For Quarter Ended September 30, 1997
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
(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 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
----
o

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

| Class | Amount | Date |
| :--- | :--- | :--- |
| Capital Stock | $10,071,520$ Shares | October 31, 1997 |
| \$1 Par Value |  |  |

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CHEMED CORPORATION AND
SUBSIDIARY COMPANIES

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PART I. FINANCIAL INFORMATION:
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            December 31, }199

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

\title{
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 \(\$ 2,617\) (1996 - 1,583)
Inventories Finished goods and general merchandise
Statutory deposits
Other current assets
Total current assets
Net assets of discontinued operations
Other investments
Properties and equipment, at cost less accumulated depreciation of \(\$ 34,308\) (1996 - \(\$ 29,188\) )
Identifiable intangible assets less accumulated amortization of \$3,933 (1996-\$2,851)
Goodwill less accumulated amortization of \$18,193 (1996 - \$14,501)
Other assets
Total Assets

\section*{LIABILITIES}

Current liabilities
Accounts payable
Bank notes and loans payable
Current portion of long-term debt
Income taxes
Deferred contract revenue
Other current liabilities
Total current liabilities
Deferred income taxes
Long-term debt
Other liabilities and deferred income

\section*{Total Liabilities}

STOCKHOLDERS' EQUITY
Capital stock-authorized \(15,000,000\) shares \(\$ 1\) par;
issued 12,923,019 (1996-12,767,565) shares
Paid-in capital
Retained earnings
Treasury stock - 2,873,140 (1996 - 2,815,655) shares, at cost
Unearned compensation
Unrealized appreciation on investments
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity

December 31, 1996*
```

\$ 14,028

```
    37,091
                751
            7,955
    17,131
    12,196
---------
    206, 619
        66,217
        50,155
        13,415
    139, 506
        19,567
--------
\$ 495,479
==========
\$
\$
\(\begin{array}{rr}--------- & -------- \\ 135,072 & 90,379\end{array}\)
90,339
41,931
----------
---------
\begin{tabular}{|c|c|c|}
\hline 12,923 & & 12,768 \\
\hline 154,974 & & 150,296 \\
\hline 150,330 & & 139,262 \\
\hline \((85,149)\) & & \((82,943)\) \\
\hline \((24,968)\) & & \((27,554)\) \\
\hline 19,127 & & 26,062 \\
\hline 227,237 & & 217,891 \\
\hline 495,479 & \$ & 509,361 \\
\hline
\end{tabular}
\$

8,959
5,000
12,526
3,333
24,735
35, 826

2,974
158,140
39,977
291, 470
685
7,665
19,962
25,480
99,375
140,138
62,098
40, 661
12,390
138,203
16,496
\$ 509,361
=========
==========

\footnotetext{
*Reclassified for operations discontinued in September 1997. See accompanying notes to unaudited financial statements.
}

CHEMED CORPORATION AND SUBSIDIARY COMPANIES
CONSOLIDATED STATEMENT OF INCOME UNAUDITED
(in thousands except per share data)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{Three Months Ended September 30,} & \multicolumn{3}{|l|}{Nine Months Ended September 30,} \\
\hline & 1997 & 1996* & 1997 & & 1996* \\
\hline \multicolumn{6}{|l|}{Continuing Operations} \\
\hline Sales & \$ 4,373 & \$ 4,342 & \$ 12,879 & \$ & 12,716 \\
\hline Service revenues & 83,061 & 70,828 & 238, 231 & & 209,118 \\
\hline Total sales and service revenues & 87,434 & 75,170 & 251,110 & & 221,834 \\
\hline Cost of goods sold & 2,988 & 2,832 & 8,958 & & 8, 027 \\
\hline Cost of services provided & 51,315 & 43, 255 & 147,652 & & 127,544 \\
\hline Selling and marketing expenses & 6,289 & 5,731 & 18,419 & & 17, 224 \\
\hline General and administrative expenses & 19,471 & 16,844 & 55,760 & & 51, 112 \\
\hline Depreciation & 2,145 & 1,863 & 6,261 & & 5,436 \\
\hline Total costs and expenses & 82,208 & 70,525 & 237,050 & & 209,343 \\
\hline Income from operations & 5,226 & 4,645 & 14,060 & & 12,491 \\
\hline Interest expense & \((2,924)\) & \((2,069)\) & \((8,476)\) & & \((5,532)\) \\
\hline Other income, net & 1,298 & 1,914 & 16,172 & & 24,012 \\
\hline Income before income taxes and minority interest & 3,600 & 4,490 & 21,756 & & 30,971 \\
\hline Income taxes & \((1,494)\) & \((1,801)\) & \((8,329)\) & & \((11,647)\) \\
\hline Minority interest in earnings of subsidiary & - & (721) & - & & \((2,964)\) \\
\hline Income from continuing operations & 2,106 & 1,968 & 13,427 & & 16,360 \\
\hline Discontinued Operations & 9,702 & 2,496 & 13,160 & & 5,989 \\
\hline Net Income & \$ 11, 808 & \$ 4,464 & \$ 26,587 & \$ & 22,349 \\
\hline \multicolumn{6}{|l|}{Earnings Per Common Share} \\
\hline Income from continuing operations & \$ . 21 & \$ . 20 & \$ 1.34 & \$ & 1.66 \\
\hline Net income & \$ 1.18 & \$ . 46 & \$ 2.65 & \$ & 2.27 \\
\hline Average Number of Shares Outstanding & 10, 042 & 9,790 & 10, 026 & & 9,831 \\
\hline Cash Dividends Paid Per Share & \$ . 52 & \$ . 52 & \$ 1.56 & \$ & 1.56 \\
\hline
\end{tabular}
*Reclassified for operations discontinued in September 1997. See accompanying notes to unaudited financial statements.
\begin{tabular}{|c|c|c|}
\hline & Nine Mo Septe & Ended
30, \\
\hline & 1997 & 1996* \\
\hline Cash Flows From Operating Activities & & \\
\hline Net income & \$ 26,587 & \$ 22,349 \\
\hline Adjustments to reconcile net income to net cash & & \\
\hline provided by operating activities: & & \\
\hline Discontinued operations & \((13,160)\) & \((5,989)\) \\
\hline Gains on sale of investments & \((12,235)\) & \((17,431)\) \\
\hline Depreciation and amortization & 10,717 & 7,972 \\
\hline Provision for uncollectible accounts receivable & 330 & 491 \\
\hline Provision for deferred income taxes & (222) & \((2,129)\) \\
\hline Minority interest in earnings of subsidiary & - & 2,964 \\
\hline Changes in operating assets and liabilities, & & \\
\hline excluding amounts acquired in business combinations (Increase)/decrease in accounts receivable & \((2,517)\) & 675 \\
\hline (Increase)/decrease in inventories and other current assets & (180) & 457 \\
\hline Increase/(decrease) in statutory deposits & 2,831 & (838) \\
\hline (Increase)/decrease in accounts payable, deferred contract revenue and other current liabilities & (724) & 6,779 \\
\hline Increase in income taxes & 6,290 & 3,127 \\
\hline Other - net & 965 & \((1,974)\) \\
\hline Net cash provided by continuing operations & 18,682 & 16,453 \\
\hline Net cash provided by discontinued operations & 9,699 & 15,804 \\
\hline Net cash provided by operating activities & 28,381 & 32,257 \\
\hline Cash Flows From Investing Activities & & \\
\hline Net proceeds from sale of discontinued operations & 187,278 & \((1,606)\) \\
\hline Capital expenditures & \((15,013)\) & \((7,729)\) \\
\hline Proceeds from sale of investments & 14,060 & 30,349 \\
\hline Business combinations, net of cash acquired & \((8,929)\) & \((9,508)\) \\
\hline Investing activities of discontinued operations & \((5,464)\) & \((5,941)\) \\
\hline Purchase of Roto-Rooter minority interest & \((2,352)\) & \((89,854)\) \\
\hline Other - net & (572) & 119 \\
\hline Net cash provided/(used) by investing activities & 169,008 & \((84,170)\) \\
\hline Cash Flows From Financing Activities & & \\
\hline Repayment of long-term debt & \((95,167)\) & (223) \\
\hline Proceeds from long-term debt & 35, 000 & - \\
\hline Dividends paid & \((15,660)\) & \((15,343)\) \\
\hline Increase/(decrease) in bank notes and overdrafts payable & \((4,865)\) & 65, 000 \\
\hline Issuance of capital stock & 338 & 343 \\
\hline Purchase of treasury stock & - & \((3,650)\) \\
\hline Other - net & 432 & 150 \\
\hline Net cash provided/(used) by financing activities & \((79,922)\) & 46,277 \\
\hline Increase/(Decrease) In Cash And Cash Equivalents & 117,467 & \((5,636)\) \\
\hline Cash and cash equivalents at beginning of period & 14, 028 & 20,403 \\
\hline Cash and cash equivalents at end of period & \$131, 495 & \$ 14, 767 \\
\hline
\end{tabular}

\footnotetext{
* Reclassified for operations discontinued in September 1997. See accompanying notes to unaudited financial statements.
}

\section*{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 of only 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, 1996.
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.

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128 ("SAFS 128"), Earnings Per Share, effective for reporting periods ending after December 15, 1997. Adoption of SAFS 128 in December 1997 is not expected to impact the Company's reported earnings per share.
3. Effective September 20, 1997, Chemed sold all of the wholly owned businesses comprising the Omnia Group ("Omnia") to Banta Corporation for \(\$ 50.7\) million in cash plus deferred payments with a present value of \(\$ 1.5\) million. During the third quarter of 1997, Chemed recognized an aftertax loss of \(\$ 19.2\) million on the sale of Omnia. The results of Omnia, a manufacturer and distributor of medical and dental supplies to dealers throughout the United States, have been classified as discontinued operations. Significant operating data related to Omnia are presented on the following page (in thousands):
\begin{tabular}{|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Three Months Ended September 30,} & \multicolumn{2}{|l|}{Nine Months Ended September 30,} \\
\hline & 1997 & 1996 & 1997 & 1996 \\
\hline \multicolumn{5}{|l|}{Sales and Service} \\
\hline Revenues & \$ 14,863 & \$ 17, 893 & \$ 49,754 & \$ 54,674 \\
\hline \multicolumn{5}{|l|}{Income before} \\
\hline income taxes & \$ 1,080 & \$ 532 & \$ 2,977 & \$ 2,972 \\
\hline Income Taxes & (624) & (145) & \((1,172)\) & (895) \\
\hline Net Income & \$ 456 & \$ 387 & \$ 1,805 & \$ 2,077 \\
\hline
\end{tabular}

On September 30, 1997, Chemed's 82\%-owned subsidiary National Sanitary Supply Company ("National"), was merged with TFBD, Inc., a wholly owned subsidiary of Unisource Worldwide, Inc. ("Unisource"). In exchange for its ownership interest in National, Chemed received \(\$ 120.2\) million in cash. In addition, Unisource has repaid approximately \(\$ 18.1\) of intercompany borrowings owed to Chemed by National as of September 30, 1997. During the third quarter of 1997, Chemed recognized an aftertax gain of \(\$ 28.7\) million on the sale of National. The results of National, the largest specialized distributor of sanitary maintenance supplies and paper supplies in the United States, have been classified as discontinued operations. Significant operating data related to National are presented below (in thousands):
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{Three Months Ended September 30,} & \multicolumn{2}{|l|}{Nine Months Ended September 30,} \\
\hline & 1997 & 1996 & 1997 & 1996 \\
\hline \multicolumn{5}{|l|}{Sales and Service} \\
\hline Revenues & \$ 82,599 & \$ 80,652 & \$235,301 & \$235,139 \\
\hline \multicolumn{5}{|l|}{Income/(loss) before} \\
\hline Income Taxes & 317 & \((1,254)\) & (997) & \((2,869)\) \\
\hline Minority Interest & 50 & (303) & (281) & (653) \\
\hline Net Income/(loss) & \$ (247) & \$ 1,509 & \$ 1,264 & \$ 3,312 \\
\hline
\end{tabular}

In addition, the assets and liabilities of Omnia and National have been reclassified in the consolidated balance sheet as net assets of discontinued operations. The components of net assets of discontinued operations at December 31, 1996, are presented on the following page (in thousands).
\begin{tabular}{|c|c|c|c|}
\hline & Omnia & National & Total \\
\hline Current assets & \$29, 154 & \$ 65,923 & \$ 95, 077 \\
\hline Properties and equipment, at cost less accumulated depreciation & 20,605 & 21,992 & 42,597 \\
\hline Goodwill less accumulated amortization & 22,858 & 25,872 & 48,730 \\
\hline Other noncurrent assets & 5,045 & 770 & 5,815 \\
\hline Current liabilities & \((4,919)\) & \((31,371)\) & \((36,290)\) \\
\hline Deferred income taxes & \((2,827)\) & (848) & \((3,675)\) \\
\hline Minority interest & - & \((10,820)\) & \((10,820)\) \\
\hline Other noncurrent liabilities & (26) & \((1,270)\) & \((1,296)\) \\
\hline Net assets of discontinued operations & \$69,890 & \$ 70, 248 & \$140, 138 \\
\hline
\end{tabular}

Discontinued operations, as shown in the accompanying consolidated statement of income, comprise the following (in thousands):
\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline & \multicolumn{3}{|l|}{Three Months Ended September 30,} & \multicolumn{4}{|r|}{Nine Months Ended September 30,} \\
\hline & 1997 & & 1996 & & 1997 & & 996 \\
\hline \multicolumn{8}{|l|}{Gain on the Sale} \\
\hline \multicolumn{8}{|l|}{of National, net} \\
\hline \multicolumn{8}{|l|}{of income taxes of} \\
\hline \$32, 382, 000 & \$ 28,740 & \$ & - & & 28,740 & \$ & - \\
\hline \multicolumn{8}{|l|}{Loss on the sale} \\
\hline \multicolumn{8}{|l|}{of Omnia, net of} \\
\hline \multicolumn{8}{|l|}{income tax benefit} \\
\hline of \$1,223,000 & \((19,247)\) & & - & & \((19,247)\) & & - \\
\hline \multicolumn{8}{|l|}{Net income/(loss)} \\
\hline \multicolumn{8}{|l|}{from operations} \\
\hline - National & (247) & & 1,509 & & 1,264 & & 3,312 \\
\hline \multicolumn{8}{|l|}{Net income from} \\
\hline operation - Omnia & 456 & & 387 & & 1,805 & & 2,077 \\
\hline \multicolumn{8}{|l|}{Accrual adjustments} \\
\hline \multicolumn{8}{|l|}{relating to operations} \\
\hline discontinued in 1991 & - & & 600 & & - & & 600 \\
\hline \multicolumn{8}{|l|}{Adjustment relating to} \\
\hline \multicolumn{8}{|l|}{the settlement of tax} \\
\hline \multicolumn{8}{|l|}{issues arising from} \\
\hline \multicolumn{8}{|l|}{the sale of operations} \\
\hline discontinued in 1994 & - & & - & & 598 & & \\
\hline \multicolumn{8}{|l|}{Total discontinued} \\
\hline operations & \$ 9,702 & \$ & 2,496 & \$ & 13,160 & \$ & 5,989 \\
\hline
\end{tabular}
4. During the first nine months of 1997, Chemed completed ten purchase business combinations in the Roto-Rooter and Patient Care business segments for an aggregate purchase price of \(\$ 8,929,000\) in cash. The aggregate purchase price was allocated as follows (in thousands):
\begin{tabular}{|c|c|}
\hline Working capital & \$ 1,753 \\
\hline Identifiable intangible assets & 694 \\
\hline Goodwill & 6,683 \\
\hline Other liabilities -- net & (182) \\
\hline Subtotal & 8,948 \\
\hline Less: cash acquired & (19) \\
\hline Net cash used & \$ 8,929 \\
\hline
\end{tabular}

Unaudited pro forma sales and service revenues, assuming these acquisitions had been completed on January 1, 1996, are presented below (in thousands):
\begin{tabular}{cccc} 
Three Months Ended \\
September 30, & Nine Months Ended \\
September 30,
\end{tabular}

Other than the impact on sales and service revenues, these acquisitions did not materially impact the results of operations during 1997.

Cash and cash equivalents increased \(\$ 117.5\) million from \(\$ 14.0\) million at December 31, 1996 to \(\$ 131.5\) million at September 30, 1997 primarily due to the receipt of cash proceeds from the sale of the Omnia Group ("Omnia") and National Sanitary Supply Company ("National") in September 1997. Approximately \$65 million of the \(\$ 187.2\) million of net cash proceeds from the sales of discontinued operations were used to repay short- and longterm borrowings. The increase in accounts receivable from \$31.6 million at December 31, 1996 to \(\$ 37.1\) million at September 30, 1997 is primarily attributable to a higher level of sales in the third quarter of 1997 versus sales recorded in the fourth quarter of 1996. The reduction in the statutory deposits from \$20.0 million at December 31, 1996 to \(\$ 17.1\) million at September 30, 1997 is primarily due to an increase in the tangible net assets of Chemed's service contract business, which is required to maintain such deposits based on various factors, one of which is the level of tangible net assets. The decline in other current assets from \(\$ 25.5\) million at December 31, 1996 to \(\$ 12.2\) million at September 30, 1997 is due primarily to the reclassification of current payments of Vitas' redeemable preferred stock to other investments (noncurrent) in recognition of the deferral of the due date of such payments to the fourth quarter of 1998 (see discussion below).

Income taxes increased from \(\$ 3.3\) million at December 31, 1996 to \(\$ 40.5\) million at September 30, 1997 primarily due to the accrual of current taxes on the gain on the sale of National in September 1997. Approximately \(\$ 25\) million of such taxes will be paid in December 1997 and \(\$ 5\) million paid in March 31, 1998. Other current liabilities increased from \(\$ 35.8\) million at December 31, 1996 to \(\$ 45.2\) million at September 30, 1997 due to the accrual of expenses and costs on the sale of Omnia and National in September 1997.

Vitas is continuing to explore long-term financing alternatives to increase its liquidity. To facilitate the completion of a possible public offering of Vitas' common stock, Chemed and Vitas agreed to defer the due dates on the redeemable preferred stock ("Preferred") of Vitas owned by Chemed until the fourth quarter of 1998. Upon the completion of such an offering, the Preferred would be due and payable. Additionally, Vitas' debt covenants did not permit its timely payment of the preferred dividends due Chemed on January 15 and July 15, 1997 ( \(\$ 1.2\) million each). In August 1997, Vitas paid \(\$ 608,000\) toward these
dividends. It is anticipated that a similar dividend payment will be made by Vitas in November 1997. On the basis of current information, management believes the Company's investment in Vitas is fully recoverable and that no permanent impairment exits.

At September 30, 1997 Chemed had approximately \(\$ 34.2\) million of unused lines of credit with various banks. Based on the Company's current financial position and its available lines of credit, 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 continuing operations by business segment follow (in thousands):
\begin{tabular}{ccc} 
Three Months Ended & \multicolumn{2}{c}{\begin{tabular}{c} 
Nine Months Ended \\
September 30,
\end{tabular}} \\
September 30,
\end{tabular}

Sales and Service Revenues
```

Roto-Rooter

```
Patient Care
    Total
\begin{tabular}{|c|c|c|c|c|c|}
\hline \$ & 56,358 & \$ & 50,652 & \$161,387 & \$148,473 \\
\hline & 31,076 & & 24,518 & 89,723 & 73,361 \\
\hline \$ & 87,434 & \$ & 75,170 & \$251, 110 & \$221,834 \\
\hline
\end{tabular}

\section*{Operating Profit}
\begin{tabular}{|c|c|c|c|c|c|c|c|c|}
\hline Roto-Rooter & \$ & 5,924 & \$ & 4,899 & \$ & 15,205 & \$ & 13,687 \\
\hline Patient Care & & 1,554 & & 1,435 & & 4,012 & & 4,001 \\
\hline Total & \$ & 7,478 & \$ & 6,334 & & 19,217 & \$ & 17,688 \\
\hline
\end{tabular}

Data relating to (a) the increase or decrease in sales and service revenues and (b) operating profit as a percent of sales and service revenues for each segment are set forth on the following page:
\begin{tabular}{|c|c|}
\hline Sales and Service Revenues \% & Operating Profit as a \% of Sales \\
\hline Increase/(Decrease) & (Operating Margin) \\
\hline 1997 vs. 1996 & 19971996 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|}
\hline Three Months Ended September 30, & & & \\
\hline Roto-Rooter & 11\% & 10.5\% & 9.7\% \\
\hline Patient Care & 27 & 5.0 & 5.9 \\
\hline Total & 16 & 8.6 & 8.4 \\
\hline \multicolumn{4}{|l|}{Nine Months Ended September 30,} \\
\hline Roto-Rooter & 9\% & 9.4\% & 9.2\% \\
\hline Patient Care & 22 & 4.5 & 5.5 \\
\hline Total & 13 & 7.7 & 8.0 \\
\hline
\end{tabular}

Third Quarter 1997 Versus Third Quarter 1996

Sales and service revenues of the Roto-Rooter segment for the third quarter of 1997 totaled \(\$ 56,358,000\), an increase of \(11 \%\) over the \(\$ 50,652,000\) of revenues recorded for the third quarter of 1996. For the third quarter of 1997, plumbing revenues, which account for approximately \(28 \%\) of total revenues, and sewer and drain cleaning revenues, which account for approximately 29\%, increased 18\% and 2\%, respectively, over amounts recorded in the comparable quarter of 1996. Revenues of Roto-Rooter's service contract business (Service America) for the third quarter of 1997, which account for approximately 31\% of this segment's total revenue, increased \(10 \%\) versus such revenues recorded in the third quarter of 1996. Excluding revenues of businesses acquired in 1997, sales and service revenues of the Roto-Rooter segment for the third quarter of 1997 increased \(7 \%\) over such revenues recorded for the third quarter of 1996. The operating margin of the Roto-Rooter segment increased from 9.7\% during the third quarter of 1996 to \(10.5 \%\) during the third quarter of 1997, primarily as a result of the increased operating margin of Service America's business during 1997.

Total revenues of the Patient Care segment increased from \(\$ 24,518,000\) in the third quarter of 1996 to \(\$ 31,076,000\) in the third quarter of 1997. Excluding businesses acquired in 1997, the sales of Patient Care for the third quarter of 1997 increased \(6 \%\) versus sales recorded in the third quarter of 1996. The operating margin of the Patient Care Segment declined from \(5.9 \%\) during the third quarter of 1996 to \(5.0 \%\) during the third quarter of 1997, primarily due to market pressures on pricing.

Interest expense increased from \(\$ 2,069,000\) in the third quarter of 1996 to \(\$ 2,924,000\) in the third quarter of 1997, primarily due to the increased borrowings incurred as a result of Chemed's purchase of Roto-Rooter's minority interest in the third quarter of 1996.

Other income declined from \(\$ 1,914,000\) in the third quarter of 1996 to \(\$ 1,298,000\) in the third quarter of 1997 , primarily as a result of reduced interest income in the 1997 period. This reduction was attributable primarily to the use of a portion of Chemed's excess cash for the previously mentioned purchase of the Roto-Rooter minority interest in the third quarter of 1996.

During the third quarter of 1997 the Company's effective income tax rate was \(41.5 \%\) as compared with \(40.1 \%\) during the comparable period of 1996. The higher rate in 1997 was attributable primarily to higher effective state and local rates during the 1997 period.

Chemed's income from continuing operations increased from \(\$ 1,968,000\) ( \(\$ .20\) per share) during the third quarter of 1996 to \(\$ 2,106,000\) ( \(\$ .21\) per share) during the third quarter of 1997.

Net income for the third quarter of 1997 totalled \(\$ 11,808,000\) ( \(\$ 1.18\) per share) as compared with \(\$ 4,464,000\) ( \(\$ .46\) per share) for the third quarter of 1996. Discontinued operations for 1997 amounted to \$9,702,000, and included a net aftertax gain of \(\$ 9,493,000\) on the sale of Omnia and National Sanitary Supply. For the third quarter of 1996 discontinued operations amounted to \$2,496,000, and primarily represented the operating results of Omnia and National Sanitary Supply.

Nine Months Ended September 30, 1997 Versus September 30, 1996

Sales and service revenues of the Roto-Rooter segment for the first nine months of 1997 increased \(9 \%\) versus sales recorded during the first nine months of 1996. This sales growth was attributable to revenue increases of \(12 \%\) and \(2 \%\), respectively, in Roto-Rooter's sewer and drain cleaning and plumbing repair business for the 1997 period. In addition, sales of Roto-Rooter's service contract business increased 9\% in 1997 as compared with sales recorded during the 1996 period. The operating margin of this segment increased from \(9.2 \%\) during the first nine months of 1996 to \(9.4 \%\) during the first nine months of 1997.

The Patient Care segment recorded service revenues of \(\$ 89,723,000\) during the first nine months of 1997, an increase of 22\% over revenues recorded in the first nine months of 1996. Excluding the sales of Priority Care, acquired in April 1997,
this sales growth would have been 7\%. The operating margin of Patient Care during the first nine months of 1997 was \(4.5 \%\) as compared with 5.5\% during the first nine months of 1996. This decline is primarily attributable to a decline in the gross profit margin in the 1997 period, largely as the result of market pricing pressures.

Interest expense for the first nine months of 1997 totalled \(\$ 8,476,000\) as compared with \(\$ 5,532,000\) for the first nine months of 1996. This increase was primarily attributable to increased borrowings resulting from the third quarter 1996 purchase of the Roto-Rooter minority interest by Chemed.

Other income for the first nine months of 1997 declined from \(\$ 24,012,000\) in the first nine months of 1996 to \(\$ 16,172,000\) first nine months of 1997. This decline was primarily attributable to larger gains in the sales of investments recorded during the 1996 period.

For the first nine months of 1997 the Company's effective income tax rate was \(38.3 \%\) as compared with an effective rate of \(37.6 \%\) for the first nine months of 1996. This increase is largely attributable to a higher effective state and local income tax rate during the 1997 period.

Chemed's income from continuing operations declined from \$16,360,000 (\$1.66 per share) during the first nine months of 1996 to \(\$ 13,427,000\) ( \(\$ 1.34\) per share) during the first nine months of 1997. Earnings for the nine-month periods included aftertax gains from sales of investments of \(\$ 7,652,000\) ( \(\$ .76\) per share) and \$10,919,000 (\$1.11 per share) in 1997 and 1996, respectively.

Net income for the first nine months of 1997 totalled \(\$ 26,587,000\) ( \(\$ 2.65\) per share) and included income from discontinued operations amounting to \$13,160,000, largely relating to the sale of Omnia and National Sanitary Supply during the third quarter of 1997. Net income for 1996 amounted to \$22,349,000 (\$2.27 per share) and included income from discontinued operations of \$5,989,000, largely income from the operations of National Sanitary Supply and Omnia.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
\begin{tabular}{|c|c|c|c|}
\hline \[
\begin{gathered}
\text { Exhibit } \\
\text { No. }
\end{gathered}
\] & SK 601 Ref. No. & Description & Page No. \\
\hline \multirow[t]{2}{*}{1} & (11) & Statement re: & \\
\hline & & Computation of Per Share Earnings & E-1 \\
\hline \multirow[t]{2}{*}{2} & (27) & Financial Data & \\
\hline & & Schedule & E-3 \\
\hline
\end{tabular}
(b) Reports on Form 8-K

A report on Form 8-K was filed dated October 9, 1997 reporting that:
(1) On September 24, 1997, a wholly owned subsidiary of the Company had completed the sale of all of the issued and outstanding shares of capital stock of its wholly owned businesses comprising of Omnia Group to Banta Corporation for \(\$ 52.2\) million; and
(2) On September 30, 1997 National Sanitary Supply Company ("National"), an \(82 \%\)-owned subsidiary of the Company, was merged with TFBD, a wholly owned subsidiary of Unisource Worldwide, Inc. In exchange for its ownership interest in National, Chemed received \(\$ 120.2\) million in cash.

The report on Form 8-K included a description of the transactions involved along with pro forma consolidated income statements of the Company for the six month periods ended June 30, 1997 and 1996 and for the year ended December 31, 1996. A pro forma balance sheet as of June 30, 1997 was also included. The pro forma income statements presented the consolidated results of operations of the Company, assuming the sale of Omnia and National occurred on January 1 of each period presented. The pro forma balance sheet presented the consolidated financial position of the Company assuming said transactions occurred on June 30, 1997.

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)

\section*{Dated: November 13, 1997}

Dated: November 13, 1997

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)

\section*{CHEMED CORPORATION AND SUBSIDIARY COMPANIES}

COMPUTATION OF PER SHARE EARNINGS
(in thousands except per share data)

\section*{Income from Continuing Operations}

Three Months Ended

\section*{September 30,}
-------------------

\section*{19971996}

Nine Months Ended September 30,
- - - - - - - - - - - - - - -

19971996
\begin{tabular}{|c|c|c|c|c|}
\hline Computation of Earnings Per Common and Common & & & & \\
\hline \multicolumn{5}{|l|}{Equivalent Share (a) :} \\
\hline Reported Income & \$ 2,106 & \$ 1,968 & \$13, 427 & \$16, 360 \\
\hline \multicolumn{5}{|l|}{Average number of shares} \\
\hline used to compute earnings per common share & 10,042 & 9,790 & 10,026 & 9,831 \\
\hline \multicolumn{5}{|l|}{Effect of unexercised} \\
\hline \multicolumn{5}{|l|}{Average number of shares} \\
\hline used to compute earnings per common and common & & & & \\
\hline equivalent share & 10, 091 & 9,848 & 10,066 & 9,893 \\
\hline Earnings per common and common equivalent share & \$ 0.21 & \$ 0.20 & \$ 1.33 & \$ 1.65 \\
\hline \multicolumn{5}{|l|}{Computation of Earnings Per} \\
\hline \multicolumn{5}{|l|}{Common Share Assuming} \\
\hline \multicolumn{5}{|l|}{Full Dilution (a):} \\
\hline Reported Income & \$ 2,106 & \$ 1,968 & \$13, 427 & \$16,360 \\
\hline \multicolumn{5}{|l|}{Average number of shares} \\
\hline \multicolumn{5}{|l|}{used to compute earnings} \\
\hline \multicolumn{5}{|l|}{Effect of unexercised} \\
\hline \multicolumn{5}{|l|}{Average number of shares} \\
\hline \multicolumn{4}{|l|}{used to compute earnings} & \\
\hline full dilution & 10,101 & 9,853 & 10,085 & 9,894 \\
\hline \multicolumn{5}{|l|}{Earnings per common share} \\
\hline assuming full dilution & \$ 0.21 & \$ 0.20 & \$ 1.33 & \$ 1.65 \\
\hline
\end{tabular}
(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 \(3 \%\).

\section*{E - 1}

Page 17 of 18
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Three Months Ended
September 30,
Nine Months Ended
September 30,
-----------------------------------------
199719961996

```
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|l|}{Computation of Earnings Per Common and Common} \\
\hline \multicolumn{6}{|l|}{Equivalent Share (a):} \\
\hline Reported Income & \$11, 808 & \$ & 4,464 & \$26,587 & \$22,349 \\
\hline \multicolumn{6}{|l|}{\multirow[t]{2}{*}{\begin{tabular}{l}
Average number of shares used to compute earnings per common share
\[
10,042
\] \\
9,790 10,026 \\
9, 831
\end{tabular}}} \\
\hline & & & & & \\
\hline \multicolumn{6}{|l|}{\begin{tabular}{llll} 
Effect of unexercised \\
stock options & 49 & 58 & 40
\end{tabular}} \\
\hline \multicolumn{6}{|l|}{\begin{tabular}{l}
Average number of shares \\
used to compute earnings \\
per common and common \\
\(\begin{array}{lllll}\text { equivalent share } & 10,091 & 9,848 & 10,066 & 9,893\end{array}\)
\end{tabular}} \\
\hline Earnings per common and common equivalent share & \[
\text { \$ } \quad 1.17
\] & \$ & \[
0.45
\] & \[
\$ 2.64
\] & \[
\$ \quad 2.26
\] \\
\hline \multicolumn{6}{|l|}{Computation of Earnings Per Common Share Assuming} \\
\hline \multicolumn{6}{|l|}{Full Dilution (a):} \\
\hline Reported Income & \$11, 808 & \$ & 4,464 & \$26,587 & \$22,349 \\
\hline \multicolumn{6}{|l|}{Average number of shares used to compute earnings per common share 10,042 9,790 10,026 9,831} \\
\hline \multicolumn{6}{|l|}{\begin{tabular}{llll} 
Effect of unexercised \\
stock options & 59 & 63 & 59
\end{tabular}} \\
\hline \multicolumn{6}{|l|}{\begin{tabular}{l}
Average number of shares used to compute earnings per common share assuming full dilution \\
10,101 \\
9,853 \\
10, 085 \\
9,894
\end{tabular}} \\
\hline Earnings per common share assuming full dilution & \$ 1.17 & \$ & 0.45 & \$ 2.64 & \$ 2.26 \\
\hline
\end{tabular}
(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 \(3 \%\).
\[
\text { E - } 2
\]

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION FROM FORM 10-Q FOR THE QUARTER ENDED SEPTEMBER 30, 1997 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS entirety by reference to such financial statements.

0000019584
CHEMED CORPORATION
1, 000
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9-MOS
DEC-31-1997
SEP-30-1997
131,495
0
39,708
(2,617)
8,706
206,619
84,463
(34,308)
495,479
135,072
0
90,339
0
12,923
214,314
495,479
12,879
251,110
8,958
156,610
0
3 3 0
8,476
21,756
8,329
13,427
13,160
0
0
26,587
2.65
2.65

```

THIS SCHEDULE CONTAINS RESTATED SUMMARY FINANCIAL INFORMATION FOR THE QUARTER ENDED SEPTEMBER 30, 1996 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY by REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000
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9-MOS
DEC-31-1996
JAN-01-1996
SEP-30-1996
14,767
100
33,074
(1,567)
8,260
88,052
(27,761)
517,108
178,544
57,946
0
0
12,700
201,782
517,108
67,735

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