem
1145 South 800 East, Suite 201
Orem, UT 84097
Telephone: (801) 724-6425

Sandy
75 West Towne Ridge Parkway
Ste 100
Sandy, UT 84070
Telephone: (801) 262-6033

126 West Segoe Lily Drive #260
Sandy, UT 84070
Telephone: (801) 571-1313

Taylorsville
5965 South Redwood Rd
Taylorsville, UT 84123
Telephone: (385) 474-6293

6575 S. Redwood Rd #225
Taylorsville, UT 84123
Telephone: (801) 727-7600

Tooele
118 East Vine Street
Tooele, UT 84074
Telephone: (435) 843-5340

WASHINGTON
Seattle
4530 Union Bay Plaza NE, Suite 209
Seattle, WA 98105
Telephone: (206) 535-8982

Vancouver
15640 NE Fourth Plain Blvd #221
Vancouver, WA 98682
Telephone: (360) 869-7265

WISCONSIN
Kenosha
5002 7th Ave #100
Kenosha, WI 53140
Telephone: (262) 997-9444

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Security National Financial Corporation:

Opinion on the Financial Statements

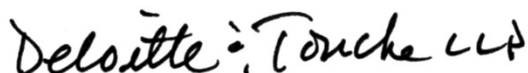
We have audited the accompanying consolidated balance sheets of Security National Financial Corporation and subsidiaries (the "Company") as of December 31, 2018 and 2017, the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for the years then ended, and the related notes and the schedules listed in the Index at Item 15 (collectively referred to as the "financial statements"). In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as of December 31, 2018 and 2017, and the results of its operations and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the Public Company Accounting Oversight Board (United States) (PCAOB) and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. As part of our audits, we are required to obtain an understanding of internal control over financial reporting but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion.

Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.



Salt Lake City, UT
March 29, 2019

We have served as the Company's auditor since 2017.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS

Assets	December 31	
	2018	2017
Investments:		
Fixed maturity securities, held to maturity, at amortized cost	\$ 232,078,723	\$ 228,397,623
Equity securities, available for sale, at estimated fair value	5,558,611	6,037,855
Mortgage loans held for investment (net of allowances for loan losses of \$1,347,972 and \$1,768,796 for 2018 and 2017)	186,465,069	204,210,885
Real estate held for investment (net of accumulated depreciation of \$16,739,578 and \$18,788,869 for 2018 and 2017)	121,558,222	141,298,706
Other investments and policy loans (net of allowances for doubtful accounts of \$1,092,528 and \$846,641 for 2018 and 2017)	46,617,655	45,895,472
Accrued investment income	3,566,146	3,644,077
Total investments	595,844,426	629,484,618
Cash and cash equivalents	142,199,942	45,315,661
Loans held for sale at estimated fair value	136,210,853	133,414,188
Receivables (net of allowances for doubtful accounts of \$1,519,842 and \$1,544,518 for 2018 and 2017)	8,935,343	10,443,869
Restricted assets (including \$744,673 for 2018 and \$809,958 for 2017 at estimated fair value)	10,981,562	11,830,621
Cemetery perpetual care trust investments (including \$483,353 for 2018 and \$682,315 for 2017 at estimated fair value)	4,335,869	4,623,563
Receivable from reinsurers	10,820,102	13,394,603
Cemetery land and improvements	9,878,427	9,942,933
Deferred policy and pre-need contract acquisition costs	89,362,096	80,625,304
Mortgage servicing rights, net	20,016,822	21,376,937
Property and equipment, net	7,010,778	8,069,380
Value of business acquired	5,765,190	6,588,759
Goodwill	2,765,570	2,765,570
Other	6,684,143	4,297,048
Total Assets	\$1,050,811,123	\$ 982,173,054

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS (Continued)

	December 31	
	2018	2017
Liabilities and Stockholders' Equity		
Liabilities		
Future policy benefits and unpaid claims	\$ 620,399,714	\$ 604,746,951
Unearned premium reserve	3,920,473	4,222,410
Bank and other loans payable	187,521,188	157,450,925
Deferred pre-need cemetery and mortuary contract revenues	12,508,625	12,873,068
Cemetery perpetual care obligation	3,821,979	3,710,740
Accounts payable	2,883,349	3,613,100
Other liabilities and accrued expenses	31,821,624	29,655,087
Income taxes	16,122,998	17,332,783
Total liabilities	<u>878,999,950</u>	<u>833,605,064</u>
Stockholders' Equity		
Preferred Stock:		
Preferred stock - non-voting-\$1.00 par value; 5,000,000 shares authorized; none issued or outstanding	-	-
Common Stock:		
Class A: common stock - \$2.00 par value; 20,000,000 shares authorized; issued 15,304,798 shares in 2018 and 14,535,577 shares in 2017	30,609,596	29,071,154
Class B: non-voting common stock - \$1.00 par value; 5,000,000 shares authorized; none issued or outstanding	-	-
Class C: convertible common stock - \$2.00 par value; 3,000,000 shares authorized; issued 2,193,643 shares in 2018 and 2,089,374 shares in 2017	4,387,286	4,178,748
Additional paid-in capital	41,821,778	38,125,042
Accumulated other comprehensive income, net of taxes	(2,823)	603,170
Retained earnings	95,201,732	77,520,951
Treasury stock, at cost - 302,541 Class A shares and -0- Class C shares in 2018; 537,203 Class A shares and -0- Class C shares in 2017	<u>(206,396)</u>	<u>(931,075)</u>
Total stockholders' equity	<u>171,811,173</u>	<u>148,567,990</u>
Total Liabilities and Stockholders' Equity	<u>\$ 1,050,811,123</u>	<u>\$ 982,173,054</u>

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF EARNINGS

	Years Ended December 31	
	2018	2017
Revenues:		
Insurance premiums and other considerations	\$ 75,928,910	\$ 70,412,476
Net investment income	39,913,267	35,062,968
Net mortuary and cemetery sales	13,726,518	12,657,117
Gains (losses) on investments and other assets	23,941,179	(2,948,482)
Other than temporary impairments on investments	-	(774,339)
Mortgage fee income	116,185,853	153,797,171
Other	9,923,000	8,719,179
Total revenues	<u>279,618,727</u>	<u>276,926,090</u>
Benefits and expenses:		
Death benefits	36,298,789	33,256,001
Surrenders and other policy benefits	2,886,298	2,839,017
Increase in future policy benefits	24,332,088	23,622,750
Amortization of deferred policy and pre-need acquisition costs and value of business acquired	11,631,346	8,480,250
Selling, general and administrative expenses:		
Commissions	50,291,352	68,103,017
Personnel	67,368,952	70,328,830
Advertising	4,602,591	5,754,740
Rent and rent related	7,605,375	8,710,694
Depreciation on property and equipment	1,867,001	2,220,693
Costs related to funding mortgage loans	6,423,944	8,663,223
Other	31,014,999	29,431,599
Interest expense	6,956,707	6,037,332
Cost of goods and services sold – mortuaries and cemeteries	2,158,895	1,945,832
Total benefits and expenses	<u>253,438,337</u>	<u>269,393,978</u>
Earnings before income taxes	26,180,390	7,532,112
Income tax benefit (expense)	(4,494,311)	6,580,822
Net earnings	<u>\$ 21,686,079</u>	<u>\$ 14,112,934</u>
Net earnings per Class A equivalent common share (1)	<u>\$1.27</u>	<u>\$0.84</u>
Net earnings per Class A equivalent common share - assuming dilution (1)	<u>\$1.25</u>	<u>\$0.82</u>
Weighted average Class A equivalent common shares outstanding (1)	17,105,308	16,794,146
Weighted average Class A equivalent common shares outstanding-assuming dilution (1)	17,315,406	17,123,427

(1) Earnings per share amounts have been adjusted retroactively for the effect of annual stock dividends. The weighted-average shares outstanding includes the weighted-average Class A common shares and the weighted-average Class C common shares determined on an equivalent Class A common stock basis. Net earnings per common share represent net earnings per equivalent Class A common share.

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Years Ended December 31	
	2018	2017
Net earnings	<u>\$ 21,686,079</u>	<u>\$ 14,112,934</u>
Other comprehensive income:		
Unrealized gains on equity securities	-	511,974
Unrealized gains on derivative instruments	-	3,308
Foreign currency translation adjustments	(3,761)	-
Other comprehensive income, before income tax	<u>(3,761)</u>	<u>515,282</u>
Income tax benefit (expense)	938	(176,934)
Other comprehensive income (loss), net of income tax	<u>(2,823)</u>	<u>338,348</u>
Comprehensive income	<u><u>\$ 21,683,256</u></u>	<u><u>\$ 14,451,282</u></u>

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

	Class A Common Stock	Class C Common Stock	Additional Paid-in Capital	Accumulated Other Comprehensive Income (Loss)	Retained Earnings	Treasury Stock	Total
Balance at December 31, 2016	27,638,012	3,804,458	34,813,246	264,822	67,409,204	(1,370,611)	132,559,131
Net earnings	-	-	-	-	14,112,934	-	14,112,934
Other comprehensive income	-	-	-	338,348	-	-	338,348
Stock based compensation expense	-	-	395,603	-	-	-	395,603
Exercise of stock options	16,366	206,804	(213,323)	-	-	-	9,847
Sale of treasury stock	-	-	712,591	-	-	822,270	1,534,861
Purchase of treasury stock	-	-	-	-	-	(382,734)	(382,734)
Stock dividends	1,385,270	198,992	2,416,925	-	(4,001,187)	-	-
Conversion Class C to Class A	31,506	(31,506)	-	-	-	-	-
Balance at December 31, 2017	29,071,154	4,178,748	38,125,042	603,170	77,520,951	(931,075)	148,567,990
Cumulative effect adjustment upon adoption of new accounting standard (ASU 2016-01)	-	-	-	(603,170)	603,170	-	-
Net earnings	-	-	-	-	21,686,079	-	21,686,079
Other comprehensive income	-	-	-	(2,823)	-	-	(2,823)
Stock based compensation expense	-	-	237,123	-	-	-	237,123
Exercise of stock options	76,946	-	(19,534)	-	-	-	57,412
Sale of treasury stock	-	-	540,713	-	-	940,200	1,480,913
Purchase of treasury stock	-	-	-	-	-	(215,521)	(215,521)
Stock dividends	1,461,120	208,914	2,938,434	-	(4,608,468)	-	-
Conversion Class C to Class A	376	(376)	-	-	-	-	-
Balance at December 31, 2018	\$30,609,596	\$ 4,387,286	\$ 41,821,778	\$ (2,823)	\$ 95,201,732	\$ (206,396)	\$ 171,811,173

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS

	Years Ended December 31	
	2018	2017
Cash flows from operating activities:		
Net earnings	\$ 21,686,079	\$ 14,112,934
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Losses (gains) on investments and other assets	(23,941,179)	2,948,482
Other than temporary impairments on investments	-	774,339
Depreciation	5,456,185	6,280,438
Provision for loan losses and doubtful accounts	377,683	1,154,071
Net amortization of deferred fees and costs, premiums and discounts	(1,110,363)	96,509
Provision for deferred income taxes	(2,605,401)	(7,752,028)
Policy and pre-need acquisition costs deferred	(19,544,569)	(19,005,268)
Policy and pre-need acquisition costs amortized	10,807,777	7,498,709
Value of business acquired amortized	823,569	981,541
Mortgage servicing rights, additions	(3,922,816)	(6,085,352)
Amortization of mortgage servicing rights	5,282,931	3,580,777
Stock based compensation expense	237,123	395,603
Benefit plans funded with treasury stock	1,480,913	1,534,861
Net change in fair value of loans held for sale	(3,736,209)	(4,180,777)
Originations of loans held for sale	(2,194,607,543)	(2,545,755,713)
Proceeds from sales of loans held for sale	2,259,145,473	2,671,097,747
Net gains on sales of loans held for sale	(74,426,183)	(105,368,129)
Change in assets and liabilities:		
Land and improvements held for sale	64,506	86,574
Future policy benefits and unpaid claims	21,710,347	22,815,274
Other operating assets and liabilities	3,830,947	(892,550)
Net cash provided by operating activities	<u>7,009,270</u>	<u>44,318,042</u>
Cash flows from investing activities:		
Purchases of fixed maturity securities	(37,488,774)	(61,232,155)
Calls and maturities of fixed maturity securities	32,993,161	15,773,732
Purchase of equity securities	(3,354,274)	(5,301,353)
Sales of equity securities	2,886,492	9,430,548
Purchases of short-term investments	-	(32,865,263)
Sales of short-term investments	-	60,425,303
Net changes in restricted assets	(241,665)	(310,360)
Net changes in cemetery perpetual care trust investments	1,207,622	(245,548)
Mortgage loans held for investment, other investments and policy loans made	(505,060,464)	(455,821,383)
Payments received for mortgage loans held for investment, other investments and policy loans	535,354,544	433,033,724
Purchases of property and equipment	(1,282,704)	(911,007)
Sales of property and equipment	2,016,156	24,978
Purchases of real estate held for investment	(29,193,332)	(14,751,923)
Sales of real estate held for investment	68,875,269	13,784,541
Cash paid for purchase of subsidiaries, net of cash acquired	(3,405,783)	-
Net cash provided by (used in) investing activities	<u>63,306,248</u>	<u>(38,966,166)</u>

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)

	Years Ended December 31	
	2018	2017
Cash flows from financing activities:		
Investment contract receipts	\$ 11,571,551	\$ 12,213,843
Investment contract withdrawals	(15,356,571)	(14,912,154)
Proceeds from stock options exercised	57,412	9,847
Purchase of treasury stock	(215,521)	(382,734)
Repayment of bank loans	(133,123,024)	(2,796,258)
Proceeds from bank borrowings	162,653,177	19,660,744
Net change in warehouse line borrowings for loans held for sale	(717,792)	(11,585,534)
Net change in line of credit borrowings	1,250,000	-
Net cash provided by financing activities	<u>26,119,232</u>	<u>2,207,754</u>
Net change in cash, cash equivalents, restricted cash and restricted cash equivalents	<u>96,434,750</u>	<u>7,559,630</u>
Cash, cash equivalents, restricted cash and restricted cash equivalents at beginning of year	<u>54,501,923</u>	<u>46,942,293</u>
Cash, cash equivalents, restricted cash and restricted cash equivalents at end of year	<u><u>\$ 150,936,673</u></u>	<u><u>\$ 54,501,923</u></u>

Supplemental Disclosure of Cash Flow Information:

Cash paid during the year for:

Interest (net of amount capitalized)	\$ 6,878,048	\$ 5,976,461
Income taxes	5,701,565	581,556

Non Cash Investing and Financing Activities:

Transfer of loans held for sale to mortgage loans held for investment	\$ 10,827,797	\$ 39,932,516
Accrued real estate construction costs and retainage	214,200	258,961
Mortgage loans held for investment foreclosed into real estate held for investment	670,601	1,576,196
Transfer of cemetery land and improvements to property and equipment	-	643,329

See Note 20 regarding non cash transactions included in the acquisition of Beta Capital Corporation.

Reconciliation of cash, cash equivalents, restricted cash and restricted cash equivalents as shown in the consolidated statements of cash flows is presented in the table below:

	Years Ended December 31	
	2018	2017
Cash and cash equivalents	\$ 142,199,942	\$ 45,315,661
Restricted assets	7,179,225	8,188,764
Cemetery perpetual care trust investments	1,557,506	997,498
Total cash, cash equivalents, restricted cash and restricted cash equivalents	<u><u>\$ 150,936,673</u></u>	<u><u>\$ 54,501,923</u></u>

See accompanying notes to consolidated financial statements.

SECURITY NATIONAL FINANCIAL CORPORATION
AND SUBSIDIARIES

Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

1) Significant Accounting Policies

General Overview of Business

Security National Financial Corporation and its wholly owned subsidiaries (the “Company”) operate in three main business segments: life insurance, cemetery and mortuary, and mortgages. The life insurance segment is engaged in the business of selling and servicing selected lines of life insurance, annuity products and accident and health insurance marketed primarily in the Intermountain West, California and eleven southern states. The cemetery and mortuary segment of the Company consists of eight mortuaries and five cemeteries in Utah and one cemetery in California. The mortgage segment is an approved government and conventional lender that originates and underwrites residential and commercial loans for new construction, existing homes and real estate projects primarily in Florida, Nevada, Texas, and Utah.

Basis of Presentation

The accompanying consolidated financial statements have been prepared in accordance with generally accepted accounting principles in the United States of America (GAAP). The presentation of certain amounts in prior years has been reclassified to conform to the 2018 presentation.

Principles of Consolidation

These consolidated financial statements include the financial statements of the Company and its majority owned subsidiaries. All intercompany transactions and accounts have been eliminated in consolidation.

Use of Estimates

Management of the Company has made a number of estimates and assumptions related to the reported amounts of assets and liabilities, reported amounts of revenues and expenses, and the disclosure of contingent assets and liabilities to prepare these financial statements in conformity with GAAP. Actual results could differ from those estimates.

Material estimates that are particularly susceptible to significant changes in the near term are those used in determining the value of derivative assets and liabilities; those used in determining deferred acquisition costs and the value of business acquired; those used in determining the value of mortgage loans foreclosed to real estate held for investment; those used in determining the liability for future policy benefits; those used in determining the value of mortgage servicing rights; those used in determining allowances for loan losses for mortgage loans held for investment; those used in determining loan loss reserve; and those used in determining deferred tax assets and liabilities. Although some variability is inherent in these estimates, management believes the amounts provided are fairly stated in all material respects.

Investments

The Company’s management determines the appropriate classifications of investments in fixed maturity securities and equity securities at the acquisition date and re-evaluates the classifications at each balance sheet date.

Fixed maturity securities held to maturity are carried at cost, adjusted for amortization of premium or accretion of discount. Although the Company has the ability and intent to hold these investments to maturity, infrequent and unusual conditions could occur under which it would sell certain of these securities. Those conditions include unforeseen changes in asset quality, significant changes in tax laws, and changes in regulatory capital requirements or permissible investments.

Equity securities are carried at estimated fair value. Changes in fair values are reported as unrealized appreciation or depreciation and are recorded through net income.

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES

Notes to Consolidated Financial Statements

Years Ended December 31, 2018 and 2017

1) Significant Accounting Policies (Continued)

Mortgage loans held for investment are carried at their unpaid principal balances adjusted for net deferred fees, charge-offs and the related allowance for loan losses. Interest income is included in net investment income on the consolidated statements of earnings and is recognized when earned. The Company defers related material loan origination fees, net of related direct loan origination costs, and amortizes the net fees over the term of the loans. Origination fees are included in net investment income on the consolidated statements of earnings.

Mortgage loans are secured by the underlying property and require an appraisal at the time of underwriting and funding. Generally, the Company will fund a loan not to exceed 80% of the loan's collateral fair market value. Amounts over 80% will require additional collateral or mortgage insurance by an approved third-party insurer.

Real estate held for investment is carried at cost, less accumulated depreciation provided on a straight-line basis over the estimated useful lives of the properties, or is adjusted to a new basis for impairment in value, if any. Included are foreclosed properties which the Company intends to hold for investment purposes. These properties are recorded at the lower of cost or fair value upon foreclosure.

Other investments and policy loans are carried at the aggregate unpaid balances, less allowances for possible losses.

Short-term investments are carried at cost and consist of money market funds.

Gains and losses on investments (except for equity securities carried at fair value through net income) arise when investments are sold (as determined on a specific identification basis) or are other than temporarily impaired. If in management's judgment a decline in the value of an investment below cost is other than temporary, the cost of the investment is written down to fair value with a corresponding charge to earnings. Factors considered in judging whether an impairment is other than temporary include: the financial condition, business prospects and credit worthiness of the issuer, the length of time that fair value has been less than cost, the relative amount of the decline, and the Company's ability and intent to hold the investment until the fair value recovers, which is not assured.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid instruments purchased with an original maturity of three months or less to be cash equivalents. The Company maintains its cash in bank deposit accounts, which at times exceed federally insured limits. The Company has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

Loans Held for Sale

Mortgage loans held for sale prior to July 1, 2017 were carried at the lower of cost or market net of direct selling revenues and costs. Based on the short-term nature of these assets, the Company had no related allowance for loan losses recorded for these assets. On July 1, 2017, the Company elected the fair value option for loans held for sale. See Note 3 and Note 17 to Consolidated Financial Statements for additional disclosures regarding loans held for sale.

Mortgage Fee Income

Mortgage fee income consists of origination fees, processing fees, interest income and certain other income related to the origination of mortgage loans held for sale. Mortgage loans held for sale prior to July 1, 2017 were shown on the Company's consolidated balance sheets at the lower of cost or market and all revenues and costs were deferred until the loans were sold to a third-party investor. On July 1, 2017, the Company made an election to use fair value accounting for all mortgage loans that are held for sale. Accordingly, all revenues and costs are now recognized when the mortgage loan is funded and any changes in fair value are shown as a component of mortgage fee income. See Note 3 and Note 17 to Consolidated Financial Statements for additional disclosures regarding loans held for sale.

The Company, through its mortgage subsidiaries, sells mortgage loans to third-party investors without recourse unless defects are identified in the representations and warranties made at loan sale. It may be required, however, to repurchase a loan or pay a fee instead of repurchase under certain events, which include the following:

- Failure to deliver original documents specified by the investor,

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES

Notes to Consolidated Financial Statements

Years Ended December 31, 2018 and 2017

1) Significant Accounting Policies (Continued)

- The existence of misrepresentation or fraud in the origination of the loan,
- The loan becomes delinquent due to nonpayment during the first several months after it is sold,
- Early pay-off of a loan, as defined by the agreements,
- Excessive time to settle a loan,
- Investor declines purchase, and
- Discontinued product and expired commitment.

Loan purchase commitments generally specify a date 30 to 45 days after delivery upon which the underlying loans should be settled. Depending on market conditions, these commitment settlement dates can be extended at a cost to the Company.

It is the Company's policy to cure any documentation problems regarding such loans at a minimal cost for up to a six-month time period and to pursue efforts to enforce loan purchase commitments from third-party investors concerning the loans. The Company believes that six months allows adequate time to remedy any documentation issues, to enforce purchase commitments, and to exhaust other alternatives. Remedial methods include the following:

- Research reasons for rejection,
- Provide additional documents,
- Request investor exceptions,
- Appeal rejection decision to purchase committee, and
- Commit to secondary investors.

Once purchase commitments have expired and other alternatives to remedy are exhausted, which could be earlier than the six-month time period, the loans are repurchased and transferred to the long-term investment portfolio at the lower of cost or fair value and previously recorded mortgage fee income that was to be received from a third-party investor is written off against the loan loss reserve.

Determining Lower of Cost or Fair Value

Cost for loans held for sale is equal to the amount paid to the warehouse bank and the amount originally funded by the Company. Fair value is often difficult to determine, but is based on the following:

- For loans that are committed, the Company uses the commitment price.
- For loans that are non-committed that have an active market, the Company uses the market price.
- For loans that are non-committed where there is no market but there is a similar product, the Company uses the market value for the similar product.
- For loans that are non-committed where no active market exists, the Company determines that the unpaid principal balance best approximates the market value, after considering the fair value of the underlying real estate collateral, estimated future cash flows, and the loan interest rate.

The appraised value of the real estate underlying the original mortgage loan adds support to the Company's determination of fair value because if the loan becomes delinquent, the Company has sufficient value to collect the unpaid principal balance or the carrying value of the loan, thus minimizing credit risk. In determining the market value on the date of repurchase, the Company considers the total value of all of the loans because any sale of loans would be made as a pool.

The majority of loans originated are sold to third-party investors. The amounts expected to be sold to investors are shown on the consolidated balance sheets as loans held for sale.

Loan Loss Reserve

The loan loss reserve is an estimate of probable losses at the balance sheet date that the Company will realize in the future on loans held for sale. The Company may be required to reimburse third-party investors for costs associated with early payoff of loans within the first six months of such loans and to repurchase loans where there is a default in any of the first four monthly payments to the investors or, in lieu of repurchase, to pay a negotiated fee to the

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1) Significant Accounting Policies (Continued)

investors. The Company's estimates are based upon historical loss experience and the best estimate of the probable loan loss liabilities.

Upon completion of a transfer that satisfies the conditions to be accounted for as a sale, the Company initially measures at fair value liabilities incurred in a sale relating to any guarantee or recourse provisions. The Company accrues a monthly allowance for indemnification losses to investors based on total production. This estimate is based on the Company's historical experience and is included as a component of mortgage fee income. Subsequent updates to the recorded liability from changes in assumptions are recorded in selling, general and administrative expenses. The estimated liability for indemnification losses is included in other liabilities and accrued expenses.

The loan loss reserve analysis involves mortgage loans that have been sold to third-party investors, which were believed to have met investor underwriting guidelines at the time of sale, where the Company has received a demand from the investor. There are generally three types of demands: make whole, repurchase, or indemnification. These types of demands are more particularly described as follows:

Make whole demand – A make whole demand occurs when an investor forecloses on a property and then sells the property. The make whole amount is calculated as the difference between the original unpaid principal balance, accrued interest and fees, less the sale proceeds.

Repurchase demand – A repurchase demand usually occurs when there is a significant payment default, error in underwriting or detected loan fraud.

Indemnification demand – On certain loans the Company has negotiated a set fee that is to be paid in lieu of repurchase. The fee varies by investor and by loan product type.

The Company believes the allowance for loan losses and the loan loss reserve represent probable loan losses incurred as of the balance sheet date.

Additional information related to the Loan Loss Reserve is included in Note 3.

Restricted Assets

Restricted assets are assets held in a trust account for future mortuary services and merchandise and consist of cash and cash equivalents; participations in mortgage loans held for investment with Security National Life Insurance Company ("Security National Life"); mutual funds carried at estimated fair value; equity securities carried at estimated fair value; and a surplus note with Security National Life (which is eliminated in consolidation). Restricted assets also represents escrows held for borrowers and investors under servicing and appraisal agreements relating to mortgage loans, funds held by warehouse banks in accordance with loan purchase agreements and funds held in escrow for certain real estate construction development projects. Additionally, the Company elected to fund its medical benefit safe-harbor limit based on 35% of the qualified direct costs for the preceding year, and has included this amount as a component of restricted cash.

Cemetery Perpetual Care Trust Investments

Cemetery endowment care trusts have been set up for four of the six cemeteries owned by the Company. Of the six cemeteries owned by the Company, four cemeteries are endowment care properties. Under endowment care arrangements a portion of the price for each lot sold is withheld and invested in a portfolio of investments similar to those described in the prior paragraph. The earnings stream from the investments is designed to fund future maintenance and upkeep of the cemetery.

Cemetery Land and Improvements

The development of a cemetery involves not only the initial acquisition of raw land but the installation of roads, water lines, landscaping and other costs to establish a marketable cemetery lot. The costs of developing the cemetery are shown as an asset on the balance sheet. The amount on the balance sheet is reduced by the total cost assigned to the development of a particular lot when the criterion for recognizing a sale of that lot is met.

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1) Significant Accounting Policies (Continued)

Deferred Policy Acquisition Costs and Value of Business Acquired

Commissions and other costs, net of commission and expense allowances for reinsurance ceded, that vary with and are primarily related to the production of new insurance business have been deferred. Deferred policy acquisition costs (“DAC”) for traditional life insurance are amortized over the premium paying period of the related policies using assumptions consistent with those used in computing policy benefit reserves. For interest-sensitive insurance products, deferred policy acquisition costs are amortized generally in proportion to the present value of expected gross profits from surrender charges, investment, mortality and expense margins. This amortization is adjusted when estimates of current or future gross profits to be realized from a group of products are reevaluated. Deferred acquisition costs are written off when policies lapse or are surrendered.

The Company follows GAAP when accounting for DAC on internal replacements of insurance and investment contracts. An internal replacement is a modification in product benefits, features, rights or coverage that occurs by the exchange of a contract for a new contract, or by amendment, endorsement, or rider to contract, or by the election of a feature or coverage within a contract. Modifications that result in a replacement contract that is substantially changed from the replaced contract are accounted for as an extinguishment of the replaced contract. Unamortized DAC, unearned revenue liabilities and deferred sales inducements from the replaced contract are written-off. Modifications that result in a contract that is substantially unchanged from the replaced contract are accounted for as a continuation of the replaced contract.

Value of business acquired is the present value of estimated future profits of the acquired business and is amortized similar to deferred policy acquisition costs.

Mortgage Servicing Rights

Mortgage Service Rights (“MSR”) arise from contractual agreements between the Company and third-party investors (or their agents) when mortgage loans are sold. Under these contracts, the Company is obligated to retain and provide loan servicing functions on loans sold, in exchange for fees and other remuneration. The servicing functions typically performed include, among other responsibilities, collecting and remitting loan payments; responding to borrower inquiries; accounting for principal and interest, holding custodial (impound) funds for payment of property taxes and insurance premiums; counseling delinquent mortgagors; and supervising the acquisition of real estate owned and property dispositions.

The total residential mortgage loans serviced for others consist primarily of agency conforming fixed-rate mortgage loans. The value of MSRs is derived from the net cash flows associated with the servicing contracts. The Company receives a servicing fee of generally about 0.250% annually on the remaining outstanding principal balances of the loans. Based on the result of the cash flow analysis, an asset or liability is recorded for mortgage servicing rights. The servicing fees are collected from the monthly payments made by the mortgagors. The Company generally receives other remuneration including rights to various mortgagor-contracted fees such as late charges, and collateral reconveyance charges and the Company is generally entitled to retain the interest earned on funds held pending remittance of mortgagor principal, interest, tax and insurance payments. Contractual servicing fees and late fees are included in other revenues on the consolidated statements of earnings.

The Company’s subsequent accounting for MSRs is based on the class of MSRs. The Company has identified two classes of MSRs: MSRs backed by mortgage loans with initial term of 30 years and MSRs backed by mortgage loans with initial term of 15 years. The Company distinguishes between these classes of MSRs due to their differing sensitivities to change in value as the result of changes in market. After being initially recorded at fair value, MSRs backed by mortgage loans are accounted for using the amortization method. Amortization expense is included in other expenses on the consolidated statements of earnings. MSR amortization is determined by amortizing the MSR balance in proportion to, and over the period of the estimated future net servicing income of the underlying financial assets.

Interest rate risk, prepayment risk, and default risk are inherent risks in MSR valuation. Interest rate changes largely drive prepayment rates. Refinance activity generally increases as rates decline. A significant decrease in rates beyond expectation could cause a decline in the value of the MSR. On the contrary, if rates increase borrowers are

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1) Significant Accounting Policies (Continued)

less likely to refinance or prepay their mortgage, which extends the duration of the loan and MSR values are likely to rise. Because of these risks, discount rates and prepayment speeds are used to estimate the fair value.

The Company periodically assesses MSRs for impairment. Impairment occurs when the current fair value of the MSR falls below the asset's carrying value (carrying value is the amortized cost reduced by any related valuation allowance). If MSRs are impaired, the impairment is recognized in current period earnings and the carrying value of the MSRs is adjusted through a valuation allowance.

Management periodically reviews the various loan strata to determine whether the value of the MSRs in a given stratum is impaired and likely to recover. When management deems recovery of the value to be unlikely in the foreseeable future, a write-down of the cost of the MSRs for that stratum to its estimated recoverable value is charged to the valuation allowance.

Property and Equipment

Property and equipment are recorded at cost. Depreciation is calculated principally on the straight-line method over the estimated useful lives of the assets which range from three to forty years. Leasehold improvements paid for by the Company as a lessee are amortized over the lesser of the useful life or remaining lease terms.

Long-lived Assets

Long-lived assets to be held and used are reviewed for impairment whenever events or changes in circumstances indicate that the related carrying amount may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the fair value of the asset, and long-lived assets to be disposed of are reported at the lower of carrying amount or fair value less costs to sell. No impairment of long-lived assets has been recognized in the accompanying financial statements.

Derivative Instruments

Mortgage Banking Derivatives

Loan Commitments

The Company is exposed to price risk due to the potential impact of changes in interest rates on the values of loan commitments from the time a loan commitment is made to an applicant to the time the loan that would result from the exercise of that loan commitment is funded. Managing price risk is complicated by the fact that the ultimate percentage of loan commitments that will be exercised (i.e., the number of loans that will be funded) fluctuates. The probability that a loan will not be funded or the loan application is denied or withdrawn within the terms of the commitment is driven by a number of factors, particularly the change, if any, in mortgage rates following the issuance of the loan commitment.

In general, the probability of funding increases if mortgage rates rise and decreases if mortgage rates fall. This is due primarily to the relative attractiveness of current mortgage rates compared to the applicant's committed rate. The probability that a loan will not be funded within the terms of the mortgage loan commitment also is influenced by the source of the applications (retail, broker or correspondent channels), proximity to rate lock expiration, purpose for the loan (purchase or refinance), product type and the application approval status. The Company has developed fallout estimates using historical data that take into account all of the variables, as well as renegotiations of rate and point commitments that tend to occur when mortgage rates fall. These fallout estimates are used to estimate the number of loans that the Company expects to be funded within the terms of the loan commitments and are updated periodically to reflect the most current data.

The Company estimates the fair value of a loan commitment based on the change in estimated fair value of the underlying mortgage loan, quoted mortgage-backed securities ("MBS") prices, estimates of the fair value of mortgage servicing rights, and an estimate of the probability that the mortgage loan will fund within the terms of the commitment. The change in fair value of the underlying mortgage loan is measured from the date the loan commitment is issued and is shown net of expenses. Following issuance, the value of a loan commitment can be either positive or negative depending upon the change in value of the underlying mortgage loans.

SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES

Notes to Consolidated Financial Statements

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1) Significant Accounting Policies (Continued)

Forward Sale Commitments

The Company utilizes forward commitments to economically hedge the price risk associated with its outstanding mortgage loan commitments. A forward commitment protects the Company from losses on sales of the loans arising from exercise of the loan commitments. Management expects these types of commitments will experience changes in fair value opposite to changes in fair value of the loan commitments, thereby reducing earnings volatility related to the recognition in earnings of changes in the values of the commitments.

The net changes in fair value of loan commitments and forward sale commitments are shown in current earnings as a component of mortgage fee income on the consolidated statements of earnings. Mortgage banking derivatives are shown in other assets and other liabilities and accrued expenses on the consolidated balance sheets.

Call and Put Option Derivatives

The Company uses a strategy of selling “out of the money” call options on its equity securities as a source of revenue. The options give the purchaser the right to buy from the Company specified equity securities at a set price up to a pre-determined date in the future. The Company uses the strategy of selling put options as a means of generating cash or purchasing equity securities at lower than current market prices. The Company receives an immediate payment of cash for the value of the option and establishes a liability for the fair value of the option. The liability for options is adjusted to fair value at each reporting date. In the event a call option is exercised, the Company sells the equity security at a favorable price enhanced by the value of the option that was sold. If the option expires unexercised, the Company recognizes a gain from the sale of the option. In the event a put option is exercised, the Company acquires an equity security at the strike price of the option reduced by the value received from the sale of the put option. The equity security is then treated as a normal equity security in the Company’s portfolio. The net changes in the fair value of call and put options are shown in current earnings as a component of realized gains (losses) on investments and other assets. Call and put options are shown in other liabilities and accrued expenses on the consolidated balance sheets.

Allowance for Doubtful Accounts and Loan Losses and Impaired Loans

The Company records an allowance and recognizes an expense for potential losses from mortgage loans held for investment, other investments and receivables in accordance with GAAP.

Receivables are the result of cemetery and mortuary operations, mortgage loan operations and life insurance operations. The allowance is based upon the Company’s historical experience for collectively evaluated impairment. Other allowances are based upon receivables individually evaluated for impairment. Collectability of the cemetery and mortuary receivables is significantly influenced by current economic conditions. The critical issues that impact recovery of mortgage loan operations are interest rate risk, loan underwriting, new regulations and the overall economy.

The Company provides for losses on its mortgage loans held for investment through an allowance for loan losses (a contra-asset account). The allowance is comprised of two components. The first component is an allowance for collectively evaluated impairment that is based upon the Company’s historical experience in collecting similar receivables. The second component is based upon individual evaluation of loans that are determined to be impaired. Upon determining impairment, the Company establishes an individual impairment allowance based upon an assessment of the fair value of the underlying collateral. See the schedules in Note 2 for additional information. In addition, when a mortgage loan is past due more than 90 days, the Company does not accrue any interest income. When a loan becomes delinquent, the Company proceeds to foreclose on the real estate and all expenses for foreclosure are expensed as incurred. Once foreclosed, an adjustment for the lower of cost or fair value is made, if necessary, and the amount is classified as real estate held for investment. The Company will rent the properties until it is deemed desirable to sell them.

The allowance for losses on mortgage loans held for investment could change based on changes in the value of the underlying collateral, the performance status of the loans, or the Company’s actual collection experience. The actual

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1) Significant Accounting Policies (Continued)

losses could change, in the near term, from the established allowance, based upon the occurrence or non-occurrence of these events.

For purposes of determining the allowance for losses, the Company has segmented its mortgage loans held for investment by loan type. The Company's loan types are commercial, residential, and residential construction. The inherent risks within the portfolio vary depending upon the loan type as follows:

Commercial - Underwritten in accordance with the Company's policies to determine the borrower's ability to repay the obligation as agreed. Commercial loans are made primarily based on the underlying collateral supporting the loan. Accordingly, the repayment of a commercial loan depends primarily on the collateral and its ability to generate income and secondary on the borrower's (or guarantors) ability to repay.

Residential – Secured by family dwelling units. These loans are secured by first and second mortgages on the unit. The borrower's ability to repay is sensitive to the life events and general economic condition of the region. Where loan to values exceed 80%, the loan is generally guaranteed by private mortgage insurance, FHA or VA.

Residential construction (including land acquisition and development) – Underwritten in accordance with the Company's underwriting policies which include a financial analysis of the builders, borrowers (guarantors), construction cost estimates, and independent appraisal valuations. These loans will rely on the value associated with the project upon completion. These cost and valuation estimates may be inaccurate. Construction loans generally involve the disbursement of substantial funds over a short period of time with repayment substantially dependent upon the success of the completed project and the ability of the borrower to secure long-term financing. Additionally, land is underwritten according to the Company's policies, which include independent appraisal valuations as well as the estimated value associated with the land upon completion of development into finished lots. These cost and valuation estimates may be inaccurate. These loans are considered to be of a higher risk than other mortgage loans due to their ultimate repayment being sensitive to general economic conditions, availability of long-term or construction financing, and interest rate sensitivity.

Future Policy Benefits and Unpaid Claims

Future policy benefit reserves for traditional life insurance are computed using a net level method, including assumptions as to investment yields, mortality, morbidity, withdrawals, and other assumptions based on the life insurance subsidiaries' experience, modified as necessary to give effect to anticipated trends and to include provisions for possible unfavorable deviations. Such liabilities are, for some plans, graded to equal statutory values or cash values at or prior to maturity. The range of assumed interest rates for all traditional life insurance policy reserves was 4% to 10%. Benefit reserves for traditional limited-payment life insurance policies include the deferred portion of the premiums received during the premium-paying period. Deferred premiums are recognized as income over the life of the policies. Policy benefit claims are charged to expense in the period the claims are incurred. Increases in future policy benefits are charged to expense.

Future policy benefit reserves for interest-sensitive insurance products are computed under a retrospective deposit method and represent policy account balances before applicable surrender charges. Policy benefits and claims that are charged to expense include benefit claims incurred in the period in excess of related policy account balances. Interest crediting rates for interest-sensitive insurance products ranged from 3% to 6.5%.

The Company records an unpaid claims liability for claims in the course of settlement equal to the death benefit amount less any reinsurance recoverable amount for claims reported. There is also an unpaid claims liability for claims incurred but not reported. This liability is based on the historical experience of the net amount of claims that were reported in reporting periods subsequent to the reporting period when claims were incurred.

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1) Significant Accounting Policies (Continued)

Participating Insurance

Participating business constituted 2% of insurance in force for the years ended 2018 and 2017. The provision for policyholders' dividends included in policyholder obligations is based on dividend scales anticipated by management. Amounts to be paid are determined by the Board of Directors.

Recognition of Insurance Premiums and Other Considerations

Premiums and other consideration for traditional life insurance products (which include those products with fixed and guaranteed premiums and benefits and consist principally of whole life insurance policies, limited payment life insurance policies, and certain annuities with life contingencies) are recognized as revenues when due from policyholders. Premiums and other consideration for interest-sensitive insurance policies (which include universal life policies, interest-sensitive life policies, deferred annuities, and annuities without life contingencies) are recognized when earned and consist of amounts assessed against policyholder account balances during the period for policy administration charges and surrender charges.

Reinsurance

The Company follows the procedure of reinsuring risks in excess of \$100,000 to provide for greater diversification of business to allow management to control exposure to potential losses arising from large risks, and provide additional capacity for growth. The Company remains liable for amounts ceded in the event the reinsurers are unable to meet their obligations.

The Company entered into coinsurance agreements with unaffiliated insurance companies under which the Company assumed 100% of the risk for certain life insurance policies and certain other policy-related liabilities of the insurance company.

Reinsurance premiums, commissions, expense reimbursements, and reserves related to reinsured business are accounted for on a basis consistent with those used in accounting for the original policies issued and the terms of the reinsurance contracts. Expense allowances received in connection with reinsurance ceded are accounted for as a reduction of the related policy acquisition costs and are deferred and amortized accordingly.

Pre-need Sales and Costs

Pre-need contract sales of funeral services and caskets - revenue and costs associated with the sales of pre-need funeral services and caskets are deferred until the performance obligations are fulfilled (services are performed or the caskets are delivered).

Sales of cemetery interment rights (cemetery burial property) - revenue and costs associated with the sale of cemetery interment rights are recognized in accordance with the retail land sales provisions based on GAAP. Under GAAP, recognition of revenue and associated costs from constructed cemetery property must be deferred until 10% of the sales price has been collected.

Pre-need contract sales of cemetery merchandise (primarily markers and vaults) - revenue and costs associated with the sale of pre-need cemetery merchandise is deferred until the merchandise is delivered.

Pre-need contract sales of cemetery services (primarily merchandise delivery, installation fees and burial opening and closing fees) - revenue and costs associated with the sales of pre-need cemetery services are deferred until the services are performed.

Prearranged funeral and pre-need cemetery customer acquisition costs - costs incurred related to obtaining new pre-need contract cemetery and prearranged funeral services are accounted for under the guidance of the provisions based on GAAP. Obtaining costs, which include only costs that vary with and are primarily related to the acquisition of new pre-need cemetery and prearranged funeral services, are deferred until the merchandise is delivered or services are performed.

Revenues and costs for at-need sales are recorded when a valid contract exists, the services are performed, collection is reasonably assured and there are no significant obligations remaining.

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1) Significant Accounting Policies (Continued)

The Company, through its cemetery and mortuary operations, provides guaranteed funeral arrangements wherein a prospective customer can receive future goods and services at guaranteed prices. To accomplish this, the Company, through its life insurance operations, sells to the customer an increasing benefit life insurance policy that is assigned to the mortuaries. If, at the time of need, the policyholder/potential mortuary customer utilizes one of the Company's facilities, the guaranteed funeral arrangement contract that has been assigned will provide the funeral goods and services at the contracted price. The increasing life insurance policy will cover the difference between the original contract prices and current prices. Risks may arise if the difference cannot be fully met by the life insurance policy. However, management believes that given current inflation rates and related price increases of goods and services, the risk of exposure is minimal.

Goodwill

Previous acquisitions have been accounted for as purchases under which assets acquired and liabilities assumed were recorded at their fair values with the excess purchase price recognized as goodwill. The Company evaluates annually or when changes in circumstances warrant the recoverability of goodwill and if there is a decrease in value, the related impairment is recognized as a charge against income. No impairment of goodwill has been recognized in the accompanying financial statements.

Income Taxes

Income taxes include taxes currently payable plus deferred taxes. Deferred tax assets and liabilities are recognized for the future tax consequences attributable to the temporary differences in the financial reporting basis and tax basis of assets and liabilities and operating loss carry-forwards. Deferred tax assets are measured using enacted tax rates expected to apply to taxable income in the years in which these temporary differences are expected to be recovered or settled.

Liabilities are established for uncertain tax positions expected to be taken in income tax returns when such positions are judged to meet the "more-likely-than-not" threshold based on the technical merits of the positions. Estimated interest and penalties related to uncertain tax penalties are included as a component of other expenses.

Earnings Per Common Share

The Company computes earnings per share which requires presentation of basic and diluted earnings per share. Basic earnings per equivalent Class A common share are computed by dividing net earnings by the weighted-average number of Class A common shares outstanding during each year presented, after the effect of the assumed conversion of Class C common stock to Class A common stock. Diluted earnings per share is computed by dividing net earnings by the weighted-average number of common shares outstanding during the year used to compute basic earnings per share plus dilutive potential incremental shares. Basic and diluted earnings per share amounts have been adjusted retroactively for the effect of annual stock dividends.

Stock Based Compensation

The cost of employee services received in exchange for an award of equity instruments is recognized in the financial statements and is measured based on the fair value on the grant date of the award. The fair value of stock options is calculated using the Black Scholes Option Pricing Model. Stock option compensation expense is recognized over the period during which an employee is required to provide service in exchange for the award and is included in personnel expenses on the consolidated statements of earnings.

Concentration of Credit Risk

For a description of the geographic concentration risk regarding mortgage loans held for investment and real estate held for investment, refer to Note 2 of the Notes to Consolidated Financial Statements.

Advertising

The Company expenses advertising costs as incurred.

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1) Significant Accounting Policies (Continued)

Recent Accounting Pronouncements

Accounting Standards Adopted in 2018

Accounting Standards Update (“ASU”) No. 2017-01: “Business Combinations (Topic 805): Clarifying the Definition of a Business” – Issued in January 2017, ASU 2017-01 intends to clarify the definition of a business with the objective of adding guidance to assist entities with evaluating whether transactions should be accounted for as acquisitions (or disposals) of assets or businesses. Under the current implementation guidance in Topic 805, there are three elements of a business: inputs, processes, and outputs. While an integrated set of assets and activities, collectively referred to as a “set,” that is a business usually has outputs, outputs are not required to be present. ASU 2017-01 provides a screen to determine when a set is not a business. The screen requires that when substantially all of the fair value of the gross assets acquired (or disposed of) is concentrated in a single identifiable asset or a group of similar identifiable assets, the set is not a business. While the Company’s acquisitions have historically been classified as either business combinations or asset acquisitions, certain acquisitions that were classified as business combinations by the Company would have been considered asset acquisitions under the new standard. As a result, transaction costs may be capitalized more often since the Company expects some of its future acquisitions to be classified as asset acquisitions under this new standard. ASU 2017-01 was adopted by the Company on January 1, 2018 and it will be applied prospectively to transactions occurring after the adoption date, as applicable.

ASU No. 2016-18: “Statement of Cash Flows (Topic 230): Restricted Cash” – Issued in November 2016, ASU 2016-18 requires restricted cash and cash equivalents to be included with cash and cash equivalents in the consolidated statement of cash flows and disclose the nature of the restrictions on cash and cash equivalents. The Company currently discloses the restrictions on cash and cash equivalents in Note 8 of the Notes to Consolidated Financial Statements in the Company’s Annual Report on Form 10-K and will continue these disclosures. Note 8 also discloses the components of the Company’s restricted assets and cemetery perpetual care trust investments which include restricted cash and cash equivalents. ASU 2016-18 was adopted by the Company on January 1, 2018. The Company previously presented changes in restricted cash and cash equivalents under investing activities on the consolidated statements of cash flows. Upon adoption of ASU 2016-18, the Company amended the presentation in the consolidated statements of cash flows to include the restricted cash and cash equivalents with cash and cash equivalents and retrospectively reclassified all periods presented. The amounts of restricted cash and cash equivalents reclassified are summarized in the reconciliation at the bottom of the consolidated statement of cash flows. The adoption of this standard does not impact the Company’s total cash and cash equivalents but is a change in presentation within the consolidated statements of cash flows.

ASU No. 2016-01: “Financial Instruments – Overall (Topic 825-10)” – Issued in January 2016, ASU 2016-01 changes the accounting for non-consolidated equity investments that are not accounted for under the equity method of accounting by requiring changes in fair value to be recognized in income. The Company adopted this standard on January 1, 2018 using the modified retrospective approach with the cumulative effect of the adoption made to the balance sheet as of the date of adoption. Thus, the adoption resulted in a reclassification of the related accumulated net unrealized gains of \$603,170 included in accumulated other comprehensive income as of December 31, 2017 to retained earnings. Under previous guidance, changes in fair value for investments of this nature were recognized in accumulated other comprehensive income as a component of stockholders’ equity. Additionally, ASU 2016-01 simplifies the impairment assessment of equity investments without readily determinable fair values; requires entities to use the exit price when estimating the fair value of financial instruments; and modifies various presentation disclosure requirements for financial instruments. The Company holds equity securities that were previously measured at fair value with changes in fair value recognized through other comprehensive income. Upon adoption of ASU 2016-01 the Company now recognizes the changes in the fair value of these equity securities through earnings as part of gains on investments and other assets on the condensed consolidated statements of earnings, thus increasing the volatility of the Company’s earnings. The adoption of this standard does not significantly affect the Company’s comprehensive income or stockholders’ equity.

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1) Significant Accounting Policies (Continued)

ASU No. 2014-09: "Revenue from Contracts with Customers (Topic 606)" - Issued in May 2014, ASU 2014-09 supersedes the revenue recognition requirements in ASC Topic 605, "Revenue Recognition". ASU 2014-09 clarifies the principles for recognizing revenue in order to improve comparability of revenue recognition practices across entities and industries. ASU 2014-09 provides guidance to assist in the identification of contracts with customers and separate performance obligations within those contracts, the determination and allocation of the transaction price to those identified performance obligations and the recognition of revenue when a performance obligation has been satisfied. ASU 2014-09 also requires disclosures regarding the nature, amount, timing, and uncertainty of revenues and cash flows from contracts with customers. Premiums and related fees from insurance contracts and mortgage banking revenues are excluded from the scope of this new guidance.

The Company adopted this standard on January 1, 2018 using a modified retrospective approach. No cumulative effect adjustment was made to beginning retained earnings. The Company's revenues from contracts with customers that are subject to ASU 2014-09 include revenues on mortuary and cemetery contracts, which is less than 5% of the Company's total revenues. The recognition and measurement of these items did not change as a result of the Company's adoption of ASU 2014-09 and thus the adoption of ASU 2014-09 does not significantly impact the Company's condensed consolidated statements of earnings or condensed consolidated statements of cash flows. The Company reclassified \$856,479 of amounts due from customers for unfulfilled performance obligations on cancelable pre-need contracts from Receivables, net to Deferred pre-need cemetery and mortuary contract revenues on the Company's condensed consolidated balance sheets.

The standard primarily impacts the manner in which the Company recognizes a) certain nonrefundable up-front fees and b) incremental costs to acquire new pre-need funeral trust contracts and pre-need and at-need cemetery contracts (i.e., selling costs). The nonrefundable fees will continue to be deferred and recognized as revenue when the underlying goods and services are delivered to the customer. The incremental selling costs will continue to be deferred and amortized by specific identification to the delivery of the underlying goods and services. Additionally, the amounts due from customers for undelivered performance obligations on cancelable pre-need contracts represent contract assets, which are required to be netted with deferred pre-need cemetery and mortuary contract revenues, instead of receivables on the Company's consolidated balance sheets.

Accounting Standards Adopted in 2019

ASU No. 2016-02: "Leases (Topic 842)" - Issued in February 2016, ASU 2016-02 supersedes the requirements in Accounting Standards Codification ("ASC") Topic 840, "Leases", and was issued to increase transparency and comparability among organizations. The new standard sets forth the principles for the recognition, measurement, presentation, and disclosure of leases for both lessees and lessors. ASU 2016-02 requires lessees to classify leases as either finance or operating leases and to record on the balance sheet right-of-use assets and lease liabilities, equal to the present value of the remaining lease payments. The lease classification will determine whether the lease expense is recognized based on an effective interest rate method or a straight-line basis over the term of the leases. The FASB further clarified ASU 2016-02 and provided targeted improvements by issuing ASU 2018-01, ASU 2018-10, ASU 2018-11 and ASU 2018-20.

The Company adopted this standard on January 1, 2019 using the modified retrospective transition method with no cumulative-effect adjustment to the opening balance of retained earnings. Under this transition method, the application date was the beginning of the reporting period, January 1, 2019, in which the Company first applied the standard. Under this transition option, the Company will apply the legacy guidance in ASC 840, "Leases", including its disclosure requirements, in the comparative periods presented in the year of adoption. The Company has made an accounting policy election not to apply the recognition requirements to short-term leases, which are leases that, at the commencement date, have a lease term of 12 months or less and do not include an option to purchase the underlying assets that the lessee is reasonably certain to exercise. The new authoritative guidance allows for certain practical expedients to be utilized to assist with the implementation of the new standard. The Company has elected the transition package of practical expedients which allows the Company to not reassess whether any expired or existing contracts are or contain leases, to not reassess the lease classification for any expired or existing leases and to not reassess initial direct costs for any existing leases.

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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

1) Significant Accounting Policies (Continued)

The Company implemented a third-party lease accounting system to assist with the measurement of the lease liabilities and the related right-of-use assets. The Company compiled an inventory of its leases, determined the appropriate discount rates and has determined the impact of this standard which is not material to the Company's results of operations, but has an effect on the balance sheet presentation for leased assets and obligations. The Company will recognize a right-of-use asset and related lease liability for approximately \$12,076,000 on January 1, 2019. The right-of-use asset will be presented on the line item Property and equipment, net on the consolidated balance sheets. The lease liability will be presented on the line item Other liabilities and accrued expenses on the consolidated balance sheets. Interest expense on finance leases will be presented on the line item Interest expense on the consolidated statements of earnings. Amortization of the right-of-use assets for finance leases will be presented on the line item Depreciation on property and equipment on the consolidated statements of earnings. Lease expense for operating leases will be presented on the line item Rent and rent related expenses on the consolidated statements of earnings. Required disclosures will also be provided in the notes to consolidated financial statements. This standard did not impact the Company's accounting for leases where the Company is the lessor.

Accounting Standards Issued But Not Yet Adopted

ASU No. 2016-13: "Financial Instruments – Credit Losses (Topic 326)" – Issued in September 2016, ASU 2016-13 amends guidance on reporting credit losses for assets held at amortized cost basis (such as mortgage loans and held to maturity debt securities) and available for sale debt securities. For assets held at amortized cost basis, Topic 326 eliminates the probable initial recognition threshold in current general accepted accounting principles ("GAAP") and, instead, requires an entity to reflect its current estimate of all expected credit losses. The allowance for credit losses is a valuation account that is deducted from the amortized cost basis of the financial assets to present the net amount expected to be collected. For available for sale debt securities, credit losses should be measured in a manner similar to current GAAP, however Topic 326 will require that credit losses be presented as an allowance rather than as a write-down. The new authoritative guidance will be effective for the Company on January 1, 2020. The Company is in the process of evaluating the potential impact of this standard.

ASU No. 2018-13: "Fair Value Measurement (Topic 820): Disclosure Framework-Changes to the Disclosure Requirements for Fair Value Measurement" – Issued in August 2018, ASU 2018-13 modifies the disclosure requirements of Topic 820 by removing, modifying or adding certain disclosures. Among the changes, entities will no longer be required to disclose the amount of and reasons for transfers between Level 1 and Level 2 of the fair value hierarchy, but will be required to disclose the range and weighted average used to develop significant unobservable inputs for Level 3 fair value measurements. ASU 2018-13 does not change the fair value measurements already required or permitted by existing standards. This new authoritative guidance will be effective for the Company on January 1, 2020. The Company is in the process of evaluating the potential impact of this standard, which is not expected to materially impact the Company's financial statements.

ASU No. 2018-12: "Financial Services – Insurance (Topic 944): Targeted Improvements to the Accounting for Long-Duration Contracts" – Issued in August 2018, ASU 2018-12 is intended to improve the timeliness of recognizing changes in the liability for future policy benefits and modify the rate used to discount future cash flows. The ASU will simplify and improve the accounting for certain market-based options or guarantees associated with deposit or account balance contracts, simplify amortization of deferred acquisition costs while improving and expanding required disclosures. This new authoritative guidance will be effective for the Company on January 1, 2021. The Company is in the process of evaluating the potential impact of this standard.

The Company has reviewed other recent accounting pronouncements and has determined that they will not significantly impact the Company's results of operations or financial position.

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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments

The Company's investments as of December 31, 2018 are summarized as follows:

	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	Estimated Fair Value
<u>December 31, 2018:</u>				
Fixed maturity securities held to maturity carried at amortized cost:				
U.S. Treasury securities and obligations of U.S. Government agencies	\$ 52,017,683	\$ 264,891	\$ (727,798)	\$ 51,554,776
Obligations of states and political subdivisions	6,959,237	32,274	(111,271)	6,880,240
Corporate securities including public utilities	157,639,860	7,002,864	(3,704,137)	160,938,587
Mortgage-backed securities	15,358,746	227,398	(308,864)	15,277,280
Redeemable preferred stock	103,197	1,903	(5,125)	99,975
Total fixed maturity securities held to maturity	\$ 232,078,723	\$ 7,529,330	\$ (4,857,195)	\$ 234,750,858
Equity securities at estimated fair value:				
Common stock:				
Industrial, miscellaneous and all other	\$ 6,312,158	\$ 422,528	\$ (1,176,075)	\$ 5,558,611
Total equity securities at estimated fair value	\$ 6,312,158	\$ 422,528	\$ (1,176,075)	\$ 5,558,611
Mortgage loans held for investment at amortized cost:				
Residential	\$ 89,935,600			
Residential construction	71,366,544			
Commercial	27,785,927			
Less: Unamortized deferred loan fees, net	(1,275,030)			
Less: Allowance for loan losses	(1,347,972)			
Total mortgage loans held for investment	\$ 186,465,069			
Real estate held for investment - net of accumulated depreciation:				
Residential	\$ 29,507,431			
Commercial	92,050,791			
Total real estate held for investment	\$ 121,558,222			
Other investments and policy loans at amortized cost:				
Policy loans	\$ 6,424,325			
Insurance assignments	35,239,396			
Federal Home Loan Bank stock (1)	2,548,700			
Other investments	3,497,762			
Less: Allowance for doubtful accounts	(1,092,528)			
Total policy loans and other investments	\$ 46,617,655			
Accrued investment income	\$ 3,566,146			
Total investments	\$ 595,844,426			

(1) Includes \$708,700 of Membership stock and \$1,840,000 of Activity stock due to short-term borrowings.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The Company's investments as of December 31, 2017 are summarized as follows:

	<u>Amortized Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Estimated Fair Value</u>
<u>December 31, 2017:</u>				
Fixed maturity securities held to maturity carried at amortized cost:				
U.S. Treasury securities and obligations of U.S. Government agencies	\$ 54,077,069	\$ 211,824	\$ (579,423)	\$ 53,709,470
Obligations of states and political subdivisions	5,843,176	112,372	(71,013)	5,884,535
Corporate securities including public utilities	158,350,727	14,336,452	(1,007,504)	171,679,675
Mortgage-backed securities	9,503,016	210,652	(162,131)	9,551,537
Redeemable preferred stock	623,635	49,748	(191)	673,192
Total fixed maturity securities held to maturity	<u>\$ 228,397,623</u>	<u>\$ 14,921,048</u>	<u>\$ (1,820,262)</u>	<u>\$ 241,498,409</u>
Equity securities at estimated fair value:				
Common stock:				
Industrial, miscellaneous and all other	\$ 6,002,931	\$ 667,593	\$ (632,669)	\$ 6,037,855
Total equity securities at estimated fair value	<u>\$ 6,002,931</u>	<u>\$ 667,593</u>	<u>\$ (632,669)</u>	<u>\$ 6,037,855</u>
Mortgage loans held for investment at amortized cost:				
Residential	\$ 102,527,111			
Residential construction	50,157,533			
Commercial	54,954,865			
Less: Unamortized deferred loan fees, net	(1,659,828)			
Less: Allowance for loan losses	<u>(1,768,796)</u>			
Total mortgage loans held for investment	<u>\$ 204,210,885</u>			
Real estate held for investment - net of accumulated depreciation:				
Residential	\$ 68,329,917			
Commercial	<u>72,968,789</u>			
Total real estate held for investment	<u>\$ 141,298,706</u>			
Other investments and policy loans at amortized cost:				
Policy loans	\$ 6,531,352			
Insurance assignments	36,301,739			
Federal Home Loan Bank stock (1)	689,400			
Other investments	3,219,622			
Less: Allowance for doubtful accounts	<u>(846,641)</u>			
Total policy loans and other investments	<u>\$ 45,895,472</u>			
Accrued investment income	<u>\$ 3,644,077</u>			
Total investments	<u>\$ 629,484,618</u>			

(1) Membership stock of \$689,400

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

Fixed Maturity Securities

The following tables summarize unrealized losses on fixed maturities securities, which are carried at amortized cost, at December 31, 2018 and 2017. The unrealized losses were primarily related to interest rate fluctuations. The tables set forth unrealized losses by duration with the fair value of the related fixed maturity securities:

	Unrealized Losses for Less than Twelve Months		Unrealized Losses for More than Twelve Months		Total Unrealized Loss	Fair Value
		Fair Value		Fair Value		
<u>At December 31, 2018</u>						
U.S. Treasury Securities and Obligations of U.S. Government Agencies	\$ 10,519	\$ 695,863	\$ 717,279	\$ 39,930,052	\$ 727,798	\$ 40,625,915
Obligations of States and Political Subdivisions	6,643	1,791,257	104,628	2,889,517	111,271	4,680,774
Corporate Securities	2,514,549	61,090,431	1,189,588	11,767,349	3,704,137	72,857,780
Mortgage and other asset-backed securities	79,896	1,705,296	228,968	2,690,065	308,864	4,395,361
Redeemable preferred stock	5,125	90,000	-	-	5,125	90,000
Total unrealized losses	<u>\$ 2,616,732</u>	<u>\$ 65,372,847</u>	<u>\$ 2,240,463</u>	<u>\$ 57,276,983</u>	<u>\$ 4,857,195</u>	<u>\$ 122,649,830</u>

At December 31, 2017

U.S. Treasury Securities and Obligations of U.S. Government Agencies	\$ 532,010	\$ 51,606,699	\$ 47,413	\$ 643,380	\$ 579,423	\$ 52,250,079
Obligations of States and Political Subdivisions	296	214,882	70,717	2,225,021	71,013	2,439,903
Corporate Securities	167,786	11,551,865	839,718	13,193,258	1,007,504	24,745,123
Mortgage and other asset-backed securities	56,756	2,516,660	105,375	1,676,494	162,131	4,193,154
Redeemable preferred stock	191	11,421	-	-	191	11,421
Total unrealized losses	<u>\$ 757,039</u>	<u>\$ 65,901,527</u>	<u>\$ 1,063,223</u>	<u>\$ 17,738,153</u>	<u>\$ 1,820,262</u>	<u>\$ 83,639,680</u>

There were 361 securities with fair value of 96.2% of amortized cost at December 31, 2018. There were 141 securities with fair value of 97.9% of amortized cost at December 31, 2017. During the years ended December 31, 2018 and 2017, an other than temporary decline in fair value resulted in the recognition of credit losses on fixed maturity securities of \$-0- and \$493,371, respectively.

On a quarterly basis, the Company evaluates its fixed maturity securities held to maturity. This evaluation includes a review of current ratings by the National Association of Insurance Commissions (“NAIC”). Securities with a rating of 1 or 2 are considered investment grade and are not reviewed for impairment. Securities with ratings of 3 to 5 are evaluated for impairment. Securities with a rating of 6 are automatically determined to be impaired and are written down. The evaluation involves an analysis of the securities in relation to historical values, interest payment history, projected earnings and revenue growth rates as well as a review of the reason for a downgrade in the NAIC rating. Based on the analysis of a security that is rated 3 to 5, a determination is made whether the security will likely make interest and principal payments in accordance with the terms of the financial instrument. If it is unlikely that the security will meet contractual obligations, the loss is considered to be other than temporary, the security is written down to the new anticipated market value and an impairment loss is recognized. Impairment losses are treated as credit losses as the Company holds fixed maturity securities to maturity unless the underlying conditions have changed in the financial instrument to require an impairment.

The fair values of fixed maturity securities are based on quoted market prices, when available. For fixed maturity securities not actively traded, fair values are estimated using values obtained from independent pricing services, or in the case of private placements, are estimated by discounting expected future cash flows using a current market value applicable to the coupon rate, credit and maturity of the investments.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
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2) Investments (Continued)

The amortized cost and estimated fair value of fixed maturity securities at December 31, 2018, by contractual maturity, are shown below. Expected maturities may differ from contractual maturities because certain borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

	Amortized Cost	Estimated Fair Value
Held to Maturity:		
Due in 1 year	\$ 17,363,658	\$ 17,513,419
Due in 2-5 years	66,215,222	66,479,844
Due in 5-10 years	66,450,299	65,793,696
Due in more than 10 years	66,587,601	69,586,644
Mortgage-backed securities	15,358,746	15,277,280
Redeemable preferred stock	103,197	99,975
Total held to maturity	<u>\$ 232,078,723</u>	<u>\$ 234,750,858</u>

The Company is a member of the Federal Home Loan Bank of Des Moines (“FHLB”). The Company currently has deposited a total of \$50,000,000, par value, of United States Treasury fixed maturity securities with the FHLB. These securities will generate interest income for the Company and will be available to use as collateral on any cash borrowings from the FHLB. As of December 31, 2018, the Company owed \$46,000,000 to the FHLB. This amount owed was paid in January 2019.

Equity Securities

The following tables summarize unrealized losses on equity securities that were carried at estimated fair value based on quoted trading prices at December 31, 2017. The unrealized losses were primarily the result of decreases in fair value in the retail, industrial and energy sectors. The tables set forth unrealized losses by duration and number of investment positions, together with the fair value of the related equity securities available for sale in a loss position:

	Unrealized Losses for Less than Twelve Months	No. of Investment Positions	Unrealized Losses for More than Twelve Months	No. of Investment Positions	Total Unrealized Losses
<u>At December 31, 2017</u>					
Industrial, miscellaneous and all other	\$ 213,097	98	\$ 419,572	81	\$ 632,669
Total unrealized losses	<u>\$ 213,097</u>	<u>98</u>	<u>\$ 419,572</u>	<u>81</u>	<u>\$ 632,669</u>
Fair Value	<u>\$ 847,718</u>		<u>\$ 1,329,213</u>		<u>\$ 2,176,931</u>

The average market value of the equity securities available for sale was 77.5% of the original investment as of December 31, 2017. The intent of the Company is to retain equity securities for a period of time sufficient to allow for the recovery in fair value. However, the Company may sell equity securities during a period in which the fair value has declined below the amount of the original investment. In certain situations, new factors, including changes in the business environment, can change the Company’s previous intent to continue holding a security.

The fair values for equity securities are based on quoted market prices.

See Note 1 regarding the adoption of ASU 2016-01 on January 1, 2018. The Company now recognizes the changes (unrealized gains and losses) in the fair value of these equity securities through earnings as part of gains on investments and other assets on the consolidated statements of earnings instead of other comprehensive income on the consolidated balance sheets.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The Company's net realized gains and losses from sales, calls, and maturities, and other than temporary impairments from investments and other assets for the years ended December 31 are summarized as follows:

	2018	2017
Fixed maturity securities held to maturity:		
Gross realized gains	\$ 522,937	\$ 179,182
Gross realized losses	(669,303)	(893,567)
Other than temporary impairments	-	(493,371)
Equity securities:		
Gross realized gains	-	166,950
Gross realized losses	-	(76,475)
Other than temporary impairments	-	(280,968)
Losses during 2018 on securities sold in 2018 (1)	(173,413)	-
Unrealized losses on securities held at the end of the period	(1,053,756)	-
Other assets:		
Gross realized gains	26,553,814	3,410,076
Gross realized losses	(1,239,100)	(5,734,648)
Total	\$ 23,941,179	\$ (3,722,821)

(1) Based on losses since the last reporting period

The net realized gains and losses on the sale of securities are recorded on the trade date, and the cost of the securities sold is determined using the specific identification method.

The carrying amount for disposals of securities classified as held to maturity was \$5,808,244 and \$2,932,961, for the years ended December 31, 2018 and 2017, respectively. The net realized loss related to these disposals was \$268,823 and \$463,892, for the years ended December 31, 2018 and 2017, respectively. Although the intent is to buy and hold a bond to maturity, the Company will sell a bond prior to maturity if conditions have changed within the entity that issued the bond to increase the risk of default to an unacceptable level.

Major categories of net investment income for the years ended December 31, are as follows:

	2018	2017
Fixed maturity securities held to maturity	\$ 10,041,349	\$ 10,626,400
Equity securities	233,555	245,490
Mortgage loans held for investment	18,716,226	12,749,000
Real estate held for investment	8,375,257	11,453,525
Policy loans	409,589	488,561
Insurance assignments	14,771,336	13,289,818
Other investments	227,930	105,218
Cash and cash equivalents	1,264,611	543,528
Gross investment income	54,039,853	49,501,540
Investment expenses	(14,126,586)	(14,438,572)
Net investment income	\$ 39,913,267	\$ 35,062,968

Net investment income includes net investment income earned by the restricted assets of the cemeteries and mortuaries of \$386,659 and \$501,227 for the years ended December 31, 2018 and 2017, respectively.

Net investment income on real estate consists primarily of rental revenue received under short-term leases.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
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2) Investments (Continued)

Investment expenses consist primarily of depreciation, property taxes, operating expenses of real estate and an estimated portion of administrative expenses relating to investment activities.

Securities on deposit for regulatory authorities as required by law amounted to \$9,220,520 and \$9,264,977 at December 31, 2018 and 2017, respectively. The restricted securities are included in various assets under investments on the accompanying consolidated balance sheets.

Real Estate Held for Investment

The Company continues to strategically deploy resources into real estate to match the income and yield durations of its primary obligations. The sources for these real estate assets come through its various business segments in the form of acquisition, development and mortgage foreclosures. The Company reports real estate held for investment pursuant to the accounting policy discussed in Note 1 of the Notes to Consolidated Financial Statements.

Commercial Real Estate Held for Investment

The Company owns and manages commercial real estate assets as a means of generating investment income. These assets are acquired in accordance with the Company's goals and objectives for risk-adjusted returns. Due diligence is conducted on each asset using internal and third-party reports. Geographic locations and asset classes of the investment activity is determined by senior management under the direction of the Board of Directors.

The Company employs full-time employees to attend to the day-to-day operations of those assets within the greater Salt Lake area and close surrounding markets. The Company utilizes third-party property managers when the geographic boundary does not warrant full-time staff or through strategic lease-up periods. The Company generally looks to acquire assets in regions that are high growth regions for employment and population and in assets that provide operational efficiencies.

The Company currently owns and operates 11 commercial properties in 4 states. These properties include industrial warehouses, office buildings, retail centers, a restaurant, and includes the redevelopment and expansion of its corporate campus ("Center53") in Salt Lake City, Utah. The Company also holds undeveloped land that may be used for future commercial developments. The Company does use debt in strategic cases to leverage established yields or to acquire a higher quality or different class of asset.

The aggregated net ending balance of commercial real estate that serves as collateral for bank borrowings was approximately \$84,880,000 and \$64,704,000 as of December 31, 2018 and 2017, respectively. The associated bank loan carrying values totaled approximately \$52,237,000 and \$40,994,000 as of December 31, 2018 and 2017, respectively.

During the years ended December 31, 2018 and 2017, the Company recorded impairment losses on commercial real estate held for investment of \$-0- and \$5,350,967, respectively. These impairment losses are included in gains (losses) on investment and other assets on the consolidated statements of earnings.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The Company's investment in commercial real estate for the years ended December 31, is summarized as follows:

	Net Ending Balance		Total Square Footage	
	2018	2017	2018	2017
Arizona	\$ 4,000 (1)	\$ 4,000 (1)	-	-
Arkansas	-	96,169	-	3,200
Kansas	6,861,898	7,200,000	222,679	222,679
Louisiana	467,694	493,197	7,063	7,063
Mississippi	3,329,948	3,725,039	33,821	33,821
New Mexico	7,000 (1)	7,000 (1)	-	-
Texas	300,000 (1)	335,000 (1)	-	-
Utah	81,080,251 (2)	61,108,384	502,129	433,244
	<u>\$ 92,050,791</u>	<u>\$ 72,968,789</u>	<u>765,692</u>	<u>700,007</u>

(1) Includes Vacant Land

(2) Includes 53rd Center completed in July 2017

Residential Real Estate Held for Investment

The Company owns a portfolio of residential homes primarily as a result of loan foreclosures. The strategy has been to lease these homes to produce cash flow, and allow time for the economic fundamentals to return to the various markets. As an orderly and active market for these homes returns, the Company has the option to dispose or to continue and hold them for cash flow and acceptable returns.

The Company established Security National Real Estate Services ("SNRE") to manage the residential portfolio. SNRE cultivates and maintains the preferred vendor relationships necessary to manage costs and quality of work performed on the portfolio of homes across the country.

As of December 31, 2018, SNRE manages 78 residential properties in 7 states across the United States.

The net ending balance of residential real estate that serves as collateral for a bank borrowing was approximately \$-0- and \$34,431,000, as of December 31, 2018 and 2017, respectively. The associated bank loan carrying value was approximately \$-0- and \$26,773,000 as of December 31, 2018 and 2017, respectively. This bank borrowing related to the Company's Dry Creek at East Village apartment complex which was sold in March 2018.

During the years ended December 31, 2018 and 2017, the Company recorded impairment losses on residential real estate held for investment of \$486,457 and \$114,052, respectively. These impairment losses are included in gains (losses) on investment and other assets on the consolidated statements of earnings.

The net ending balance of foreclosed residential real estate included in residential real estate held for investment is approximately \$23,532,000 and \$33,372,000 as of December 31, 2018 and 2017, respectively.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The Company's investment in residential real estate for the years ended December 31, is summarized as follows:

	Net Ending Balance	
	2018	2017
Arizona	\$ -	\$ 217,105
California	2,644,321	5,463,878
Florida	6,534,277	7,000,684
Hawaii	-	712,286
Ohio	10,000	10,000
Oklahoma	-	17,500
Tennessee	105,260	-
Texas	139,174	509,011
Utah	19,598,218	54,113,272
Washington	476,181	286,181
	<u>\$ 29,507,431</u>	<u>\$ 68,329,917</u>

Real Estate Owned and Occupied by the Company

The primary business units of the Company occupy a portion of the real estate owned by the Company. Currently, the Company occupies nearly 70,000 square feet, or 10% of the overall commercial real estate holdings.

As of December 31, 2018, real estate owned and occupied by the Company is summarized as follows:

Location	Business Segment	Approximate Square Footage	Square Footage Occupied by the Company
	Corporate Offices, Life Insurance and		
5300 South 360 West, Salt Lake City, UT (1)	Cemetery/Mortuary Operations	36,000	100%
5201 Green Street, Salt Lake City, UT	Mortgage Operations	36,899	34%
1044 River Oaks Dr., Flowood, MS	Life Insurance Operations	21,521	27%
121 West Election Road, Draper, UT	Mortgage Sales	78,978	19%

(1) This asset is included in property and equipment on the consolidated balance sheets

Mortgage Loans Held for Investment

The Company reports mortgage loans held for investment pursuant to the accounting policy discussed in Note 1 of the Notes to Consolidated Financial Statements.

Mortgage loans consist of first and second mortgages. The mortgage loans bear interest at rates ranging from 2.0 % to 10.5%, maturity dates range from three months to 30 years and are secured by real estate. Concentrations of credit risk arise when a number of mortgage loan debtors have similar economic characteristics that would cause their ability to meet contractual obligations to be similarly affected by changes in economic conditions. Although the Company has a diversified mortgage loan portfolio consisting of residential mortgages, commercial loans and residential construction loans and requires collateral on all real estate exposures, a substantial portion of its debtors' ability to honor obligations is reliant on the economic stability of the geographic region in which the debtors do business. At December 31, 2018, the Company had 48%, 14%, 13%, 6% and 6% of its mortgage loans from borrowers located in the states of Utah, Florida, Texas, California and Nevada, respectively.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The Company establishes a valuation allowance for credit losses in its portfolio. The following is a summary of the allowance for loan losses as a contra-asset account for the periods presented:

Allowance for Credit Losses and Recorded Investment in Mortgage Loans Held for Investment
Years Ended December 31

	Commercial	Residential	Residential Construction	Total
2018				
Allowance for credit losses:				
Beginning balance	\$ 187,129	\$ 1,546,447	\$ 35,220	\$ 1,768,796
Charge-offs	-	(5,725)	-	(5,725)
Provision	-	(415,099)	-	(415,099)
Ending balance	<u>\$ 187,129</u>	<u>\$ 1,125,623</u>	<u>\$ 35,220</u>	<u>\$ 1,347,972</u>
Ending balance: individually evaluated for impairment	<u>\$ -</u>	<u>\$ 74,185</u>	<u>\$ -</u>	<u>\$ 74,185</u>
Ending balance: collectively evaluated for impairment	<u>\$ 187,129</u>	<u>\$ 1,051,438</u>	<u>\$ 35,220</u>	<u>\$ 1,273,787</u>
Mortgage loans:				
Ending balance	<u>\$ 27,785,927</u>	<u>\$ 89,935,600</u>	<u>\$ 71,366,544</u>	<u>\$ 189,088,071</u>
Ending balance: individually evaluated for impairment	<u>\$ 196,182</u>	<u>\$ 2,939,651</u>	<u>\$ 502,991</u>	<u>\$ 3,638,824</u>
Ending balance: collectively evaluated for impairment	<u>\$ 27,589,745</u>	<u>\$ 86,995,949</u>	<u>\$ 70,863,553</u>	<u>\$ 185,449,247</u>
2017				
Allowance for credit losses:				
Beginning balance	\$ 187,129	\$ 1,461,540	\$ 100,114	\$ 1,748,783
Charge-offs	-	(351,357)	(64,894)	(416,251)
Provision	-	436,264	-	436,264
Ending balance	<u>\$ 187,129</u>	<u>\$ 1,546,447</u>	<u>\$ 35,220</u>	<u>\$ 1,768,796</u>
Ending balance: individually evaluated for impairment	<u>\$ -</u>	<u>\$ 237,560</u>	<u>\$ -</u>	<u>\$ 237,560</u>
Ending balance: collectively evaluated for impairment	<u>\$ 187,129</u>	<u>\$ 1,308,887</u>	<u>\$ 35,220</u>	<u>\$ 1,531,236</u>
Mortgage loans:				
Ending balance	<u>\$ 54,954,865</u>	<u>\$ 102,527,111</u>	<u>\$ 50,157,533</u>	<u>\$ 207,639,509</u>
Ending balance: individually evaluated for impairment	<u>\$ -</u>	<u>\$ 4,923,552</u>	<u>\$ 461,834</u>	<u>\$ 5,385,386</u>
Ending balance: collectively evaluated for impairment	<u>\$ 54,954,865</u>	<u>\$ 97,603,559</u>	<u>\$ 49,695,699</u>	<u>\$ 202,254,123</u>

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The following is a summary of the aging of mortgage loans held for investment for the periods presented.

Age Analysis of Past Due Mortgage Loans Held for Investment
Years Ended December 31

	30-59 Days Past Due	60-89 Days Past Due	Greater Than 90 Days 1)	In Process of Foreclosure 1)	Total Past Due	Current	Total Mortgage Loans	Allowance for Loan Losses	Unamortized deferred loan fees, net	Net Mortgage Loans
2018										
Commercial	\$ 4,588,424	\$ -	\$ 196,182	\$ -	\$ 4,784,606	\$ 23,001,321	\$ 27,785,927	\$ (187,129)	\$ 32,003	\$ 27,630,801
Residential	9,899,380	2,312,252	1,715,362	1,224,289	15,151,283	74,784,317	89,935,600	(1,125,623)	(862,411)	87,947,566
Residential Construction	-	-	-	502,991	502,991	70,863,553	71,366,544	(35,220)	(444,622)	70,886,702
Total	\$ 14,487,804	\$ 2,312,252	\$ 1,911,544	\$ 1,727,280	\$ 20,438,880	\$ 168,649,191	\$ 189,088,071	\$ (1,347,972)	\$ (1,275,030)	\$ 186,465,069
2017										
Commercial	\$ 1,943,495	\$ -	\$ -	\$ -	\$ 1,943,495	\$ 53,011,370	\$ 54,954,865	\$ (187,129)	\$ (67,411)	\$ 54,700,325
Residential	6,613,479	495,347	3,591,333	1,332,219	12,032,378	90,494,733	102,527,111	(1,546,447)	(1,164,130)	99,816,534
Residential Construction	-	-	461,834	-	461,834	49,695,699	50,157,533	(35,220)	(428,287)	49,694,026
Total	\$ 8,556,974	\$ 495,347	\$ 4,053,167	\$ 1,332,219	\$ 14,437,707	\$ 193,201,802	\$ 207,639,509	\$ (1,768,796)	\$ (1,659,828)	\$ 204,210,885

1) There was not any interest income recognized on loans past due greater than 90 days or in foreclosure.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
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2) Investments (Continued)

Impaired Mortgage Loans Held for Investment

Impaired mortgage loans held for investment include loans with a related specific valuation allowance or loans whose carrying amount has been reduced to the expected collectible amount because the impairment has been considered other than temporary. The recorded investment in and unpaid principal balance of impaired loans along with the related loan specific allowance for losses, if any, for each reporting period and the average recorded investment and interest income recognized during the time the loans were impaired were as follows:

	Impaired Loans Years Ended December 31				
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized
<u>2018</u>					
With no related allowance recorded:					
Commercial	\$ 196,182	\$ 196,182	\$ -	\$ 98,023	\$ -
Residential	1,612,164	1,612,164	-	2,423,135	-
Residential construction	502,991	502,991	-	675,950	-
With an allowance recorded:					
Commercial	\$ -	\$ -	\$ -	\$ -	\$ -
Residential	1,327,487	1,327,487	74,185	1,543,416	-
Residential construction	-	-	-	-	-
Total:					
Commercial	\$ 196,182	\$ 196,182	\$ -	\$ 98,023	\$ -
Residential	2,939,651	2,939,651	74,185	3,966,551	-
Residential construction	502,991	502,991	-	675,950	-
<u>2017</u>					
With no related allowance recorded:					
Commercial	\$ -	\$ -	\$ -	\$ 365,220	\$ -
Residential	3,322,552	3,322,552	-	3,290,094	-
Residential construction	461,834	461,834	-	277,232	-
With an allowance recorded:					
Commercial	\$ -	\$ -	\$ -	\$ -	\$ -
Residential	1,601,000	1,601,000	237,560	1,350,115	-
Residential construction	-	-	-	-	-
Total:					
Commercial	\$ -	\$ -	\$ -	\$ 365,220	\$ -
Residential	4,923,552	4,923,552	237,560	4,640,209	-
Residential construction	461,834	461,834	-	277,232	-

Credit Risk Profile Based on Performance Status

The Company's mortgage loan held for investment portfolio is monitored based on performance of the loans. Monitoring a mortgage loan increases when the loan is delinquent or earlier if there is an indication of impairment. The Company defines non-performing mortgage loans as loans 90 days or greater delinquent or on non-accrual status.

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

2) Investments (Continued)

The Company's performing and non-performing mortgage loans held for investment were as follows:

Mortgage Loans Held for Investment Credit Exposure
Credit Risk Profile Based on Payment Activity
Years Ended December 31

	Commercial		Residential		Residential Construction		Total	
	2018	2017	2018	2017	2018	2017	2018	2017
Performing	\$ 27,589,745	\$ 54,954,865	\$ 86,995,949	\$ 97,603,559	\$ 70,863,553	\$ 49,695,699	\$ 185,449,247	\$ 202,254,123
Non-performing	196,182	-	2,939,651	4,923,552	502,991	461,834	3,638,824	5,385,386
Total	<u>\$ 27,785,927</u>	<u>\$ 54,954,865</u>	<u>\$ 89,935,600</u>	<u>\$ 102,527,111</u>	<u>\$ 71,366,544</u>	<u>\$ 50,157,533</u>	<u>\$ 189,088,071</u>	<u>\$ 207,639,509</u>

Non-Accrual Mortgage Loans Held for Investment

Once a loan is past due 90 days, it is the policy of the Company to end the accrual of interest income on the loan and write off any income that had been accrued. Payments received for loans on a non-accrual status are recognized on a cash basis. Interest income recognized from any payments received for loans on a non-accrual status was immaterial. Accrual of interest resumes if a loan is brought current. Interest not accrued on these loans totals approximately \$151,000 and \$204,000 as of December 31, 2018 and 2017, respectively.

The following is a summary of mortgage loans held for investment on a non-accrual status for the periods presented.

Mortgage Loans on Non-accrual Status
Years Ended December 31

	2018	2017
Commercial	\$ 196,182	\$ -
Residential	2,939,651	4,923,552
Residential construction	502,991	461,834
Total	<u>\$ 3,638,824</u>	<u>\$ 5,385,386</u>

Principal Amounts Due

The amortized cost and contractual payments on mortgage loans held for investment by category as of December 31, 2018 are shown below. Expected principal payments may differ from contractual obligations because certain borrowers may elect to pay off mortgage obligations with or without early payment penalties.

	Total	Principal	Principal	Principal
		Amounts	Amounts	Amounts
		Due in	Due in	Due
		1 Year	2-5 Years	Thereafter
Residential	\$ 89,935,600	\$ 8,208,938	\$ 35,797,902	\$ 45,928,760
Residential Construction	71,366,544	63,117,270	8,249,274	-
Commercial	27,785,927	24,274,744	805,176	2,706,007
Total	<u>\$ 189,088,071</u>	<u>\$ 95,600,952</u>	<u>\$ 44,852,352</u>	<u>\$ 48,634,767</u>

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
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3) Loans Held for Sale

Fair Value Option Election

ASC No. 825, “Financial Instruments”, allows for the option to report certain financial assets and liabilities at fair value initially and at subsequent measurement dates with changes in fair value included in earnings. The option may be applied instrument by instrument, but it is irrevocable. The Company elected the fair value option for loans held for sale originated after July 1, 2017. The Company believes the fair value option most closely aligns the timing of the recognition of gains and costs. These loans are intended for sale and the Company believes that the fair value is the best indicator of the resolution of these loans. Electing fair value also reduces certain timing differences and better matches changes in the fair value of these assets with changes in the fair value of the related derivatives used for these assets.

Interest income is recorded based on the contractual terms of the loan and in accordance with the Company’s policy on mortgage loans held for investment and is included in mortgage fee income on the consolidated statement of earnings. None of these loans are 90 or more days past due nor on nonaccrual status as of December 31, 2018. See Note 17 of the Notes to Consolidated Financial Statements for additional disclosures regarding loans held for sale.

The following is a summary of the aggregate fair value and the aggregate unpaid principal balance of loans held for sale for the periods presented:

	As of December 31 2018	As of December 31 2017
Aggregate fair value	\$ 136,210,853	\$ 133,414,188
Unpaid principal balance	131,663,946	129,233,411
Unrealized gain	4,546,907	4,180,777

Mortgage Fee Income

Mortgage fee income consists of origination fees, processing fees, interest income and certain other income related to the origination and sale of mortgage loans held for sale.

Major categories of mortgage fee income for loans held for sale for the years ended December 31, are as follows:

	2018	2017
Loan fees	\$ 27,429,237	\$ 40,434,686
Interest income	6,156,796	7,089,025
Secondary gains	80,416,718	108,756,613
Change in fair value of loan commitments	(404,773)	(4,812,743)
Change in fair value of loans held for sale	3,736,209	4,180,777
Provision for loan loss reserve	(1,148,334)	(1,851,187)
Mortgage fee income	<u>\$ 116,185,853</u>	<u>\$ 153,797,171</u>

Loan Loss Reserve

When a repurchase demand corresponding to a mortgage loan previously held for sale and sold to a third-party investor is received from a third-party investor, the relevant data is reviewed and captured so that an estimated future loss can be calculated. The key factors that are used in the estimated loss calculation are as follows: (i) lien position, (ii) payment status, (iii) claim type, (iv) unpaid principal balance, (v) interest rate, and (vi) validity of the demand. Other data is captured and is useful for management purposes; the actual estimated loss is generally based on these key factors. The Company conducts its own review upon the receipt of a repurchase demand. In

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Notes to Consolidated Financial Statements
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3) Loans Held for Sale (Continued)

many instances, the Company is able to resolve the issues relating to the repurchase demand by the third-party investor without having to make any payments to the investor.

The following is a summary of the loan loss reserve which is included in other liabilities and accrued expenses:

	December 31	
	2018	2017
Balance, beginning of period	\$ 2,571,524	\$ 627,733
Provision for current loan originations (1)	1,148,334	1,851,187
Charge-offs, net of recaptured amounts	(114,989)	92,604
Balance, at December 31	\$ 3,604,869	\$ 2,571,524

(1) Included in Mortgage fee income

The Company believes the loan loss reserve represents probable loan losses incurred as of the balance sheet date. Actual loan loss experience could change, in the near-term, from the established reserve based upon claims that could be asserted by third-party investors. The Company believes there is potential to resolve any alleged claims by third-party investors on acceptable terms. If the Company is unable to resolve such claims on acceptable terms, legal action may ensue. In the event of legal action by any third-party investor, the Company believes it has significant defenses to any such action and intends to vigorously defend itself against such action.

4) Receivables

Receivables consist of the following:

	December 31	
	2018	2017
Trade contracts	\$ 2,816,225	\$ 3,608,379
Receivables from sales agents	3,079,688	3,528,703
Other	4,559,272	4,851,305
Total receivables	10,455,185	11,988,387
Allowance for doubtful accounts	(1,519,842)	(1,544,518)
Net receivables	\$ 8,935,343	\$ 10,443,869

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Notes to Consolidated Financial Statements
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5) Value of Business Acquired and Goodwill

Information with regard to value of business acquired is as follows:

	December 31	
	2018	2017
Balance at beginning of year	\$ 6,588,759	\$ 7,570,300
Value of business acquired	-	-
Imputed interest at 7%	421,122	39,767
Amortization	(1,244,691)	(1,021,308)
Net amortization charged to income	(823,569)	(981,541)
Balance at end of year	\$ 5,765,190	\$ 6,588,759

Presuming no additional acquisitions, net amortization charged to income is expected to approximate \$821,000, \$737,000, \$685,000, \$637,000, and \$593,000 for the years 2019 through 2023. Actual amortization may vary based on changes in assumptions or experience. As of December 31, 2018, value of business acquired is being amortized over a weighted average life of 6.2 years.

Information with regard to goodwill acquired is as follows:

Goodwill of \$2,765,570 is not amortized but tested annually for impairment. The annual impairment tests resulted in no impairment of goodwill.

The carrying value of the Company's intangible asset is as follows:

	Useful Life	December 31
		2018
Intangible asset - finite life - customer lists	15 years	\$ 890,000
Less accumulated amortization		(34,611)
Balance at end of year		\$ 855,389

6) Property and Equipment

The cost of property and equipment is summarized below:

	December 31	
	2018	2017
Land and buildings	\$ 7,775,922	\$ 8,689,302
Furniture and equipment	16,731,457	16,952,404
	24,507,379	25,641,706
Less accumulated depreciation	(17,496,601)	(17,572,326)
Total	\$ 7,010,778	\$ 8,069,380

Depreciation expense for the years ended December 31, 2018 and 2017 was \$1,867,001 and \$2,220,693, respectively. During 2017, the Company transferred \$643,329 of land from cemetery land and improvements to property and equipment. This transfer is shown as a non cash item on the consolidated statements of cash flows.

SECURITY NATIONAL FINANCIAL CORPORATION
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7) Bank and Other Loans Payable

Bank and other loans payable are summarized as follows:

	December 31	
	2018	2017
6.50% note payable in monthly installments of \$1,702 including principal and interest, collateralized by real property, paid in full in February 2018.	\$ -	\$ 246,847
3.85% fixed note payable in monthly installments of \$85,419 including principal and interest, collateralized by shares of Security National Life Insurance Company stock, paid in full in January 2018.	-	85,419
2.25% above 90 day LIBOR rate note payable in monthly installments of approximately \$125,000, collateralized by real property, paid in full in March 2018.	-	26,773,058
2.25% above the monthly LIBOR rate plus 1/16th of the monthly LIBOR rate note payable in monthly principal payments of \$13,167 plus interest, collateralized by real property with a book value of approximately \$4,350,000, due September 2021.	2,817,775	2,975,781
4.27% fixed note payable in monthly installments of \$53,881 including principal and interest, collateralized by shares of Security National Life Insurance Company stock, due November 2021.	1,817,905	2,372,690
4.40% fixed note payable in monthly installments of \$46,825 including principal and interest, collateralized by real property with a book value of approximately \$12,479,000, due January 2026.	7,492,140	7,712,854
4.329% fixed note payable in monthly installments of \$9,775 including principal and interest, collateralized by real property with a book value of approximately \$3,596,000, due September 2025.	1,929,725	1,961,573
2.5% above the monthly LIBOR rate plus 1/16th of the monthly LIBOR rate construction loan payable, collateralized by real property with a book value of approximately \$46,093,000, due August 2019.	30,796,861	28,343,684
4.7865% fixed interest only note payable in monthly installments, collateralized by real property with a book value of approximately \$18,362,000, due June 2028.	9,200,000	-
1 month LIBOR rate plus 3% loan purchase agreement with a warehouse line availability of \$100,000,000, matures June 2019.	60,438,156	61,298,220
1 month LIBOR rate plus 3% loan purchase agreement with a warehouse line availability of \$100,000,000, matures September 2019.	25,680,649	25,538,378
Other short-term borrowings (1)	47,250,000	-
Other loans payable	97,977	142,421
Total bank and other loans	187,521,188	157,450,925
Less current installments	165,219,632	88,437,940
Bank and other loans, excluding current installments	\$ 22,301,556	\$ 69,012,985

(1) Federal Home Loan Bank and Revolving Lines of Credit

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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

7) Bank and Other Loans Payable (Continued)

Sources of Liquidity

Federal Home Loan Bank Membership

The Federal Home Loan Banks (“the FHLBs”) are a group of cooperatives that lending institutions use to finance housing and economic development in local communities. The Company is a member of the FHLB based in Des Moines, Iowa. As a member of the FHLB, the Company is required to maintain a minimum investment in capital stock of the FHLB of Des Moines and may pledge collateral to the bank for advances of funds to be used in its operations.

At December 31, 2018, the amount available for additional FHLB borrowings was approximately \$534,579, compared with \$47,252,871 at December 31, 2017. United States Treasury fixed maturity securities with a carrying value of \$49,342,210 at December 31, 2018 have been pledged at the FHLB of Des Moines as collateral for current and potential borrowings compared with \$49,892,726 at December 31, 2017. At December 31, 2018, the Company had \$46,000,000 of short-term FHLB borrowings outstanding and no long-term FHLB borrowings outstanding. These borrowings bear interest at 2.58% as of December 31, 2018. At December 31, 2018, the Company’s total investment in FHLB stock was \$2,548,700 compared with \$689,400 at December 31, 2017. The Company’s increased investment in FHLB stock was a result of its increase in short-term FHLB borrowings during 2018.

Revolving Lines of Credit

The Company has a \$2,000,000 revolving line-of-credit with a bank with interest payable at the prime rate minus .75%, secured by the capital stock of Security National Life and maturing September 30, 2019, renewable annually. At December 31, 2018, the Company was contingently liable under a standby letter of credit aggregating \$625,405, to be used as collateral to cover any contingency related to additional risk assessments pertaining to the Company's captive insurance program and under a standby letter of credit aggregating \$48,220 issued as a security deposit to guarantee payment of final bills for electric and gas utility services for a commercial real estate property owned by the Company in Wichita, Kansas. These standby letters of credit will draw on the line of credit if necessary. The Company does not expect any material losses to result from the issuance of the standby letter of credit because claims are not expected to exceed premiums paid. As of December 31, 2018, there were no amounts outstanding under the revolving line-of-credit.

The Company also has a \$2,500,000 revolving line-of-credit with a bank with interest payable at the overnight LIBOR rate plus 2.25% maturing September 30, 2019. As of December 31, 2018, there was \$1,250,000 outstanding under the revolving line-of-credit.

Mortgage Warehouse Lines of Credit

The Company, through its subsidiary SecurityNational Mortgage, has a \$100,000,000 line of credit with Wells Fargo Bank N.A. The agreement charges interest at the 1-Month LIBOR rate plus 3% and matures on June 16, 2019. SecurityNational Mortgage is required to maintain an adjusted tangible net worth of \$19,000,000, unrestricted cash of \$10,000,000, indebtedness to adjusted tangible net worth of 12:1, liquidity overhead coverage of 1.75:1, and a quarterly gross profit of at least \$1.

The Company, through its subsidiary SecurityNational Mortgage, also uses a line of credit with Texas Capital Bank N.A. This agreement with the bank allows SecurityNational Mortgage to borrow up to \$100,000,000 for the sole purpose of funding mortgage loans. SecurityNational Mortgage is currently approved to borrow \$30,000,000 of the \$100,000,000 available. The agreement charges interest at the 1-Month LIBOR rate plus 3% and matures on September 7, 2019. The Company is required to maintain an adjusted tangible net worth of \$70,000,000, unrestricted cash of \$15,000,000, and no two consecutive quarters with a net loss. The Company obtained a waiver from Texas Capital Bank as SecurityNational Mortgage did not meet the requirement of no two consecutive quarters with a loss at December 31, 2018.

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7) Bank and Other Loans Payable (Continued)

The agreements for both warehouse lines include cross default provisions in that a covenant violation under one agreement constitutes a covenant violation under the other agreement. SecurityNational Mortgage requested and received a waiver from Wells Fargo in regard to its covenant violation with Texas Capital Bank. SecurityNational Mortgage anticipates that it will not meet the profitability covenant with Texas Capital Bank at the end of the first quarter of 2019, which will trigger a default with Wells Fargo under the cross default provisions, and will seek new waivers at that time. In the unlikely event the Company is required to repay both warehouse lines, the Company has sufficient cash and borrowing capacity to do so and to continue to fund its origination activities through the other internal funding sources.

SecurityNational Mortgage believes that it has taken appropriate actions to return to meeting all the covenant requirements of Texas Capital Bank and that it will continue to meet the financial covenant requirements of Wells Fargo. The current outstanding amounts on both warehouse lines are shown in the current portion of the maturity table listed below.

The following tabulation shows the combined maturities of bank and other loans payable:

2019	165,219,632
2020	1,080,597
2021	3,451,136
2022	321,182
2023	356,142
Thereafter	17,092,499
Total	<u>\$ 187,521,188</u>

Interest expense in 2018 and 2017 was \$6,956,707 and \$6,037,332, respectively.

8) Cemetery Perpetual Care Trust Investments and Obligation and Restricted Assets

State law requires the Company to pay into endowment care trusts a portion of the proceeds from the sale of certain cemetery property interment rights for cemeteries that have established an endowment care trust. These endowment care trusts are defined as variable interest entities pursuant to GAAP. Also, management has determined that the Company is the primary beneficiary of these trusts, as it absorbs both a majority of the losses and returns associated with the trusts. The Company has consolidated cemetery endowment care trust investments with a corresponding amount recorded as Cemetery Perpetual Care Obligation in the accompanying consolidated balance sheets.

The components of the cemetery perpetual care investments and obligation are as follows:

	December 31	
	2018	2017
Cash and cash equivalents	\$ 1,557,506	\$ 997,498
Fixed maturity securities, held to maturity, at amortized cost	990,390	943,211
Equity securities, at estimated fair value	483,353	682,315
Participating interests in mortgage loans held for investment with Security National Life	-	4,128
Real estate	1,304,620	1,996,411
Note receivables from Cottonwood Mortuary Singing Hills Cemetery and Memorial Estates eliminated in consolidation	1,606,155	1,667,621
Total cemetery perpetual care trust investments	<u>5,942,024</u>	<u>6,291,184</u>
Cemetery perpetual care obligation	<u>(3,821,979)</u>	<u>(3,710,740)</u>
Trust investments in excess of trust obligations	<u>\$ 2,120,045</u>	<u>\$ 2,580,444</u>

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8) Cemetery Perpetual Care Trust Investments and Obligation and Restricted Assets (Continued)

The Company has also established certain restricted assets to provide for future merchandise and service obligations incurred in connection with its pre-need sales for its cemetery and mortuary segment.

Restricted cash also represents escrows held for borrowers and investors under servicing and appraisal agreements relating to mortgage loans, funds held by warehouse banks in accordance with loan purchase agreements and funds held in escrow for certain real estate construction development projects. Additionally, the Company elected to fund its medical benefit safe-harbor limit based on 35% of the qualified direct costs for the preceding year, and has included this amount as a component of restricted cash. These restricted cash items are for the Company's life insurance and mortgage segments.

Restricted assets are summarized as follows:

	December 31	
	2018	2017
Cash and cash equivalents (1)	\$ 7,179,225	\$ 8,188,764
Mutual funds, at estimated fair value	677,795	715,952
Fixed maturity securities, held to maturity, at amortized cost	1,258,397	1,130,088
Equity securities, at estimated fair value	66,878	94,006
Participating interests in mortgage loans held for investment with Security National Life	1,799,267	1,701,811
Total	\$ 10,981,562	\$ 11,830,621

(1) Including cash and cash equivalents of \$5,668,580 and \$6,392,283 as of December 31, 2018 and 2017, respectively, for the life insurance and mortgage segments.

A surplus note receivable in the amount of \$4,000,000 at December 31, 2018 and 2017, from Security National Life, was eliminated in consolidation.

See Notes 1 and 17 for additional information regarding restricted assets.

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9) Income Taxes

The Company's income tax liability (benefit) is summarized as follows:

	December 31	
	2018	2017
Current	\$ 473,800	\$ (922,754)
Deferred	15,649,198	18,255,537
Total	<u>\$ 16,122,998</u>	<u>\$ 17,332,783</u>

Significant components of the Company's deferred tax (assets) and liabilities are approximately as follows:

	December 31	
	2018	2017
Assets		
Future policy benefits	\$ (8,293,592)	\$ (6,803,339)
Loan loss reserve	(938,496)	(697,779)
Unearned premium	(823,299)	(886,706)
Available for sale securities	(366,279)	(237,677)
Net operating loss	(593,272)	(631,892)
Deferred compensation	(1,677,118)	(1,600,401)
Deposit obligations	(610,769)	(627,193)
Other	<u>(185,557)</u>	<u>(276,127)</u>
Total deferred tax assets	<u>(13,488,382)</u>	<u>(11,761,114)</u>
Liabilities		
Deferred policy acquisition costs	15,255,960	13,700,093
Basis difference in property and equipment	4,309,162	6,110,374
Value of business acquired	1,210,690	1,383,639
Deferred gains	6,267,373	6,978,067
Trusts	1,064,387	1,066,438
Tax on unrealized appreciation	<u>1,030,008</u>	<u>778,040</u>
Total deferred tax liabilities	<u>29,137,580</u>	<u>30,016,651</u>
Net deferred tax liability	<u>\$ 15,649,198</u>	<u>\$ 18,255,537</u>

The Company paid \$5,701,565 and \$581,556 in income taxes for the years ended December 31, 2018 and 2017, respectively.

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9) Income Taxes (Continued)

The Company's income tax expense (benefit) is summarized as follows for the years ended December 31:

	<u>2018</u>	<u>2017</u>
Current		
Federal	\$ 6,933,145	\$ 934,647
State	<u>166,567</u>	<u>236,559</u>
	7,099,712	1,171,206
Deferred		
Federal	(1,838,947)	(7,811,030)
State	<u>(766,454)</u>	<u>59,002</u>
	(2,605,401)	(7,752,028)
Total	<u>\$ 4,494,311</u>	<u>\$ (6,580,822)</u>

The reconciliation of income tax expense (benefit) at the U.S. federal statutory rates is as follows:

	<u>2018</u>	<u>2017</u>
Computed expense at statutory rate	\$ 5,497,882	\$ 2,560,918
State tax expense, net of federal tax benefit	(473,911)	195,070
Change in valuation allowance	-	(431,802)
Change in tax law	-	(8,973,722)
Other, net	<u>(529,660)</u>	<u>68,714</u>
Income tax expense (benefit)	<u>\$ 4,494,311</u>	<u>\$ (6,580,822)</u>

The Company's overall effective tax rate for the years ended December 31, 2018 and 2017 was 17.2% and (87.4%), respectively. The Company's effective tax rate reflects the reduction of the U.S. federal statutory corporate income tax rate from 35% to 21% beginning January 1, 2018 and differs from the 21% statutory rate partly due to its provision for state income taxes. The effective tax rate for 2017 included a benefit that primarily related to a re-measurement of deferred tax assets and liabilities taking the Tax Act's newly enacted tax rate into account.

At December 31, 2018, the Company had no significant unrecognized tax benefits. As of December 31, 2018, the Company does not expect any material changes to the estimated amount of unrecognized tax benefits in the next twelve months. Federal and state income tax returns for 2015 through 2018 are subject to examination by taxing authorities.

Net Operating Losses and Tax Credit Carryforwards:

<u>Year of Expiration</u>	
2019	114,600
2020	114,601
2021	17,101
2022	-
2023	-
Thereafter up through 2037	2,012,371
	<u>\$ 2,258,673</u>

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10) Reinsurance, Commitments and Contingencies

Reinsurance

The Company follows the procedure of reinsuring risks in excess of a specified limit, which ranged from \$25,000 to \$100,000 during the years 2018 and 2017. The Company is liable for these amounts in the event such reinsurers are unable to pay their portion of the claims. The Company has also assumed insurance from other companies having insurance in force amounting to approximately \$103,000,000 and approximately \$106,000,000 at December 31, 2018 and 2017, respectively.

Mortgage Loan Loss Settlements

Future loan losses can be extremely difficult to estimate. However, management believes that the Company's reserve methodology and its current practice of property preservation allow it to estimate potential losses on loans sold. The estimated liability for indemnification losses is included in other liabilities and accrued expenses and, as of December 31, 2018 and 2017, the balances were \$3,605,000 and \$2,575,000, respectively.

Mortgage Loan Loss Litigation

Lehman Brothers Holdings Litigation – Delaware and New York

In January 2014, Lehman Brothers Holdings, Inc. ("Lehman Holdings") entered into a settlement with the Federal National Mortgage Association (Fannie Mae) concerning the mortgage loan claims that Fannie Mae had asserted against Lehman Holdings, which were based on alleged breaches of certain representations and warranties by Lehman Holdings in the mortgage loans it had sold to Fannie Mae. Lehman Holdings had acquired these loans from Aurora Bank, FSB, formerly known as Lehman Brothers Bank, FSB, which in turn purchased the loans from certain residential mortgage loan originators, including SecurityNational Mortgage. A settlement based on similar circumstances was entered into between Lehman Holdings and the Federal Home Loan Mortgage Corporation (Freddie Mac) in February 2014.

Lehman Holdings filed a motion in May 2014 with the U.S. Bankruptcy Court of the Southern District of New York to require the mortgage loan originators, including SecurityNational Mortgage, to engage in non-binding mediations of the alleged indemnification claims against the mortgage loan originators relative to the Fannie Mae and Freddie Mac settlements with Lehman Holdings. The mediation was not successful in resolving any issues between SecurityNational Mortgage and Lehman Holdings.

On January 26, 2016, SecurityNational Mortgage filed a declaratory judgment action against Lehman Holdings in the Superior Court for the State of Delaware. In the Delaware action, SecurityNational Mortgage asserted its right to obtain a declaration of rights in that there are allegedly millions of dollars in dispute with Lehman Holdings pertaining to approximately 136 mortgage loans. SecurityNational Mortgage sought a declaratory judgment as to its rights as it contends that it has no liability to Lehman Holdings as a result of Lehman Holdings' settlements with Fannie Mae and Freddie Mac. Lehman Holdings filed a motion in the Delaware court seeking to stay or dismiss the declaratory judgment action. On August 24, 2016, the Court ruled that it would exercise its discretion to decline jurisdiction over the action and granted Lehman Holdings' motion to dismiss.

On February 3, 2016, Lehman Holdings filed an adversary proceeding against approximately 150 mortgage loan originators, including SecurityNational Mortgage, in the U.S. Bankruptcy Court of the Southern District of New York seeking a declaration of rights similar in nature to the declaratory judgment that SecurityNational Mortgage sought in its Delaware lawsuit, and for damages relating to the alleged obligations of the defendants under the indemnification provisions of the alleged agreements, in amounts to be determined at trial, including interest, attorneys' fees and costs incurred by Lehman Holdings in enforcing the obligations of the defendants. No response was required to be filed relative to the Complaint or the Amended Complaint dated March 7, 2016. A Case Management Order was entered on November 1, 2016.

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10) Reinsurance, Commitments and Contingencies (Continued)

On December 27, 2016, pursuant to the Case Management Order, Lehman Holdings filed a Second Amended Complaint against SecurityNational Mortgage, which eliminates the declaratory judgment claim but retains a similar claim for damages as in the Complaint. Many of the defendants, including SecurityNational Mortgage, filed a joint motion in the case asserting that the Bankruptcy Court does not have subject matter jurisdiction concerning the matter and that venue is improper. Lehman Holdings' response memorandum was filed on May 31, 2017 and a reply memorandum of the defendants filing the motion was filed on July 14, 2017. A hearing on the motion was held on June 12, 2018.

On September 17, 2018, certain defendants, including SecurityNational Mortgage, also filed a notice of appeal, and thereafter a motion for leave to file an interlocutory appeal as to the Bankruptcy Court's Decision pertaining to jurisdiction and improper venue as a "protective" appeal should the District Court decide not to treat the Decision as findings of fact and conclusions of law. Separately, certain other defendants also filed a notice of appeal and motion for leave to file an interlocutory appeal with respect to the Bankruptcy Court's Decision concerning improper venue. Lehman Holdings filed its response on October 22, 2018, and defendants are permitted to file a joint reply to Lehman Holdings' response no later than November 26, 2018. The motions to file appeals were consolidated before Valerie Caproni, U.S. District Court Judge, Case No. 18-cv-8986. Case No. 18-mc-00392 is also before Judge Caproni.

On October 1, 2018, Lehman Holdings filed a motion for leave to file Third Amended Complaints against numerous defendants including SecurityNational Mortgage. In addition to the Fannie Mae and Freddie Mac related loans, the amendments/supplements include additional mortgage loans sold to Lehman Holdings that were packaged for securitization ("RMBS loans"). The RMBS loans had allegedly been sold by defendants to Lehman Bank that, in turn, sold them to Lehman Holdings. The allegations pertaining to the RMBS loans include, e.g., purported breaches of representations and warranties made to the securitization trusts by Lehman Holdings. Lehman Holdings asserts that it made representations and warranties purportedly based in part by representations and warranties made to Lehman Bank by loan originators, including SecurityNational Mortgage.

The alleged RMBS loans in dispute with SecurityNational Mortgage allegedly involve millions of dollars pertaining to approximately 577 mortgage loans in addition to the Fannie Mae and Freddie Mac related loans. Lehman Holdings also moved the Court to simultaneously allow alternate dispute resolution procedures to take place, including potential mediation. Over objections, at a hearing on October 29, 2018, the Court granted Lehman Holdings' motion to amend/supplement its complaints adding the RMBS loans, and also to mandate alternative dispute resolution procedures affecting many defendants, including SecurityNational Mortgage.

Instead of filing a Third Amended Complaint to include the RMBS loans referenced above, Lehman Holdings filed the matter against SecurityNational Mortgage as a new complaint ("RMBS Complaint") (United States Bankruptcy Court, Southern District of New York, Adversary Proceeding 18-01819) pertaining to the approximately 577 RMBS loans, with the Second Amended Complaint remaining the same. The RMBS Complaint seeks alleged damages relating to obligations under alleged contractual indemnification provisions in an amount to be determined at trial, reasonable interest, costs and expenses incurred by LBHI in enforcing alleged obligations, including attorneys' fees and costs and any expert witness fees incurred in litigation; and such other relief as the Court deems just and proper. SecurityNational Mortgage denies any liability to Lehman Holdings and intends to vigorously protect and defend its position.

In response to a Court order, certain defendants referenced in the Second Amended Complaint and the RMBS Complaints negotiated with Lehman Holdings concerning an amended case management order pertaining to certain case procedures and management for both lawsuits including, but not limited to, timing for filing motions and answering the complaints, and provisions concerning discovery such as document production, taking depositions, and use of experts. At a hearing held on March 7, 2019, the Court considered differences of the parties as to the content of an amended case management order, and thereafter signed an amended case management order dated March 13, 2019.

SECURITY NATIONAL FINANCIAL CORPORATION
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10) Reinsurance, Commitments and Contingencies (Continued)

Non-Cancelable Leases

The Company leases office space and equipment under various non-cancelable agreements. Minimum lease payments under these non-cancelable operating leases as of December 31, 2018, are approximately as follows:

Years Ending <u>December 31</u>	
2019	5,579,386
2020	3,417,632
2021	1,838,767
2022	808,846
2023	689,716
Thereafter	<u>2,339,371</u>
Total	<u>\$ 14,673,718</u>

Total rent expense related to non-cancelable operating leases for the years ended December 31, 2018 and 2017 was approximately \$7,254,000 and \$7,374,000, respectively.

Other Contingencies and Commitments

The Company has entered into commitments to fund construction and land development loans and has also provided financing for land acquisition and development. As of December 31, 2018, the Company's commitments were approximately \$97,854,000, for these loans of which \$72,867,000 had been funded. The Company will advance funds once the work has been completed and an independent inspection is made. The maximum loan commitment ranges between 50% and 80% of appraised value. The Company receives fees and interest for these loans and the interest rate is generally fixed 5.50% to 8.00% per annum. Maturities range between six and eighteen months.

The Company belongs to a captive insurance group for certain casualty insurance, worker compensation and liability programs. Insurance reserves are maintained relative to these programs. The level of exposure from catastrophic events is limited by the purchase of stop-loss and aggregate liability reinsurance coverage. When estimating the insurance liabilities and related reserves, the captive insurance management considers a number of factors, which include historical claims experience, demographic factors, severity factors and valuations provided by independent third-party actuaries. If actual claims or adverse development of loss reserves occurs and exceed these estimates, additional reserves may be required. The estimation process contains uncertainty since captive insurance management must use judgment to estimate the ultimate cost that will be incurred to settle reported claims and unreported claims for incidents incurred but not reported as of the balance sheet date.

The Company is a defendant in various other legal actions arising from the normal conduct of business. Management believes that none of the actions will have a material effect on the Company's financial position or results of operations. Based on management's assessment and legal counsel's representations concerning the likelihood of unfavorable outcomes, no amounts have been accrued for the above claims in the consolidated financial statements.

The Company is not a party to any other material legal proceedings outside the ordinary course of business or to any other legal proceedings, which, if adversely determined, would have a material adverse effect on its financial condition or results of operations.

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11) Retirement Plans

The Company and its subsidiaries have a noncontributory Employee Stock Ownership Plan (“ESOP”) for all eligible employees. Eligible employees are primarily those with more than one year of service, who work in excess of 1,000 hours per year. Contributions, which may be in cash or stock of the Company, are determined annually by the Board of Directors.

The Company’s contributions are allocated to eligible employees based on the ratio of each eligible employee’s compensation to total compensation for all eligible employees during each year. The Company did not make any contributions for the years ended December 31, 2018 and 2017. At December 31, 2018, the ESOP held 472,017 shares of Class A and 292,849 shares of Class C common stock of the Company. All shares held by the ESOP have been allocated to the participating employees and all shares held by the ESOP are considered outstanding for purposes of computing earnings per share.

The Company has three 401(k) savings plans covering all eligible employees, as defined above, which includes employer participation in accordance with the provisions of Section 401(k) of the Internal Revenue Code. The plans allow participants to make pretax contributions up to a maximum of \$18,500 and \$18,000 for the years 2018 and 2017, respectively or the statutory limits.

Beginning January 1, 2008, the Company elected to be a “Safe Harbor” Plan for its matching 401(k) contributions. The Company matched 100% of up to 3% of an employee’s total annual compensation and matched 50% of 4% to 5% of an employee’s annual compensation. The match was in Company stock. The Company’s contribution for the years ended December 31, 2018 and 2017 was \$1,480,913 and \$1,534,861, respectively under the “Safe Harbor” plan.

In 2001, the Company’s Board of Directors adopted a Non-Qualified Deferred Compensation Plan, and this plan was amended in 2005. Under the terms of the Plan, the Company will provide deferred compensation for a select group of management or highly compensated employees, within the meaning of Sections 201(2), 301(a)(3) and 401(a)(1) of the Employee Retirement Income Security Act of 1974, as amended. The Board has appointed a Committee of the Company to be the Plan Administrator and to determine the employees who are eligible to participate in the plan. The employees who participate may elect to defer a portion of their compensation into the plan. The Company may contribute into the plan at the discretion of the Company’s Board of Directors. The Company did not make any contributions for 2018 and 2017.

On December 4, 2012, the Company entered into an employment agreement with Scott M. Quist, Chairman of the Board, President and Chief Executive Officer of the Company. The agreement was for a six-year term beginning on December 4, 2012 and ending on December 4, 2018. Under the terms of the Agreement, the Board of Directors may, in its sole discretion, extend the term of the agreement for an additional four-year term provided that Mr. Quist has continued to perform his duties with usual and customary care, diligence and prudence commensurate with his position with the Company. In addition, Mr. Quist is required to perform such additional duties as may be assigned to him from time to time by the Company’s Board of Directors.

Effective December 4, 2018, the Board members approved a motion to extend Mr. Quist’s employment agreement for an additional four-year term ending December 2022. Mr. Quist abstained from voting on the motion to extend his employment agreement for the additional four-year term. Under the terms of the agreement, Mr. Quist is to devote his full time to the Company, serving as Chairman of the Board, President and Chief Executive Officer at not less than his current salary and benefits. The Company also agrees to maintain a group term life insurance policy of not less than \$1,000,000 and a whole life insurance policy in the amount of \$500,000 on Mr. Quist’s life. In the event of disability, Mr. Quist’s salary would be continued for up to five years at 75% of its current level of compensation.

In the event of a sale or merger of the Company and Mr. Quist is not retained in his current position, the Company would be obligated to continue paying Mr. Quist’s current compensation and benefits for seven years following

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11) Retirement Plans (Continued)

the merger or sale. The agreement further provides that Mr. Quist is entitled to receive annual retirement benefits beginning (i) one month from the date of his retirement (to commence no sooner than age 65), (ii) five years following complete disability, or (iii) upon termination of his employment without cause. These retirement benefits are to be paid for a period of twenty years in annual installments in the amount equal to 75% of his then current level of compensation. In the event that Mr. Quist dies prior to receiving all retirement benefits thereunder, the remaining benefits are to be paid to his heirs. The Company expensed \$660,000 and \$755,302 during the years ended December 31, 2018 and 2017, respectively, to cover the present value of anticipated retirement benefits under the employment agreement. The liability accrued was \$5,191,670 and \$4,531,670 as of December 31, 2018 and 2017, respectively.

On December 31, 2015, J. Lynn Beckstead, Jr., who served as Vice President of Mortgage Operations and President of SecurityNational Mortgage, retired from the Company. Under the terms of the employment agreement that the Company, through its wholly owned subsidiary, SecurityNational Mortgage, had entered into with Mr. Beckstead, Mr. Beckstead is entitled to receive retirement benefits from the Company for a period of ten years in an amount equal to 50% of his rate of compensation at the time of his retirement, which was \$267,685 for the year ended December 31, 2015. Such retirement payments are paid monthly during the ten-year period. In determining Mr. Beckstead's current rate of compensation, stock option grants and incentive or similar bonuses are not included. In the event Mr. Beckstead dies prior to receiving all of his retirement benefits under his employment agreement, the remaining benefits will be made to his heirs. The company paid \$133,843 and \$133,843 in retirement compensation to Mr. Beckstead during the years ended December 31, 2018 and 2017, respectively. The liability accrued was \$841,591 and \$975,434 as of December 31, 2018 and 2017, respectively and is included in Other liabilities and accrued expenses on the consolidated balance sheets.

12) Capital Stock

The Company has one class of preferred stock of \$1.00 par value, 5,000,000 shares authorized, of which none are issued. The preferred stock is non-voting.

The Company has two classes of common stock with shares outstanding, Class A common shares and Class C common shares. Class C shares have 10 votes per share on all matters except for the election of one third of the directors who are elected solely by the Class A shares. Class C shares are convertible into Class A shares at any time on a one to one ratio. The decrease in treasury stock was the result of treasury stock being used to fund the company's 401(k) Plans.

Stockholders of both Class A and Class C common stock have received 5% stock dividends in the years 1990 through 2018, as authorized by the Company's Board of Directors.

The Company has Class B common stock of \$1.00 par value, 5,000,000 shares authorized, of which none are issued. Class B shares are non-voting stock except to any proposed amendment to the Articles of Incorporation which would affect Class B common stock.

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12) Capital Stock (Continued)

The following table summarizes the activity in shares of capital stock for the two-year period ended December 31, 2018:

	<u>Class A</u>	<u>Class C</u>
Balance at December 31, 2016	<u>13,819,006</u>	<u>1,902,229</u>
Exercise of stock options	8,183	103,402
Stock dividends	692,635	99,496
Conversion of Class C to Class A	15,753	(15,753)
Balance at December 31, 2017	<u>14,535,577</u>	<u>2,089,374</u>
Exercise of stock options	38,473	-
Stock dividends	730,560	104,457
Conversion of Class C to Class A	188	(188)
Balance at December 31, 2018	<u>15,304,798</u>	<u>2,193,643</u>

Earnings per share amounts have been retroactively adjusted for the effect of annual stock dividends. In accordance with GAAP, the basic and diluted earnings per share amounts were calculated as follows:

	<u>2018</u>	<u>2017</u>
Numerator:		
Net earnings	<u>\$ 21,686,079</u>	<u>\$ 14,112,934</u>
Denominator:		
Denominator for basic earnings per share-weighted-average shares	<u>17,105,308</u>	<u>16,794,146</u>
Effect of dilutive securities		
Employee stock options	<u>210,098</u>	<u>329,281</u>
Dilutive potential common shares	<u>210,098</u>	<u>329,281</u>
Denominator for diluted earnings per share-adjusted weighted-average shares and assumed conversions	<u>17,315,406</u>	<u>17,123,427</u>
Basic earnings per share	<u>\$1.27</u>	<u>\$0.84</u>
Diluted earnings per share	<u>\$1.25</u>	<u>\$0.82</u>

For the years ended December 31, 2018 and 2017, there were 862,915 and 589,822 of anti-dilutive employee stock option shares, respectively, that were not included in the computation of diluted net earnings per common share as their effect would be anti-dilutive.

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13) Stock Compensation Plans

The Company has two fixed option plans (the “2013 Plan” and the “2014 Director Plan”). Compensation expense for options issued of \$237,123 and \$395,603 has been recognized under these plans for the years ended December 31, 2018 and 2017, respectively, and is included in personnel expenses on the consolidated statements of earnings. As of December 31, 2018, the total unrecognized compensation expense related to the options issued in December 2018 was \$239,620, which is expected to be recognized over the vesting period of one year.

The fair value of each option granted is estimated on the date of grant using the Black Scholes Option Pricing Model. The Company estimates the expected life of the options using the simplified method. Future volatility is estimated based upon the weighted historical volatility of the Company’s Class A common stock over a period equal to the expected life of the options. The risk-free interest rate for the expected life of the options is based upon the Federal Reserve Board’s daily interest rates in effect at the time of the grant.

The following table summarizes the assumptions used in estimating the fair value of each option granted along with the weighted-average fair value of the options granted:

Grant Date	Plan	Weighted- Average Fair Value of Each Option (1)	Expected Dividend Yield	Underlying stock FMV	Assumptions			
					Weighted- Average Volatility	Weighted- Average Risk-Free Interest Rate	Weighted- Average Expected Life (years)	
November 30, 2018	All Plans	\$ 1.12	5%	\$ 4.91	34.61%	2.86%	4.56	
December 1, 2017	All Plans	\$ 1.20	5%	\$ 4.80	41.07%	2.07%	4.35	

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13) Stock Compensation Plans (Continued)

Activity of the stock option plans is summarized as follows:

	Number of Class A Shares	Weighted Average Exercise Price	Number of Class C Shares	Weighted Average Exercise Price
Outstanding at December 31, 2016	<u>741,973</u>	\$ 4.33	<u>556,298</u>	\$ 4.52
Adjustment for the effect of stock dividends	40,978		24,934	
Granted	124,500		70,000	
Exercised	(8,182)		(103,402)	
Cancelled	<u>(18,843)</u>		<u>(24,227)</u>	
Outstanding at December 31, 2017	<u>880,426</u>	\$ 4.35	<u>523,603</u>	\$ 5.24
Adjustment for the effect of stock dividends	48,168		27,491	
Granted	142,000		90,000	
Exercised	(42,211)		-	
Cancelled	<u>(17,109)</u>		<u>(63,814)</u>	
Outstanding at December 31, 2018	<u>1,011,274</u>	\$ 4.49	<u>577,280</u>	\$ 5.15
Exercisable at end of year	<u>862,174</u>	\$ 4.31	<u>482,780</u>	\$ 5.13
Available options for future grant	<u>297,128</u>		<u>146,425</u>	
Weighted average contractual term of options outstanding at December 31, 2018	6.14 years		3.96 years	
Weighted average contractual term of options exercisable at December 31, 2018	5.90 years		2.80 years	
Aggregated intrinsic value of options outstanding at December 31, 2018 (1)	<u>\$792,135</u>		<u>\$188,462</u>	
Aggregated intrinsic value of options exercisable at December 31, 2018 (1)	<u>\$792,135</u>		<u>\$188,462</u>	

(1) The Company used a stock price of \$4.91 as of December 31, 2018 to derive intrinsic value.

The total intrinsic value (which is the amount by which the fair value of the underlying stock exceeds the exercise price of an option on the exercise date) of stock options exercised during the years ended December 31, 2018 and 2017 was \$123,154 and \$611,126, respectively.

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14) Statutory Financial Information and Dividend Limitations

The Company's insurance subsidiaries prepare their statutory-basis financial statements in conformity with accounting practices prescribed or permitted by the insurance department of the applicable state of domicile. Prescribed statutory accounting practices include a variety of publications of the NAIC, as well as state laws, regulations and general administrative rules. Permitted statutory accounting practices encompass all accounting practices not so prescribed.

All states require domiciled insurance companies to prepare statutory-basis financial statements in conformity with the NAIC Accounting Practices and Procedures Manual, subject to any deviations prescribed or permitted by the applicable insurance commissioner and/or director. Statutory accounting practices differ from GAAP primarily since they require charging policy acquisition and certain sales inducement costs to expense as incurred, establishing life insurance reserves based on different actuarial assumptions, and valuing certain investments and establishing deferred taxes on a different basis.

Statutory net income and capital and surplus of the Company's insurance subsidiaries, determined in accordance with statutory accounting practices prescribed or permitted by insurance regulatory authorities are as follows:

	<u>Statutory Net Income</u>		<u>Statutory Capital and Surplus</u>	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2017</u>
Amounts by insurance subsidiary:				
Security National Life Insurance Company	\$ 17,963,528	\$(3,045,489)	\$ 47,184,064	\$ 35,646,989
First Guaranty Insurance Company	1,042,683	1,437,963	5,786,369	4,583,346
Memorial Insurance Company of America	94	36	1,088,880	1,081,799
Southern Security Life Insurance Company, Inc.	68	72	1,586,915	1,591,070
Trans-Western Life Insurance Company	5,460	2,597	508,390	502,930
Total	<u>\$ 19,011,833</u>	<u>\$(1,604,821)</u>	<u>\$ 56,154,618</u>	<u>\$ 43,406,134</u>

The Utah, Arkansas, Louisiana, Mississippi and Texas Insurance Departments impose minimum risk-based capital (RBC) requirements that were developed by the NAIC on insurance enterprises. The formulas for determining the RBC specify various factors that are applied to financial balances or various levels of activity based on the perceived degree of risk. Regulatory compliance is determined by a ratio (the Ratio) of the enterprise's regulatory total adjusted capital, as defined by the NAIC, to its authorized control level, as defined by the NAIC. Enterprises below specific trigger points or ratios are classified within certain levels, each of which requires specified corrective action. The life insurance subsidiaries have a combined weighted Ratio that is greater than the first level of regulatory action as of December 31, 2018.

Generally, the net assets of the life insurance subsidiaries available for transfer to the Company are limited to the amounts of the life insurance subsidiaries net assets, as determined in accordance with statutory accounting practices, that exceed minimum statutory capital requirements. Additional requirements must be met depending on the state, and payments of such amounts as dividends are subject to approval by regulatory authorities.

Under the Utah Insurance Code, Security National Life Insurance Company is permitted to pay a stockholder dividend to the Company as long as the Company provides the Utah Insurance Commissioner (the "Utah Commissioner") with at least 30 days notice and the aggregate amount of all such dividends in any 12 month period does not exceed the lesser of: (i) 10% of its surplus to policyholders as of the end of the immediately preceding calendar year, or (ii) net gain from operations, not including realized capital gains, for the immediately preceding calendar year, not including pro rata distributions of the Company's own securities. In determining whether a dividend is extraordinary, the Company may include carryforward net income from the previous two calendar years, excluding realized capital gains less dividends paid in the second and immediately preceding calendar years. Security National Life Insurance Company will be permitted to pay a dividend to the Company in excess of the

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14) Statutory Financial Information and Dividend Limitations (Continued)

lesser of such two amounts only if it files notice of its intention to declare such a dividend and the amount thereof with the Utah Commissioner and the Utah Commissioner either approves the distribution of the dividend or does not disapprove the distribution within 30 days of its filing. In all cases, a dividend may not be paid that would reduce the insurer's total adjusted capital below the insurer's company action level risk-based capital, as defined for statutory reporting purposes. Amounts available to be paid as dividends in the next 12 months totals approximately \$1,633,000.

Under the Louisiana Insurance Code, First Guaranty Insurance Company is permitted to pay a stockholder dividend to Security National Life as long as First Guaranty Insurance Company's capital has been (i) fully paid in cash, (ii) is unimpaired, (iii) has a surplus beyond its capital stock and (iv) has a surplus beyond its minimum required surplus. In 2017, First Guaranty Insurance Company paid to Security National Life a cash dividend of \$1,000,000. Amounts available to be paid as dividends at December 31, 2018 totaled approximately \$1,886,000.

15) Business Segment Information

Description of Products and Services by Segment

The Company has three reportable business segments: life insurance, cemetery and mortuary, and mortgage. The Company's life insurance segment consists of life insurance premiums and operating expenses from the sale of insurance products sold by the Company's independent agency force and net investment income derived from investing policyholder and segment surplus funds. The Company's cemetery and mortuary segment consists of revenues and operating expenses from the sale of at-need cemetery and mortuary merchandise and services at its mortuaries and cemeteries, pre-need sales of cemetery spaces after collection of 10% or more of the purchase price and the net investment income from investing segment surplus funds. The Company's mortgage segment consists of fee income and expenses from the originations of residential mortgage loans and interest earned and interest expenses from warehousing pre-sold loans before the funds are received from financial institutional investors.

Measurement of Segment Profit or Loss and Segment Assets

The accounting policies of the reportable segments are the same as those described in the Significant Accounting Principles. Intersegment revenues are recorded at cost plus an agreed upon intercompany profit, and are eliminated upon consolidation.

Factors Management Used to Identify the Enterprise's Reportable Segments

The Company's reportable segments are business units that are managed separately due to the different products provided and the need to report separately to the various regulatory jurisdictions. The Company regularly reviews the quantitative thresholds and other criteria to determine when other business segments may need to be reported.

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15) Business Segment Information (Continued)

	2018				
	Life Insurance	Cemetery/ Mortuary	Mortgage	Intercompany Eliminations	Consolidated
Revenues:					
From external sources:					
Revenue from customers	\$ 75,928,910	\$ 13,726,518	\$ 116,185,853	\$ -	\$ 205,841,281
Net investment income	38,720,365	283,343	909,559	-	39,913,267
Gains on investments and other assets	21,396,282	2,301,342	243,555	-	23,941,179
Other revenues	1,636,901	128,797	8,157,302	-	9,923,000
Intersegment revenues:					
Net investment income	3,972,532	429,312	503,794	(4,905,638)	-
Total revenues	<u>141,654,990</u>	<u>16,869,312</u>	<u>126,000,063</u>	<u>(4,905,638)</u>	<u>279,618,727</u>
Expenses:					
Death, surrenders and other policy benefits	39,185,087	-	-	-	39,185,087
Increase in future policy benefits	24,332,088	-	-	-	24,332,088
Amortization of deferred policy and pre-need acquisition costs and value of business acquired	11,270,579	360,767	-	-	11,631,346
Selling, general and administrative expenses:					
Commissions	3,242,745	1,222,642	45,825,965	-	50,291,352
Personnel	18,489,063	4,773,866	44,106,023	-	67,368,952
Advertising	566,154	333,852	3,702,585	-	4,602,591
Rent and rent related	321,701	33,138	7,250,536	-	7,605,375
Depreciation on property and equipment	400,686	372,469	1,093,846	-	1,867,001
Cost related to funding mortgage loans	-	-	6,423,944	-	6,423,944
Intersegment	402,213	182,009	531,370	(1,115,592)	-
Other	10,094,626	3,046,902	17,873,471	-	31,014,999
Interest expense:					
Intersegment	481,587	173,807	3,134,652	(3,790,046)	-
Other	2,744,841	294,535	3,917,331	-	6,956,707
Costs of goods and services sold-mortuaries and cemeteries	-	2,158,895	-	-	2,158,895
Total benefits and expenses	<u>111,531,370</u>	<u>12,952,882</u>	<u>133,859,723</u>	<u>(4,905,638)</u>	<u>253,438,337</u>
Earnings before income taxes	<u>\$ 30,123,620</u>	<u>\$ 3,916,430</u>	<u>\$ (7,859,660)</u>	<u>\$ -</u>	<u>\$ 26,180,390</u>
Income tax benefit (expense)	<u>(5,275,662)</u>	<u>(946,820)</u>	<u>1,728,171</u>	<u>-</u>	<u>(4,494,311)</u>
Net earnings	<u>\$ 24,847,958</u>	<u>\$ 3,916,430</u>	<u>\$ (6,131,489)</u>	<u>\$ -</u>	<u>\$ 21,686,079</u>
Identifiable assets	<u>\$ 928,251,387</u>	<u>\$ 90,639,130</u>	<u>\$ 159,680,649</u>	<u>\$ (130,525,613)</u>	<u>\$ 1,048,045,553</u>
Goodwill	<u>\$ 2,765,570</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,765,570</u>

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15) Business Segment Information (Continued)

	2017				
	Life Insurance	Cemetery/ Mortuary	Mortgage	Intercompany Eliminations	Consolidated
Revenues:					
From external sources:					
Revenue from customers	\$ 70,412,476	\$ 12,657,117	\$ 153,797,171	\$ -	\$ 236,866,764
Net investment income	34,089,912	424,316	548,740	-	35,062,968
Gains (losses) on investments and other assets	(3,871,309)	186,335	736,492	-	(2,948,482)
Other than temporary impairments	(774,339)	-	-	-	(774,339)
Other revenues	856,094	97,602	7,765,483	-	8,719,179
Intersegment revenues:					
Net investment income	5,987,731	422,623	401,283	(6,811,637)	-
Total revenues	106,700,565	13,787,993	163,249,169	(6,811,637)	276,926,090
Expenses:					
Death, surrenders and other policy benefits	36,095,018	-	-	-	36,095,018
Increase in future policy benefits	23,622,750	-	-	-	23,622,750
Amortization of deferred policy and pre-need acquisition costs and value of business acquired	8,157,456	322,794	-	-	8,480,250
Selling, general and administrative expenses:					
Commissions	3,095,319	1,053,449	63,954,249	-	68,103,017
Personnel	17,031,563	4,519,573	48,777,694	-	70,328,830
Advertising	518,117	293,009	4,943,614	-	5,754,740
Rent and rent related	446,701	51,742	8,212,251	-	8,710,694
Depreciation on property and equipment	484,349	401,564	1,334,780	-	2,220,693
Costs related to funding mortgage loans	-	-	8,663,223	-	8,663,223
Intersegment	315,588	184,853	499,707	(1,000,148)	-
Other	9,540,607	2,826,208	17,064,784	-	29,431,599
Interest expense:					
Intersegment	445,520	181,793	5,184,176	(5,811,489)	-
Other	2,218,956	330,211	3,488,165	-	6,037,332
Costs of goods and services sold-mortuaries and cemeteries	-	1,945,832	-	-	1,945,832
Total benefits and expenses	101,971,944	12,111,028	162,122,643	(6,811,637)	269,393,978
Earnings before income taxes	\$ 4,728,621	\$ 1,676,965	\$ 1,126,526	\$ -	\$ 7,532,112
Income tax benefit (expense)	6,301,872	(606,293)	885,243	-	6,580,822
Net earnings	\$ 11,030,493	\$ 1,676,965	\$ 2,011,769	\$ -	\$ 14,112,934
Identifiable assets	\$ 858,068,899	\$ 95,097,729	\$ 161,051,531	\$ (134,810,675)	\$ 979,407,484
Goodwill	\$ 2,765,570	\$ -	\$ -	\$ -	\$ 2,765,570

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16) Related Party Transactions

The Company's Board of Directors has a written procedure, which requires disclosure to the Board of any material interest or any affiliation on the part of any of its officers, directors or employees that is in conflict or may be in conflict with the interests of the Company. The Company and its Board of Directors is unaware of any related party transactions that require disclosure as of December 31, 2018.

17) Fair Value of Financial Instruments

GAAP defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. GAAP also specifies a fair value hierarchy based upon the observability of inputs used in valuation techniques. Observable inputs (highest level) reflect market data obtained from independent sources, while unobservable inputs (lowest level) reflect internally developed market assumptions. Fair value measurements are classified under the following hierarchy:

Level 1: Financial assets and financial liabilities whose values are based on unadjusted quoted prices for identical assets or liabilities in an active market that the Company can access.

Level 2: Financial assets and financial liabilities whose values are based on the following:

- a) Quoted prices for similar assets or liabilities in active markets;
- b) Quoted prices for identical or similar assets or liabilities in non-active markets; or
- c) Valuation models whose inputs are observable, directly or indirectly, for substantially the full term of the asset or liability.

Level 3: Financial assets and financial liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs may reflect the Company's estimates of the assumptions that market participants would use in valuing the financial assets and financial liabilities.

The Company utilizes a combination of third-party valuation service providers, brokers, and internal valuation models to determine fair value.

The following methods and assumptions were used by the Company in estimating the fair value disclosures related to significant financial instruments:

The items shown under Level 1 and Level 2 are valued as follows:

Equity Securities: The fair values of investments in equity securities along with methods used to estimate such values are disclosed in Note 2 of the Notes to the Consolidated Financial Statements.

Restricted Assets: A portion of these assets include mutual funds and equity securities that have quoted market prices that are used to determine fair value. Also included are cash and cash equivalents and participations in mortgage loans. The carrying amounts reported in the accompanying consolidated balance sheets for these financial instruments approximate their fair values due to their short-term nature.

Cemetery Endowment Care Trust Investments: A portion of these assets include equity securities that have quoted market prices that are used to determine fair value. Also included are cash and cash equivalents. The carrying amounts reported in the accompanying consolidated balance sheets for these financial instruments approximate their fair values due to their short-term nature.

Call and Put Options: The Company uses quoted market prices to value its call and put options.

Additionally, there were no transfers between Level 1 and Level 2 in the fair value hierarchy.

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17) Fair Value of Financial Instruments (Continued)

The items shown under Level 3 are valued as follows:

Loans Held for Sale: The Company elected the fair value option for all loans held for sale originated after July 1, 2017. The fair value is based on quoted market prices, when available. When a quoted market price is not readily available, the Company uses the market price from its last sale of similar assets.

Loan Commitments and Forward Sale Commitments: The Company's mortgage segment enters into loan commitments with potential borrowers and forward sale commitments to sell loans to third-party investors. The Company also uses a hedging strategy for these transactions. A loan commitment binds the Company to lend funds to a qualified borrower at a specified interest rate and within a specified period of time, generally up to 30 days after issuance of the loan commitment. Loan commitments are defined to be derivatives under GAAP and are recognized at fair value on the consolidated balance sheets with changes in their fair values recorded in current earnings.

The Company estimates the fair value of a loan commitment based on the change in estimated fair value of the underlying mortgage loan, quoted MBS prices, estimates of the fair value of mortgage servicing rights, and an estimate of the probability that the mortgage loan will fund within the terms of the commitment. The change in fair value of the underlying mortgage loan is measured from the date the loan commitment is issued. Following issuance, the value of a mortgage loan commitment can be either positive or negative depending upon the change in value of the underlying mortgage loans. Fallout rates and other factors from the Company's recent historical data are used to estimate the quantity and value of mortgage loans that will fund within the terms of the commitments.

Impaired Mortgage Loans Held for Investment: The Company believes that the fair value of these nonperforming loans will approximate the unpaid principal balance expected to be recovered based on the fair value of the underlying collateral. For residential and commercial properties, the collateral value is estimated by obtaining an independent appraisal. The appraisal typically considers area comparables and property condition as well as potential rental income that could be generated (particularly for commercial properties). For residential construction loans, the collateral is typically incomplete, so fair value is estimated as the replacement cost using data from Marshall and Swift, a provider of building cost information to the real estate construction.

Real Estate Held for Investment: The Company believes that in an orderly market, fair value will approximate the replacement cost of a home and the rental income provides a cash flow stream for investment analysis. The Company believes the highest and best use of the properties are as income producing assets since it is the Company's intent to hold the properties as rental properties, matching the income from the investment in rental properties with the funds required for future estimated policy claims.

It should be noted that for replacement cost, when determining the fair value of real estate held for investment, the Company uses Marshall and Swift, a provider of building cost information to the real estate construction industry. For the investment analysis, the Company used market data based upon its real estate operation experience and projected the present value of the net rental income over seven years. The Company also considers area comparables and property condition when determining fair value.

In addition to this analysis performed by the Company, the Company depreciates Real Estate Held for Investment. This depreciation reduces the book value of these properties and lessens the exposure to the Company from further deterioration in real estate values.

Mortgage Servicing Rights: The Company initially recognizes MSR's at their estimated fair values derived from the net cash flows associated with the servicing contracts, where the Company assumes the obligation to service the loan in the sale transaction. The precise fair value of MSR's cannot be readily determined because MSR's are not actively traded in stand-alone markets. Considerable judgment is required to estimate the fair values of these assets and the exercise of such judgment can significantly affect the Company's earnings.

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17) Fair Value of Financial Instruments (Continued)

The following table summarizes Level 1, 2 and 3 financial assets and financial liabilities measured at fair value on a recurring basis by their classification in the consolidated balance sheet at December 31, 2018.

	Total	Quoted Prices in		
		Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets accounted for at fair value on a recurring basis				
Common stock	\$ 5,558,611	\$ 5,558,611	\$ -	\$ -
Total equity securities	\$ 5,558,611	\$ 5,558,611	\$ -	\$ -
Loans held for sale	136,210,853	-	-	136,210,853
Restricted assets (1)	744,673	744,673	-	-
Cemetery perpetual care trust investments (1)	483,353	483,353	-	-
Derivatives - loan commitments (2)	1,969,967	-	-	1,969,967
Total assets accounted for at fair value on a recurring basis	\$ 144,967,457	\$ 6,786,637	\$ -	\$ 138,180,820
Liabilities accounted for at fair value on a recurring basis				
Derivatives - call options (3)	\$ (4,629)	\$ (4,629)	\$ -	\$ -
Derivatives - put options (3)	(296,053)	(296,053)	-	-
Derivatives - loan commitments (3)	(378,151)	-	-	(378,151)
Total liabilities accounted for at fair value on a recurring basis	\$ (678,833)	\$ (300,682)	\$ -	\$ (378,151)

(1) Mutual funds and equity securities

(2) Included in other assets on the consolidated balance sheets

(3) Included in other liabilities and accrued expenses on the consolidated balance sheets

For Level 3 assets and liabilities measured at fair value on a recurring basis as of December 31, 2018, the significant unobservable inputs used in the fair value measurements were as follows:

	Fair Value at 12/31/2018	Valuation Technique	Significant Unobservable Input(s)	Range of Inputs		Weighted Average
				Minimum Value	Maximum Value	
Loans held for sale	\$ 136,210,853	Market approach	Investor contract pricing as a percentage of unpaid principal balance	95.6%	107.5%	103.6%
Derivatives - loan commitments (net)	1,591,816	Market approach	Fall-out factor Initial-Value Servicing	1.0% N/A 50 bps	99.0% N/A 337 bps	17.0% N/A 151 bps

SECURITY NATIONAL FINANCIAL CORPORATION
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Notes to Consolidated Financial Statements
Years Ended December 31, 2018 and 2017

17) Fair Value of Financial Instruments (Continued)

Following is a summary of changes in the consolidated balance sheet line items measured using level 3 inputs:

	Net Derivatives	
	Loan Commitments	Loans Held for Sale
Balance - December 31, 2017	\$ 1,996,589	\$ 133,414,188
Originations		2,194,607,543
Sales		(2,259,145,473)
Transfer to mortgage loans held for investment		(10,827,797)
Total gains (losses):		
Included in earnings (1)	(404,773)	78,162,392
Balance - December 31, 2018	<u>\$ 1,591,816</u>	<u>\$ 136,210,853</u>

(1) As a component of mortgage fee income on the consolidated statements of earnings

The following tables summarize Level 1, 2 and 3 financial assets and financial liabilities measured at fair value on a nonrecurring basis by their classification in the consolidated balance sheet at December 31, 2018.

	Total	Quoted Prices in Active Markets for Identical Assets		
		(Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets accounted for at fair value on a nonrecurring basis				
Impaired mortgage loans held for investment	\$ 1,253,302	\$ -	\$ -	\$ 1,253,302
Mortgage servicing rights additions	3,922,816	-	-	3,922,816
Impaired real estate held for investment	<u>1,611,384</u>	<u>-</u>	<u>-</u>	<u>1,611,384</u>
Total assets accounted for at fair value on a nonrecurring basis	<u>\$ 6,787,502</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 6,787,502</u>

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17) Fair Value of Financial Instruments (Continued)

The following table summarizes Level 1, 2 and 3 financial assets and financial liabilities measured at fair value on a recurring basis by their classification in the consolidated balance sheet at December 31, 2017.

	Total	Quoted Prices in		
		Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets accounted for at fair value on a recurring basis				
Common stock	\$ 6,037,855	\$ 6,037,855	\$ -	\$ -
Total equity securities	\$ 6,037,855	\$ 6,037,855	\$ -	\$ -
Loans held for sale	133,414,188	-	-	133,414,188
Restricted assets (1)	809,958	809,958	-	-
Cemetery perpetual care trust investments (1)	682,315	682,315	-	-
Derivatives - loan commitments (2)	2,032,782	-	-	2,032,782
Total assets accounted for at fair value on a recurring basis	\$ 142,977,098	\$ 7,530,128	\$ -	\$ 135,446,970
Liabilities accounted for at fair value on a recurring basis				
Derivative - call options (3)	\$ (64,689)	\$ (64,689)	\$ -	\$ -
Derivatives - put options (3)	(20,568)	(20,568)	-	-
Derivative - loan commitments (3)	(36,193)	-	-	(36,193)
Total liabilities accounted for at fair value on a recurring basis	\$ (121,450)	\$ (85,257)	\$ -	\$ (36,193)

(1) Mutual funds and equity securities

(2) Included in other assets on the consolidated balance sheets

(3) Included in other liabilities and accrued expenses on the consolidated balance sheets

Following is a summary of changes in the consolidated balance sheet line items measured using level 3 inputs:

	Net Derivatives Loan Commitments	Bank Loan Interest Rate Swaps	Loans Held for Sale
Balance - December 31, 2016	\$ 6,809,332	\$ (3,308)	\$ -
Originations			\$ 1,233,683,666
Sales			\$ (1,151,031,388)
Total gains (losses):			
Included in earnings (1)	(4,812,743)	-	50,761,910
Included in other comprehensive income (2)	-	3,308	-
Balance - December 31, 2017	\$ 1,996,589	\$ -	\$ 133,414,188

(1) As a component of mortgage fee income on the consolidated statements of earnings

(2) As a component of unrealized gains on derivative instruments on the consolidated statements of comprehensive income

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17) Fair Value of Financial Instruments (Continued)

The following tables summarize Level 1, 2 and 3 financial assets and financial liabilities measured at fair value on a nonrecurring basis by their classification in the consolidated balance sheet at December 31, 2017.

	Total	Quoted Prices in		
		Active Markets for Identical Assets (Level 1)	Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Assets accounted for at fair value on a nonrecurring basis				
Impaired mortgage loans held for investment	\$ 1,363,440	\$ -	\$ -	\$ 1,363,440
Mortgage servicing rights additions	6,085,352	-	-	6,085,352
Impaired real estate held for investment	8,500,000	-	-	8,500,000
Impaired fixed maturity securities, held to maturity	426,984	-	426,984	-
Total assets accounted for at fair value on a nonrecurring basis	<u>\$ 16,375,776</u>	<u>\$ -</u>	<u>\$ 426,984</u>	<u>\$ 15,948,792</u>

Fair Value of Financial Instruments Carried at Other Than Fair Value

ASC 825, Financial Instruments, requires disclosure of fair value information about financial instruments, whether or not recognized in the balance sheet, for which it is practicable to estimate that value.

Management uses its best judgment in estimating the fair value of the Company's financial instruments; however, there are inherent limitations in any estimation technique. Therefore, for substantially all financial instruments, the fair value estimates presented herein are not necessarily indicative of the amounts the Company could have realized in a sales transaction at December 31, 2018 and 2017.

The carrying values and estimated fair values for such financial instruments, and their corresponding placement in the fair value hierarchy, are summarized as follows as of December 31, 2018:

	Carrying Value	Level 1	Level 2	Level 3	Total Estimated Fair Value
Assets					
Fixed maturity securities, held to maturity	\$ 232,078,723	\$ -	\$ 229,668,844	\$ 5,082,014	\$ 234,750,858
Mortgage loans held for investment					
Residential	87,947,566	-	-	92,503,553	92,503,553
Residential construction	70,886,702	-	-	70,886,702	70,886,702
Commercial	27,630,801	-	-	28,359,205	28,359,205
Mortgage loans held for investment, net	<u>\$ 186,465,069</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 191,749,460</u>	<u>\$ 191,749,460</u>
Policy loans	6,424,325	-	-	6,424,325	6,424,325
Insurance assignments, net (1)	34,146,868	-	-	34,168,868	34,168,868
Restricted assets (2)	1,258,397	-	1,271,687	-	1,271,687
Restricted assets (3)	1,799,268	-	-	1,810,185	1,810,185
Cemetery perpetual care trust investments (2)	990,390	-	983,410	-	983,410
Mortgage servicing rights, net	20,016,822	-	-	28,885,316	28,885,316
Liabilities					
Bank and other loans payable	\$ (187,521,188)	\$ -	\$ -	\$ (187,521,188)	\$ (187,521,188)
Policyholder account balances (4)	(46,479,853)	-	-	(37,348,289)	(37,348,289)
Future policy benefits - annuities (4)	(98,137,615)	-	-	(97,641,146)	(97,641,146)

(1) Included in other investments and policy loans on the consolidated balance sheets

(2) Fixed maturity securities held to maturity

(3) Participation in mortgage loans held for investment

(4) Included in future policy benefits and unpaid claims on the consolidated balance sheets

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17) Fair Value of Financial Instruments (Continued)

The carrying values and estimated fair values for such financial instruments, and their corresponding placement in the fair value hierarchy, are summarized as follows as of December 31, 2017:

	Carrying Value	Level 1	Level 2	Level 3	Total Estimated Fair Value
Assets					
Fixed maturity securities, held to maturity	\$ 228,397,623	\$ -	\$ 233,806,219	\$ 7,692,190	\$ 241,498,409
Mortgage loans held for investment					
Residential	99,816,535	-	-	106,050,169	106,050,169
Residential construction	49,694,025	-	-	49,694,025	49,694,025
Commercial	54,700,325	-	-	56,473,156	56,473,156
Mortgage loans held for investment, net	\$ 204,210,885	\$ -	\$ -	\$ 212,217,350	\$ 212,217,350
Policy loans	6,531,352	-	-	6,531,352	6,531,352
Insurance assignments, net (1)	35,455,098	-	-	35,455,098	35,455,098
Restricted assets (2)	1,130,088	-	1,152,324	-	1,152,324
Restricted assets (3)	1,701,811	-	-	1,796,910	1,796,910
Cemetery perpetual care trust investments (2)	943,211	-	953,404	-	953,404
Cemetery perpetual care trust investments (3)	4,128	-	-	4,411	4,411
Mortgage servicing rights, net	21,376,937	-	-	27,427,174	27,427,174
Liabilities					
Bank and other loans payable	\$ (157,450,925)	\$ -	\$ -	\$ (157,450,925)	\$ (157,450,925)
Policyholder account balances (4)	(47,867,037)	-	-	(34,557,111)	(34,557,111)
Future policy benefits - annuities (4)	(99,474,392)	-	-	(98,827,107)	(98,827,107)

(1) Included in other investments and policy loans on the consolidated balance sheets

(2) Fixed maturity securities held to maturity

(3) Participation in mortgage loans held for investment (commercial)

(4) Included in future policy benefits and unpaid claims on the consolidated balance sheets

The methods, assumptions and significant valuation techniques and inputs used to estimate the fair value of financial instruments are summarized as follows:

Fixed Maturity Securities, Held to Maturity: The fair values of fixed maturity securities are based on quoted market prices, when available. For fixed maturity securities not actively traded, fair values are estimated using values obtained from independent pricing services, or in the case of private placements, are estimated by discounting expected future cash flows using a current market value applicable to the coupon rate, credit and maturity of the investments.

Mortgage Loans Held for Investment: The estimated fair value of the Company's mortgage loans held for investment is determined using various methods. The Company's mortgage loans are grouped into three categories: Residential, Residential Construction and Commercial. When estimating the expected future cash flows, it is assumed that all loans will be held to maturity, and any loans that are non-performing are evaluated individually for impairment.

Residential – The estimated fair value of mortgage loans is determined through a combination of discounted cash flows (estimating expected future cash flows of interest payments and discounting them using current interest rates from single family mortgages) and considering pricing of similar loans that were sold recently.

Residential Construction – These loans are primarily short in maturity. Accordingly, the estimated fair value is determined to be the carrying value.

Commercial – The estimated fair value is determined by estimating expected future cash flows of interest payments and discounting them using current interest rates for commercial mortgages.

Policy Loans: The carrying amounts reported in the accompanying consolidated balance sheet for these financial instruments approximate their fair values because they are fully collateralized by the cash surrender value of the underlying insurance policies.

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17) Fair Value of Financial Instruments (Continued)

Insurance Assignments, Net: These investments are short in maturity. Accordingly, the carrying amounts reported in the accompanying consolidated balance sheet for these financial instruments approximate their fair values.

Bank and Other Loans Payable: The carrying amounts reported in the accompanying consolidated balance sheet for these financial instruments approximate their fair values due to their relatively short-term maturities and variable interest rates.

Policyholder Account Balances and Future Policy Benefits-Annuities: Future policy benefit reserves for interest-sensitive insurance products are computed under a retrospective deposit method and represent policy account balances before applicable surrender charges. Policy benefits and claims that are charged to expense include benefit claims incurred in the period in excess of related policy account balances. Interest crediting rates for interest-sensitive insurance products ranged from 1.5% to 6.5%. The fair values for these investment-type insurance contracts are estimated based on the present value of liability cash flows.

The fair values for the Company's insurance contracts other than investment-type contracts are not required to be disclosed. However, the fair values of liabilities under all insurance contracts are taken into consideration in the Company's overall management of interest rate risk, such that the Company's exposure to changing interest rates is minimized through the matching of investment maturities with amounts due under insurance contracts.

18) Accumulated Other Comprehensive Income

The following summarizes the changes in accumulated other comprehensive income:

	December 31	
	2018	2017
Unrealized gains on equity securities, restricted assets and cemetery perpetual care trust investments	\$ -	\$ 421,499
Cumulative effect adjustment upon adoption of new accounting standard (ASU 2016-01) (1)	(603,170)	-
Reclassification adjustment for net realized gains in net income	-	90,475
Net unrealized gains before taxes	(603,170)	511,974
Tax expense	-	(175,644)
Net	(603,170)	336,330
Unrealized gains for bank loan interest rate swaps before taxes	-	3,308
Tax expense	-	(1,290)
Net	-	2,018
Unrealized gains for foreign currency translations adjustments	(3,761)	-
Tax expense	938	-
Net	(2,823)	-
Other comprehensive income changes	\$ (605,993)	\$ 338,348

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18) Accumulated Other Comprehensive Income (Continued)

The following is the accumulated balances of other comprehensive income as of December 31, 2018:

	Beginning Balance December 31, 2017	Change for the period	Ending Balance December 31, 2018
Unrealized gains on equity securities, restricted assets and cemetery perpetual care trust investments	\$ 603,170	\$ (603,170) (1)	\$ -
Foreign currency translation adjustments	-	(2,823)	(2,823)
Other comprehensive income	<u>\$ 603,170</u>	<u>\$ (605,993)</u>	<u>\$ (2,823)</u>

The following is the accumulated balances of other comprehensive income as of December 31, 2017:

	Beginning Balance December 31, 2016	Change for the period	Ending Balance December 31, 2017
Unrealized gains on equity securities, restricted assets and cemetery perpetual care trust investments	\$ 266,840	\$ 336,330	\$ 603,170
Unrealized gains for bank loan interest rate swaps	(2,018)	2,018	-
Other comprehensive income	<u>\$ 264,822</u>	<u>\$ 338,348</u>	<u>\$ 603,170</u>

(1) See Note 1 regarding the adoption of ASU 2016-01.

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19) Derivative Instruments

The following table shows the fair value of derivatives as of December 31, 2018 and 2017.

		Fair Values and Notional Amounts of Derivative Instruments					
		December 31, 2018			December 31, 2017		
		Balance Sheet Location	Notional Amount	Asset Fair Value	Liability Fair Value	Notional Amount	Asset Fair Value
Derivatives not designated as hedging instruments:							
	Other assets and						
Loan commitments	Other liabilities	\$ 93,758,218	\$1,969,967	\$378,151	\$105,679,107	\$2,032,782	\$ 36,193
Call options	Other liabilities	805,500	--	4,629	1,488,550	--	64,689
Put options	Other liabilities	4,861,700	--	296,053	2,265,900	--	20,568
Total		<u>\$ 99,425,418</u>	<u>\$1,969,967</u>	<u>\$678,833</u>	<u>\$109,433,557</u>	<u>\$2,032,782</u>	<u>\$121,450</u>

The following table shows the gain (loss) on derivatives for the periods presented. There were no gains or losses reclassified from accumulated other comprehensive income into income or gains or losses recognized in income on derivatives ineffective portion or any amounts excluded from effective testing.

Derivative	Classification	Net Amount Gain (Loss)	
		Years ended December 31	
		2018	2017
Interest Rate Swaps	Other comprehensive income	\$ -	\$ 2,018
Loan commitments	Mortgage fee income	\$ (404,773)	\$ (4,812,743) (1)
Call and put options	Gains on investments and other assets	\$ 187,786	\$ 316,244

(1) Includes the transfer of loan commitments to the value of loans held for sale.

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20) Acquisitions

Beta Capital Corp.

On June 1, 2018, the Company completed a stock purchase transaction with Beta Capital Corp. ("Beta Capital") and Ronald D. Maxson ("Maxson"), the sole owner of all the outstanding shares of common stock of Beta Capital, to purchase all of the outstanding shares of common stock of Beta Capital. Beta Capital is engaged in the operation of a factoring business with the principal purpose of providing funding for funeral homes and mortuaries.

Under the terms of the transaction, as set forth in the Stock Purchase Agreement, dated June 1, 2018, by and among the Company, Beta Capital and Maxson, the Company paid Maxson the purchase consideration at the closing of the transaction equal to the sum of (i) \$890,000 in cash plus (ii) the accounts receivable value of \$2,515,783, representing the total amount of the Company's outstanding receivables as of the closing date of June 1, 2018, for a total closing payment of \$3,405,783. From the \$3,405,783 closing payment, a holdback amount equal to \$175,000 was deposited into an interest bearing escrow account to be held for a period of eighteen months from the closing date to pay off any uncollected accounts receivable and other liabilities of Beta Capital as of the closing date.

The estimated fair values of the assets acquired at the date of acquisition were as follows:

Other investments - insurance assignments	\$ 2,515,783
Other - customer list intangible asset	<u>890,000</u>
Total assets acquired	<u>3,405,783</u>
Fair value of net assets acquired/consideration paid	<u><u>\$ 3,405,783</u></u>

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21) Mortgage Servicing Rights

The Company reports MSRs pursuant to the accounting policy discussed in Note 1 of the Notes to Consolidated Financial Statements.

The following table presents the MSR activity for the periods presented.

	December 31	
	2018	2017
Amortized cost:		
Balance before valuation allowance at beginning of year	\$ 21,376,937	\$ 18,872,362
MSR additions resulting from loan sales	3,922,816	6,085,352
Amortization (1)	(5,282,931)	(3,580,777)
Application of valuation allowance to write down MSRs with other than temporary impairment	-	-
Balance before valuation allowance at year end	\$ 20,016,822	\$ 21,376,937
Valuation allowance for impairment of MSRs:		
Balance at beginning of year	\$ -	\$ -
Additions	-	-
Application of valuation allowance to write down MSRs with other than temporary impairment	-	-
Balance at year end	\$ -	\$ -
Mortgage servicing rights, net	\$ 20,016,822	\$ 21,376,937
Estimated fair value of MSRs at year end	\$ 28,885,316	\$ 27,427,174

(1) Included in other expenses on the consolidated statements of earnings

The following table summarizes the Company's estimate of future amortization of its existing MSRs carried at amortized cost. This projection was developed using the assumptions made by management in its December 31, 2018 valuation of MSRs. The assumptions underlying the following estimate will change as market conditions and portfolio composition and behavior change, causing both actual and projected amortization levels to change over time. Therefore, the following estimates will change in a manner and amount not presently determinable by management.

	Estimated MSR Amortization
2019	2,948,860
2020	2,457,300
2021	2,120,792
2022	1,816,710
2023	1,563,832
Thereafter	9,109,328
Total	\$ 20,016,822

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21) Mortgage Servicing Rights (Continued)

During the years ended December 31, 2018 and 2017, the Company collected the following contractual servicing fee income and late fee income as reported in other revenues on the consolidated statements of earnings:

	2018	2017
Contractual servicing fees	\$ 7,561,226	\$ 7,199,649
Late fees	319,244	284,550
Total	<u>\$ 7,880,470</u>	<u>\$ 7,484,199</u>

The following is a summary of the unpaid principal balances (“UPB”) of the servicing portfolio for the periods presented:

	Years Ended December 31	
	2018	2017
Servicing UPB	<u>2,941,231,563</u>	<u>2,924,868,843</u>

The following key assumptions were used in determining MSR value:

	Prepayment Speeds	Average Life(Years)	Discount Rate
December 31, 2018	3.86%	6.33	9.51
December 31, 2017	3.67%	6.34	10.01

22) Future Policy Benefits and Unpaid Claims

The Company reports future policy benefits and unpaid claims pursuant to the accounting policy discussed in Note 1 of the Notes to Consolidated Financial Statements.

The following table provides information regarding future policy benefits and unpaid claims and the related receivable from reinsurers.

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21) Mortgage Servicing Rights (Continued)

	Years Ended	
	2018	2017
Life	\$ 466,232,621	\$445,247,671
Annuities	98,137,615	99,474,392
Policyholder account balances	46,479,853	47,867,037
Accident and health	482,693	482,234
Other policyholder funds	4,431,296	4,487,521
Reported but unpaid claims	3,365,872	6,023,084
Incurred but not reported claims	1,269,764	1,165,012
Gross future policy benefits and unpaid claims	<u>\$ 620,399,714</u>	<u>\$604,746,951</u>
<u>Receivable from reinsurers</u>		
Life	6,702,328	7,291,996
Annuities	4,078,666	6,023,092
Reported but unpaid claims	33,108	69,218
Incurred but not reported claims	6,000	10,297
Total receivable from reinsurers	<u>10,820,102</u>	<u>13,394,603</u>
Net future policy benefits and unpaid claims	<u>\$ 609,579,612</u>	<u>\$591,352,348</u>

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23) Revenues from Contracts with Customers

The Company reports revenues from contracts with customers pursuant to ASC No. 606, “Revenue from Contracts with Customers” (See Note 1 of the Notes to Consolidated Financial Statements).

Contracts with Customers

Information about Performance Obligations and Contract Balances

The Company’s cemetery and mortuary segment sells a variety of goods and services to customers in both at-need and pre-need situations. Due to the timing of the fulfillment of the obligation, revenue is deferred until that obligation is fulfilled. The total contract liability for future obligations is included in deferred pre-need cemetery and mortuary contract revenues on the consolidated balance sheets and, as of December 31, 2018 and 2017, the balances were \$13,203,098 and 13,729,547, respectively.

The Company’s three types of future obligations are as follows:

Pre-need Merchandise and Service Revenue: All pre-need merchandise and service revenue is deferred and the funds are placed in trust until the need arises, the merchandise is received or the service is performed. The trust is then relieved, and the revenue and commissions are recognized. As of December 31, 2018 and 2017, the balances were \$12,870,416 and \$13,477,075, respectively.

At-need Specialty Merchandise Revenue: At-need specialty merchandise revenue consists of customizable merchandise ordered from a manufacturer such as markers and bases. When specialty merchandise is ordered, it can take time to manufacture and deliver the product. Revenue is deferred until the at-need merchandise is received. As of December 31, 2018 and 2017, the balances were \$327,302 and \$236,572, respectively. Deferred revenue for at-need specialty revenue is not placed in trust.

Deferred Pre-need Land Revenue: Deferred pre-need revenue and corresponding commissions are deferred until 10% of the funds are received from the customer through regular monthly payments. As of December 31, 2018 and 2017, the balances were \$5,380 and \$15,900, respectively. Deferred pre-need land revenue is not placed in trust.

Complete payment of the contract does not constitute fulfillment of the performance obligation. Goods or services are deferred until such time the service is performed or merchandise is received. Pre-need contracts are required to be paid in full prior to a customer using a good or service from a pre-need contract. Goods and services from pre-need contracts can be transferred when paid in full from one owner to another. In such cases, the Company will act as an agent in transferring the requested goods and services. A transfer of goods and services does not fulfill an obligation and revenue remains deferred.

The opening and closing balances of the Company’s receivables, contract assets and contract liabilities are as follows:

	Contract Balances		
	Receivables (1)	Contract Asset	Contract Liability
Opening (1/1/2018)	\$ 3,608,379	\$ -	\$ 12,873,068
Closing (12/31/2018)	2,816,225	-	12,508,625
Increase/(decrease)	(792,154)	-	(364,443)

(1) Included in Receivables, net on the consolidated balance sheets

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23) Revenues from Contracts with Customers (Continued)

The following table disaggregates the opening and closing balances of the Company's contract assets and contract liabilities.

	Contract Balances	
	Contract Asset	Contract Liability
Pre-need merchandise and services	\$ -	\$ 12,620,596
At-need specialty merchandise	-	236,572
Pre-need land sales	-	15,900
Opening (1/1/2018)	\$ -	\$ 12,873,068
Pre-need merchandise and services	\$ -	\$ 12,175,943
At-need specialty merchandise	-	327,302
Pre-need land sales	-	5,380
Closing (12/31/2018)	\$ -	\$ 12,508,625

The amount of revenue recognized for the year ended December 31, 2018 that was included in the opening contract liability balance was \$2,623,903.

The difference between the opening and closing balances of the Company's contract assets and contract liabilities primarily results from the timing difference between the Company's performance and the customer's payment.

Disaggregation of Revenue

The following table disaggregates revenue for the Company's cemetery and mortuary contracts.

	Year Ended December 31 2018
<u>Major goods/service lines</u>	
At-need	\$ 10,391,976
Pre-need	3,334,542
	\$ 13,726,518
<u>Timing of Revenue Recognition</u>	
Goods transferred at a point in time	\$ 9,100,851
Services transferred at a point in time	4,625,667
	\$ 13,726,518

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23) Revenues from Contracts with Customers (Continued)

Significant Judgments and Estimates

The Company's cemetery and mortuary segment recognizes revenue on future performance obligations when goods are delivered and when services are performed and is not determined by the terms or payments of the contract as long as any good or service is paid in full prior to delivery. Prices are determined based on the market at the time a contract is created. Goods or services are not partially completed. There are no significant judgements, estimations or allocation methods when revenue should be recognized.

Practical Expedients

The Company's cemetery and mortuary segment uses practical expedients in recognizing revenue for at-need specialty merchandise. At-need specialty merchandise consists of customized markers and bases ordered from a third-party manufacturer. These markers and bases can be ordered for at-need or pre-need contracts once the contract is paid in full. It is difficult to determine the exact point in time when each base and marker is delivered and installed. The Company uses practical expedients in determining when to recognize revenue. A marker is considered shipped and delivered once an invoice from the manufacturer is received requesting payment on the customized merchandise. The company uses the invoice as the method for considering obligations fulfilled on specialty merchandise.

Contract Costs

The Company's cemetery and mortuary segment defers certain costs associated with obtaining a contract on future obligations.

Pre-need Merchandise and Service Revenue: Pre-need merchandise and service revenues are deferred until the goods or services are delivered. Recognition can be years until the obligations are satisfied. Commissions and other costs are capitalized and deferred until the obligation is satisfied. Other costs include rent on pre-need offices and training rooms, and call center costs. Costs that are allocated based on a percentage include family service advisor compensation, bonuses, utilities and supplies that are all used to procure a pre-need sale.

At-need Specialty Merchandise Revenue: At-need specialty merchandise is ordered from a third-party manufacturer. Generally, at-need specialty merchandise is ordered and received within 90 days of order. These orders are also short-term in nature and only commissions are deferred until the product is received from the manufacturer and the obligation is satisfied.

Deferred Pre-need Land Revenue: Revenue is recognized on pre-need land sales when the customer has paid at least 10% toward the land price. In cases, where customers pay less than 10%, the revenue and associated commissions are deferred until such time when 10% of the contract price is received.

The following table disaggregates contract costs that are included in deferred policy and pre-need contract acquisition costs on the consolidated balances sheets.

	Year Ended December 31
	2018
Pre-need merchandise and services	\$ 3,575,032
At-need specialty merchandise	15,926
Pre-need land sales	1,237
	\$ 3,592,195

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24) Subsequent Events

Acquisition of Probst Family Funerals and Cremations and Heber Valley Funeral Home

On February 15, 2019, the Company, through its wholly-owned subsidiary, Memorial Mortuary Inc., completed an asset purchase transaction with Probst Family Funerals and Cremations, LLC. (“Probst Family Funerals”) and Heber Valley Funeral Home, Inc. (“Heber Valley Funeral Home”). These funeral homes are both located in Heber Valley, a community situated about 45 miles southeast of Salt Lake City. For the year ended December 31, 2018, Probst Family Funerals and Heber Valley Funeral Home had combined revenues of \$1,055,634 and a combined net pre-tax income of \$179,613. As of December 31, 2018, Probst Family Funerals and Heber Valley Funeral Home had combined assets of \$1,161,029 and a combined total equity of \$18,052.

Under the terms of the transaction, as set forth in the Asset Purchase Agreement, dated February 15, 2019, by and among SN Probst LLC, a wholly owned subsidiary of Memorial Mortuary (“SN Probst”), and Probst Family Funerals, Heber Valley Funeral Home, Joe T. Probst, Clinton Wayne Probst, Calle J. Probst, and Marsha L. Probst, Memorial Mortuary, through its wholly owned subsidiary SN Probst, paid the purchase price of \$3,300,000 for the business and assets of Probst Family Funerals and Heber Valley Funeral Home, subject to a \$150,000 holdback. At the closing, Probst Funeral Homes and Heber Valley Funeral Home paid off the \$907,407 principal balance and \$4,340 in interest on a loan at Zions Bank that was secured by the Heber Valley Funeral Home. Also, at the closing, Probst Funeral Homes and Heber Valley Funeral Home paid off the \$157,148 loan with Utah Community Credit Union and the \$32,987 line of credit with Zions Bank.

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25) Quarterly Financial Data (Unaudited)

	2018			
	Three Months Ended			
	March 31	June 30	September 30	December 31
Revenues	\$ 82,076,109	\$ 68,865,126	\$ 67,223,093	\$ 61,454,399
Benefits and expenses	60,888,928	64,702,895	65,011,295	62,835,219
Earnings before income taxes	21,187,181	4,162,231	2,211,798	(1,380,820)
Income tax expense	(4,261,258)	(924,014)	(198,052)	889,013
Net earnings	16,925,923	3,238,217	2,013,746	(491,807)
Net earnings per common share (1)	\$1.00	\$0.19	\$0.12	(\$0.03)
Net earnings per common share assuming dilution (1)	\$0.99	\$0.19	\$0.12	(\$0.03)

	2017			
	Three Months Ended			
	March 31	June 30	September 30	December 31
Revenues	\$ 70,829,297	\$ 73,171,558	\$ 71,971,851	\$ 60,953,384
Benefits and expenses	67,931,527	69,177,259	70,833,834	61,451,358
Earnings before income taxes	2,897,770	3,994,299	1,138,017	(497,974)
Income tax expense	(1,037,770)	(1,508,435)	(41,179)	9,168,206
Net earnings	1,860,000	2,485,864	1,096,838	8,670,232
Net earnings per common share (1)	\$0.11	\$0.15	\$0.07	\$0.51
Net earnings per common share assuming dilution (1)	\$0.11	\$0.15	\$0.06	\$0.51

(1) Earnings per share amounts have been adjusted retroactively for the effect of annual stock dividends.

SECURITY NATIONAL FINANCIAL CORPORATION
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Management’s Discussion and Analysis of Financial Condition and Results of Operations

Overview

The Company’s operations over the last several years generally reflect three trends or events which the Company expects to continue: (i) increased attention to “niche” insurance products, such as the Company’s funeral plan policies and traditional whole life products; (ii) emphasis on cemetery and mortuary business; and (iii) capitalizing on relatively low interest rates by originating mortgage loans.

Insurance Operations

The following table shows the condensed financial results for the Company’s insurance operations for the years ended December 31, 2018 and 2017. See Note 15 of the Notes to Consolidated Financial Statements.

	Years ended December 31		2018 vs 2017 % Increase (Decrease)
	(in thousands of dollars)		
	2018	2017	
Revenues from external customers:			
Insurance premiums	\$ 75,929	\$ 70,412	8%
Net investment income	38,720	34,090	14%
Gains (losses) on investments and other assets	21,396	(3,871)	653%
Other than temporary impairments	-	(774)	(100%)
Other	1,637	856	91%
Total	\$ 137,682	\$ 100,713	37%
Intersegment revenue	\$ 3,973	\$ 5,988	(34%)
Earnings before income taxes	\$ 30,124	\$ 4,729	537%

Intersegment revenues for the Company’s insurance operations were primarily interest income from the warehouse lines provided to its mortgage lending affiliates to fund loans held for sale. Profitability in 2018 increased due to the gain of \$22,252,000 on the sale of Dry Creek at East Village Apartments, increases in investment income, and increases in insurance premiums. These increases were partially offset by increases in benefits and expenses.

Cemetery and Mortuary Operations

The following table shows the condensed financial results for the Company’s cemetery and mortuary operations for the years ended December 31, 2018 and 2017. See Note 15 of the Notes to Consolidated Financial Statements.

	Years ended December 31		2018 vs 2017 % Increase (Decrease)
	(in thousands of dollars)		
	2018	2017	
Revenues from external customers:			
Mortuary revenues	\$ 5,514	\$ 5,003	10%
Cemetery revenues	8,213	7,660	7%
Net investment income	283	424	(33%)
Gains on investments and other assets	2,301	186	1137%
Other	129	92	32%
Total	\$ 16,440	\$ 13,365	23%
Earnings before income taxes	\$ 3,916	\$ 1,677	134%

SECURITY NATIONAL FINANCIAL CORPORATION
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Management’s Discussion and Analysis of Financial Condition and Results of Operations (Continued)

Included in net investment income was net rental income from residential and commercial properties purchased from Security National Life. Memorial Estates purchased these properties from financing provided by Security National Life. The rental income was offset by property insurance, taxes, maintenance expenses and depreciation. Memorial Estates recorded depreciation on these properties of \$598,000 and \$645,000 for the twelve months ended December 31, 2018 and 2017, respectively. Profitability in 2018 has increased due to a gain on the sale of assets of Deseret Mortuary and an increase in cemetery and mortuary revenues.

Mortgage Operations

The Company’s wholly owned subsidiaries, SecurityNational Mortgage and EverLEND Mortgage Company, are mortgage lenders incorporated under the laws of the State of Utah and approved and regulated by the Federal Housing Administration (FHA), a department of the U.S. Department of Housing and Urban Development (HUD), which originate mortgage loans that qualify for government insurance in the event of default by the borrower, in addition to various conventional mortgage loan products. SecurityNational Mortgage and EverLEND Mortgage originate and refinance mortgage loans on a retail basis. Mortgage loans originated or refinanced by the Company’s mortgage subsidiaries are funded through loan purchase agreements with Security National Life and unaffiliated financial institutions.

The Company’s mortgage subsidiaries receive fees from borrowers that are involved in mortgage loan originations and refinancings, and secondary fees earned from third party investors that purchase the mortgage loans originated by the mortgage subsidiaries. Mortgage loans originated by the mortgage subsidiaries are generally sold with mortgage servicing rights released to third-party investors or retained by SecurityNational Mortgage. SecurityNational Mortgage currently retains the mortgage servicing rights on approximately 19% of its loan origination volume. These mortgage loans are serviced by either SecurityNational Mortgage or an approved third-party sub-servicer.

For the twelve months ended December 31, 2018 and 2017, SecurityNational Mortgage originated 10,252 loans (\$2,150,933,000 total volume) and 12,877 loans (\$2,534,032,000 total volume), respectively. For the twelve months ended December 31, 2018 and 2017, EverLEND Mortgage originated 173 loans (\$43,675,000 total volume) and 49 loans (\$11,724,000 total volume), respectively.

The following table shows the condensed financial results for the Company’s mortgage operations for the years ended 2018 and 2017. See Note 15 of the Notes to Consolidated Financial Statements.

	Years ended December 31		2018 vs 2017 % Increase (Decrease)
	(in thousands of dollars)		
	2018	2017	
Revenues from external customers:			
Income from loan originations	\$ 35,769	\$ 45,040	(21%)
Secondary gains from investors	80,417	108,757	(26%)
Net investment income	910	549	66%
Gains on investments and other assets	243	736	(67%)
Other	8,157	7,766	5%
Total	<u>\$ 125,496</u>	<u>\$ 162,848</u>	<u>(23%)</u>
Earnings before income taxes	<u>\$ (7,860)</u>	<u>\$ 1,127</u>	<u>(797%)</u>

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Management’s Discussion and Analysis of Financial Condition and Results of Operations (Continued)

Included in other revenues is service fee income. The decrease in revenues for the Company’s mortgage operations for the twelve months ended December 31, 2018 as compared to December 31, 2017 was due to a reduction in mortgage loan originations and refinancings, and subsequent sales into the secondary market.

Mortgage Loan Loss Settlements

Future loan losses can be extremely difficult to estimate. However, management believes that the Company’s reserve methodology and its current practice of property preservation allow it to estimate potential losses on loans sold. The estimated liability for indemnification losses is included in other liabilities and accrued expenses and, as of December 31, 2018 and 2017, the balances were \$3,605,000 and \$2,572,000, respectively.

Mortgage Loan Loss Litigation

For a description of the litigation involving SecurityNational Mortgage and Lehman Brothers holdings, see Part I, Item 3. Legal Proceedings.

Significant Accounting Policies

The following is a brief summary of the Company’s significant accounting policies and a review of the Company’s most critical accounting estimates. See Note 1 of the Notes to Consolidated Financial Statements.

Insurance Operations

In accordance with generally accepted accounting principles in the United States of America (“GAAP”), premiums and other considerations received for interest sensitive products are reflected as increases in liabilities for policyholder account balances and not as revenues. Revenues reported for these products consist of policy charges for the cost of insurance, administration charges, amortization of policy initiation fees and surrender charges assessed against policyholder account balances. Surrender benefits paid relating to these products are reflected as decreases in liabilities for policyholder account balances and not as expenses.

The Company receives investment income earned from the funds deposited into account balances, a portion of which is passed through to the policyholders in the form of interest credited. Interest credited to policyholder account balances and benefit claims in excess of policyholder account balances are reported as expenses in the consolidated financial statements.

Premiums and other considerations received for traditional life insurance products are recognized as revenues when due. Future policy benefits are recognized as expenses over the life of the policy by means of the provision for future policy benefits.

The costs related to acquiring new business, including certain costs of issuing policies and other variable selling expenses (principally commissions), defined as deferred policy acquisition costs, are capitalized and amortized into expense. For nonparticipating traditional life products, these costs are amortized over the premium paying period of the related policies, in proportion to the ratio of annual premium revenues to total anticipated premium revenues. Such anticipated premium revenues are estimated using the same assumptions used for computing liabilities for future policy benefits and are generally “locked in” at the date the policies are issued. For interest sensitive products, these costs are amortized generally in proportion to expected gross profits from surrender charges and investment, mortality and expense margins. This amortization is adjusted when the Company revises the estimate of current or future gross profits or margins. For example, deferred policy acquisition costs are amortized earlier than originally estimated when policy terminations are higher than originally estimated or when investments backing the related policyholder liabilities are sold at a gain prior to their anticipated maturity.

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Death and other policyholder benefits reflect exposure to mortality risk and fluctuate from year to year on the level of claims incurred under insurance retention limits. The profitability of the Company is primarily affected by fluctuations in mortality, other policyholder benefits, expense levels, interest spreads (i.e., the difference between interest earned on investments and interest credited to policyholders) and persistency. The Company has the ability to mitigate adverse experience through sound underwriting, asset and liability duration matching, sound actuarial practices, adjustments to credited interest rates, policyholder dividends and cost of insurance charges.

Cemetery and Mortuary Operations

Pre-need sales of funeral services and caskets, including revenue and costs associated with the sales of pre-need funeral services and caskets, are deferred until the services are performed or the caskets are delivered.

Pre-need sales of cemetery interment rights (cemetery burial property), including revenue and costs associated with the sales of pre-need cemetery interment rights, are recognized in accordance with the retail land sales provisions of GAAP. Under GAAP, recognition of revenue and associated costs from constructed cemetery property must be deferred until a minimum percentage of the sales price has been collected. Revenues related to the pre-need sale of unconstructed cemetery property will be deferred until such property is constructed and meets the criteria of GAAP, described above.

Pre-need sales of cemetery merchandise (primarily markers and vaults), including revenue and costs associated with the sales of pre-need cemetery merchandise, are deferred until the merchandise is delivered, fulfilling the performance obligation.

Pre-need sales of cemetery services (primarily merchandise delivery and installation fees and burial opening and closing fees), including revenue and costs associated with the sales of pre-need cemetery services, are deferred until the services are performed.

Prearranged funeral and pre-need cemetery customer obtaining costs, including costs incurred related to obtaining new pre-need cemetery and prearranged funeral business are accounted for under the guidance of the provisions of GAAP. Obtaining costs, which include only costs that vary with and are primarily related to the acquisition of new pre-need cemetery and prearranged funeral business, are deferred until the merchandise is delivered or services are performed.

Revenues and costs for at-need sales are recorded when a valid contract exists, the services are performed, collection is reasonably assured, and there are no significant company obligations remaining.

Mortgage Operations

Mortgage fee income consists of origination fees, processing fees, interest income and certain other income related to the origination and sale of mortgage loans. Mortgage loans held for sale prior to July 1, 2017 were shown on the Company's consolidated balance sheets at the lower of cost or market and all revenues and costs were deferred until the loans were sold to a third-party investor. On July 1, 2017, the Company made an election to use fair value accounting for all mortgage loans that are held for sale. Accordingly, all revenues and costs are now recognized when the mortgage loan is funded and any changes in fair value are shown as a component of mortgage fee income.

The Company, through its mortgage subsidiaries, sells mortgage loans to third-party investors without recourse, unless defects are identified in the representations and warranties made at loan sale. It may be required, however, to repurchase a loan or pay a fee instead of repurchase under certain events, which include the following:

- Failure to deliver original documents specified by the investor,
- The existence of misrepresentation or fraud in the origination of the loan,

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- The loan becomes delinquent due to nonpayment during the first several months after it is sold,
- Early pay-off of a loan, as defined by the agreements,
- Excessive time to settle a loan,
- Investor declines purchase, and
- Discontinued product and expired commitment.

Loan purchase commitments generally specify a date 30 to 45 days after delivery upon which the underlying loans should be settled. Depending on market conditions, these commitment settlement dates can be extended at a cost to the Company.

It is the Company's policy to cure any documentation problems regarding such loans at a minimal cost for up to a six-month time period and to pursue efforts to enforce loan purchase commitments from third-party investors concerning the loans. The Company believes that six months allows adequate time to remedy any documentation issues, to enforce purchase commitments, and to exhaust other alternatives. Remedial methods include the following:

- Research reasons for rejection,
- Provide additional documents,
- Request investor exceptions,
- Appeal rejection decision to purchase committee, and
- Commit to secondary investors.

Once purchase commitments have expired and other alternatives to remedy are exhausted, which could be earlier than the six-month time period, the loans are repurchased and transferred to mortgage loans held for investment at the lower of cost or fair value and the previously recorded sales revenue that was to be received from a third-party investor is written off against the loan loss reserve. Any loan that later becomes delinquent is evaluated by the Company at that time and any impairment is adjusted accordingly.

Determining lower of cost or market. Cost for loans held for sale is equal to the amount paid to the warehouse bank and the amount originally funded by the Company. Market value, while often difficult to determine, is based on the following guidelines:

- For loans that are committed, the Company uses the commitment price.
- For loans that are non-committed that have an active market, the Company uses the market price.
- For loans that are non-committed where there is no market but there is a similar product, the Company uses the market value for the similar product.
- For loans that are non-committed where no active market exists, the Company determines that the unpaid principal balance best approximates the market value, after considering the fair value of the underlying real estate collateral, estimated future cash flows, and loan interest rate.

The appraised value of the real estate underlying the original mortgage loan adds significance to the Company's determination of fair value because, if the loan becomes delinquent, the Company has sufficient value to collect the unpaid principal balance or the carrying value of the loan, thus minimizing credit risk. In determining the market value on the date of repurchase, the Company considers the total value of all of the loans because any sale of loans would be made as a pool.

The majority of loans originated are sold to third-party investors. The amounts expected to be sold to investors are shown on the consolidated balance sheets as loans held for sale.

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Use of Significant Accounting Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect reported amounts and disclosures. It is reasonably possible that actual experience could differ from the estimates and assumptions utilized which could have a material impact on the financial statements. The following is a summary of our significant accounting estimates, and critical issues that impact them:

Loan Commitments

The Company estimates the fair value of a mortgage loan commitment based on the change in estimated fair value of the underlying mortgage loan, quoted mortgage backed security (“MBS”) prices, estimates of the fair value of mortgage servicing rights, and an estimate of the probability that the mortgage loan will fund within the terms of the commitment net of estimated commission expense. The change in fair value of the underlying mortgage loan is measured from the date the mortgage loan commitment is issued and is shown net of related expenses. Following issuance, the value of a loan commitment can be either positive or negative depending upon the change in value of the underlying mortgage loans. Fallout rates and other factors from the Company’s recent historical data are used to estimate the quantity and value of mortgage loans that will fund within the terms of the commitments.

Deferred Acquisition Costs

Amortization of deferred policy acquisition costs for interest sensitive products is dependent upon estimates of current and future gross profits or margins on this business. Key assumptions used include the following: yield on investments supporting the liabilities, amount of interest or dividends credited to the policies, amount of policy fees and charges, amount of expenses necessary to maintain the policies, amount of death and surrender benefits, and the length of time the policies will stay in force.

For nonparticipating traditional life products, these costs are amortized over the premium paying period of the related policies in proportion to the ratio of annual premium revenues to total anticipated premium revenues. Such anticipated premium revenues are estimated using the same assumption used for computing liabilities for future policy benefits and are generally “locked in” at the date the policies are issued.

Value of Business Acquired

Value of business acquired is the present value of estimated future profits of the acquired business and is amortized similar to deferred acquisition costs. The critical issues explained for deferred acquisition costs would also apply for value of business acquired.

Mortgage Loans Foreclosed to Real Estate Held for Investment

These properties are recorded at the lower of cost or fair value upon foreclosure. The Company believes that in an orderly market, fair value approximates the replacement cost of a home and the rental income provides a cash flow stream for investment analysis. The Company believes the highest and best use of the properties are as income producing assets since it is the Company’s intent to hold the properties as rental properties, matching the income from the investment in rental properties with the funds required for estimated future policy benefits. Accordingly, the fair value determination is generally weighted more heavily toward the rental analysis. The fair value is also estimated by obtaining an independent appraisal, which typically considers area comparables and property condition.

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Future Policy Benefits

Reserves for future policy benefits for traditional life insurance products requires the use of many assumptions, including the duration of the policies, mortality experience, expenses, investment yield, lapse rates, surrender rates, and dividend crediting rates.

These assumptions are made based upon historical experience, industry standards and a best estimate of future results and, for traditional life products, include a provision for adverse deviation. For traditional life insurance, once established for a particular series of products, these assumptions are generally held constant.

Unearned Revenue

The universal life products the Company sells have significant policy initiation fees (front-end load) that are deferred and amortized into revenues over the estimated expected gross profits from surrender charges and investment, mortality and expense margins. The same issues that impact deferred acquisition costs would apply to unearned revenue.

Deferred Pre-need Cemetery and Funeral Contracts Revenues and Estimated Future Cost of Pre-need Sales

The revenue and cost associated with the sales of pre-need cemetery merchandise and funeral services are deferred until the merchandise is delivered or the service is performed.

The Company, through its cemetery and mortuary operations, provides a guaranteed funeral arrangement wherein a prospective customer can receive future goods and services at guaranteed prices. To accomplish this, the Company, through its life insurance operations, sells to the customer an increasing benefit life insurance policy that is assigned to the mortuaries. If, at the time of need, the policyholder or potential mortuary customer utilizes one of the Company's facilities, the guaranteed funeral arrangement contract that has been assigned will provide the funeral goods and services at the contracted price. The increasing life insurance policy will cover the difference between the original contract prices and current prices. Risks may arise if the difference cannot be fully met by the life insurance policy.

Mortgage Servicing Rights

Mortgage Service Rights ("MSR") arise from contractual agreements between the Company and third-party investors (or their agents) when mortgage loans are sold. Under these contracts, the Company is obligated to retain and provide loan servicing functions on the loans sold, in exchange for fees and other remuneration. The servicing functions typically performed include, among other responsibilities, collecting and remitting loan payments; responding to borrower inquiries; accounting for principal and interest; holding custodial (impound) funds for payment of property taxes and insurance premiums; counseling delinquent mortgagors; and supervising the acquisition of real estate owned and property dispositions. The Company initially accounts for MSRs at fair value and subsequently accounts for them using the amortization method. MSR amortization is determined by amortizing the MSR balance in proportion to, and over the period of the estimated future net servicing income of the underlying financial assets. The Company periodically assesses MSRs accounted for using the amortization method for impairment.

Mortgage Allowance for Loan Losses and Loan Loss Reserve

The Company provides for losses on its mortgage loans held for investment through an allowance for loan losses (a contra-asset account) and through the mortgage loan loss reserve (a liability account). The allowance for loan losses is an allowance for losses on the Company's mortgage loans held for investment. The allowance is comprised of two components. The first component is an allowance for collectively evaluated

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impairment that is based upon the Company's historical experience in collecting similar receivables. The second component is based upon individual evaluation of loans that are determined to be impaired.

Upon determining impairment, the Company establishes an individual impairment allowance based upon an assessment of the fair value of the underlying collateral. In addition, when a mortgage loan is past due more than 90 days, the Company does not accrue any interest income. When a loan becomes delinquent, the Company proceeds to foreclose on the real estate and all expenses for foreclosure are expensed as incurred. Once foreclosed, an adjustment for the lower of cost or fair value is made, if necessary, and the amount is classified as real estate held for investment. The Company will rent the properties until it is deemed desirable to sell them.

The mortgage loan loss reserve is an estimate of probable losses at the balance sheet date that the Company will realize in the future on mortgage loans sold to third-party investors. The Company may be required to reimburse third-party investors for costs associated with early payoff of loans within the first six months of such loans and to repurchase loans where there is a default in any of the first four monthly payments to the investors or, in lieu of repurchase, to pay a negotiated fee to the investors. The Company's estimates are based upon historical loss experience and the best estimate of the probable loan loss liabilities.

Upon completion of a transfer that satisfies the conditions to be accounted for as a sale, the Company initially measures at fair value liabilities incurred in a sale relating to any guarantee or recourse provisions in the event of defects in the representations and warranties made at loan sale. The Company accrues a monthly allowance for indemnification losses to investors based on total production. This estimate is based on the Company's historical experience and is included as a component of mortgage fee income. Subsequent updates to the recorded liability from changes in assumptions are recorded in selling, general and administrative expenses. The estimated liability for indemnification losses is included in other liabilities and accrued expenses.

The Company believes the allowance for loan losses and the loan loss reserve represent probable loan losses incurred as of the balance sheet date.

Deferred Tax Assets and Liabilities

Deferred tax assets and liabilities require various estimates and judgments and may be affected favorably or unfavorably by various internal and external factors. These estimates and judgments occur in the calculation of certain deferred tax assets and liabilities that arise from temporary differences in the recognition of revenues and expenses for tax and financial reporting purposes and in estimating the ultimate amount of deferred tax assets recoverable in future periods. Factors affecting the deferred tax assets and liabilities include, but are not limited to, changes in tax laws, regulations and/or rates, changing interpretations of existing tax laws or regulations, and changes to overall levels of pre-tax earnings. Changes in these estimates, judgments or factors may result in an increase or decrease to the Company's deferred tax assets and liabilities with a related increase or decrease in the Company's provision for income taxes.

Results of Consolidated Operations

2018 Compared to 2017

Total revenues increased by \$2,693,000, or 1.0%, to \$279,619,000 for 2018 from \$276,926,000 for the fiscal year 2017. Contributing to this increase in total revenues was a \$26,890,000 increase in gains on investments and other assets, a \$5,517,000 increase in insurance premiums and other considerations, a \$4,850,000 increase in net investment income, a \$1,204,000 increase in other revenues, a \$1,069,000 increase in net cemetery and mortuary sales, and a \$774,000 decrease in other than temporary impairments. This increase in total revenues was offset by a \$37,611,000 decrease in mortgage fee income.

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Insurance premiums and other considerations increased by \$5,517,000, or 7.8%, to \$75,929,000 for 2018, from \$70,412,000 for the comparable period in 2017. This increase was due to an increase in renewal premiums primarily from the resurgence of the Company's Final Expense block of business along with improved persistency.

Net investment income increased by \$4,850,000, or 13.8%, to \$39,913,000 for 2018, from \$35,063,000 for the comparable period in 2017. This increase was primarily attributable to a \$5,967,000 increase in interest from mortgage loans held for investment, a \$1,482,000 increase in insurance assignment income, a \$721,000 increase in income from cash and cash equivalents, a \$312,000 decrease in investment expenses, and a \$122,000 increase in income from other investments. This increase was partially offset by a \$3,078,000 decrease in rental income from real estate held for investment, a \$585,000 decrease in fixed maturity securities income, a \$79,000 decrease in policy loan income, and a \$12,000 decrease in equity securities income.

Net mortuary and cemetery sales increased by \$1,069,000, or 8.4%, to \$13,726,000 for 2018, from \$12,657,000 for the comparable period in 2017. This increase was primarily due to a \$519,000 increase in at-need sales in the mortuary operations, a \$282,000 increase in at-need sales in the cemetery operations, and a \$268,000 increase in pre-need sales in the cemetery operations.

Gains on investments and other assets increased by \$26,890,000, or 912.0%, to \$23,941,000 in gains for 2018, from \$2,949,000 in losses for the comparable period in 2017. This increase in gains on investments and other assets was primarily due to a \$20,829,000 increase in a gains from the sale of real estate held for investment primarily due to the gain realized from the sale of Dry Creek at East Village Apartments, a \$4,979,000 decrease in impairment losses on real estate held for investment, a \$1,573,000 gain realized on the sale of other assets primarily due to the sale of assets of Deseret Mortuary, a \$568,000 increase in gains on fixed maturity securities, and \$387,000 in gains from the sale of mortgage loans held for investment. This increase was partially offset by a \$1,318,000 increase in net losses on equity securities primarily attributable to decreases in the fair value of these securities and a \$128,000 decrease in gains from call and put option derivatives. Due to the adoption of Accounting Standards Update ("ASU") 2016-01, the changes in the fair value of equity securities are now recognized in earnings instead of other comprehensive income. See the discussion of the adoption of this ASU in Note 1 of the notes to the consolidated financial statements.

Other than temporary impairments on investments decreased by \$774,000, or 100.0%, to \$-0- for 2018 from \$774,000 for the comparable period in 2017. This decrease was primarily attributable to a \$493,000 decrease in impairments on fixed maturity securities held to maturity and a \$281,000 decrease in impairments on equity securities available for sale.

Mortgage fee income decreased by \$37,611,000, or 24.5%, to \$116,186,000 for 2018, from \$153,797,000 for the comparable period in 2017. This decrease was primarily due to a decline in mortgage loan originations that was indicative of the mortgage loan industry as a whole. The decline in mortgage loan originations was primarily caused by a national shortage of available new housing for mortgage loan origination transactions, and the decline in mortgage loan refinancings, which were primarily caused by recent increases in interest rates on mortgage loans. Additionally, the decline in mortgage originations has resulted in a decline in fees earned from third-party investors that purchase mortgage loans from the Company.

Other revenues increased by \$1,204,000, or 13.8%, to \$9,923,000 for 2018 from \$8,719,000 for the comparable period in 2016. This increase was primarily due to a \$494,000 increase in transaction fees from funding insurance assignments, a \$396,000 increase in mortgage servicing revenues, and a \$318,000 increase in other miscellaneous revenues in the life insurance segment.

Total benefits and expenses were \$253,438,000, or 90.6% of total revenues for 2018, as compared to \$269,394,000, or 97.3% of total revenues, for the comparable period in 2017.

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Death benefits, surrenders and other policy benefits, and future policy benefits increased by an aggregate of \$3,799,000, or 6.4%, to \$63,517,000 for 2018, from \$59,718,000 for the comparable period in 2017. This increase was primarily the result of a \$3,043,000 increase in death benefits, a \$709,000 increase in future policy benefits, and a \$47,000 increase in surrenders and other policy benefits.

Amortization of deferred policy and pre-need acquisition costs and value of business acquired increased by \$3,151,000, or 37.2%, to \$11,631,000 for 2018, from \$8,480,000 for the comparable period in 2017. This increase was primarily due to an increase in the average outstanding balance of deferred policy and pre-need acquisition costs.

Selling, general and administrative expenses decreased by \$24,039,000, or 12.4%, to \$169,174,000 for 2018, from \$193,213,000 for the comparable period in 2017. This decrease was primarily due to a \$17,812,000 decrease in commission expenses due to the decline in mortgage loan originations, a \$2,960,000 decrease in personnel expenses due to a reduction in mortgage loan originators, a \$2,239,000 decrease in costs related to funding mortgage loans, a \$1,152,000 decrease in advertising expenses, a \$1,105,000 decrease in rent and rent related expenses, and a \$354,000 decrease in depreciation on property and equipment. This decrease was partially offset by a \$1,583,000 increase in other expenses.

Interest expense increased by \$919,000, or 15.2%, to \$6,956,000 for 2018, from \$6,037,000 for the comparable period in 2017. This increase was primarily due to a \$429,000 increase in interest expense on mortgage warehouse lines, a \$411,000 increase in interest expense on bank loans for real estate held for investment, and a \$79,000 increase in other interest expense.

Cost of goods and services sold of the cemeteries and mortuaries increased by \$213,000, or 10.9%, to \$2,159,000 for 2018, from \$1,946,000 for the comparable period in 2017. This increase was primarily due to a \$174,000 increase in costs related to cemetery pre-need sales and a \$59,000 increase in costs related to mortuary at-need sales.

Income tax expense increased by \$11,075,000, or 168.3%, to a \$4,494,311 expense for 2018, from a \$6,580,822 benefit for the comparable period in 2017. The 2017 income tax benefit included a \$8,973,722 benefit primarily due to re-measuring deferred tax assets and liabilities as a result of the Tax Act the President signed into law on December 22, 2017. Net of this 2017 benefit, income tax expense increased by \$2,101,000, or 87.8%, for 2018 primarily due to an increase in earnings before income taxes for 2018 compared to 2017.

Risks

The following is a description of the most significant risks facing the Company and how it mitigates those risks:

Legal and Regulatory Risks. Changes in the legal or regulatory environment in which the Company operates may create additional expenses and risks not anticipated by the Company in developing and pricing its products. Regulatory initiatives designed to reduce insurer profits, new legal theories or insurance company insolvencies through guaranty fund assessments may create costs for the insurer beyond those recorded in the consolidated financial statements. In addition, changes in tax law with respect to mortgage interest deductions or other public policy or legislative changes may affect the Company's mortgage sales. Also, the Company may be subject to further regulations in the cemetery and mortuary business. The Company mitigates these risks by offering a wide range of products and by diversifying its operations, thus reducing its exposure to any single product or jurisdiction, and also by employing underwriting practices that identify and minimize the adverse impact of such risks.

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Mortgage Industry Risks. Developments in the mortgage industry and credit markets can adversely affect the Company's ability to sell its mortgage loans to investors, which can impact the Company's financial results by requiring it to assume the risk of holding and servicing any unsold loans.

The mortgage loan loss reserve is an estimate of probable losses at the balance sheet date that the Company could realize in the future on mortgage loans sold to third-party investors. The Company's mortgage subsidiaries may be required to reimburse third-party investors for costs associated with early payoff of loans within the first six months of such loans and to repurchase loans where there is a default in any of the first four monthly payments to the investors or, in lieu of repurchase, to pay a negotiated fee to the investors. The Company's estimates are based upon historical loss experience and the best estimate of the probable loan loss liabilities.

Upon completion of a transfer that satisfies the conditions to be accounted for as a sale, the Company initially measures at fair value liabilities incurred in a sale relating to any guarantee or recourse provisions. The initial reserve for loan losses in years ended December 31, 2018 and 2017 were \$1,148,000 and \$1,851,000, respectively, and the charge has been included in mortgage fee income. The estimated liability for indemnification losses is included in other liabilities and accrued expenses and, as of December 31, 2018 and 2017, the balances were \$3,605,000 and \$2,572,000, respectively. The Company believes the loan loss reserve represent probable loan losses incurred as of December 31, 2018. There is a risk, however, that future loan losses may exceed the loan loss reserve.

At various times third-party investors have asserted that SecurityNational Mortgage sold mortgage loans that allegedly contained borrower misrepresentations or experienced early payment defaults, or that were otherwise allegedly defective or not in compliance with loan purchase agreements involving SecurityNational Mortgage. As a result of these claims, third-party investors have made demands at times that SecurityNational Mortgage repurchase certain alleged defective mortgage loans that were sold to such investors or indemnify them against any losses related to such loans.

The total amount of potential claims by third-party investors is difficult to determine. The Company has reserved and accrued \$3,605,000 as of December 31, 2018 to settle all such investor related claims. The Company believes that the reserve for mortgage loan losses, which includes provisions for probable losses and indemnification on loans held for sale, is reasonable based on available information. Moreover, the Company has successfully negotiated acceptable settlement terms with other third-party investors that asserted claims for mortgage loan losses against SecurityNational Mortgage.

SecurityNational Mortgage disagrees with the repurchase demands and notices of potential claims from third-party investors. Furthermore, SecurityNational Mortgage believes there is potential to resolve the alleged claims by the third-party investors on acceptable terms. If SecurityNational Mortgage is unable to resolve such claims on acceptable terms, legal action may ensue. In the event of legal action by any third-party investor, SecurityNational Mortgage believes it has significant defenses to any such action and intends to vigorously defend itself against such action.

As of December 31, 2018, the Company's mortgage loans held for investment portfolio consisted of \$3,639,000 in mortgage loans with delinquencies more than 90 days. Of this amount, \$1,727,000 of the loans were in foreclosure proceedings. The Company has not received or recognized any interest income on the \$3,639,000 in mortgage loans with delinquencies more than 90 days. During the twelve months ended December 31, 2018, the Company decreased its allowance for loan losses by \$415,000 and during the twelve months ended December 31, 2017, the Company increased its allowance for loan losses by \$20,000, which was charged to bad debt expense and included in selling, general and administrative expenses for the period. The allowances for loan losses as of December 31, 2018 and 2017 were \$1,348,000 and \$1,769,000, respectively.

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Interest Rate Risk. The risk that interest rates will change, which may cause a decrease in the value of the Company's investments or impair the ability of the Company to market its mortgage and cemetery and mortuary products. This change in rates may cause certain interest-sensitive products to become uncompetitive or may cause disintermediation. The Company mitigates this risk by charging fees for non-conformance with certain policy provisions, by offering products that transfer this risk to the purchaser, and by attempting to match the maturity schedule of its assets with the expected payouts of its liabilities. To the extent that liabilities come due more quickly than assets mature, the Company might have to borrow funds or sell assets prior to maturity and potentially recognize a loss on the sale.

Mortality and Morbidity Risks. The risk that the Company's actuarial assumptions may differ from actual mortality and morbidity experiences may cause the Company's products to be underpriced, may cause the Company to liquidate insurance or other claims earlier than anticipated, and other potentially adverse consequences to the business. The Company minimizes this risk through sound underwriting practices, asset and liability duration matching, and sound actuarial practices.

Estimates. The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Actual results could differ from those estimates.

Material estimates that are particularly susceptible to significant changes in the near term are those used in determining the value of derivative assets and liabilities; those used in determining deferred acquisition costs and the value of business acquired; those used in determining the value of mortgage loans foreclosed to real estate held for investment; those used in determining the liability for future policy benefits and unearned revenue; those used in determining the estimated future costs for pre-need sales; those used in determining the value of mortgage servicing rights; those used in determining allowances for loan losses for mortgage loans held for investment; those used in determining loan loss reserve; and those used in determining deferred tax assets and liabilities. Although some variability is inherent in these estimates, management believes the amounts provided are fairly stated in all material respects.

Liquidity and Capital Resources

The Company's life insurance subsidiaries and cemetery and mortuary subsidiaries realize cash flow from premiums, contract payments and sales on personal services rendered for cemetery and mortuary business, from interest and dividends on invested assets, and from the proceeds from the maturity of held to maturity investments or sale of other investments. The mortgage subsidiaries realize cash flow from fees generated by originating and refinancing mortgage loans and fees on mortgage loans held for sale that are sold to investors. The Company considers these sources of cash flow to be adequate to fund future policyholder and cemetery and mortuary liabilities, which generally are long-term, and adequate to pay current policyholder claims, annuity payments, expenses related to the issuance of new policies, the maintenance of existing policies, debt service, and to meet current operating expenses.

During the twelve months ended December 31, 2018, the Company's operations provided cash of \$7,009,000. This was primarily due to an increase in cash collected on receivables and other assets. During the twelve months ended December 31, 2017, the Company's operations provided cash of \$44,318,000. This was primarily due to an increase in cash collected on loans held for sale.

The Company's liability for future policy benefits is expected to be paid out over the long-term due to the Company's market niche of selling funeral plans. Funeral plans are small face value life insurance that will pay the costs and expenses incurred at the time of a person's death. A person generally will keep these policies in force and will not surrender them prior to a person's death. Because of the long-term nature of these liabilities, the Company is able to hold to maturity its bonds, real estate and mortgage loans thus

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reducing the risk of liquidating these long-term investments as a result of any sudden changes in market values.

The Company attempts to match the duration of invested assets with its policyholder and cemetery and mortuary liabilities. The Company may sell investments other than those held to maturity in the portfolio to help in this timing. The Company purchases short-term investments on a temporary basis to meet the expectations of short-term requirements of the Company’s products. The Company’s investment philosophy is intended to provide a rate of return, which will persist during the expected duration of policyholder and cemetery and mortuary liabilities regardless of future interest rate movements.

The Company’s investment policy is also to invest predominantly in fixed maturity securities, real estate, mortgage loans, and warehousing of mortgage loans held for sale on a short-term basis before selling the loans to investors in accordance with the requirements and laws governing the life insurance subsidiaries. Bonds owned by the insurance subsidiaries amounted to \$231,976,000 and \$227,774,000 as of December 31, 2018 and 2017, respectively. This represents 38.9% and 35.1% of the total investments as of December 31, 2018, and 2017, respectively. Generally, all bonds owned by the life insurance subsidiaries are rated by the National Association of Insurance Commissioners. Under this rating system, there are six categories used for rating bonds. At December 31, 2018, 3.6% (or \$8,413,000) and at December 31, 2017, 5.4% (or \$12,293,000) of the Company’s total bond investments were invested in bonds in rating categories three through six, which are considered non-investment grade.

The Company has classified its fixed income securities as held to maturity. Notwithstanding, business conditions may develop in the future which may indicate a need for a higher level of liquidity in the investment portfolio. In that event, the Company believes it could sell short-term investment grade securities before liquidating higher yielding longer-term securities.

See Note 2 of the Notes to Consolidated Financial Statements for the schedule of the maturity of fixed maturity securities and for the schedule of principal payments for mortgage loans held for investment.

See Note 7 of the Notes to Consolidated Financial Statements for a description of the Company’s sources of liquidity.

If market conditions were to cause interest rates to change, the fair value of the Company’s fixed income portfolio, which includes bonds, preferred stock, and mortgage loans held for investment, could change by the following amounts based on the respective basis point swing (the change in the fair values were calculated using a modeling technique):

	<u>-200 bps</u>	<u>-100 bps</u>	<u>+100 bps</u>	<u>+200 bps</u>
Change in Fair Value	\$33,296	\$14,306	\$(16,683)	\$(26,016)
(in thousands)				

The Company is subject to risk-based capital guidelines established by statutory regulators requiring minimum capital levels based on the perceived risk of assets, liabilities, disintermediation, and business risk. At December 31, 2018 and 2017, the capital levels of the life insurance subsidiaries exceeded the regulatory criteria.

The Company’s total capitalization of stockholders’ equity, and bank loans and other loans payable was \$359,172,000 as of December 31, 2018, as compared to \$306,019,000 as of December 31, 2017. Stockholders’ equity as a percent of total capitalization was 47.8% and 48.5% as of December 31, 2018 and December 31, 2017, respectively. Bank loans and other loans payable increased by \$30,070,000 for the twelve months ended December 31, 2018 as compared to December 31, 2017, thus limiting the increase in the stockholders’ equity percentage.

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Management’s Discussion and Analysis of Financial Condition and Results of Operations (Continued)

Lapse rates measure the amount of insurance terminated during a particular period. The Company’s lapse rate for life insurance was 9.9% in 2018 as compared to a rate of 10.6% for 2017.

At December 31, 2018, the combined statutory capital and surplus of the Company’s life insurance subsidiaries was \$56,155,000. The life insurance subsidiaries cannot pay a dividend to its parent company without the approval of state insurance regulatory authorities.

Forward-Looking Statements

The Private Securities Litigation Reform Act of 1995 provides a safe harbor for forward-looking statements to encourage companies to provide prospective information about their businesses without fear of litigation so long as those statements are identified as forward-looking and are accompanied by meaningful cautionary statements identifying important factors that could cause actual results to differ materially from those projected in such statements. The Company desires to take advantage of the “safe harbor” provisions of the act.

This Annual Report on Form 10-K contains forward-looking statements, together with related data and projections, about the Company’s projected financial results and its future plans and strategies. However, actual results and needs of the Company may vary materially from forward-looking statements and projections made from time to time by the Company on the basis of management’s then-current expectations. The business in which the Company is engaged involves changing and competitive markets, which may involve a high degree of risk, and there can be no assurance that forward-looking statements and projections will prove accurate.

Factors that may cause the Company’s actual results to differ materially from those contemplated or projected, forecast, estimated or budgeted in such forward looking statements include among others, the following possibilities: (i) heightened competition, including the intensification of price competition, the entry of new competitors, and the introduction of new products by new and existing competitors; (ii) adverse state and federal legislation or regulation, including decreases in rates, limitations on premium levels, increases in minimum capital and reserve requirements, benefit mandates and tax treatment of insurance products; (iii) fluctuations in interest rates causing a reduction of investment income or increase in interest expense and in the market value of interest rate sensitive investment; (iv) failure to obtain new customers, retain existing customers or reductions in policies in force by existing customers; (v) higher service, administrative, or general expenses due to the need for additional advertising, marketing, administrative or management information systems expenditures; (vi) loss or retirement of key executives or employees; (vii) increases in medical costs; (viii) changes in the Company’s liquidity due to changes in asset and liability matching; (ix) restrictions on insurance underwriting based on genetic testing and other criteria; (x) adverse changes in the ratings obtained by independent rating agencies; (xi) failure to maintain adequate reinsurance; (xii) possible claims relating to sales practices for insurance products and claim denials; (xiii) adverse trends in mortality and morbidity; (xiv) deterioration of real estate markets; and (xv) lawsuits in the ordinary course of business.

Off-Balance Sheet Agreements

At December 31, 2018, the Company was contingently liable under a standby letter of credit aggregating \$625,405, to be used as collateral to cover any contingency related to additional risk assessments pertaining to the Company’s captive insurance program. The Company does not expect any material losses to result from the issuance of the standby letter of credit because claims are not expected to exceed premiums paid.

At December 31, 2018, the Company was contingently liable under a standby letter of credit aggregating \$48,220, issued as a security deposit to guarantee payment of final bills for electric and gas utility services for a commercial real estate property owned by the Company in Wichita, Kansas. The Company does not

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Management’s Discussion and Analysis of Financial Condition and Results of Operations (Continued)

expect any material losses to result from the issuance of the standby letter of credit. Accordingly, the estimated fair value of this letter of credit is zero.

The total of the Company’s unfunded residential construction loan and land development loan commitments as of December 31, 2018, was approximately \$24,987,000.

In 2016, the Company, through its wholly-owned subsidiary 5300 Development, LLC, entered into a Construction Loan Agreement with a bank. Under the terms of this Agreement, the Company agrees to pay the bank the current outstanding principal up to \$40,740,000 plus interest. These funds are being used for the construction of phase 1 of the Company’s new Center53 corporate campus development in Salt Lake City, Utah. As of December 31, 2018, the Company has used \$30,797,000 of these funds.

Contractual Obligations

The Company’s contractual obligations as of December 31, 2018, and the payments due by period are shown in the following table:

	Less than 1 year	1-3 years	4-5 years	over 5 years	Total
Non-cancelable operating leases	\$ 5,579,386	\$ 5,256,399	\$ 1,498,562	\$ 2,339,371	\$ 14,673,718
Bank and other loans payable	165,219,632	4,531,733	677,324	17,092,499	187,521,188
Future policy benefits (1)	10,059,350	32,349,703	41,093,510	527,830,219	611,332,782
	<u>\$180,858,368</u>	<u>\$42,137,835</u>	<u>\$43,269,396</u>	<u>\$547,262,089</u>	<u>\$813,527,688</u>

(1) Amounts represent the present value of future policy benefits, net of estimated future premiums.

Casualty Insurance Program

In conjunction with the Company’s casualty insurance program, limited equity interests are held in a captive insurance entity. This program permits the Company to self-insure a portion of losses, to gain access to a wide array of safety-related services, to pool insurance risks and resources in order to obtain more competitive pricing for administration and reinsurance and to limit its risk of loss in any particular year. The maximum exposure to loss related to the Company’s involvement with this entity is limited to approximately \$625,405, which is collateralized under a standby letter of credit issued on the insurance entity’s behalf. See Note 10, “Reinsurance, Commitments and Contingencies,” for additional discussion of commitments associated with the insurance program.

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Market for the Registrant’s Common Stock, Related Security Holder Matters, and Issuer Purchases of Equity Securities (Continued)

Market for the Registrant’s Common Stock, Related Security Holder Matters, and Issuer Purchases of Equity Securities

The Company’s Class A common stock trades on The NASDAQ National Market under the symbol “SNFCA.” As of March 27, 2019, the closing stock price of the Class A common stock was \$4.73 per share. The following were the high and low market closing stock prices for the Class A common stock by quarter as reported by NASDAQ since January 1, 2017:

<u>Period (Calendar Year)</u>	<u>Price Range (1)</u>	
	<u>High</u>	<u>Low</u>
2017		
First Quarter	\$6.62	\$5.66
Second Quarter	\$6.39	\$5.67
Third Quarter	\$5.85	\$4.63
Fourth Quarter	\$5.06	\$4.44
2018		
First Quarter	\$5.14	\$4.12
Second Quarter	\$5.24	\$4.90
Third Quarter	\$5.29	\$4.80
Fourth Quarter	\$5.62	\$4.91
2019		
First Quarter (through March 27, 2019)	\$5.61	\$4.73

(1) Stock prices have been adjusted retroactively for the effect of annual 5% stock dividends.

The Class C common stock is not registered or traded on a national exchange. See Note 12 of the Notes to Consolidated Financial Statements.

The Company has never paid a cash dividend on its Class A or Class C common stock. The Company currently anticipates that all of its earnings will be retained for use in the operation and expansion of its business and does not intend to pay any cash dividends on its Class A or Class C common stock in the foreseeable future. Any future determination as to cash dividends will depend upon the earnings and financial position of the Company and such other factors as the Board of Directors may deem appropriate. A 5% stock dividend on Class A and Class C common stock has been paid each year from 1990 through 2018.

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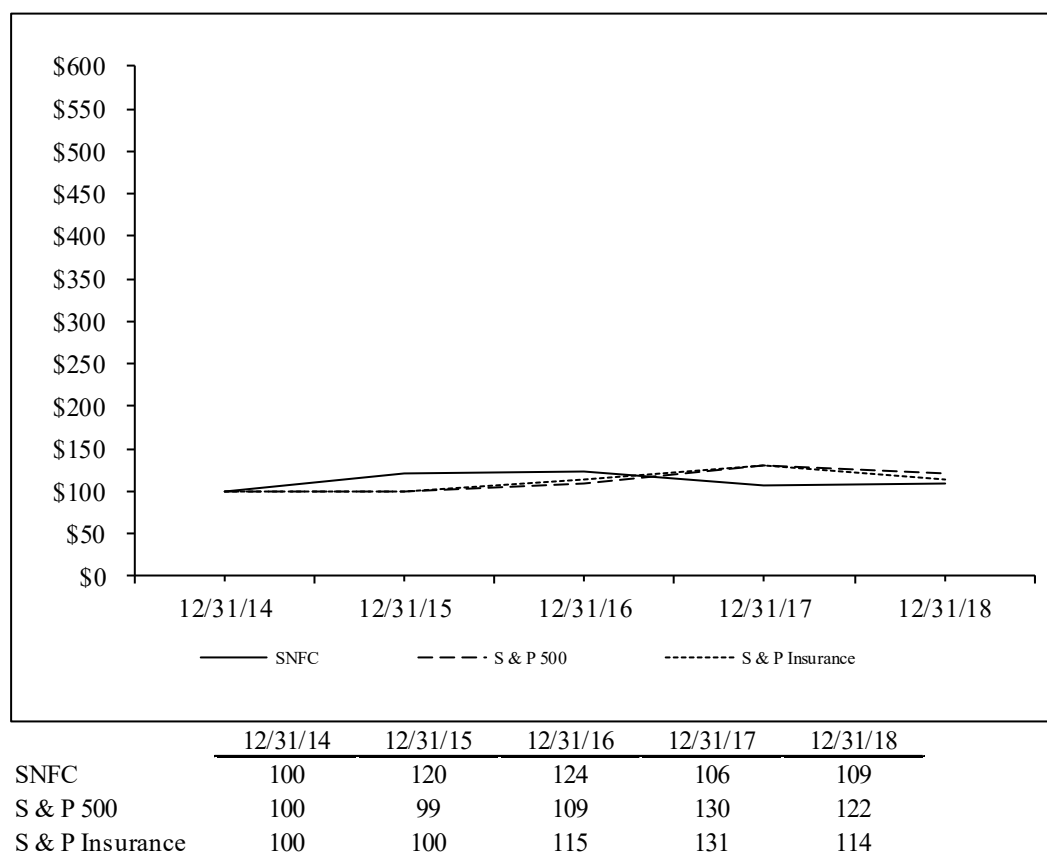
Market for the Registrant’s Common Stock, Related Security Holder Matters, and Issuer Purchases of Equity Securities (Continued)

The following table shows the Company’s repurchase activity of its common stock during the three months ended December 31, 2018 under its Stock Repurchase Plan.

Period	(a) Total Number of Class A Shares Purchased	(b) Average Price Paid per Class A Share	(c) Total Number of Class A Shares Purchased as Part of Publicly Announced Plan or Program	(d) Maximum Number (or Approximate Dollar Value) of Class A Shares that May Yet Be Purchased Under the Plan or Program
10/1/2018-10/31/2018	10,000	\$ 5.66	-	290,000
11/1/2018-11/30/2018	6,400	\$ 5.59	-	283,600
12/1/2018-12/31/2018	12,300	\$ 5.60	-	271,300
Total	28,700	\$ 5.61	-	271,300

The graph below compares the cumulative total stockholder return of the Company’s Class A common stock with the cumulative total return on the Standard & Poor’s 500 Stock Index and the Standard & Poor’s Insurance Index for the period from December 31, 2014 through December 31, 2018. The graph assumes that the value of the investment in the Company’s Class A common stock and in each of the indexes was \$100 at December 31, 2014 and that all dividends were reinvested.

The comparisons in the graph below are based on historical data and are not intended to forecast the possible future performance of the Company’s Class A common stock.



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Market for the Registrant's Common Stock, Related Security Holder Matters, and Issuer Purchases of Equity Securities (Continued)

The stock performance graph set forth above is required by the Securities and Exchange Commission and shall not be deemed to be incorporated by reference by any general statement incorporating by reference this Form 10-K into any filing under the Securities Act of 1933, as amended, or under the Securities Exchange Act of 1934, as amended, except to the extent that the Company specifically incorporates this information by reference, and shall not otherwise be deemed soliciting material or filed under such acts.

As of December 31, 2018, there were 3,289 record holders of Class A common stock and 68 record holders of Class C common stock.



Security National
Financial Corporation

5300 South 360 West | Salt Lake City, UT 84123
www.securitynational.com | 1 (800) 574-7117