```
- ----------------------------------------------------------------------------
    FORM 10-Q
            SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. 20549
Quarterly Report Under Section 13 or 15 (d)
        of the Securities Exchange Act of 1934
For Quarter Ended March 31, 1996
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)
2600 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 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}{|c|c|c|}
\hline Class & Amount & Date \\
\hline Capital Stock & 9,839,229 Shares & April 30, 1996 \\
\hline \$1 Par Value & & \\
\hline
\end{tabular}
            Page 1 of 12
            CHEMED CORPORATION AND
                        SUBSIDIARY COMPANIES
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    Item 1. Financial Statements
        Consolidated Balance Sheet -
            March 31, 1996 and
            December 31, 1995
            Consolidated Statement of Income -
            Three months ended
            March 31, 1996 and 1995
            Consolidated Statement of Cash Flows -
            Three months ended
            March 31, 1996 and 1995
            Notes to Unaudited Financial Statements
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    Item 2. Management's Discussion and Analysis of
            Financial Condition and Results of
                Operations
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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
```

Current assets
Cash and cash equivalents
Marketable securities
\$ 41,965
Accounts receivable, less allowances of $\$ 3,564$ (1995 - \$3,519)
Inventories
Raw materials
Finished goods and general merchandise
Statutory deposits
Other current assets

1996
---------

```
December 31,
``` 1995
---------
\$ \(\quad 19,187\)
10, 094
87,177
7,921
50,330
18,943
25,785


See accompanying notes to unaudited financial statements.

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


\begin{tabular}{|c|c|c|}
\hline Net cash provided/(used) by investing activities & 16,139 & \[
(1,111)
\] \\
\hline Cash Flows From Financing Activities & & \\
\hline Dividends paid & \((5,137)\) & \((5,032)\) \\
\hline Purchase of treasury stock & ( 870 ) & ( 517 ) \\
\hline Issuance of capital stock & 165 & 40 \\
\hline Repayment of long-term debt & ( 64 ) & ( 35 ) \\
\hline Other - net & 429 & 366 \\
\hline Net cash used by financing activities & \((5,477)\) & \((5,178)\) \\
\hline Increase/(decrease) In Cash And Cash Equivalents & 22,778 & \((3,170)\) \\
\hline Cash and cash equivalents at beginning of period & 19,187 & 4,722 \\
\hline Cash and cash equivalents at end of period & \$ 41,965 & \$ 1,552 \\
\hline
\end{tabular}

> See accompanying notes to unaudited financial statements.
> \(\quad *\) Reclassified to conform to 1996 presentation.
<F1>
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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, 1995.
2. Primary 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. Following the resolution of various issues pertaining to the Company's accruals for income taxes relative to the sale of DuBois Chemicals Inc. ("DuBois") in 1991, the Company recorded an adjustment of \(\$ 1,365,000\) ( \(\$ 901,000\) net of federal income taxes) to its state and local income tax provision in the first quarter of 1995. This adjustment is classified as "discontinued operations" in the statement of income.
4. During the first quarter of 1996 , the Company sold approximately one-third of its investment in Omnicare Inc. ("Omnicare"), realizing a pretax gain of \(\$ 14,208,000\) (\$8,924,000 aftertax or \(\$ .91\) per share). Similarly in the first quarter of 1995, the Company recorded pretax gains aggregating \(\$ 3,732,000(\$ 2,463,000\) or \(\$ .25\) per share) from the sales of portions of its investments in Omnicare and Exel Ltd. ("Exel").

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

Financial Condition
```

- --------------------
Cash, cash equivalents and marketable securities
increased from \$29.3 million at December 31, 1995 to \$42.0
million at March 31, 1996, largely as a result of cash generated
by the sale of a portion of the Company's investment in Omnicare,
partially offset by purchases of treasury stock during the
period. The decline in other investments from \$90.2 million at
December 31, 1995 to \$82.2 million is attributable to the sale of
Omnicare stock, partially offset by the appreciation of the
Company's investments, largely Omnicare and Exel.
Income taxes increased from \$12.0 million at
December 31, 1995 to \$18.8 million at March 31, 1996, primarily
as a result of the accrual of income taxes on the sale of
Omnicare stock in the first quarter of 1996.
At March 31, 1996 Chemed had approximately \$43.1
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
- ---------------------
    Sales and service revenues and operating profit from
continuing operations by business segment follow (in thousands):
Three Months Ended
            March 31,
                -------------------
    1996
                            1995
----------------
Sales and Service
    Revenues
- -----------------
National Sanitary Supply
Roto-Rooter
Omnia
\$ 77,277
    \(47,783 \quad 43,727\)
    \(\$ 80,793\)
    18,511 24,858
Patient Care \(\begin{array}{rr}23,890 & 20,480 \\ -------------4\end{array}\)
    Total
\(\$ 167,461 \quad \$ 169,858\)
\(===============\)
Page 7 of 12
Operating Profit
- -----------------
National Sanitary Supply
\(\$ \quad 1,884 \quad \$ \quad 1,983\)
Roto-Rooter
4,199 3,874
\begin{tabular}{|c|c|c|c|c|}
\hline Omnia & & 1,493 & & 1,451 \\
\hline Patient Care & & 1,073 & & 856 \\
\hline Total & \$ & 8,649 & \$ & 8,164 \\
\hline
\end{tabular}

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 for the first three months of 1996 and 1995 are set forth below:
\begin{tabular}{|c|c|c|c|}
\hline & \begin{tabular}{l}
Sales and Service Revenues \\
\% Increase/ \\
(Decrease)
\end{tabular} & \begin{tabular}{l}
Oper \\
Profi \% of (Oper
\end{tabular} & \begin{tabular}{l}
a \\
s \\
Margin)
\end{tabular} \\
\hline & 1996 vs. 1995 & 1996 & 1995 \\
\hline National Sanitary Supply & (4) \% & \(2.4 \%\) & 2.5\% \\
\hline Roto-Rooter & 9 & 8.8 & 8.9 \\
\hline Omnia & (26) & 8.1 & 5.8 \\
\hline Patient Care & 17 & 4.5 & 4.2 \\
\hline Total & (1) & 5.2 & 4.8 \\
\hline
\end{tabular}

Sales of the National Sanitary Supply segment for the first quarter of 1996 totalled \(\$ 77,277,000\) as compared with \(\$ 80,793,000\) in the prior year first quarter. This 4\% decline was attributable to the anticipated loss of a large fast-food customer during the first quarter of 1996. Nonetheless, National Sanitary Supply experienced significant growth in its core sanitary maintenance business, especially in its western operations, and is implementing programs to control expenses and working capital. Additionally, management has begun new marketing programs and is continuing geographic expansion which should enhance future performance. Accordingly, the operating margin for the first quarter of 1996 was \(2.4 \%\), essentially the same as recorded during the comparable period of 1995.

Sales and service revenues for the Roto-Rooter segment for the first quarter of 1996 totalled \(\$ 47,783,000\), an increase of \(9 \%\) over the \(\$ 43,727,000\) recorded in the first quarter of 1995 . Revenues of the plumbing services business, the drain cleaning business and the service contract business increased \(22 \%\), \(9 \%\) and 5\%, respectively, for the first quarter of 1996, as compared with

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revenues recorded in the first quarter of 1995. These revenues accounted for \(25 \%\), \(33 \%\) and \(27 \%\), respectively, of Roto-Rooter's total sales and service revenues during the 1996 period. The operating margin of the Roto-Rooter segment in the first quarter of 1996 was \(8.8 \%\) as compared with \(8.9 \%\) during the first quarter of 1995.

Sales of the Omnia segment declined \(26 \%\) in the first quarter of 1996 , from \(\$ 24,858,000\) in the prior year to \(\$ 18,511,000\) in 1996. This expected decline is attributable to the sale of Omnia's retail division in July 1995. Omnia's wholesale sales for the first quarter of 1996 , which includes the sales of Central States Diversified ("CSD"), acquired in May 1995, increased \(26 \%\) over wholesale sales for the first quarter of 1995. The operating margin improved from \(5.8 \%\) during the first
quarter of 1995 to 8.1\% during the first quarter of 1996, primarily as a result of the acquisition of CSD and the higher profit margins of Omnia's core wholesale and manufacturing business.

Total revenues of the Patient Care segment increased from \(\$ 20,480,000\) during the first quarter of 1995 to \(\$ 23,890,000\) in the first quarter of 1996. This revenue increase is attributable to increased referrals as well as to growing demand for home-based health care services. As a result of significant revenue growth Patient Care leveraged its fixed expenses and increased its operating margin from 4.2 \% during the first quarter of 1995 to \(4.5 \%\) during the first quarter of 1996.

Income from operations increased from \(\$ 6,696,000\) in the first three months in 1995 to \(\$ 7,011,000\) during the first three months of 1996, largely as a result of increases in operating profit in the Roto-Rooter and Patient Care segments.

Other income--net increased from \$5,649,000 in the first quarter of 1995 to \(\$ 16,298,000\) in the first quarter of 1996, primarily as a result of larger investment gains recorded in the 1996 period. During the first quarter of 1996 the Company recorded gains on the sales of investments aggregating \(\$ 14,208,000\) as compared with \(\$ 3,732,000\) during the first quarter of 1995 .

Income from continuing operations increased from \(\$ 5,385,000\) aftertax ( \(\$ .55\) per share) in the 1995 quarter to \(\$ 12,197,00\) aftertax (\$1.24 per share) largely as a result of larger investment gains recorded in the 1996 quarter. Excluding investment gains for both periods, income from continuing operations increased \(10 \%\) from \(\$ 2,922,000\) aftertax ( \(\$ .30\) per share) to \(\$ 3,273,00\) aftertax ( \(\$ .33\) per share) in the 1996 quarter.

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Net income increased from \(\$ 6,286,000\) ( \(\$ .64\) per share)
during the first quarter of 1995 to \(\$ 12,197,000\) ( \(\$ 1.24\) per share) during the first quarter of 1996. Discontinued operations for 1995 included a \(\$ 901,000\) aftertax adjustment to the tax provision on the gain on the sale of operations discontinued in 1991.
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    PART II -- OTHER INFORMATION
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Item 6. Exhibits and Reports on Form 8-K
    (a) Exhibits
        --------
\begin{tabular}{|c|c|c|c|}
\hline Exhibit & SK 601 & & Page \\
\hline No. & Ref. No. & Description & No. \\
\hline \multirow[t]{3}{*}{1} & \multirow[t]{3}{*}{(11)} & Statement re: & \\
\hline & & Computation of Per & \\
\hline & & Share Earnings & E-1 \\
\hline 2 & (27) & Financial Data & \\
\hline & & Schedule & E-2 and E-3 \\
\hline
\end{tabular}
(b) Reports on Form 8-K - None
\(\qquad\)

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
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(Registrant)

Dated: May 10, 1996
By Naomi C. Dallob ------------------------
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Naomi C. Dallob, Vice President and Secretary

Dated: May 10, 1996

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

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\section*{CHEMED CORPORATION AND SUBSIDIARY COMPANIES}

COMPUTATION OF PER SHARE EARNINGS
(in thousands except per share data) EXHIBIT 11
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline \multirow[t]{3}{*}{} & \multicolumn{4}{|r|}{Income From Continuing Operations} & \multicolumn{4}{|c|}{Net Income} \\
\hline & \multicolumn{4}{|r|}{Three Months Ended March 31,} & \multicolumn{4}{|r|}{Three Months Ended March 31,} \\
\hline & & 1996 & & 1995 & & 1996 & & 95 \\
\hline \multicolumn{9}{|l|}{Computation of Earnings Per Common \(\langle\mathrm{F} 2\rangle\) and Common Equivalent Share (a):} \\
\hline Reported Income & & 12,197 & \$ & 5,385 & & 2,197 & & 6,286 \\
\hline Average number of shares used to compute earnings per common share & & 9,867 & & 9,863 & & 9,867 & & 9,863 \\
\hline Effect of unexercised stock options & & 70 & & 34 & & 70 & & 34 \\
\hline Average number of shares used to compute earnings per common and common equivalent share & & 9,937 & & 9,897 & & 9,937 & & 9,897 \\
\hline Earnings per common and common equivalent share & \$ & 1.23 & \$ & . 54 & \$ & 1.23 & \$ & . 64 \\
\hline \multicolumn{9}{|l|}{Computation of Earnings Per Common Share Assuming} \\
\hline <F2> Full Dilution (a) : & & & & & & & & \\
\hline Reported Income & & 12,197 & \$ & 5,385 & & 2,197 & & 6,286 \\
\hline Average number of shares used to compute earnings per common share & & 9,867 & & 9,863 & & 9,867 & & 9,863 \\
\hline Effect of unexercised stock options & & 70 & & 34 & & 70 & & 34 \\
\hline Average number of shares used to compute earnings per common share assuming full dilution & & 9,937 & & 9,897 & & 9,937 & & 9,897 \\
\hline Earnings per common share assuming full dilution & & \$ 1.23 & \$ & . 54 & \$ & 1.23 & \$ & . 64 \\
\hline
\end{tabular}
<F2>
(a) This calculation is submitted in accordance with Regulation \(S-K\) Item 601 (b) (11) although it is not required
by APB Opinion No. 15 because it results in dilution of less than \(3 \%\).

E - 1
Page 12 of 12
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<ARTICLE> 5

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q
FOR THE QUARTER ENDED MARCH 31, 1996 FOR CHEMED CORPORATION AND IS QUALIFIED IN
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<ARTICLE> 5

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THIS SCHEDULE CONTAINS RESTATED SUMMARY FINANCIAL INFORMATION FOR THE QUARTER
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