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PART I. FINANCIAL INFORMATION:
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                    PART I. FINANCIAL INFORMATION
                    PART I. FINANCIAL INFORMATION
                            Item 1. Financial Statements
                            Item 1. Financial Statements
                CHEMED CORPORATION AND SUBSIDIARY COMPANIES
                CHEMED CORPORATION AND SUBSIDIARY COMPANIES
                        CONSOLIDATED BALANCE SHEET
                        CONSOLIDATED BALANCE SHEET
                (in thousands except share and per share data)
                (in thousands except share and per share data)
                        UNAUDITED
    ```
                        UNAUDITED
```

<F1>

June 30,
1995

December 31,
----------
\$
\$ 215 \$ 4,722
$24,872 \quad 19,517$

Accounts receivable, less allowances of $\$ 3,344$ (1994 - \$2,974)
Current portion of note receivable
Inventories
Raw materials 9,307 8,086
Finished goods and general merchandise
Statutory deposits

|  | 56,421 |  | 52,187 |
| :---: | :---: | :---: | :---: |
|  | 15,884 |  | 14,408 |
|  | 12,552 |  | 11,245 |
|  | 211,095 |  | 197,727 |
|  | 79,565 |  | 85,073 |
|  | - |  | 5,455 |
|  | 77,042 |  | 77,116 |
|  | 20,766 |  | 21,192 |
|  | 117,152 |  | 113,417 |
|  | 6,953 |  | 5,503 |
| \$ | 512,573 | \$ | 505,483 |

LIABILITIES
Current liabilities
Accounts payable
Bank notes and loans payable
Current portion of long-term debt
Income taxes
\$ $\quad 33,929$
25, 000
6,728

$$
\$ \quad 31,386
$$

6,391
23,976
Deferred contract revenue
Other current liabilities
Total current liabilities

| 39,079 | 40,026 |
| ---: | ---: |
| $--------------142,666$ |  |

22,630

Deferred income taxes
Long-term debt
8,152
142,666
8,152 7,606
89,496 92,133
38,447 40,564
38,436
40,564
36,194
Other liabilities and deferred income
Minority interest
-----------

Total Liabilities
-----------
STOCKHOLDERS' EQUITY
Capital stock-authorized $15,000,000$ shares $\$ 1$ par;
issued $12,420,000(1994-12,369,212)$ shares
Paid-in capital
Retained earnings
Treasury stock - 2,550,608 (1994-2,504,641) shares, at cost
Unearned compensation - ESOPs
Unrealized appreciation on investments
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity

|  | 12,420 |  | 12,369 |
| :---: | :---: | :---: | :---: |
|  | 140,341 |  | 138,733 |
|  | 125,666 |  | 123,993 |
|  | ( 72,775 ) |  | $(71,230)$ |
|  | $(35,926)$ |  | $(38,486)$ |
|  | 24,199 |  | 20,941 |
|  | 193,925 |  | 186,320 |
| \$ | 512,573 | \$ | 505,483 |

<F1>
See accompanying notes to unaudited financial statements.

* Reclassified to conform to 1995 presentation.

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF INCOME UNAUDITED
(in thousands except per share data)

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Continuing Operations |  |  |  |  |
| Sales | \$116,860 | \$104, 056 | \$225,458 | \$201, 641 |
| Service revenues | 60,484 | 57,328 | 121,744 | 111,812 |
| Total sales and service revenues | 177,344 | 161,384 | 347,202 | 313,453 |
| Cost of goods sold | 80,836 | 71,405 | 155,443 | 138,525 |
| Cost of services provided | 37,206 | 35,809 | 75,365 | 69,847 |
| Selling and marketing expenses | 26,084 | 24,307 | 51,544 | 47,614 |



See accompanying notes to unaudited financial statements.

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF CASH FLOWS UNAUDITED
(in thousands)

|  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| <F2> |  | 1995 |  | 1994 * |
| Cash Flows From Operating Activities |  |  |  |  |
| Net income | \$ | 11,591 | \$ | 13,694 |
| Adjustments to reconcile net income to net cash |  |  |  |  |
| provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 8,855 |  | 8,088 |
| Gains on sale of investments |  | $(6,630)$ |  | $(4,226)$ |
| Minority interest in earnings of subsidiaries |  | 2,170 |  | 1,772 |
| Provision for deferred income taxes |  | (980) |  | ( 556 ) |
| Provision for uncollectible accounts receivable |  | 910 |  | 804 |
| Discontinued operations |  | (901) |  | $(6,029)$ |
| Purchase of trading securities |  | - |  | $(2,000)$ |
| Proceeds from sale of trading securities |  | - |  | 1, 041 |
| Changes in operating assets and liabilities, |  |  |  |  |



See accompanying notes to unaudited financial statements.
$<$ F2 $>$

* Reclassified to conform to 1995 presentation.

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, 1994.
2. Earnings per common share are computed using the weighted average number of shares of capital stock outstanding and exclude the dilutive effect of outstanding stock options as it is not material.
3. Discontinued operations include the following (in thousands):



Adjustment to the tax provision on the sale of operations discontinued in 1991
Gain on sale of Omnicare, Inc.
("Omnicare") stock, an equity investment discontinued in $\begin{array}{ccccc}\text { November } 1994 & - & 569 & - & 2,386 \\ \text { Equity in earnings of Omnicare } & - & 686 & - & 1,307\end{array}$
quity

| - | 686 |  | - |  | 1,307 |
| :--- | ---: | :--- | ---: | :--- | ---: |
| - | $\$$ | 3,591 | $\$$ | 901 | $\$$ |

4. During the second quarter of 1995, the Company's Veratex Group acquired the business and assets of the CSD Medical Division ("CSDM") of Central States Diversified Inc. for $\$ 6,900,000$ in cash plus contingent payments of up to $\$ 750,000$. CSDM is a manufacturer and distributor of disposable paper products marketed under the ProTexMor brand. The results of operations of CSDM are immaterial to the consolidated results of the Company.

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The aggregate purchase price of CSDM and other purchase accounting business combinations completed during the first six months of 1995 was allocated on a preliminary basis as follows (in thousands):

| Working capital | $\$, 767$ |
| :--- | ---: | ---: |
| Goodwill | 5,546 |
| Other-net | 343 |
| Total Net Assets | 8,656 |
| Less-cash and cash |  |
| $\quad$ equivalents acquired | (103) |
| Net cash used | $\mathbf{8 , 5 5 3}$ |

5. In July 1995 the Company's Veratex Group completed the sale of the business and assets of its Veratex Retail division to Henry Schein Inc. ("HSI") for $\$ 10$ million in cash plus a $\$ 4.1$ million note receivable due March 31, 1996. An additional payment of up to $\$ 2$ million dollars, contingent upon the combined sales of Veratex Retail and HSI's retail group for the year ended July 7, 1996, may be due from HSI in 1996.

This divestiture will permit the Veratex Group to focus its efforts on its wholesale manufacturing and distribution operation, Tidi Products Inc. ("Tidi"). Additionally, the divestiture agreement stipulates that HSI will purchase annual minimum quantities of medical and dental supplies from Tidi for the next ten years.

The sale of Veratex Retail and resultant modest gain are not expected to have a material impact on Chemed's results for the year.

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    Item 2. Management's Discussion and Analysis
of Financial Condition and Results of Operations
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Financial Condition
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The decline in other investments from \$85,073,000 at December 31, 1994 to $\$ 79,565,000$ was attributable to the reclassification of a U.S. Treasury Note maturing in January 1996 $(\$ 9,618,000)$ to current assets (marketable securities) partially offset by appreciation of the Company's other noncurrent marketable investments. During the second quarter approximately $\$ 5,000,000$ of marketable securities were sold to provide funding for the acquisition of Central States Diversified Medical Division by the Veratex Group.

The decline in the noncurrent note receivable from $\$ 5,455,000$ at December 31, 1994 to nil at June 30,1995 is due to the reclassification of the last installment of the note (due April 1, 1996) to current assets.

At June 30, 1995 Chemed had approximately $\$ 38,125,000$ of unused lines of credit with various banks. Based on the Company's current financial position and its available credit lines, management believes its sources of capital and liquidity are satisfactory for the Company's needs in the foreseeable future.

| Results of Operations |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Sales and service revenues and operating profit from ontinuing operations by business segment follow (in thousands): |  |  |  |  |
|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
|  | 1995 | 1994 | 1995 | 1994 |
| Sales and Service Revenues |  |  |  |  |
| National Sanitary Supply | \$ 85,571 | \$ 76,975 | \$166,364 | \$148,435 |
| Roto-Rooter | 43,271 | 41,900 | 86,998 | 83,436 |
| Veratex | 25,843 | 24,931 | 50,701 | 48,897 |
| Patient Care | 22,659 | 17,578 | 43,139 | 32,685 |
| Total | \$177,344 | \$161,384 | \$347,202 | \$313,453 |
| Operating Profit |  |  |  |  |
| National Sanitary Supply | \$ 2,876 | \$ 2,437 | \$ 4,859 | \$ 3,924 |
| Roto-Rooter | 3,720 | 3,477 | 7,594 | 7,003 |
| Veratex | 1,454 | 1,764 | 2,905 | 3,385 |
| Patient Care | 1,202 | 541 | 2,058 | 1,037 |
| Total | \$ 9,252 | \$ 8,219 | \$ 17,416 | \$ 15,349 |

Data relating to (a) growth in sales and service revenues and (b) operating profit as a percent of sales and service revenues for each segment are set forth below:


Three Months Ended
June 30,
-------------------

| National Sanitary Supply | $11 \%$ | $3.4 \%$ | $3.2 \%$ |
| :--- | :---: | :---: | :---: |
| Roto-Rooter | 3 | 8.6 | 8.3 |
| Veratex | 4 | 5.6 | 7.1 |
| Patient Care | 29 | 5.3 | 3.1 |
| Total | 10 | 5.2 | 5.1 |
| Six Months Ended |  |  |  |
| June 30, |  |  |  |
| -------------- | $12 \%$ | $2.9 \%$ | $2.6 \%$ |
| National Sanitary Supply | 4 | 8.7 | 8.4 |
| Roto-Rooter | 4 | 5.7 | 6.9 |
| Veratex | 32 | 4.8 | 3.2 |
| Patient Care | 11 | 5.0 | 4.9 |

Net sales of the National Sanitary Supply segment for the second quarter of 1995 totaled $\$ 85,571,000$, an increase of $11 \%$ over sales recorded during the second quarter of 1994 . Most locations throughout the United States experienced sales volume increases resulting from enhanced sales and marketing efforts such as a full-line product catalog and focused promotional programs. Price increases also helped fuel sales growth during the second quarter. The operating margin of this segment improved from 3.2\% during the second quarter of 1994 to 3.4\% during the second quarter of 1995.

Sales and service revenues of the Roto-Rooter segment for the second quarter of 1995 totaled $\$ 43,271,000$, an increase of $3 \%$ over the $\$ 41,900,000$ of revenues recorded for the second quarter of 1994. For the second quarter of 1995, plumbing revenues, which account for approximately one-fifth of total revenues, and sewer and drain cleaning revenues, which account for approximately one-third, increased $16 \%$ and $12 \%$,respectively, over amounts recorded in the comparable quarter of 1994. Revenues of Roto-Rooter's service contract business (Service America) for the second quarter of 1995, which account for approximately one-third of this segment's total revenue, declined $10 \%$ as compared with revenues recorded in the second quarter of 1994. This decrease was attributable to the sale of Service America's maintenance and management subsidiary effective March 31, 1995. The sale of this marginal business permits management to focus its efforts on the core appliance and air conditioning repair and maintenance business. The operating margin of the Roto-Rooter segment increased from $8.3 \%$ during the second quarter of 1994 to $8.6 \%$ during the second quarter of 1995 primarily as a result of cost management during the period.

Sales of the Veratex segment increased from $\$ 24,931,000$ during the second quarter of 1994 to $\$ 25,843,000$ during the second quarter of 1995, an increase of $4 \%$. The operating margin of this segment, however, declined from 7.1\% during the second quarter of 1994 to $5.6 \%$ during the comparable quarter of 1995. This decline is attributable to a decline in the gross margin of the retail business, as a result of growing price competition due to industry and market consolidation in the retail segment. On July 7, 1995, the retail division of the Veratex Group was sold to Henry Schein, Inc. This divestiture will permit the Veratex Group to focus on its wholesale manufacturing and distribution operation, Tidi Products, Inc.

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Total revenues of the Patient Care segment increased from $\$ 17,578,000$ in the second quarter of 1994 to $\$ 22,659,000$ in the second quarter of 1995. This 29\% revenue increase is attributable to the opening of several new branches in 1994 and the first part of 1995. As a result of the significant revenue growth, Patient Care was able to leverage its fixed costs and improve its operating margin from $3.1 \%$ during the second quarter of 1994 to 5.3\% during the second quarter of 1995.

Income from operations increased from $\$ 6,579,000$ in the second quarter of 1994 to $\$ 7,851,000$ during the second quarter of

1995, primarily as a result of increases in operating profit reported by National Sanitary Supply, Roto-Rooter and Patient Care.

Other income for the second quarter of 1995 totalled $\$ 4,727,000$ as compared with $\$ 4,158,000$ for the second quarter of 1994. This increase was attributable to larger gains on sales of investments in the 1995 quarter coupled with increased interest income due to larger balances of cash, cash equivalents and marketable securities during 1995.

During the second quarter of 1995 the Company's effective income tax rate was $38.5 \%$ as compared with $37.4 \%$ during the comparable period of 1994. The higher rate in 1995 was attributable primarily to a higher effective state and local income tax rate.

Chemed's income from continuing operations increased from $\$ 4,426,000$ ( $\$ .45$ per share) during the second quarter of 1994 to $\$ 5,305,000$ ( $\$ .54$ per share) during the second quarter of 1995. Earnings for 1995 include aftertax gains aggregating
$\$ 1,858,000$ (\$.19 per share) from the sale of various investments during the second quarter of 1995. During the second quarter of 1994 the Company recorded aftertax gains of $\$ 1,692,000$ ( $\$ .17$ per share) from the sale of a portion of its investments.

Net income for 1995's second quarter totalled $\$ 5,305,000(\$ .54$ per share) as compared with $\$ 8,017,000$ ( $\$ .81$ per share) for the second quarter of 1994. Discontinued operations in 1994 included an adjustment to the taxes provided on the sale of operations discontinued in $1991(\$ 2,336,000)$ and income from Omnicare, an equity investment which was discontinued in November 1994.

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Six Months Ended June 30, 1995 Versus June 30, 1994


The National Sanitary Supply segment recorded sales of $\$ 166,364,000$ during the first six months of 1995 , an increase of 12\% over amounts recorded over the comparable period of 1994. Sales increases were recorded in most areas of the country and were the result of both sales price and sales volume increases in 1995. National Sanitary's operating margin increased from 2.6\% during the first six months of 1994 to $2.9 \%$ during the comparable period of 1995.

Sales and service revenues of the Roto-Rooter segment for the first six months of 1995 increased by $4 \%$ as compared with amounts recorded during the first six months of 1994 . This modest sales growth was attributable to an $8 \%$ decline in the revenues of Roto-Rooter's service contract business (Service America) coupled with revenue increases of $12 \%$ and $13 \%$, respectively, in Roto-Rooter's basic sewer, drain cleaning and plumbing repair business for the 1995 period. The decline in Service America's revenues during 1995 is attributable to the sale of the management and maintenance business during the first quarter of 1995. As a result of good cost management, this segment's operating margin increased from 8.4\% during the first six months of 1994 to $8.7 \%$ during the first six months of 1995.

The Veratex segment recorded sales of $\$ 50,701,000$ during the first six months of 1995, an increase of $4 \%$ over sales during the first six months of 1994. As a result of declining gross profit margins of the recently sold retail division of this segment, the operating margin of Veratex declined from 6.9\% in the first six months of 1994 to $5.7 \%$ during the first six months of 1995 .

The Patient Care segment recorded sales of $\$ 43,139,000$ during the first six months of 1995, an increase of $32 \%$ over the $\$ 32,685,000$ recorded in the first six months of 1994. As a result, the operating profit margin of this segment improved from $3.2 \%$ during the first six months of 1994 to $4.8 \%$ during the first six months of 1995. As mentioned previously, the increased sales and improved operating margin of this segment were primarily a result of branch openings during the latter part of 1994 and first part of 1995.

Income from operations increased from $\$ 12,249,000$ in the first six months of 1994 to $\$ 14,547,000$ during the comparable period of 1995. This increase was attributable to increases in the operating profit reported by National Sanitary Supply, RotoRooter and Patient Care during the 1995 six-month period.

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Other income for the first six months of 1995 totalled $\$ 10,376,000$ as compared with $\$ 7,287,000$ for the first six months of 1994 . The increase during the 1995 period was primarily attributable to larger gains on the sales of investments during the 1995 period, coupled with increased interest income in 1995.

For the first six months the Company's effective income tax rate was $37.9 \%$ as compared with $38.4 \%$ during the comparable period of 1994.

Chemed's income from continuing operations increased from $\$ 7,665,000(\$ .78$ per share) during the first six months of 1994 to $\$ 10,690,000$ ( $\$ 1.08$ per share) during the first six months of 1995. Earnings for the six-month periods included aftertax gains from sales of the Company's investments of $\$ 4,321,000$, or $\$ .43$ per share, and $\$ 2,563,000$, or $\$ .26$ per share, in 1995 and 1994, respectively.

Net income for the first six months of 1995 totalled $\$ 11,591,000$ ( $\$ 1.17$ per share) as compared with $\$ 13,694,000$ (\$1.39 per share) for the first six months of 1994. Net income for the first six months of 1995 and 1994 include favorable adjustments relative to discontinued operations amounting to $\$ 901,000$ and $\$ 2,336,000$, respectively. In addition, income from discontinued operations for the 1994 period included equity earnings from Omnicare Inc. and gains on the sale of Omnicare stock.

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PART II -- OTHER INFORMATION
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Item 4. Submission of Matters to a Vote of Security Holders
(a) Chemed held its Annual Meeting of Shareholders on May 15, 1995.
(b) The names of each director elected at this Annual Meeting are as follows:

Edward L. Hutton James A. Cunningham
James H. Devlin Charles H. Erhart, Jr. Joel F. Gemunder William R. Griffin Thomas C. Hutton W. L. Krebs Sandra E. Laney Kevin J. McNamara John M. Mount Timothy S. O'Toole D. Walter Robbins, Jr. Paul C. Voet
(c) The stockholders then ratified the Board of Directors' selection of Price Waterhouse LLP as independent accountants for the Company and its consolidated subsidiaries for the year 1995: 8,561,065 votes were cast in favor of the proposal, 64,071 votes were cast against it, and 62,813 votes abstained.

The stockholders then adopted a resolution ratifying the approval and adoption of the 1995 Stock Incentive Plan by the Board of Directors: 6,279,365 votes were cast in favor of the resolution, 604,626 votes were cast against it, 201,086 votes abstained and 39,480 were broker non-votes.

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

|  | Votes For | Votes Against | Votes <br> Withheld |
| :---: | :---: | :---: | :---: |
| E.L. Hutton | 8,536,835 | 151,114 | 91,580 |
| J.A. Cunningham | 8,591,696 | 96,253 | 36,719 |
| J.H. Devlin | 8,559,396 | 88,553 | 29,019 |
| C.H. Erhart, Jr. | 8,497,617 | 190,332 | 130,798 |
| J.F. Gemunder | 8,593,869 | 94,080 | 34,546 |
| W.R. Griffin | 8,600,123 | 87,826 | 28,292 |
| T.C. Hutton | 8,593,777 | 94,172 | 34,638 |
| W.C. Krebs | 8,601,592 | 86,357 | 26,823 |
| S.E. Laney | 8,593,482 | 94,467 | 34,933 |
| K.J. McNamara | 8,598,771 | 89,178 | 29,644 |
| J.M. Mount | 8,596,633 | 91,316 | 31,782 |


(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.

Chemed Corporation
---------------------------
(Registrant)

Dated: August 11, 1995
By Naomi C. Dallob
----------------------

Dated: August 11, 1995
By Arthur V. Tucker
-------------------------
--------------------------

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

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES
            COMPUTATION OF PER SHARE EARNINGS
    (in thousands except per share data)
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<F3>
(a) This calculation is submitted in accordance with Regulation S-K Item 601
(11) although it is not required by APB Opinion

No. 15 because it results

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                        E - 1
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EXHIBIT 11
(continued)
CHEMED CORPORATION AND SUBSIDIARY COMPANIES
COMPUTATION OF PER SHARE EARNINGS
(in thousands except per share data)

| Three | Ended $0 \text {, }$ | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: |
| 1995 | 1994 | 1995 | 1994 |

Computation of Earnings Per
Common and Common
$\langle$ F4> Equivalent Share (a):

| Reported Income |  | 5,305 |  | 8,017 | \$11,591 |  | 3,694 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average number of shares used to compute earnings per common share |  | 9,869 |  | 9,847 | 9,866 |  | 9,836 |
| Effect of unexercised stock options |  | 42 |  | 64 | 38 |  | 62 |
| Average number of shares used to compute earnings per common and common equivalent share |  | 9,911 |  | 9,911 | 9,904 |  | 9,898 |
| Earnings per common and common equivalent share | \$ | 0.54 | \$ | 0.81 | \$ 1.17 | \$ | 1.38 |
| Computation of Earnings Per Common Share Assuming <F4> Full Dilution (a): |  |  |  |  |  |  |  |
| Reported Income | \$ | 5,305 |  | 8,017 | \$11,591 |  | 3,694 |
| Average number of shares used to compute earnings per common share |  | 9,869 |  | 9,847 | 9,866 |  | 9,836 |
| Effect of unexercised stock options |  | 68 |  | 78 | 68 |  | 78 |
| Average number of shares used to compute earnings per common share assuming full dilution |  | 9,937 |  | 9,925 | 9,934 |  | 9,914 |
| Earnings per common share assuming full dilution | \$ | 0.53 | \$ | 0.81 | \$ 1.17 |  | 1.38 |

<F4>
(a) This calculation is submitted in accordance with Regulation S-K Item 601
(11) although it is not required by APB Opinion No. 15 because it results
in dilution of less than $3 \%$.

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E-2
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<ARTICLE> 5
<LEGEND>
THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q
FOR THE QUARTER ENDED JUNE 30, 1995 FOR CHEMED CORPORATION AND IS QUALIFIED IN
ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
</LEGEND>
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<PERIOD-END> JUN-30-1995
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```

