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FORM 10-Q
    SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. }2054
        Quarterly Report Under Section 13 or 15 (d)
        of the Securities Exchange Act of 1934
For Quarter Ended June 30, 1999
Commission File Number 1-8351
    CHEMED CORPORATION
    (Exact name of registrant as specified in its charter)
    Delaware 31-0791746
(State or other jurisdiction of (IRS Employer Identification No.)
    incorporation or organization)
2 6 0 0 \text { Chemed Center, 255 E. Fifth Street, Cincinnati, Ohio 45202}
(Address of principal executive offices) (Zip code)
    (513) 762-6900
    (Registrant's telephone number, including area code)
Indicate by check mark whether the registrant (1) has filed all
reports required to be filed by Section 13 or 15(d) of the
Securities Exchange Act of }1934\mathrm{ during the preceding }12\mathrm{ months
(or for such shorter period that the registrant was required to
file such reports) and (2) has been subject to such filing
requirements for the past 90 days. Yes X No
Indicate the number of shares outstanding of each of the issuer's
classes of common stock, as of the latest practicable date.
\begin{tabular}{lll} 
Class & Amount & Date \\
Capital Stock & \(10,448,323\) Shares & July 31, 1999
\end{tabular}
$1 Par Value
                                    Page 1 of 16
                                    CHEMED CORPORATION AND
                                    SUBSIDIARY COMPANIES
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PART I. FINANCIAL INFORMATION
Item 1. Financial Statements
CHEMED CORPORATION AND SUBSIDIARY COMPANIES
CONSOLIDATED BALANCE SHEET
(in thousands except share and per share data) UNAUDITED

## ASSETS

Current assets

Cash and cash equivalents
Accounts receivable, less allowances of \$3,425 (1998 - \$3,601)
Inventories
Statutory deposits
Other current assets
Total current assets
Other investments
Properties and equipment, at cost less accumulated
depreciation of $\$ 49,251$ (1998 - \$44,450)
Identifiable intangible assets less accumulated amortization of \$5,980 (1998-\$5,369)
Goodwill less accumulated amortization of \$24,178
(1998 - \$21,879)
Other assets
Total Assets

LIABILITIES
Current liabilities
Accounts payable
Current portion of long-term debt
Income taxes
Deferred contract revenue
Other current liabilities
Total current liabilities
Long-term debt
Other liabilities and deferred income
Total Liabilities
\$ 10, 270
2,475
12,587
26,550
36,131
-- -
88, 013
79,770
34, 683
----------
202, 466
STOCKHOLDERS' EQUITY
Capital stock-authorized $15,000,000$ shares $\$ 1$ par;
issued 13,659,140 (1998-13,605,481) shares
13, 659
13, 605
Paid-in capital
Retained earnings
Treasury stock - 3,215,956 (1998-3,190,757) shares, at cost Unearned compensation - ESOPs 164,407 162, 252 146,261 146,961 $(98,032) \quad(97,237)$ $(19,274) \quad(20,558)$ 5,262

December 31, 1998

$$
\$ 41,358
$$

45,260
9, 828
16,698
11, 487
---------
124,631
55,778
61,721
12,960
155,965
18,649
\$ 429,704
=========

4, 393
12, 563
26,571
37, 253
91, 098
80,407
34, 843
206, 348
---------

5, 071


| Cash Flows From Operating Activities |  |  |
| :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash |  |  |
| provided by operating activities: |  |  |
| Depreciation and amortization | 9,820 | 8,581 |
| Gains on sale of investments | $(4,662)$ | $(10,014)$ |
| Provision for uncollectible accounts receivable | 155 | 572 |
| Provision for deferred income taxes | (125) | 1,403 |
| Changes in operating assets and liabilities, |  |  |
| excluding amounts acquired in business combinations |  |  |
| Increase in accounts receivable | $(5,780)$ | $(1,837)$ |
| Increase in inventories and other current assets | (402) | $(1,751)$ |
| Decrease/(increase) in statutory deposits | 657 | (282) |
| Decrease/(increase) in accounts payable, deferred contract revenue and other current liabilities | 703 | $(2,995)$ |
| Increase in income taxes | 570 | 1,312 |
| Other - net | $(1,166)$ | $(1,566)$ |
| Net cash provided by operating activities | 10,239 | 5,240 |
| Cash Flows From Investing Activities |  |  |
| Capital expenditures | $(13,168)$ | $(9,789)$ |
| Business combinations--net of cash acquired | $(11,215)$ | $(8,418)$ |
| Proceeds from sale of investments | 7,702 | 11,259 |
| Net outflows from sale of discontinued operations | $(1,426)$ | $(4,465)$ |
| Purchase of investments | (297) | (642) |
| Other-net | 2,012 | 1,348 |
| Net cash used by investing activities | $(16,392)$ | $(10,707)$ |
| Cash Flows From Financing Activities |  |  |
| Dividends paid | $(11,233)$ | $(10,712)$ |
| Retirement of long-term debt | $(1,479)$ | (870) |
| Other - net | 81 | 118 |
| Net cash used by financing activities | $(12,631)$ | $(11,464)$ |
| Decrease In Cash And Cash Equivalents | $(18,784)$ | $(16,931)$ |
| Cash and cash equivalents at beginning of period | 41, 358 | 70,958 |
| Cash and cash equivalents at end of period | \$ 22, 574 | \$ 54, 027 |

See accompanying notes to unaudited financial statements.

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES
Notes to Unaudited Financial Statements

1. The accompanying unaudited consolidated financial statements have been prepared in accordance with Rule 10-01 of SEC Regulation S-X. Consequently, they do not include all the disclosures required under generally accepted accounting principles for complete financial statements. However, in the opinion of the management of Chemed Corporation (the "Company"), the financial statements presented herein contain all adjustments, consisting only of normal recurring adjustments, necessary to present fairly the financial position, results of operations and cash flows of the Company and its consolidated subsidiaries ("Chemed"). For further information regarding Chemed's accounting policies, refer to the consolidated financial statements and notes included in Chemed's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1998.
2. The Company had total comprehensive income of $\$ 2,481,000$, $\$ 2,122,000, \$ 345,000$ and $\$ 8,471,000$ for the three months ended June 30, 1999 and 1998 and for the six months ended June 30, 1999 and 1998, respectively. The difference between the Company's net income and comprehensive income relates to
the cumulative unrealized appreciation/depreciation on its available-for-sale securities.
3. Earnings per common shares are computed using weighted average number of shares of capital stock outstanding. Diluted earnings per share were calculated as follows (in thousands, except per share data):

## 1999



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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## Financial Condition

The decline in cash and cash equivalents from $\$ 41.4$ million at December 31, 1998 to $\$ 22.6$ million at June 30, 1999 is primarily due to the use of cash for business combinations and increased capital expenditures during 1999, largely in the Roto-Rooter segment. During the first six months of 1999, other investments declined $\$ 18.3$ million to $\$ 37.5$ million, other assets (which includes a net deferred income tax benefit) increased $\$ 7.1$ million to $\$ 25.8$ million, and accumulated other comprehensive income declined \$10.1 million to $\$ 3.1$ million. These changes were attributable to the sale of various investments during 1999, the decline in the market value of available-for-sale investments during the first six months and the related deferred tax impact of such changes.

Vitas Healthcare Corporation ("Vitas"), the privately held provider of hospice services to the terminally ill in which the Company carries an investment of $\$ 27$ million of redeemable preferred stock, is continuing to explore long-term financing alternatives to
increase its liquidity. As a result of current negotiations, payment of the preferred dividend due July 15, 1999 ( $\$ 1,215,000$ ) has been deferred. On the basis of current information, management believes the Company's investment in Vitas is fully recoverable and that no impairment exists.

At June 30, 1999 Chemed had approximately $\$ 106.2$ million of unused lines of credit with various banks. Management believes its liquidity and sources of capital are satisfactory for the Company's needs in the foreseeable future.

Results of Operations
Service revenues and sales and aftertax earnings by business segment follow (in thousands):

| Three Ju | $\begin{aligned} & \text { Is Ender } \\ & 30, \end{aligned}$ | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: |
| 1999 | 1998 | 1999 | 1998 |

## Service Revenues

and Sales
-----------------
Roto-Rooter
Patient Care Service America

Total

| \$ | 114,797 | \$ | 88,739 |
| :---: | :---: | :---: | :---: |
|  | 62,369 |  | 59,780 |
|  | 36,323 |  | 34,836 |
|  | 213,489 |  | 183,355 |

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## Aftertax Earnings

| Roto-Rooter | \$ | 3,349 | \$ | 2,446 | \$ | 6,546 | \$ | 4,538 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Patient Care |  | 972 |  | 913 |  | 1,624 |  | 1,534 |
| Service America |  | 671 |  | 586 |  | 1,210 |  | 1,108 |
| Total segment earnings |  | 4,992 |  | 3,945 |  | 9,380 |  | 7,180 |
| Corporate |  |  |  |  |  |  |  |  |
| Gains on sales of |  |  |  |  |  |  |  |  |
| Overhead |  | $(1,249)$ |  | $(1,152)$ |  | $(2,551)$ |  | $(2,230)$ |
| Net investing and financing income |  | 323 |  | 407 |  | 654 |  | 792 |
| Other |  | 22 |  | (63) |  | 26 |  | (231) |

Data relating to (a) the increase in service revenues and sales and (b) aftertax earnings as a percent of service revenues and sales are set forth below:

|  | ```Service Revenues and Sales % Increase/(Decrease)``` | $\begin{array}{r} \text { Aft } \\ \text { Earn } \\ \% \text { o } \end{array}$ | as a venues rgin) |
| :---: | :---: | :---: | :---: |
|  | 1999 vs. 1998 | 1999 | 1998 |
| Three Months Ended June 30, |  |  |  |
| Roto-Rooter | 25 \% | 5.7\% | 5.2\% |
| Patient Care | 7 | 3.0 | 3.0 |
| Service America | 4 | 3.6 | 3.3 |
| Total | 15 | 4.6 | 4.2 |
| Six Months Ended June 30, |  |  |  |
| Roto-Rooter | 29 \% | 5.7\% | 5.1\% |
| Patient Care | 4 | 2.6 | 2.6 |
| Service America | 4 | 3.3 | 3.2 |
| Total | 16 | 4.4 | 3.9 |

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Second Quarter 1999 versus Second Quarter 1998
Service revenues and sales of the Roto-Rooter segment for the second quarter of 1999 totalled $\$ 58,591,000$, an increase of $25 \%$ over the \$47,060,000 recorded in the second quarter of 1998.
Revenues of the plumbing services business and the drain cleaning business increased $28 \%$ and $27 \%$, respectively, for the second quarter of 1999, as compared with the revenues for the second quarter of 1998. These revenues accounted for $43 \%$ and $39 \%$, respectively of Roto-Rooter's total revenues and sales during the 1999 period. Excluding businesses acquired in 1998 and 1999, revenues for the second quarter of 1999 increased $13 \%$ over revenues recorded in the 1998 period. The aftertax margin of the Roto-Rooter segment during the second quarter of 1999 was $5.7 \%$ as compared with $5.2 \%$ during the second quarter of 1998. This increase was attributable to operating leverage as selling and marketing and general and administrative expenses increased at lesser rates than did service revenues and sales.

Service revenues of the Patient Care segment increased 7\% from $\$ 29,980,000$ in the second quarter of 1998 to $\$ 32,157,000$ in the second quarter of 1999. Excluding revenues of businesses acquired in 1998 and 1999, revenues declined $6 \%$ in 1999 as compared with revenues in 1998, primarily due to an expected decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax margin of this segment was $3.0 \%$ in both periods.

Service revenues and sales of the Service America segment increased $4 \%$ from $\$ 17,903,000$ to $\$ 18,662,000$ in the second quarter of 1999. This revenue increase was largely attributable to a $12 \%$ increase in revenues of Service America's retail business which accounts for approximately $23 \%$ of its overall sales. The aftertax margin of the Service America segment increased from 3.3\% in the 1998 second quarter to $3.6 \%$ in the 1999 period, largely as the result of an increase in the gross margin.

Income from operations increased from \$5,246,000 in the
second quarter of 1998 to $\$ 6,199,000$ in the second quarter of 1999, primarily as a result of higher operating profit of the Company's three segments.

Other income-net declined from $\$ 5,612,000$ in the second quarter of 1998 to $\$ 3,735,000$ in the second quarter of 1999 primarily due to larger gains on the sales of investments in the 1998 period.

Net income during the second quarter of 1999 totalled $\$ 5,114,000$ ( $\$ .49$ per share) as compared with $\$ 5,566,000$ ( $\$ .56$ per share) in the second quarter of 1998. This decline was attributable to larger gains on the sales of investments during the 1998 period. Excluding gains from the sales of investments in both periods,

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income for the second quarter of 1999 totalled $\$ .39$ per share, an increase of $26 \%$ versus the $\$ .31$ per share for the second quarter of 1998.

Six Months Ended June 30, 1999 Versus June 30, 1998

Service revenues and sales of the Roto-Rooter segment for the first six months of 1999 totalled $\$ 114,797,000$, an increase of $29 \%$ over the $\$ 88,739,000$ recorded in the first six months of 1998. Revenues of the plumbing services business and drain cleaning business increased $35 \%$ and $30 \%$, respectively, for the first six months of 1999. Excluding businesses acquired in 1999 and 1998, revenues of the segment increased $14 \%$ during the first six months of 1999. The aftertax margin of the Roto-Rooter segment in the first six months of 1999 was $5.7 \%$ as compared with $5.1 \%$ during the first six months of 1998. This increase was attributable to operating leverage achieved in the 1999 period.

Revenues of the Patient Care segment increased 4\% from $\$ 59,780,000$ in the first six months of 1998 to $\$ 62,369,00$ in the first six months of 1999. Excluding revenues of businesses acquired in 1998 and 1999, revenues for the 1999 period declined 7\% in 1999 primarily from an expected decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax margin of this segment was $2.6 \%$ in 1999 and 1998.

Service revenues and sales of the Service America segment increased $4 \%$ from $\$ 34,836,000$ in the first six months of 1998 to $\$ 36,323,000$ in the first six months of 1999 . This revenue increase was driven by a $11 \%$ increase in the sales of Service America's retail business, during the 1999 period. The aftertax margin of the Service America segment was $3.3 \%$ during the first six months of 1999 as compared with $3.2 \%$ during the first six months of 1998.

Income from operations increased from \$8,991, 000 during the first six months of 1998 to $\$ 11,991,000$ during the comparable period of 1999. This increase was primarily a result of higher operating profit recorded by all of the Company's segments during 1999.

Other income-net declined from $\$ 13,945,000$ during the first six months of 1998 to $\$ 8,344,000$ during the first six month of 1999, as a result of lower investment gains recorded in 1999.

Net income during the first six months of 1999 totalled $\$ 10,469,000$ ( $\$ 1.00$ per share) as compared with $\$ 11,817,000$ ( $\$ 1.18$ per share) for the first six months of 1998. This decline was attributable to larger gains on the sales of investments during the

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1998 period. Excluding gains from the sales of investments in both periods, income for the first six months of 1999 totaled $\$ .72$ per share, an increase of $31 \%$ as compared with $\$ .55$ per share for 1998.

Year 2000 Update
The Company's Year 2000 Project ("Project") addresses the issue of computer systems and hardware being unable to distinguish between the year 1900 and the year 2000.
ready as are the majority of Patients Care's internal systems. It is anticipated that the remainder of Patient Care's systems will be Y2K-ready by the end of the third quarter. Systems currently not Y2K-ready are being upgraded or replaced by software developed in house and in some instances by installing upgrades of off-the-shelf software. Critical systems at the Company's administrative headquarters are believed to be Y2K-ready.

Approximately $80 \%$ of Patient Care's revenues are either directly or indirectly dependent upon the electronic processing of Medicare and Medicaid claims through fiscal intermediaries of the Health Care Financing Administration ("HCFA"). Patient Care and the Medicare intermediaries have modified their systems to be Y2K-ready and those systems are now in use. Medicaid intermediaries represented to management that their systems will be Y2K-ready during September 1999. Medicaid-related revenues accounted for $\$ 26.1$ million, or $33 \%$ of Patient Care's revenues in fiscal 1998.

Should the Medicaid fiscal intermediaries, HCFA or Patient Care's major customers fail to become Y2K-ready on a timely basis, Patient Care could experience a significant slowing of the processing and payment of a substantial portion of its revenues.

The Company is in the beginning stages of developing a formalized contingency plan to continue operating should it experience the failure of systems due to Y2K issues or should major trading partners experience such a failure. Contingency plans currently include the manual and/or semi-manual processing of transactions.

While the Company currently anticipates its missioncritical systems will continue to operate after December 31, 1999, there can be no assurance that the failure of systems outside its control or immediate sphere of influence will not materially impact its operation.

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Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995 Regarding Forward-Looking Information

This report contains forward-looking statements subject to certain risks and uncertainties that could cause actual results to differ materially from these statements and trends. Such factors include, but are not limited to: the state of Y2K-readiness of the Company and its key trading partners; the ability of the Patient Care operation to successfully implement remaining Y2K changes to its internal systems; and the successful development of a Y2K contingency plan, if needed. Prospective information is based on management's current expectation which can become inaccurate. The Company's ability to deal with the unknown outcomes of these events may affect the reliability of its projections of Y2K-readiness and other financial matters.

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PART II -- OTHER INFORMATION

Item 4. Submission of Matters to a Vote of Security Holders
(a) Chemed held its Annual Meeting of Shareholders on May 17, 1999.
(b) The names of each director elected at this Annual Meeting are as follows:

Edward L. Hutton Sandra E. Laney
Rick L. Arquilla Kevin J. McNamara
James H. Devlin Spencer S. Lee
Charles H. Erhart, Jr.
John M. Mount
Timothy S. O'Toole
Donald E. Saunders
Paul C. Voet
George J. Walsh, III
(c) The stockholders approved and adopted the 1999 Stock Incentive Plan. 8,228,349 votes were cast in favor of the proposal, 842,085 votes were cast against it, 136,843 votes abstained, and 0 votes were broker non-votes.
(d) The stockholders ratified the Board of Directors' selection of PricewaterhouseCoopers LLP as independent accountants for the Company and its consolidated subsidiaries for the year 1999. $9,168,882$ votes were cast in favor of the proposal, 45,841 votes were cast against it, 52,554 votes abstained, and three were broker nonvotes.
(e) The stockholders then voted on stockholder proposal that the Board of Directors have a majority of outside members. $2,463,327$ votes were cast for the proposal, 4,441,105 votes were cast against it, 275,728 votes abstained, and $2,087,117$ votes were broker non-votes.

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With respect to the election of directors, the number of votes cast for each nominee was as follows:

| Votes For | Withheld |
| :---: | :---: |
| 8, 914, 223 | 353, 054 |
| 8,973,937 | 293,340 |
| 8,975,515 | 291,762 |
| 8,955,147 | 312,130 |
| 8,996,329 | 270,948 |
| 8,997,579 | 269,698 |
| 8,964,794 | 302,483 |
| 8,974,607 | 292,670 |
| 8,994,006 | 273,271 |
| 8,982, 099 | 285,178 |


| K.J. McNamara | $8,973,360$ | 293,917 |
| :--- | :--- | :--- |
| J.M. Mount | $8,984,770$ | 282,507 |
| T.S. O'Toole | $8,980,389$ | 286,888 |
| D.E. Saunders | $8,994,434$ | 272,843 |
| P.C. Voet | $8,884,916$ | 382,361 |
| G.J. Walsh III | $9,014,748$ | 252,529 |

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

Exhibit SK 601 No. Ref. No. Description

1 (27) Financial Data Schedule

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.

Chemed Corporation
(Registrant)

Dated: August 11, 1999

Dated: August 11, 1999

By Naomi C. Dallob
Naomi C. Dallob
Vice President and Secretary

By Arthur V. Tucker, Jr.

Arthur V. Tucker, Jr Vice President and Controller (Principal Accounting Officer)

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THIS SCHEDULE CONTAINS FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q OF THE CHEMED CORPORATION FOR THE QUARTER ENDED JUNE 30, 1999 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000

```
6-MOS
            DEC-31-1999
                JAN-01-1999
                JUN-30-1999
                                    22,574
                52,875
                    (3,425)
                    9,652
        110,039
                            118,964
                (49,251)
                417,887
            88,013
                                    79,770
            0
                            0
                    13,659
                    201,762
417,887
```

0
213, 489
131,137
0
155
3,101
17, 234
6,765
10,469
0
0
10, 469
1.00
1.00

