### SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C.

FORM 10-Q

### QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

| For Quarter Ended September 30, 2002   | Commission File Number: 0-9341  |
|--|---|
| SECURITY NATIONAL FINA<br>Exact Name of Ro   |   |
| UTAH   | 87-0345941  |
| (State or other jurisdiction of incorporation or organization)   | IRS Identification Number   |
| 5300 South 360 West, Salt Lake City, Utah  | 84123   |
| (Address of principal executive offices)   |   |
| Registrant's telephone number, including Are   | ea Code (801) 264-1060<br>  |
| Indicate by check mark whether the registral to be filed by Section 13 or 15(d) of the State the preceding 12 months (or for such shor required to file such reports), and (2 requirements for the past 90 days. | ecurities Exchange Act of 1934 during<br>ter period that the registrant was |
| YES XX   | NO  |
| Indicate the number of shares outstanding common stock, as of the latest practicable   |   |
| Class A Common Stock, \$2.00 par value   | 4,091,395   |
| Title of Class   | Number of Shares Outstanding as of<br>September 30, 2002                    |
| Class C Common Stock, \$.20 par value  | 5,819,924   |
| Title of Class   | Number of Shares Outstanding as of<br>September 30, 2002                    |

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## SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENT OF EARNINGS (Unaudited)

| Insurance premiums and other considerations   Si0, 319, 892   Si0, 019, 159   Si3, 627, 683   Si3, 435, 975   Si3, 600, 4297   9, 660, 420   3, 652, 659   3, 040, 440   Si3, 600, 420   3, 652, 659   3, 040, 440   Si3, 600, 420   3, 652, 659   3, 040, 440   Si3, 600, 420   3, 652, 659   3, 040, 440   Si3, 600, 420   3, 652, 659   3, 040, 440   Si3, 600, 420   3, 652, 659   3, 040, 440   Si3, 621, 630   Si3, 627, 683   Si3, 435, 975   Si3, 440, 648   Si3, 627, 683   Si3, 683   Si3, 674, 683   Si3, 683, 683   Si3,   |                                   | Nine Months Ended<br>September 30, |              | Three Months Ended<br>September 30, |                |
|--|-----------------------------------|------------------------------------|--------------|-------------------------------------|----------------|
| other considerations         \$10,319,892         \$10,19,159         \$3,627,683         \$3,443,975           Net investment income         8,544,297         9,600,420         3,692,659         3,040,40           Net mortuary and cemetery sales         8,410,926         7,821,845         2,871,893         2,514,064           Mealized gians on investments and other assets         746,021         120,006         27,295         116,025         50,497           Mortgage fee income         34,828,830         26,763,907         15,988,606         9,574,016         0ther         106,325         50,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012         18,731,012           Benefits and expenses:         Total revenues         Fig. 50,497           Death benefits         4,298,106         3,951,669         1,325,095         1,160,311           Surrenders and other policy benefits         4,429,718         1,155,853         372,618         319,299           Increase in future policy benefits         4,429,818         1,159,583         372,618         319,299           Increase in future policy benefits         4,429,818         1,159,583         372,618         319,299 <t< th=""><th>Revenues:</th><th>2002</th><th>2001</th><th>2002</th><th>2001</th></t<>  | Revenues:                         | 2002                               | 2001         | 2002                                | 2001           |
| other considerations         \$10,319,892         \$10,19,159         \$3,627,683         \$3,443,975           Net investment income         8,544,297         9,600,420         3,692,659         3,040,40           Net mortuary and cemetery sales         8,410,926         7,821,845         2,871,893         2,514,064           Mealized gians on investments and other assets         746,021         120,006         27,295         116,025         50,497           Mortgage fee income         34,828,830         26,763,907         15,988,606         9,574,016         0ther         106,325         50,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012         18,731,012           Benefits and expenses:         Total revenues         Fig. 50,497           Death benefits         4,298,106         3,951,669         1,325,095         1,160,311           Surrenders and other policy benefits         4,429,718         1,155,853         372,618         319,299           Increase in future policy benefits         4,429,818         1,159,583         372,618         319,299           Increase in future policy benefits         4,429,818         1,159,583         372,618         319,299 <t< td=""><td></td><td></td><td></td><td></td><td></td></t<>   |                                   |                                    |              |                                     |                |
| other considerations         \$10,319,892         \$10,19,159         \$3,627,683         \$3,443,975           Net investment income         8,544,297         9,600,420         3,692,659         3,040,40           Net mortuary and cemetery sales         8,410,926         7,821,845         2,871,893         2,514,064           Mealized gians on investments and other assets         746,021         120,006         27,295         116,025         50,497           Mortgage fee income         34,828,830         26,763,907         15,988,606         9,574,016         0ther         106,325         50,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012         18,731,012           Benefits and expenses:         Total revenues         Fig. 50,497           Death benefits         4,298,106         3,951,669         1,325,095         1,160,311           Surrenders and other policy benefits         4,429,718         1,155,853         372,618         319,299           Increase in future policy benefits         4,429,818         1,159,583         372,618         319,299           Increase in future policy benefits         4,429,818         1,159,583         372,618         319,299 <t< td=""><td>Incurance premiume and</td><td></td><td></td><td></td><td></td></t<>   | Incurance premiume and            |                                    |              |                                     |                |
| Net investment income         8,564,297         9,600,420         3,052,659         3,040,440           Net morturary and cemetery sales         8,410,926         7,821,845         2,871,893         2,514,064           Realized gains on investments         1746,021         120,006         27,205         116,020           Mortgage fee income         34,828,830         26,763,967         15,988,606         9,574,016           Other         415,292         105,495         106,325         50,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012           Benefits and expenses:         Uncrease in future policy benefits           Authorization of deferred policy acquisition costs and cost of insurance acquired         2,334,477         2,920,863         565,708         971,917           General and administrative expenses:         26,554,414         20,238,147         12,591,644         7,160,719           General and administrative expenses:         26,554,414         20,238,147         12,591,644         7,160,719           Salaries         8,388,534         7,065,515         2,925,397         2,825,928           Other         10,320,968         8,768,725         3,955,99         2,739,799           Cost of goods and services  |                                   | ¢10 210 202                        | ¢10 010 150  | ¢2 627 682                          | ¢2 /25 075     |
| Net mortuary and cemetery sales         8,418,926         7,821,845         2,871,893         2,514,664         664           Realized gains on investments and other assets         746,021         120,006         27,205         116,020           Mortgage fee income         34,828,830         26,763,907         15,988,606         9,774,016           Other         415,292         105,495         106,325         50,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012           Benefits and expenses:         Leath benefits         4,298,196         3,951,069         1,325,095         1,160,311           Surrenders and other policy benefits         4,298,196         3,951,069         1,325,095         1,160,311           Surrenders and other policy benefits         1,442,718         1,155,853         372,618         319,299           Increase in future policy benefits         4,298,196         3,951,069         1,325,095         1,160,311           Surrenders and other policy benefits         4,298,196         3,951,069         1,325,095         1,160,311           Increase in future policy benefits         4,298,196         3,951,069         1,325,095         1,160,311           Increase in future policy benefits         4,294,078 <td></td> <td></td> <td></td> <td></td> <td></td>   |                                   |                                    |              |                                     |                |
| Realized gains on investments and other assets and other assets and other assets (15, 988, 686)         746, 921 (120, 906)         127, 295 (15, 988, 686)         116, 926 (92, 74, 166)           Other         34, 828, 838         26, 763, 907 (15, 988, 686)         9, 574, 016           Other         415, 292 (168, 495)         166, 325 (56, 49, 106)         35, 487, 371         18, 731, 012           Benefits and expenses:         Death benefits         4, 298, 196 (18, 39, 51)         3, 951, 069 (18, 32, 50)         1, 325, 995 (18, 31)         1, 160, 311           Surrenders and other policy benefits         4, 298, 196 (18, 39, 39, 39, 39, 39, 39, 39, 39, 39, 39   |                                   | , ,                                |              |                                     |                |
| And other assets   746,021   120,006   27,205   116,020     Other   34,828,830   26,763,907   15,988,606   9,574,016     Other   415,292   105,495   106,325   50,497     Total revenues   63,225,258   54,430,832   25,674,371   18,731,012     Benefits and expenses:  |                                   | 0,410,920                          | 1,021,043    | 2,011,093                           | 2,514,004      |
| Other         415,292         105,495         106,325         59,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012           Benefits and expenses:         Death benefits         4,298,196         3,951,069         1,325,095         1,160,311           Surrenders and other policy benefits         1,442,718         1,155,853         372,618         319,299           Increase in future policy benefits         3,628,655         4,172,498         1,569,539         1,628,704           Amortization of deferred policy acquisition costs and cost of insurance acquired         2,334,477         2,920,863         565,708         971,917           General and administrative expenses:         Commissions         26,554,414         20,238,147         12,591,644         7,160,719           Salaries         8,308,534         7,065,515         2,925,939         2,285,928           Other         10,320,968         8,788,725         3,955,599         2,739,709           Interest expense         1,913,868         2,174,795         491,072         556,503           Cost of goods and services sold of the mortuaries and cemeteries         1,971,909         1,938,261         689,116         556,856           Tota  |                                   | 746 021                            | 120 006      | 27 205                              | 116 020        |
| Other         415,292         105,495         106,325         50,497           Total revenues         63,225,258         54,430,832         25,674,371         18,731,012           Benefits and expenses:         Death benefits         4,298,196         3,951,069         1,325,095         1,160,311           Surrenders and other policy benefits         1,442,718         1,155,853         372,618         319,299           Increase in future policy benefits         4,429,865         4,172,498         1,569,539         1,628,704           Amortization of deferred policy acquisition costs and cost of insurance acquired         2,334,477         2,920,863         565,708         971,917           General and administrative expenses:         Commissions         26,554,414         20,238,147         12,591,644         7,160,719         381aries         8,308,534         7,065,515         2,925,937         2,825,928         20ther         10,320,968         8,708,725         3,955,599         2,739,709         2,732,709         491,072         556,593         2,739,709         2,731,795         491,072         556,593         2,732,799         2,739,709         1,738,709         1,938,261         689,116         556,856         56,856         56,856         4,451,566         4,485,788         17,91  |                                   | 24 929 920                         | 26 762 007   | 15 099 606                          | 0 574 016      |
| Total revenues   63,225,258   54,430,832   25,674,371   18,731,012   |                                   | 74,020,030<br>715 202              | 105 /05      | 106 325                             |                |
| Renefits and expenses   Renefits   Renefit   | other                             |                                    |              |                                     |                |
| Death benefits Surrenders and other policy benefits I, 442,718 I, 155,853 I, 372,618 I) 319,299 Increase in future policy benefits I, 442,718 I, 155,853 I, 569,539 I, 628,704 Amortization of deferred policy acquisition costs and cost of insurance acquired 2,334,477 2,920,863 S65,708 P71,917 General and administrative expenses: Commissions 26,554,414 20,238,147 12,591,644 7,160,719 Salaries 8,308,534 7,065,515 2,925,397 2,825,928 Other 10,320,968 8,708,725 J,739,709 Interest expense 1,101,388 2,174,795 Interest expense Cost of goods and services sold of the mortuaries and cemeteries 1,971,909 1,938,261 G89,116 S56,856 Total benefits and expenses 59,873,739 52,325,726 24,485,788 17,919,946 Earnings before income taxes Income tax expense (825,614) (572,559) (294,796) Income tax expense (825,614) Net earnings \$2,544,168 \$1,579,743 \$897,685 \$605,177   | Total revenues                    | 63,225,258                         |              |                                     | 18,731,012     |
| Surrenders and other policy benefits Increase in future policy benefits Amortization of deferred policy acquisition costs and cost of insurance acquired Edenard and administrative expenses: Commissions Salaries Other Individual Salaries Other Interest expense Interest expense Interest expense  Cost of goods and services sold of the mortuaries and cemeteries Interest expense Total benefits and expenses  Earnings before income taxes Income tax expense Income tax expe | Benefits and expenses:            |                                    |              |                                     |                |
| Surrenders and other policy benefits Increase in future policy benefits Amortization of deferred policy acquisition costs and cost of insurance acquired Edenard and administrative expenses: Commissions Salaries Other Individual Salaries Other Interest expense Interest expense Interest expense Cost of goods and services sold of the mortuaries and cemeteries Interest expense Total benefits and expenses Spara, 739 Selaries Sp | Death henefits                    | 1 208 106                          | 3 051 060    | 1 325 005                           | 1 160 211      |
| Increase in future policy benefits Amortization of deferred policy acquisition costs and cost of insurance acquired Ceneral and administrative expenses: Commissions Commissions Salaries Other Other Other Off the mortuaries and cemeteries Total benefits and expenses  Earnings before income taxes Income tax expense Minority interest (income) Ioss of subsidiary  Net earnings Net earnings per common shares  Net earnings per common shares  Net earnings per common shares  Weighted average outstanding common shares assuming-dilution  Net good and serves and cost of subsidiary of the substanting of the substanting common shares assuming-dilution  Salaries  3,628,655 4,172,498 4,172,498 5,292,939 5,292,963 5,654,141 20,238,147 12,591,644 7,160,719 2,925,397 2,825,928 3,955,599 2,739,709 1,938,261 3,955,599 2,739,709 1,938,261 688,116 556,856 689,116 556,856 689,116 556,856 689,116 556,856 689,116 556,856 689,116 689,116 556,856 689,116 689,116 556,856 689,116 6 |                                   |                                    |              |                                     |                |
| Amortization of deferred policy acquisition costs and cost of insurance acquired   |                                   |                                    |              |                                     |                |
| acquisition costs and cost of insurance acquired   |                                   | 3,020,033                          | 4,112,490    | 1,509,559                           | 1,020,704      |
| Insurance acquired General and administrative expenses: Commissions Salaries Salaries Other Solaries S |                                   |                                    |              |                                     |                |
| General and administrative expenses:   Commissions   26,554,414   20,238,147   12,591,644   7,160,719   Salaries   8,308,534   7,065,515   2,925,397   2,825,928   0ther   10,320,968   8,708,725   3,955,599   2,739,709   1,012,868   2,174,795   491,072   556,503   Cost of goods and services sold of the mortuaries and cemeteries   1,971,909   1,938,261   689,116   556,856   Cost of goods and services sold of the mortuaries and expenses   59,873,739   52,325,726   24,485,788   17,919,946   Earnings before income taxes   3,351,519   2,105,106   1,188,583   811,066   Income tax expense   (825,614)   (572,559)   (294,796)   (217,899)   (217,899)   (100,000)   (1   |                                   | 2 224 477                          | 2 920 863    | 565 708                             | 071 017        |
| Commissions 26,554,414 20,238,147 12,591,644 7,160,719 Salaries 8,308,534 7,065,515 2,925,397 2,825,928 Other 10,320,968 8,708,725 3,955,599 2,739,709 Interest expense 1,013,868 2,174,795 491,072 556,503 Cost of goods and services sold of the mortuaries and cemeteries 1,971,909 1,938,261 689,116 556,856 Total benefits and expenses 59,873,739 52,325,726 24,485,788 17,919,946 Earnings before income taxes 3,351,519 2,105,106 1,188,583 811,066 Income tax expense (825,614) (572,559) (294,796) (217,899) Minority interest (income) loss of subsidiary 18,263 47,196 3,898 12,010 Net earnings per common share \$2,544,168 \$1,579,743 \$897,685 \$605,177 ===================================  |                                   | 2,334,411                          | 2,920,003    | 303,700                             | 911,911        |
| Salaries   |                                   | 26 554 414                         | 20 238 147   | 12 591 644                          | 7 160 719      |
| 10,320,968   |                                   |                                    | 7 065 515    | 2 925 397                           |                |
| Interest expense Cost of goods and services sold of the mortuaries and cemeteries 1,971,909 1,938,261 689,116 556,856    Total benefits and expenses 59,873,739 52,325,726 24,485,788 17,919,946    Earnings before income taxes 3,351,519 2,105,106 1,188,583 811,066   Income tax expense (825,614) (572,559) (294,796) (217,899)    Minority interest (income)  |                                   |                                    | 8 708 725    | 3 955 599                           |                |
| Cost of goods and services sold of the mortuaries and cemeteries 1,971,909 1,938,261 689,116 556,856 Total benefits and expenses 59,873,739 52,325,726 24,485,788 17,919,946 Earnings before income taxes 3,351,519 2,105,106 1,188,583 811,066 Income tax expense (825,614) (572,559) (294,796) (217,899) Minority interest (income) loss of subsidiary 18,263 47,196 3,898 12,010 Net earnings \$2,544,168 \$1,579,743 \$897,685 \$605,177 \$\frac{1}{2}\$   |                                   |                                    |              |                                     |                |
| of the mortuaries and cemeteries         1,971,909         1,938,261         689,116         556,856           Total benefits and expenses         59,873,739         52,325,726         24,485,788         17,919,946           Earnings before income taxes         3,351,519         2,105,106         1,188,583         811,066           Income tax expense         (825,614)         (572,559)         (294,796)         (217,899)           Minority interest (income)         18,263         47,196         3,898         12,010           Net earnings         \$2,544,168         \$1,579,743         \$897,685         \$605,177           Secondary         \$1,579,743         \$897,685         \$605,177           Weighted average outstanding common shares         \$.54         \$.35         \$.19         \$0.14           Secondary         \$4,680,665         \$4,450,839         \$4,684,250         \$4,450,839           Net earnings per common shares         \$.51         \$.35         \$.18         \$.14           Secondary   |                                   | 1,010,000                          | 2,211,100    | 102/012                             | 000,000        |
| Total benefits and expenses 59,873,739 52,325,726 24,485,788 17,919,946  Earnings before income taxes 3,351,519 (572,559) (294,796) (217,899)  Minority interest (income) (825,614) (572,559) (294,796) (217,899)  Net earnings for common share \$2,544,168 \$1,579,743 \$897,685 \$605,177  Weighted average outstanding common shares 4,680,665 4,450,839 4,684,250 4,450,839  Net earnings per common share \$.51 \$.35 \$.18 \$.14 \$.14 \$.25 \$.25 \$.18 \$.14 \$.25 \$.25 \$.25 \$.25 \$.25 \$.25 \$.25 \$.25  |                                   | 1.971.909                          | 1,938,261    | 689.116                             | 556.856        |
| Earnings before income taxes   |                                   |                                    |              |                                     |                |
| Income tax expense Minority interest (income) loss of subsidiary  Net earnings  \$2,544,168 \$1,579,743 \$897,685 \$605,177  ==================================  | Total benefits and expenses       | 59,873,739                         | 52,325,726   | 24,485,788                          | 17,919,946     |
| Income tax expense (825,614) (572,559) (294,796) (217,899) Minority interest (income)  loss of subsidiary 18,263 47,196 3,898 12,010  Net earnings \$2,544,168 \$1,579,743 \$897,685 \$605,177  ==================================   | Earnings before income taxes      | 3,351,519                          | 2,105,106    | 1,188,583                           | 811,066        |
| Minority interest (income) loss of subsidiary  18,263  47,196  3,898  12,010  Net earnings  \$2,544,168  \$1,579,743  \$897,685  \$605,177   | Income tax expense                |                                    |              |                                     |                |
| Net earnings       \$2,544,168       \$1,579,743       \$897,685       \$605,177         Net earnings per common share       \$.54       \$.35       \$.19       \$0.14         Weighted average outstanding common shares       4,680,665       4,450,839       4,684,250       4,450,839         Net earnings per common share-assuming dilution       \$.51       \$.35       \$.18       \$.14         Weighted average outstanding common shares assuming-dilution       5,013,965       4,451,366       5,083,126       4,451,510  |                                   |                                    | , , ,        | , , ,                               | , , ,          |
| Net earnings per common share         \$.54         \$.35         \$.19         \$0.14           Weighted average outstanding common shares         4,680,665         4,450,839         4,684,250         4,450,839           Net earnings per common share-assuming dilution         \$.51         \$.35         \$.18         \$.14           Weighted average outstanding common shares assuming-dilution         5,013,965         4,451,366         5,083,126         4,451,510   | loss of subsidiary                | 18,263                             | 47,196       | 3,898                               | 12,010         |
| Net earnings per common share         \$.54         \$.35         \$.19         \$0.14           Weighted average outstanding common shares         4,680,665         4,450,839         4,684,250         4,450,839           Net earnings per common share-assuming dilution         \$.51         \$.35         \$.18         \$.14           Weighted average outstanding common shares assuming-dilution         5,013,965         4,451,366         5,083,126         4,451,510   |                                   |                                    |              |                                     |                |
| Net earnings per common share         \$.54         \$.35         \$.19         \$0.14           Weighted average outstanding common shares         4,680,665         4,450,839         4,684,250         4,450,839           Net earnings per common share-assuming dilution         \$.51         \$.35         \$.18         \$.14           Weighted average outstanding common shares assuming-dilution         5,013,965         4,451,366         5,083,126         4,451,510   | Net earnings                      | \$2,544,168                        | \$1,579,743  | \$897,685                           | \$605,177      |
| Weighted average outstanding common shares 4,680,665 4,450,839 4,684,250 4,450,839  Net earnings per common share-assuming dilution \$.51 \$.35 \$.18 \$.14 ==== ==== ==== ===== ===== ===== ======  | J                                 | =========                          | , ,          | ,                                   | ,              |
| Weighted average outstanding common shares 4,680,665 4,450,839 4,684,250 4,450,839  Net earnings per common share-assuming dilution \$.51 \$.35 \$.18 \$.14 \$.14 \$   | Net earnings per common share     | \$ 54                              | \$ 35        | \$ 19                               | \$0.1 <i>4</i> |
| common shares       4,680,665       4,450,839       4,684,250       4,450,839         Net earnings per common share-assuming dilution       \$.51       \$.35       \$.18       \$.14         ====       ====       ====       ====         Weighted average outstanding common shares assuming-dilution       5,013,965       4,451,366       5,083,126       4,451,510   | Net carriengs per common share    |                                    |              |                                     |                |
| common shares       4,680,665       4,450,839       4,684,250       4,450,839         Net earnings per common share-assuming dilution       \$.51       \$.35       \$.18       \$.14         ====       ====       ====       ====         Weighted average outstanding common shares assuming-dilution       5,013,965       4,451,366       5,083,126       4,451,510   | Weighted average outstanding      |                                    |              |                                     |                |
| Net earnings per common \$.51 \$.35 \$.18 \$.14 ====   |                                   | 4,680,665                          | 4,450,839    | 4,684,250                           | 4,450,839      |
| share-assuming dilution \$.51 \$.35 \$.18 \$.14 ==== ==== ==== ==== ==== ==== ==== =   |                                   |                                    |              |                                     | , ,            |
| share-assuming dilution \$.51 \$.35 \$.18 \$.14 ==== ==== ==== ==== ==== ==== ==== =   | Not corning nor common            |                                    |              |                                     |                |
| ==== ==== ==== ==== ==== ==== ==== ==== ====   |                                   | <b>ታ E</b> 1                       | ф <b>Э</b> Е | <b>#</b> 10                         | ¢ 11           |
| Weighted average outstanding common shares assuming-dilution 5,013,965 4,451,366 5,083,126 4,451,510   | Share-assuming uttuition          |                                    |              | •                                   | · ·            |
| common shares assuming-dilution 5,013,965 4,451,366 5,083,126 4,451,510  |                                   |                                    |              |                                     |                |
| common shares assuming-dilution 5,013,965 4,451,366 5,083,126 4,451,510  | Weighted average outstanding      |                                    |              |                                     |                |
|  |                                   | 5.013.965                          | 4.451.366    | 5.083.126                           | 4.451.510      |
|  | common sina so accuming arraction |                                    |              |                                     |                |

See accompanying notes to consolidated financial statements.

### SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEET

|                                       | September 30, 2002<br>(Unaudited)       |               |
|---------------------------------------|---|---------------|
| Assets:                               |   |               |
| Insurance-related investments:        |   |               |
| Fixed maturity securities held        |   |               |
| to maturity, at amortized cost        | \$24,808,183                            | \$27,799,909  |
| Fixed maturity securities available   | 42 1, 666, 166                          | Ψ21/100/000   |
| for sale, at market                   | 18,598,865                              | 21,470,729    |
| Equity securities available for sale, | =5,555,555                              | , 0, 0        |
| at market                             | 2,071,767                               | 2,641,549     |
| Mortgage loans on real estate         | 16,536,243                              |               |
| Real estate, net of accumulated       | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | -, -,         |
| depreciation                          | 9,592,576                               | 9,051,691     |
| Policy, student and other loans       | 9,592,576<br>10,966,381                 | 11,277,975    |
| Short-term investments                | 2,362,224                               | 1,453,644     |
|                                       |   |               |
| Total insurance-related               |   |               |
| investments                           | 84,936,239                              | 89,174,802    |
| Restricted assets                     |   |               |
| of cemeteries and mortuaries          | 5,454,480                               | 5,339,436     |
| Cash                                  | 20, 258, 946                            | 8,757,246     |
| Receivables:                          |   |               |
| Trade contracts                       | 9,834,006                               | 6,945,274     |
| Mortgage loans sold to investors      | 46,584,698                              | 50,695,073    |
| Receivable from agents                | 2,036,705                               | 2,061,541     |
| Receivable from officers              | 76,290                                  | 102,200       |
| Other                                 | 1,392,657                               | 1,183,927     |
| Total receivables                     | FO 024 2FG                              | 60 000 015    |
| Allowance for doubtful accounts       | 59,924,356<br>(2,202,049)               | 60,988,015    |
| Allowance for doubtful accounts       | (2,202,049)                             | (2,287,241)   |
| Net receivables                       | 57,722,307                              | 58,700,774    |
| Policyholder accounts on deposit      | 31,122,301                              | 30,100,114    |
| with reinsurer                        | 7,011,221                               | 7,148,068     |
| Land and improvements held for sale   | 8,080,202                               | 8,346,448     |
| Accrued investment income             | 1,062,699                               | 1,059,789     |
| Deferred policy acquisition costs     | 15,507,351                              | 14,453,023    |
| Property, plant and equipment, net    | 11,055,793                              | 10,802,387    |
| Cost of insurance acquired            | 7,062,361                               | 7,615,348     |
| Excess of cost over net assets        | , ,                                     | , ,           |
| of acquired subsidiaries              | 1,038,962                               | 1,065,045     |
| Other .                               | 630,146                                 | 597, 209      |
|                                       | ,                                       | ,             |
| Total assets                          | \$219,820,707<br>=======                | \$213,059,575 |
|                                       | =========                               | =========     |

### SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEET (Continued)

| Liabilities:  Future life, annuity, and other policy benefits Unearned premium reserve  Bank loans payable Notes and contracts payable Notes and contracts payable Notes and contracts payable Offerred pre-need cemetery and funeral contract revenue Sayable to endowment care fund Accounts payable Punds held under reinsurance treaties Other liabilities and accrued expenses Income taxes Total liabilities  Stockholders' Equity:  Common stock: Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2001 Class C: \$0.20 par value, authorized 7,500,000 shares, issued 5,888,256 shares in 2002 and 6,113,430 shares in 2001 Total common stock Additional paid-in capital Accoumlated other comprehensive income, net of deferred taxes in 2002; 1,233,064 Class C shares in 2002; 1,233,064 Class C shares in 2002,12,33,064 Class C shares in 2002; 1,233,064 Class C shares in 2002,12,33,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies)  Total stockholders' equity  32,366,117 29,669,318   |   | September 30, 2002<br>(Unaudited) | December 31,<br>2001 |
|--|---|-----------------------------------|----------------------|
| policy benefits Unearned premium reserve Bank loans payable Notes and contracts payable Notes and contracts payable Deferred pre-need cemetery and funeral contract revenue Payable to endowment care fund Accounts payable Counts payable Funds held under reinsurance treaties Other liabilities and accrued expenses Income taxes Total liabilities  Stockholders' Equity: Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2002 and 5,363,591 shares in 2002 and 6,113,430 shares in 2002 and 6,113,430 shares in 2001 Class C: \$0.20 par value, authorized 7,500,000 shares, issued 5,888,256 shares in 2002 and 6,113,430 shares in 2001 Total common stock Additional paid-in capital Accumulated other comprehensive income, net of deferred taxes Retained earnings Treasury stock at cost (1,294,715 Class A shares and 68,332 class C shares in 2002; 1,233,064 class A shares and 65,078 class C shares in 2001, held by affiliated companies)  Total stockholders' equity  32,365,117 29,969,318  Total stockholders' equity 32,365,117 29,969,318   | Liabilities:  |                                   |                      |
| policy benefits Unearned premium reserve Bank loans payable Notes and contracts payable Notes and contracts payable Deferred pre-need cemetery and funeral contract revenue Payable to endowment care fund Accounts payable Counts payable Funds held under reinsurance treaties Other liabilities and accrued expenses Income taxes Total liabilities  Stockholders' Equity: Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2002 and 5,363,591 shares in 2002 and 6,113,430 shares in 2002 and 6,113,430 shares in 2001 Class C: \$0.20 par value, authorized 7,500,000 shares, issued 5,888,256 shares in 2002 and 6,113,430 shares in 2001 Total common stock Additional paid-in capital Accumulated other comprehensive income, net of deferred taxes Retained earnings Treasury stock at cost (1,294,715 Class A shares and 68,332 class C shares in 2002; 1,233,064 class A shares and 65,078 class C shares in 2001, held by affiliated companies)  Total stockholders' equity  32,365,117 29,969,318  Total stockholders' equity 32,365,117 29,969,318   | <br>Future life, annuity, and other   |                                   |                      |
| Unearned premium reserve Bank loans payable Notes and contracts payable Notes and contracts payable Notes and contracts payable Notes and contracts payable Signature of the pre-need cemetery and funeral contract revenue Payable to endowment care fund Accounts payable Funds held under reinsurance treaties Other liabilities and accrued expenses Income taxes Total liabilities  Stockholders' Equity:  Common stock: Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2002 and 5,363,591 shares in 2002 and 5,363,591 shares in 2002 and 6,113,430 shares in 2002 and 6,113,430 shares in 2001  Total common stock Additional paid-in capital Accumulated other comprehensive income, net of deferred taxes In 2002; 1,233,064 Class C shares in 2002; 1,233,064 Class C shares and 65,078 Class C shares in 2001, held by affiliated companies)  Total stockholders' equity  32,365,117 29,969,318   |   | \$142,013,716                     | \$140,504,866        |
| Notes and contracts payable   3,236,282   3,635,776  |   |                                   | 1,785,977            |
| Deferred pre-need cemetery and funeral contract revenue 9,718,752 9,338,353 Payable to endowment care fund 74,244 5,586 Accounts payable 1,320,559 1,319,319 Funds held under reinsurance treaties 1,343,970 1,379,640 Other liabilities and accrued expenses 8,362,265 5,547,213 Income taxes 7,819,921 6,874,597 Total liabilities 183,156,715 178,853,227 Minority interest 4,298,875 4,237,030 Stockholders' Equity:  Common stock: Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2002 and 5,363,591 shares in 2001 10,772,221 10,727,182 (lass C: \$0.20 par value, authorized 7,509,000 shares, issued 5,888,256 shares in 2002 and 6,113,430 shares in 2002 and 6,113,430 shares in 2001 1,177,651 1,222,686 Additional paid-in capital 10,168,519 10,168,523 Accumulated other comprehensive income, net of deferred taxes 1,037,737 1,223,930 Retained earnings 12,533,398 9,989,230 Treasury stock at cost (1,294,715 Class A shares and 68,078 Class C shares in 2001, held by affiliated companies) (3,324,409) (3,362,233 Total stockholders' equity 32,365,117 29,969,318   |   |                                   | 8,461,900            |
| Funeral contract revenue 9,718,752 9,338,355 Accounts payable to endowment care fund 74,244 5,586 Accounts payable 1,320,559 1,319,319 Funds held under reinsurance treaties 1,343,970 1,379,640 Other liabilities and accrued expenses 8,362,265 5,547,213 Income taxes 7,819,921 6,874,597 Total liabilities 183,156,715 178,853,227 Minority interest 4,298,875 4,237,030 Stockholders' Equity:   |   | 3,236,282                         | 3,635,776            |
| Payable to endowment care fund Accounts payable Funds held under reinsurance treaties Other liabilities and accrued expenses Income taxes  Total liabilities  Total liabilities  Stockholders' Equity:  Common stock: Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2001 Class C: \$0.20 par value, authorized 7,500,000 shares, issued 5,888,256 shares in 2002 and 6,113,430 shares in 2001  Total common stock  Incomentated 11,949,872  Total common stock  Incomentated 12,000,000 Shares in 2001 Incomentated 13,430 shares Incomentated 14,240 shares Incomentated 15,888,256 shares Incomentated 16,113,430 shares Incomentated 16,113,430 shares Incomentated 11,949,872 Incomentated 11,949,872 Incomentated 11,949,872 Incomentated 11,949,872 Incomentated 11,949,872 Incomentated other comprehensive Incom |   | 0 710 750                         | 0 000 050            |
| Accounts payable Funds held under reinsurance treaties Other liabilities and accrued expenses Income taxes Total liabilities  Total common stock:  Class A: \$2 par value,  |   |                                   |                      |
| Funds held under reinsurance   |   | ,                                 | ,                    |
| treaties Other liabilities and accrued expenses Income taxes Total liabilities  Total lia   |   | 1,320,339                         | 1,319,319            |
| Other liabilities and accrued expenses 8,362,265 5,547,213 Income taxes 7,819,921 6,874,597  Total liabilities 183,156,715 178,853,227  Minority interest 4,298,875 4,237,030  Stockholders' Equity:   |   | 1,343,970                         | 1,379,640            |
| Total liabilities 183,156,715 178,853,227  Minority interest 4,298,875 4,237,030  Stockholders' Equity:  Class A: \$2 par value,     authorized 10,000,000     shares, issued 5,386,110     shares in 2002 and 5,363,591     shares in 2001 10,772,221 10,727,182  Class C: \$0.20 par value,     authorized 7,500,000 shares,     issued 5,888,256 shares in     2002 and 6,113,430 shares     in 2001 1,177,651 1,222,686  Total common stock 11,949,872 11,949,868 Additional paid-in capital 10,168,519 10,168,523  Accumulated other comprehensive 10,000,000,000,000 shares, 10,000,000 shares, 10,000 shares, 10,000,000 shares, 10,000,000 shares, 10,000,000 shares, 10,000 shares, 10,000,000 shares, 10,000 sha | Other liabilities and   | , ,                               | , ,                  |
| Total liabilities 183,156,715 178,853,227  Minority interest 4,298,875 4,237,030  Stockholders' Equity:  Class A: \$2 par value,     authorized 10,000,000     shares, issued 5,386,110     shares in 2002 and 5,363,591     shares in 2001 10,772,221 10,727,182  Class C: \$0.20 par value,     authorized 7,500,000 shares,     issued 5,888,256 shares in     2002 and 6,113,430 shares     in 2001 1,177,651 1,222,686  Total common stock Additional paid-in capital 10,168,519 10,168,523  Accumulated other comprehensive     income, net of deferred taxes 1,037,737 1,223,930  Retained earnings Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares     in 2002; 1,233,064 Class A shares     and 65,078 Class C shares in 2001,     held by affiliated companies) (3,324,409) (3,362,233)  Total stockholders' equity 32,365,117 29,969,318   | accrued expenses  |                                   | 5,547,213            |
| Total liabilities 183,156,715 178,853,227  Minority interest 4,298,875 4,237,030  Stockholders' Equity:  Class A: \$2 par value,     authorized 10,000,000     shares, issued 5,386,110     shares in 2002 and 5,363,591     shares in 2001 10,772,221 10,727,182  Class C: \$0.20 par value,     authorized 7,500,000 shares,     issued 5,888,256 shares in     2002 and 6,113,430 shares     in 2001 1,177,651 1,222,686  Total common stock 11,949,872 11,949,868  Additional paid-in capital 10,168,519 10,168,523  Accumulated other comprehensive 10,068,519 10,168,523  Retained earnings 12,533,398 9,989,230  Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies) (3,324,409) (3,362,233)  Total stockholders' equity 32,365,117 29,969,318  | Income taxes  |                                   | 6,874,597            |
| Minority interest 4,298,875 4,237,030  Stockholders' Equity:  Class A: \$2 par value,     authorized 10,000,000     shares, issued 5,386,110     shares in 2002 and 5,363,591     shares in 2001 10,772,221 10,727,182  Class C: \$0.20 par value,     authorized 7,500,000 shares,     issued 5,888,256 shares in     2002 and 6,113,430 shares     in 2001 1,177,651 1,222,686  Total common stock 11,949,872 11,949,868  Additional paid-in capital 10,168,519 10,168,523  Accumulated other comprehensive 10,008,519 10,168,523  Accumulated earnings 12,533,398 9,989,230  Treasury stock at cost (1,294,715     Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies) (3,324,409) (3,362,233)  Total stockholders' equity 32,365,117 29,969,318  | Total lighilities   |                                   |                      |
| Stockholders' Equity:  Common stock:  Class A: \$2 par value,     authorized 10,000,000     shares, issued 5,386,110     shares in 2002 and 5,363,591     shares in 2001   | Total liabilities   | 183,156,715                       | 178,853,227          |
| Common stock:     Class A: \$2 par value,         authorized 10,000,000         shares, issued 5,386,110         shares in 2002 and 5,363,591         shares in 2001         class C: \$0.20 par value,         authorized 7,500,000 shares,         issued 5,888,256 shares in         2002 and 6,113,430 shares         in 2001  Total common stock Additional paid-in capital Accumulated other comprehensive         income, net of deferred taxes Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares         in 2002; 1,233,064 Class A shares         and 65,078 Class C shares in 2001,         held by affiliated companies)  Total stockholders' equity  32,365,117  29,969,318   | Minority interest   | 4,298,875                         | 4,237,030            |
| Class A: \$2 par value,     authorized 10,000,000     shares, issued 5,386,110     shares in 2002 and 5,363,591     shares in 2001 10,772,221 10,727,182  Class C: \$0.20 par value,     authorized 7,500,000 shares,     issued 5,888,256 shares in     2002 and 6,113,430 shares     in 2001 1,177,651 1,222,686  Total common stock 11,949,872 11,949,868 Additional paid-in capital 10,168,519 10,168,523  Accumulated other comprehensive     income, net of deferred taxes 1,037,737 1,223,930  Retained earnings 12,533,398 9,989,230  Treasury stock at cost (1,294,715     Class A shares and 68,332 Class C shares     in 2002; 1,233,064 Class A shares     and 65,078 Class C shares in 2001,     held by affiliated companies) (3,324,409) (3,362,233)  Total stockholders' equity 32,365,117 29,969,318  | Stockholders' Equity:   |                                   |                      |
| Total common stock Additional paid-in capital Accumulated other comprehensive income, net of deferred taxes Retained earnings Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies)  Total stockholders' equity  11,949,868 10,168,519 10,168,519 10,168,519 11,949,868 10,168,519 10,168,519 11,949,868 10,168,519 10,168,523 1,233,930 12,533,398 12   | Class A: \$2 par value, authorized 10,000,000 shares, issued 5,386,110 shares in 2002 and 5,363,591 shares in 2001 Class C: \$0.20 par value, authorized 7,500,000 shares, issued 5,888,256 shares in |                                   | 10,727,182           |
| Total common stock Additional paid-in capital Accumulated other comprehensive income, net of deferred taxes Retained earnings Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies)  (3,324,409) (3,362,233  Total stockholders' equity  32,365,117 29,969,318   | in 2001   | 1,177,651                         | 1,222,686            |
| Additional paid-in capital Accumulated other comprehensive income, net of deferred taxes Retained earnings Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies)  Total stockholders' equity  10,168,519 10,168,523 1,037,737 1,223,930 12,533,398 9,989,230 (3,324,409) (3,362,233  | Total common stock  | 11,949,872                        |                      |
| income, net of deferred taxes 1,037,737 1,223,930 Retained earnings 12,533,398 9,989,230 Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies) (3,324,409) (3,362,233  Total stockholders' equity 32,365,117 29,969,318  |   | 10,168,519                        | 10,168,523           |
| Retained earnings  Treasury stock at cost (1,294,715     Class A shares and 68,332 Class C shares     in 2002; 1,233,064 Class A shares     and 65,078 Class C shares in 2001,     held by affiliated companies)  (3,324,409)  Total stockholders' equity  32,365,117  29,969,318  |   |                                   |                      |
| Treasury stock at cost (1,294,715 Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies)  (3,324,409) (3,362,233  Total stockholders' equity 32,365,117 29,969,318  | ·   |                                   | 1,223,930            |
| Class A shares and 68,332 Class C shares in 2002; 1,233,064 Class A shares and 65,078 Class C shares in 2001, held by affiliated companies) (3,324,409) (3,362,233  Total stockholders' equity 32,365,117 29,969,318   |   | 12,533,398                        | 9,989,230            |
| Total stockholders' equity 32,365,117 29,969,318   | Class A shares and 68,332 Class C shares<br>in 2002; 1,233,064 Class A shares<br>and 65,078 Class C shares in 2001,   |                                   | (3,362,233)          |
|  | Total stockholders' equity  |                                   | 29,969,318           |
| Tatal labilities and   |   |                                   |                      |
|  | Total liabilities and stockholders' equity  |                                   | \$213,059,575        |

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

|   | Nine Months End<br>2002  | ed September 30,<br>2001 |
|---|--------------------------|--------------------------|
| Cash flows from operating activities:                                     |                          |                          |
| Net cash provided by (used in) operating activities                       | \$12,523,692             | \$(5,594,384)            |
| Cash flows from investing activities:                                     |                          |                          |
| Securities held to maturity:  |                          |                          |
| Purchase - fixed maturity securities                                      | (4,062,931)              | (402,995)                |
| Calls and maturities - fixed  | 7 100 717                | 11 555 252               |
| maturity securities<br>Securities available for sale:                     | 7,122,717                | 11,555,252               |
| Calls and maturities - fixed  |                          |                          |
| maturity securities   | 3,301,497                | 1,064,816                |
| Purchase of equity securities<br>Sales of equity securities               | (367)                    | 11,382                   |
| Purchases of short-term investments                                       |                          | (13,415,431)             |
| Sales of short-term investments   | 7,425,705                | 8,575,000                |
| Purchases of restricted assets  | (147,552)                | (384,905)                |
| Mortgage, policy, and other loans made<br>Payments received for mortgage, | (4,707,046)              | (2,741,158)              |
| real estate, policy, and other loans Purchases of property, plant,        | 4,648,685                | 4,606,735                |
| and equipment   | (1,160,274)              | (776,042)                |
| Purchases of real estate  | (1,501,405)              | (49,472)                 |
|   |                          |                          |
| Net cash provided by  |                          |                          |
| investing activities  | 2,584,744                | 8,043,182                |
|   |                          |                          |
| Cash flows from financing activities:                                     | 6 150 617                | E 260 07E                |
| Annuity receipts<br>Annuity withdrawals                                   | 6,153,617<br>(8,325,543) | 5,368,875<br>(9,462,819) |
| Repayment of bank loans and   | (0,020,040)              | (3,402,013)              |
| notes and contracts payable   | (1,659,228)              | (1,985,411)              |
| Proceeds from borrowings on bank  | - 100 504                |                          |
| loans and notes and contracts payabl Sale of treasury stock               | e 186,594<br>37,824      |                          |
| Sale of treasury Stock  |                          |                          |
| Net cash used in financing  |                          |                          |
| activities  | (3,606,736)              | (6,079,355)              |
|   |                          |                          |
| Net change in cash  | 11,501,700               | (3,630,557)              |
| Cash at beginning of period   | 8,757,246                | 11,275,030               |
| Cash at end of period   | \$20,258,946             | \$7,644,473              |
|   | ========                 | ========                 |

### SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES Notes to Consolidated Financial Statements September 30, 2002 (Unaudited)

#### 1. Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the three and nine months ended September 30, 2002, are not necessarily indicative of the results that may be expected for the year ending December 31, 2002. For further information, refer to the consolidated financial statements and footnotes thereto for the year ended December 31, 2001, included in the Company's Annual Report on Form 10-K (file number 0-9341).

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

The estimates susceptible to significant change are those used in determining the liability for future policy benefits and claims, those used in determining valuation allowances for mortgage loans on real estate, and those used in determining the estimated future costs for pre-need sales. Although some variability is inherent in these estimates, management believes the amounts provided are adequate.

### 2. Comprehensive Income

For the nine months ended September 30, 2002 and 2001, total comprehensive income amounted to \$2,542,975 and \$1,817,878, respectively.

For the three months ended September 30, 2002 and 2001, total comprehensive income amounted to \$992,461 and \$628,622, respectively.

### Capital Stock

The basic and diluted earnings per share amounts were calculated as follows:

|   | Nine Months<br>2002<br> | Ended September 30,<br>2001 |
|---|-------------------------|-----------------------------|
| Numerator:<br>Net income  | \$2,544,168<br>======   | \$1,579,743<br>=======      |
| Denominator:  Denominator for basic  earnings per share   |                         |                             |
| weighted-average shares   | 4,680,665<br>           | 4,450,839                   |
| Effect of dilutive securities:<br>Employee stock options<br>Stock Appreciation Rights                         | 305,041<br>28,259       | 527<br>                     |
| Dilutive potential common shares  | 333,300                 | 527                         |
| Denominator for diluted earnings<br>per share-adjusted weighted-<br>average shares and assumed<br>conversions | 5,013,965<br>======     | 4,451,366<br>=======        |
| Basic earnings per share  | \$.54                   | \$.35                       |

Diluted earnings per share \$.51 \$.35

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## SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES Notes to Consolidated Financial Statements September 30, 2002 (Unaudited)

### 3. Capital Stock

|   | Three Months Ended    | d September 30,<br>2001 |
|---|-----------------------|-------------------------|
| Numerator:<br>Net income  | \$ 897,685<br>======= | \$ 605,177<br>=======   |
| Denominator: Denominator for basic earnings per share   |                       |                         |
| weighted-average shares   | 4,684,250             | 4,450,839               |
| Effect of dilutive securities:<br>Employee stock options<br>Stock appreciation rights                         | 314,024<br>84,852     | 671<br>                 |
| Dilutive potential common shares  | 398,876               | 671                     |
| Denominator for diluted earnings<br>per share-adjusted weighted-<br>average shares and assumed<br>conversions | 5,083,126             | 4,451,510               |
|   | ========              | =========               |
| Basic earnings per share  | \$.19<br>====         | \$.14<br>====           |
| Diluted earnings per share  | \$.18<br>====         | \$.14<br>====           |

### 4. Recent Accounting Pronouncement

Management has considered whether impairment exists on goodwill in relation to Statement of Financial Accounting Standards No. 142, and does not believe there is any material impairment.

# SECURITY NATIONAL FINANCIAL CORPORATION AND SUBSIDIARIES Notes to Consolidated Financial Statements September 30, 2002 (Unaudited)

### 5. Business Segment

|   | Life<br>Insurance | Cemetery/<br>Mortuary | Mortgage     | Reconciling<br>Items | Consolidated  |
|---|-------------------|-----------------------|--------------|----------------------|---------------|
| For the Nine Months Ended<br>September 30, 2002<br>Revenues from                        |                   |                       |              |                      |               |
| external customers  | \$14,844,979      | \$9,910,352           | \$38,469,927 | \$                   | \$63,225,258  |
| Intersegment revenues   | 3,474,189         |                       |              | (3,474,189)          |               |
| Segment profit  | 563,976           | 1,221,538             | 1,566,005    |                      | 3,351,519     |
| Identifiable assets   | 203,071,749       | 41,053,996            | 10,180,717   | (34,485,755)         | 219,820,707   |
| For the Nine Months Ended<br>September 30, 2001<br>Revenues from<br>external customers  | \$15,462,190      | \$8,688,388           | \$30,280,254 | \$                   | \$54,430,832  |
|   | , ,               |                       | , ,          | •                    | Ψ34, 430, 032 |
| Intersegment revenues   | 2,628,248         |                       |              | (2,628,248)          |               |
| Segment profit  | 354,088           | 261,861               | 1,489,157    |                      | 2,105,106     |
| Identifiable assets   | 200,152,224       | 36,825,841            | 5,712,935    | (33,409,957)         | 209,281,043   |
| For the Three Months Ended<br>September 30, 2002<br>Revenues from                       |                   |                       |              |                      |               |
| external customers  | \$5,083,781       | \$3,159,121           | \$17,431,469 | \$                   | \$25,674,371  |
| Intersegment revenues   | 1,186,158         |                       |              | (1,186,158)          |               |
| Segment profit  | 59,282            | 195,121               | 934,180      |                      | 1,188,583     |
| For the Three Months Ended<br>September 30, 2001<br>Revenues from<br>external customers | \$5,131,874       | \$2,880,277           | \$10,718,861 | \$                   | \$18,731,012  |
| Intersegment revenues   | 850,322           |                       |              | (850,322)            |               |
| Segment profit  | (205,141)         | 89,785                | 926,422      |                      | 811,066       |

### Item 2. Management's Discussion and Analysis

#### **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 interest sensitive products; (ii) emphasis on cemetery and mortuary business; and (iii) capitalizing on lower interest rates by originating and refinancing mortgage loans.

During the nine months ended September 30, 2002, Security National Mortgage Company ("SNMC") experienced increases in revenue and expenses due to the increase in loan volume of its operations. SNMC is a mortgage lender incorporated under the laws of the State of Utah. SNMC is approved and regulated by the Federal Housing Administration (FHA), a department of the U.S. Department of Housing and Urban Development (HUD), to originate mortgage loans that qualify for government insurance in the event of default by the borrower. SNMC obtains loans primarily from independent brokers and correspondents. SNMC funds the loans from internal cash flows and lines of credit from financial institutions. SNMC receives fees from origination points paid by the borrowers and service and release premiums received from third party investors who purchase the loans from SNMC. SNMC sells all of its loans to third party investors and does not retain servicing to these loans. SNMC pays the brokers and correspondents a commission for loans that are brokered through SNMC. SNMC originated and sold 7,403 (\$1,075,229,000) and 5,812 (\$836,124,000) loans respectively for the nine months ended September 30, 2002 and 2001.

### Results of Operations

Nine Months Ended September 30, 2002 Compared to Nine Months Ended September 30, 2001

Total revenues increased by \$8,794,000, or 16.2%, to \$63,225,000 for the nine months ended September 30, 2002, from \$54,431,000 for the nine months ended September 30, 2001. Contributing to this increase in total revenues was an \$8,065,000 increase in mortgage fee income, a \$589,000 increase in net mortuary and cemetery sales, a \$301,000 increase in insurance premiums and other considerations, and a \$626,000 increase in realized gains on investments and other assets.

Insurance premiums and other considerations increased by \$301,000, or 3.0%, to \$10,320,000 for the nine months ended September 30, 2002, from \$10,019,000 for the comparable period in 2001. This increase was primarily the result of additional written insurance premiums.

Net investment income decreased by \$1,096,000 or 11.4%, to \$8,504,000 for the nine months ended September 30, 2002, from \$9,600,000 for the comparable period in 2001. This decrease was primarily attributable to lower yields on investments.

Net mortuary and cemetery sales increased by \$589,000, or 7.5%, to \$8,411,000 for the nine months ended September 30, 2002, from \$7,822,000 for the comparable period in 2001. This increase was primarily due to additional at-need cemetery and mortuary sales.

Realized gains on investments and other assets increased by \$626,000, to \$746,000 for the nine months ended September 30, 2002, from \$120,000 for the comparable period in 2001. This increase was the result of the sale of approximately 3.5 acres at Lakehills Cemetery in Sandy, Utah to the Utah Transit Authority.

Mortgage fee income increased by \$8,065,000, or 30.1%, to \$34,829,000 for the nine months ended September 30, 2002, from \$26,764,000 for the comparable period in 2001. This increase was primarily attributable to a greater number of loan originations during the nine months of 2002 due to the opening of new branch offices in Mesa, Arizona and Houston, Texas.

Total benefits and expenses were \$59,874,000, or 94.7%, of total revenues for the nine months ended September 30, 2002, as compared to \$52,326,000, or 96.1%, of total revenues for the comparable period in 2001.

Death benefits, surrenders and other policy benefits and increase in future policy benefits increased by an aggregate of \$90,000, or 1.0%, to \$9,370,000 for the nine months ended September 30, 2002, from \$9,279,000 for the comparable period in 2001. This increase was primarily the result of additional death claims.

Amortization of deferred policy acquisition costs and cost of insurance acquired decreased by \$587,000, or 20.1%, to \$2,334,000 for the nine months ended September 30, 2002, from \$2,921,000 for the comparable period in 2001. This decrease was primarily due to the adjustment of the amortization rate to the Company's current actuarial assumptions.

General and administrative expenses increased by \$9,172,000, or 25.5%, to \$45,184,000 for the nine months ended September 30, 2002, from \$36,012,000 for the comparable period in 2001. This increase primarily resulted from an increase in commissions, salaries and other expenses due to additional mortgage loan originations having been made by the Company's mortgage subsidiary during the nine months of 2002.

Interest expense decreased by \$1,161,000, or 53.4%, to \$1,014,000 for the nine months ended September 30, 2002, from \$2,175,000 for the comparable period in 2001. This decrease was primarily due to lower interest rates and fewer borrowings under the Company's warehouse lines of credit required for mortgage loan originations by the Company's mortgage subsidiary.

Cost of goods and services sold of the mortuaries and cemeteries increased by \$34,000, or 1.7%, to \$1,972,000 for the nine months ended September 30, 2002, from \$1,938,000 for the comparable period in 2001. This increase was in line with the increase in at- need mortuary and cemetery sales.

Third Quarter of 2002 Compared to Third Quarter of 2001

Total revenues increased by \$6,943,000, to \$25,674,000 for the three months ended September 30, 2002, from \$18,731,000 for the three months ended September 30, 2001. Contributing to this increase in total revenues was a \$6,415,000 increase in mortgage fee income, a \$358,000 increase in net mortuary and cemetery sales and a \$192,000 increase in insurance premiums and other considerations.

Insurance premiums and other considerations increased by \$192,000, or 5.6%, to \$3,628,000 for the three months ended September 30, 2002, from \$3,436,000 for the comparable period in 2001. This increase was primarily due to the adjustment of the amortization rate of unearned premium reserve to the Company's current actuarial assumptions.

Net investment income increased by \$13,000, or .4%, to \$3,053,000 for the three months ended September 30, 2002, from \$3,040,000 for the comparable period in 2001. This increase was primarily attributable to better yields on investments.

Net mortuary and cemetery sales increased by \$358,000, or 14.2%, to \$2,872,000 for the three months ended September 30, 2002, from \$2,514,000 for the comparable period in 2001. This increase is primarily due to additional at-need mortuary and cemetery sales.

Mortgage fee income increased by \$6,415,000, or 67.0%, to \$15,989,000 for the three months ended September 30, 2002, from \$9,574,000 for the comparable period in 2001. This increase was primarily attributable to a greater number of loan originations during the third quarter of 2002, due to the opening of new branch offices in Mesa, Arizona and Houston, Texas.

Total benefits and expenses were \$24,486,000, or 95.4%, of total revenues for the three months ended September 30 2002, as compared to \$17,920,000, or 95.7%, of total revenues for the comparable period in 2001.

Death benefits, surrenders and other policy benefits, and increase in future policy benefits increased by an aggregate of \$159,000, or 5.1%, to \$3,267,000 for the three months ended September 30, 2002, from \$3,108,000 for the comparable period in 2001. This increase was primarily the result of additional death claims.

Amortization of deferred policy acquisition costs and cost of insurance acquired decreased by \$406,000 or 41.8%, to \$566,000, for the three months ended September 30, 2002, from \$972,000 for the comparable period in 2001. This decrease was in line with actuarial assumptions.

General and administrative expenses increased by \$6,747,000, or 53.0%, to \$19,473,000 for the three months ended September 30, 2002, from \$12,726,000 for the comparable period in 2001. This increase primarily resulted from an increase in commissions and other expenses due to additional mortgage loan originations having been made by the Company's mortgage subsidiary during the third quarter of 2002.

Interest expense decreased by \$65,000, or 11.8%, to \$491,000 for the three months ended September 30, 2002, from \$557,000 for the comparable period in 2001. This decrease was primarily due to lower interest rates and fewer borrowings under the Company's warehouse lines of credit required for mortgage loan originations by the Company's mortgage subsidiary.

Cost of mortuaries and cemeteries goods and services sold increased by \$132,000 or 23.8%, to \$689,000 for the three months ended September 30, 2002, from \$557,000 for the comparable period in 2001. This increase was in line with the increase of at-need mortuary and cemetery sales.

### 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 subsidiary realizes cash flow from fees generated by originating and refinancing mortgage loans and interest earned on mortgages 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 on the issuance of new policies, the maintenance of existing policies, debt service, and operating expenses.

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; however, to date, that has not been necessary. 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 to invest predominantly in fixed maturity securities, mortgage loans, and warehouse mortgage loans 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 life insurance subsidiaries amounted to \$43,407,000 as of September 30, 2002, compared to \$49,271,000 as of December 31, 2001.

This represents 51% and 55% of the total insurance-related investments as of September 30, 2002, and December 31, 2001, 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 September 30, 2002 and December 31, 2001, 6% and 5%, respectively, or (\$2,438,000) of the Company's total investment in bonds were invested in bonds in rating categories three through six, which are considered non-investment grade.

The Company has classified certain of its fixed income securities, including high-yield securities, in its portfolio as available for sale, with the remainder classified as held to maturity. However, in accordance with Company policy, any such securities purchased in the future will be classified as held to maturity. Business conditions, however, 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.

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 September 30, 2002 and December 31, 2001, the life insurance subsidiary exceeded the regulatory criteria.

The Company's total capitalization of stockholders' equity and bank debt and notes payable was \$42,990,000 as of September 30, 2002, as compared to \$42,067,000 as of December 31, 2001. Stockholders' equity as a percent of capitalization increased to 75% as of September 30, 2002, from 71% as of December 31, 2001.

Lapse rates measure the amount of insurance terminated during a particular period. The Company's lapse rate for life insurance in 2001 was 13.2% as compared to a rate of 15.0% for 2000. The 2002 lapse rate is approximately the same as 2001.

At September 30, 2002, \$23,166,000 of the Company's consolidated stockholders' equity represents the statutory stockholders' equity of the Company's life insurance subsidiaries. The life insurance subsidiaries cannot pay a dividend to its parent company without the approval of insurance regulatory authorities.

Item 3. Quantitative and Qualitative Disclosure of Market Risk

There have been no significant changes since the annual report Form 10-K filed for the year ended December 31, 2001.

### Item 4. Controls and Procedures

The Company's Chief Executive Officer and its Chief Financial Officer (the "Certifying Officers"), are responsible for establishing and maintaining disclosure controls and procedures for the Company. The Certifying Officers have concluded (based on their evaluation of these controls and procedures as of a date within 90 days of the filing of this report) that the design and operation of the Company's disclosure controls and procedures (as defined in Rule 13a-14(c) under the Securities Exchange Act of 1934) are effective. No significant changes were made in the Company's internal controls or in other factors that could significantly affect those controls subsequent to the date of the evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

### Item 1. Legal Proceedings

An action was brought against Southern Security Life Insurance Company in July 1999 by Dorothy Ruth Campbell in the Circuit Court of Escambia County, Alabama. The action arises out of a denial of coverage under a \$10,000 insurance policy. The claims are for breach of contract, bad faith and fraudulent misrepresentation. In the action, Campbell seeks compensatory and punitive damages plus interest. The Company has filed its response to the complaint and certain discovery has taken place. A motion for summary judgment filed on behalf of the Company was denied. A trial date has yet to be set as the Company continues to vigorously defend the matter.

An action was brought against the Company in May 2001, by Glenna Brown Thomas individually and as personal representative of the Estate of Lynn W. Brown in the Third Judicial Court, Salt Lake County, Utah. The action asserts that Memorial Estates delivered to Lynn W. Brown six stock certificates representing 2,000 shares in 1970 and 1971. Mr. Brown died in 1972. It is asserted that at the time the 2,000 shares were issued and outstanding, such represented a 2% ownership of Memorial Estates. It is alleged Mr. Brown was entitled to preemptive rights and that after the issuance of the stock to Mr. Brown there were further issuances of stock without providing written notice to Mr. Brown or his estate with respect to an opportunity to purchase more stock. It is asserted among other things that the plaintiff "has the right to a transfer of Brown's shares to Thomas on defendants' includes Security National Financial Corporation as well as Memorial Estates, Inc.) books and to restoration of Brown's proportion of share ownership in Memorial at the time of his death by issuance and delivery to Thomas of sufficient shares of defendant's publicly traded and unrestricted stock in exchange for the 2,000 shares of Memorial stock and payment of all dividends from the date of Thomas's demand, as required by Article XV of the Articles of Incorporation." Based on present information, the Company intends to vigorously defend the matter, including an assertion that the statute of limitations bars the claims.

An action was brought against Southern Security Life Insurance Company by National Group Underwriters, Inc. ("NGU") in state court in the State of Texas. The case was removed by the Company to the United States District Court for the Northern District of Texas, Fort Worth Division, with Civil No. 4:01-CV-403-E. An Amended Complaint was filed on or about July 18, 2001. The Amended Complaint asserts that NGU had a contract with the Company wherein NGU would submit applications for certain policies of insurance to be issued by the Company. It is alleged that disputes have arisen between NGU and the Company with regard to the calculation and payment of certain advanced commissions as well as certain production bonuses.

NGU alleged that it "has been damaged far in excess of the \$75,000 minimum jurisdictional limits of this Court." NGU also seeks attorney's fees and costs as well as prejudgment and postjudgment interest. A second amended complaint and a third amended complaint, which included a fraud claim, were filed. A motion was filed by the Company to dismiss the third amended complaint, including the fraud claim. The court denied the motion. The Company has counterclaimed for what it claims to be a debit balance owing to it pursuant to the relationship between the parties with the counterclaim seeking a substantial amount from NGU (the amount potentially subject to reduction as premiums are received). The Company is also seeking to recover attorney's fees and costs, as well punitive damages on three of its causes of action. The change of venue motion of the Company was denied. Certain discovery has taken place. By stipulation of the parties, the case was dismissed without prejudice. The matter was refiled in Texas state court, Tarrant County, Case No. 348 195490 02. The claims of the respective parties are essentially the same as set forth above. Further discovery involving the parties is anticipated. The Company intends to vigorously defend the matter as well as prosecute its counterclaim.

An action was brought by Bernice Johnson against Southern Security Life Insurance Company in May, 2002 in the Circuit Court of Jefferson County, Alabama, Civil Action No. CV02 2963. The face amount of coverage under the policy is \$15,000. The insured died in July 2001. Claims are made for non- payment of the policy amount. The claims for relief include misrepresentation, mental anguish and emotional distress, fraud, intentional and bad faith non-payment of the benefit, intentional and bad faith failure to investigate the claim for benefits, reckless and negligent and wanton action relative to misrepresentation and/or concealment of facts, negligence and the wanton hiring, training and supervision of agent. Compensatory and punitive damages are sought along with interest and costs. An answer has been filed by the Company and discovery is in process.

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

Item 2. Changes in Securities

NONE

Item 3. Defaults Upon Senior Securities

NONE

Item 4. Submission of Matters to a Vote of Security Holders

At the annual stockholders meeting held on July 23, 2002, the following matters were acted upon: (i) seven directors consisting of George R. Quist, J. Lynn Beckstead, Jr., Scott M. Quist, Charles L. Crittenden, Dr. Robert G. Hunter, H. Craig Moody and Norman G. Wilbur were elected to serve until the next annual stockholders meeting or until their respective successors are elected and qualified (for George R. Quist, Class A and Class C shares, 7,841,263 votes were cast in favor of election, 25,184 votes were cast against election and there were no abstentions; for J. Lynn Beckstead, Jr., Class A and Class C shares, 7,843,666 votes were cast in favor of election, 22,781 votes were cast against election and there were no abstentions; for Scott M. Quist, Class A shares only, 2,519,924 votes were cast in favor of election, 24,859 votes were cast against election and there were no abstentions; for Charles L. Crittenden, Class A and Class C shares, 7,855,702 votes were cast in favor of election and 10,745 votes were cast against election and there were no abstentions; for Dr. Robert G. Hunter, Class A and Class C shares, 7,858,534 votes were cast in favor of election, 7,913 votes cast against election and there were no abstentions; for H. Craig Moody, Class A shares only, 2,535,888 votes were cast in favor of election, 8,895 votes cast against election and there were no abstentions; for Norman G. Wilbur, Class A and Class C shares, 7,858,590 votes were cast in favor of election, 7,857 votes were cast against election and there were no abstentions; and (ii) the appointment of Tanner + Co., as the Company's independent accountants for the fiscal year ended December 31, 2002, was ratified (with 7,861,821 votes cast for appointment, 4,488 votes against appointment and 5,208 abstentions).

Item 5. Other Information

NONE

Item 6. Exhibits and Reports on Form 8-K

(a)(3) Exhibits:

- 3.A. Articles of Restatement of Articles of Incorporation (8)
  - B. Bylaws (1)
- 4.A. Specimen Class A Stock Certificate (1)
  - B. Specimen Class C Stock Certificate (1)
  - C. Specimen Preferred Stock Certificate and Certificate of Designation of Preferred Stock (1)

- A. Restated and Amended Employee Stock Ownership Plan and Trust Agreement (1)
  - B. Deferred Compensation Agreement with George R. Quist (2)
  - C. 1993 Stock Option Plan (3)
  - D. 2000 Director Stock Option Plan (12)
  - E. Promissory Note with Key Bank of Utah (4)
  - F. Loan and Security Agreement with Key Bank of Utah (4)
  - G. General Pledge Agreement with Key Bank of Utah (4)
  - H. Note Secured by Purchase Price Deed of Trust and Assignment of Rents with the Carter Family Trust and the Leonard M. Smith Family Trust (5)
  - Deed of Trust and Assignment of Rents with the Carter Family Trust and the Leonard M. Smith Family Trust (5)
  - J. Promissory Note with Page and Patricia Greer (6)
  - K. Pledge Agreement with Page and Patricia Greer (6)
  - L. Promissory Note with Civil Service Employees Insurance Company (7)
  - M. Deferred Compensation Agreement with William C. Sargent (8)
  - N. Employment Agreement with Scott M. Quist. (8)
  - O. Acquisition Agreement with Consolidare Enterprises, Inc., and certain shareholders of Consolidare. (9)
  - P. Agreement and Plan of Merger between Consolidare Enterprises, Inc., and SSLIC Holding Company. (10)
  - Q. Administrative Services Agreement with Southern Security Life Insurance Company. (11)
  - R. Promissory Note with George R. Quist (13)
  - S. Deferred Compensation Plan (14)
    - (1) Incorporated by reference from Registration Statement on Form S-1, as filed on June 29, 1987.
    - (2) Incorporated by reference from Annual Report on Form 10-K, as filed on March 31, 1989.
    - (3) Incorporated by reference from Annual Report on Form 10-K, as filed on March 31, 1994.
    - (4) Incorporated by reference from Report on Form 8-K, as filed on February 24, 1995.
    - (5) Incorporated by reference from Annual Report on Form 10K, as filed on March 31, 1995.
    - (6) Incorporated by reference from Report on Form 8-K, as filed on May 1, 1995.
    - (7) Incorporated by reference from Report on Form 8-K, as filed on January 16, 1996.
    - (8) Incorporated by reference from Annual Report on Form 10-K, as filed on March 31, 1998.
    - (9) Incorporated by reference from Report on Form 8-K, as filed on May 11, 1998.
    - (10) Incorporated by reference from Report on Form 8-K, as filed on January 4, 1999.
    - (11) Incorporated by reference from Report on Form 8-K, as filed on March 4, 1999.
    - (12) Incorporated by reference from Schedule 14A Definitive Proxy Statement, filed August 29, 2000, relating to the Company's Annual Meeting of Shareholders.
    - (13) Incorporated by reference from Report on Form 10-K, as filed on April 16, 2001.
    - (14) Incorporated by reference from Report on Form 10-K, as filed on April 3, 2002.
  - 99.1 Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
  - 99.2 Certification pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
  - 21. Subsidiaries of the Registrant
    - (b) Reports on Form 8-K:

None

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

### REGISTRANT SECURITY NATIONAL FINANCIAL CORPORATION Registrant

DATED: November 14, 2002 By: George R. Quist,

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Chairman of the Board and Chief Executive Officer (Principal Executive Officer)

DATED: November 14, 2002 By: Stephen M. Sill

Vice President

Treasurer and Chief

Financial Officer (Principal Financial and Accounting Officer)

### CERTIFICATIONS

- I, George R. Quist, certify that:
- 1. I have reviewed this quarterly Report on Form 10-Q of Security National Financial Corporation;
- 2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
- 4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
- (a) Designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
- (b) Evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
- (c) Presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
- 5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
- (a) All significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
- (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and

6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: November 14, 2002

By: George R. Quist
Chairman of the Board,
Chief Executive Officer

#### **CERTIFICATIONS**

### I, Stephen M. Sill, certify that:

- 1. I have reviewed this quarterly Report on Form 10-Q of Security National Financial Corporation;
- 2. Based on my knowledge, this quarterly report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this quarterly report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this quarterly report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this quarterly report;
- 4. The registrant's other certifying officers and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-14 and 15d-14) for the registrant and have:
- (a) Designed such disclosure controls and procedures to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this quarterly report is being prepared;
- (b) Evaluated the effectiveness of the registrant's disclosure controls and procedures as of a date within 90 days prior to the filing date of this quarterly report (the "Evaluation Date"); and
- (c) Presented in this quarterly report our conclusions about the effectiveness of the disclosure controls and procedures based on our evaluation as of the Evaluation Date;
- 5. The registrant's other certifying officers and I have disclosed, based on our most recent evaluation, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
- (a) All significant deficiencies in the design or operation of internal controls which could adversely affect the registrant's ability to record, process, summarize and report financial data and have identified for the registrant's auditors any material weaknesses in internal controls; and
- (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal controls; and
- 6. The registrant's other certifying officers and I have indicated in this quarterly report whether or not there were significant changes in internal controls or in other factors that could significantly affect internal controls subsequent to the date of our most recent evaluation, including any corrective actions with regard to significant deficiencies and material weaknesses.

Date: November 14, 2002

By: Stephen M. Sill
Vice President, Treasurer and
Chief Financial Officer

# EXHIBIT 99.1 CERTIFICATION PURSUANT TO 18 U.S.C. ss. 1350, AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Security National Financial Corporation (the "Company") on Form 10Q for the period ending September 30, 2002, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, George R. Quist, Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. ss. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to the best of my knowledge and belief:

- (1) the Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) the information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

George R. Quist Chief Executive Officer November 14, 2002

EXHIBIT 99.2

CERTIFICATION PURSUANT TO

18 U.S.C. ss. 1350,

AS ADOPTED PURSUANT TO

SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Security National Financial Corporation (the "Company") on Form 10Q for the period ending September 30, 2002, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Stephen M. Sill, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. ss. 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to the best of my knowledge and belief:

- (1) the Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) the information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

Stephen M. Sill Chief Financial Officer November 14, 2002