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                                    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
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For Quarter Ended March 31, 2000
Commission File Number 1-8351

CHEMED CORPORATION
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation or organization)

2600 Chemed Center, 255 E. Fifth Street, Cincinnati, Ohio 45202
(Address of principal executive offices)
(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
---- --

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 | $9,939,358$ Shares | April 30, 2000 |

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PART I. FINANCIAL INFORMATION:

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Consolidated Balance Sheet
March 31, 2000 and
December 31, 1999

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

Current assets

Cash and cash equivalents
Accounts receivable, less allowances of $\$ 4,824$

$$
(1999-\$ 4,554)
$$

Inventories
Statutory deposits
Other current assets
Total current assets
Other investments
Properties and equipment, at cost less accumulated
depreciation of $\$ 58,618$ (1999 - \$55,410)
Identifiable intangible assets less accumulated
amortization of \$6,853 (1999 - \$6,558)
Goodwill less accumulated amortization of \$27,780
(1999 - \$26,545)
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
Total Liabilities
\$

10,228
11, 412
11,442
26, 460
36,400
---------
95,942
83,527
32,730
212, 199
$\qquad$

15,539
MANDATORILY REDEEMABLE CONVERTIBLE PREFERRED SECURITIES
OF THE CHEMED CAPITAL TRUST

|  | $\begin{gathered} \text { March 31, } \\ 2000 \end{gathered}$ |  | $\begin{gathered} \text { December } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| \$ | 13,825 | \$ | 17,282 |
|  | 53,239 |  | 55,889 |
|  | 10, 008 |  | 9,794 |
|  | 14,363 |  | 14,254 |
|  | 15,945 |  | 14,583 |
|  | 107,380 |  | 111,802 |
|  | 37,138 |  | 37,849 |
|  | 72,275 |  | 71,728 |
|  | 12,471 |  | 12,597 |
|  | 172,217 |  | 163,257 |
|  | 25,755 |  | 24,070 |
| \$ | 427, 236 | \$ | 421,303 |

\$ 11, 246
11, 719
8,714
25,630
41, 119
---------
98,428
78,580
32, 251
209, 259
$\qquad$
(1999 - 3, 268,783 shares), at cost
Unearned compensation
Deferred compensation payable in company stock
Accumulated other comprehensive income
Notes receivable for shares sold

Total Stockholders' Equity
Total Liabilities and Stockholders' Equity
$(117,882)$
$(99,437)$
(20, 788)
5,446
$(17,056)$

- 5,340

2,879 3,392
$(2,771) \quad(2,731)$
199,498 212,044
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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)

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2000 | 1999* |
| Service revenues and sales | \$121, 534 | \$105, 735 |
| Cost of services provided and cost of goods sold | 74,127 | 65,059 |
| Selling and marketing expenses | 11, 264 | 9,979 |
| General and administrative expenses | 24,846 | 21,875 |
| Depreciation | 3,758 | 3, 030 |
| Total costs and expenses | 113,995 | 99,943 |
| Income from operations | 7,539 | 5,792 |
| Interest expense | $(1,782)$ | $(1,594)$ |
| Distributions on preferred securities | (288) | - |
| Other income - net | 2,396 | 4,609 |
| Income before income taxes | 7,865 | 8,807 |
| Income taxes | $(2,963)$ | $(3,452)$ |
| Net Income | \$ 4,902 | \$ 5,355 |
| Earnings Per Common Share |  |  |
| Net income | \$ . 49 | \$ . 51 |
| Average number of shares outstanding | 10, 064 | 10,471 |
| Diluted Earnings Per Common Share |  |  |
| Net income | \$ . 48 | \$ . 51 |
| Average number of shares outstanding | 10,171 | 10,516 |
| Cash Dividends Paid Per Share | \$ . 10 | \$ . 53 |

[^0]

[^1]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-K for the year ended December 31, 1999.
2. The Company's previously announced Exchange Offer, whereby stockholders were permitted to exchange up to 2,000,000 shares of capital stock for Mandatorily Redeemable Convertible Preferred Securities ("Trust Securities") of the wholly-owned Chemed Capital Trust ("Trust") on a one-for-one basis, was completed effective February 1, 2000. As a result 575,503 shares of capital stock were exchanged for the same number of Trust Securities with a redemption value of $\$ 15,538,581$ (\$27 per security).

The Trust Securities pay an annual cash distribution of $\$ 2.00$ per security (payable at the quarterly rate of $\$ .50$ per security commencing March 2000) and are convertible into capital stock at a price of $\$ 37$ per security. The Trust Securities mature in 30 years and are callable three years after issuance.

The sole assets of the Trust are Junior Subordinated Debentures ("Debentures") of the Company in the principal amount of $\$ 16,019,181$. The Debentures mature in March 2030 and the interest rate on the Debentures is $\$ 2.00$ per annum per $\$ 27$ principal amount. In February 2000, the Company executed an Indenture relating to the Debentures, an Amended and Restated Declaration of Trust relating to the Trust Securities and a Guarantee Agreement for the benefit of the holders of the Trust Securities (collectively "Back-up Undertakings"). Considered together, the Back-up Undertakings constitute a full and unconditional guarantee by the Company of the Trust's obligations under the Trust Securities.

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3. Sales and service revenues and aftertax earnings by business segment follow (in thousands):

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| Sales and Service Revenues |  |  |
| Roto-Rooter | \$ 67,724 | \$ 56,206 |
| Patient Care | 32,909 | 30,212 |
| Service America | 18,754 | 17,661 |
| Cadre Computer | 2,147 | 1,656 |
| Total | \$121,534 | \$105,735 |

Aftertax Earnings

| Roto-Rooter | \$ | 4,669 | \$ | 3,197 |
| :---: | :---: | :---: | :---: | :---: |
| Patient Care |  | 403(a) |  | 652 |
| Service America |  | 320 |  | 539 |
| Cadre Computer |  | 42 |  | 4 |
| Total segment earnings |  | 5,434 |  | 4,392 |
| Corporate |  |  |  |  |
| Gains on sales of investments |  | 677 |  | 1,934 |
| Overhead |  | $(1,363)$ |  | (1,302) |
| Net investing and financing income/(expense) |  | 154 |  | 331 |
| Net income | \$ | 4,902 | \$ | 5,355 |

(a) Includes aftertax income from favorable adjustments to prior years' cost reports (\$130,000) and net adjustments to the allowance for doubtful accounts (\$94,000).
4. Earnings per common share are computed using the weighted average number of shares of capital stock outstanding.

Diluted earnings per common share are computed as follows on the next page (in thousands except per share data):

|  | Page 7 of 12 <br> Three | Three Months Ended March 31, |
| :---: | :---: | :---: |
|  | 2000 | 1999 |
| Reported income | \$ 4,902 | \$ 5,355 |
| Aftertax interest on Trust Securities (a) |  |  |
| Adjusted income | \$ 4,902 | \$ 5,355 |
| Average number of shares outstanding | 10,064 | 10,471 |
| Effect of conversion of the Trust Securities (a) | - | - |
| Effect of nonvested stock awards | 106 | 43 |
| Effect of unexercised stock options | 1 | 2 |
| Average number of shares used to compute diluted earnings per common share | 10,171 | 10,516 |
| Diluted earnings per common share | \$ . 48 | \$ . 51 |

(a) The impact of potential conversion of the Trust Securities is currently anti-dilutive.
5. During the first quarter of 2000, the Company acquired two businesses in the Roto-Rooter segment for aggregate purchase prices of $\$ 10.5$ million in cash. These operations provide plumbing repair and sewer and drain cleaning services primarily to residential customers.

Approximately $\$ 10.2$ million of the purchase price was allocated to goodwill and is being amortized over forty years. The results of operations of the acquired businesses were not material in relation to the Company's results in 2000.
6. The Company had total comprehensive income/(loss) of $\$ 4,389,000$ and $\$(2,136,000)$ for the three months ended March 31, 2000 and 1999, 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.

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

Financial Condition

The decline in other current liabilities from \$41.1 million at December 31, 1999 to $\$ 36.4$ million at March 31, 2000 is due largely to the payment of liabilities for 1999 supplemental thrift and profit sharing contributions and incentive compensation. Also, the decline in stockholders' equity from $\$ 212$ million at December 31, 1999 to $\$ 199.5$ million at March 31, 2000 is attributable primarily to the completion of the Company's Exchange Offer in February 2000. Under the Exchange Offer, approximately 576,000 shares of capital stock were exchanged for the same number of Mandatorily Redeemable Convertible Preferred Securities of the Chemed Capital Trust. The exchanged shares of capital stock were recorded in treasury stock. The Trust Securities are callable in three years and are

Vitas Healthcare Corporation ("Vitas"), the privatelyheld 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 of March 31, 2000, preferred dividends of $\$ 715,000$ remain in arrears. The Company is currently negotiating with Vitas concerning terms for repayment of the preferred stock and/or extension of the redemption date (currently April 1, 2000). Vitas' operating results and net income continue to meet its management's expectations. On the basis of current information, management believes the Company's investment in Vitas is fully recoverable and that no impairment exists.

At March 31, 2000 Chemed had approximately $\$ 96.6$ 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.

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Results of Operations

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


Service revenues and sales for the Roto-Rooter segment for the first quarter of 2000 totalled $\$ 67,724,000$, an increase of $20 \%$ over the $\$ 56,206,000$ recorded in the first quarter of 1999. Revenues of the plumbing services business and the drain cleaning business increased $17 \%$ and $23 \%$, respectively, for the first quarter of 2000, as compared with revenues recorded in the first quarter of 1999. These revenues accounted for $40 \%$ and $43 \%$, respectively, of Roto-Rooter's total service revenues and sales during the 2000 period. Excluding businesses acquired in 1999 and 2000, revenues of this segment increased 15\% during the first quarter of 2000. The aftertax margin of the Roto-Rooter segment in the first quarter of 2000 was $6.9 \%$ as compared with $5.7 \%$ during the first quarter of 1999. This increase was attributable to a higher gross profit margin in 2000 and 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 $9 \%$ from $\$ 30,212,000$ during the first quarter of 1999 to $\$ 32,909,000$ in the first quarter of 2000. Excluding the revenues of businesses acquired in 1999, this revenue increase was $4 \%$. During the first quarter of 2000, the aftertax margin of this segment declined from 2.2\% during the first quarter of 1999 to $1.2 \%$ during the 2000 quarter, primarily as the result of higher general and administrative costs (as a percentage of service revenues) and higher interest costs. The increase in interest costs was attributable to the use of capital for acquisitions in

1999, increased working capital levels and higher interest rates in 2000. Favorable adjustments to prior years' cost reports and bad debt allowances in the 2000 quarter partially offset the impact of higher general and administrative and interest expenses.

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Service revenues and sales of the Service America segment increased $6 \%$ from $\$ 17,661,000$ in the first quarter of 1999 to $\$ 18,754,000$ in the first quarter of 2000. This revenue increase was highlighted by a $32 \%$ increase in the revenues of Service America's retail business, which accounted for approximately $25 \%$ of its overall sales in the 2000 period. The aftertax margin of this segment declined from $3.1 \%$ during the first quarter of 1999 to $1.7 \%$ during the first quarter of 2000. This decline was attributable primarily to a decline in the gross profit margin in 2000, largely as a result of higher overtime costs and higher material costs incurred in 2000.

Income from operations increased from $\$ 5,792,000$ in the first three months of 1999 to $\$ 7,539,000$ during the first three months of 2000. This increase was attributable primarily to higher operating profit of the Roto-Rooter segment.

Other income-net declined from \$4,609,000 in the first quarter of 1999 to $\$ 2,396,000$ in the first quarter of 2000, primarily as a result of lower investment gains recorded in the 2000 period. During the first quarter of 2000 the Company recorded gains on the sales of investments aggregating \$951,000 as compared with $\$ 3,068,000$ during the first quarter of 1999. Lower interest income for 2000 as compared with the 1999 first quarter also contributed to the decline in other income.

The Company's effective income tax rate during the first quarter of 2000 was $37.7 \%$ as compared with $39.2 \%$ during the first three months of 1999. This decline is due primarily to lower effective state and local income tax rates in the 2000 first quarter.

Net income during the first quarter of 2000 totalled \$4,902,000 (\$.49 per share) as compared with \$5,355,000 (\$.51 per share) in the first quarter of 1999. This decline was attributable primarily to larger gains on the sales of investments in the 1999 period. Excluding gains on the sales of investments in both periods, net income for the first quarter of 2000 totalled $\$ .42$ per share as compared with $\$ .33$ per share during the first quarter of 1999.

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PART II -- OTHER INFORMATION

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

| Exhibit | SK 601 |  | Page |
| :---: | :---: | :---: | :---: |
| No. | Ref. No. | Description | No. |
| 1 | (27) | Financial Data |  |
|  |  | Schedule | E-1 |

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: May 10, 2000

Dated: May 10, 2000

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)

THIS SCHEDULE CONTAINS FINANCIAL INFORMATION EXTRACTED FROM FOR 8-K OF CHEMED CORPORATION FOR THE QUARTER ENDED MARCH 31, 2000 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000
U.S. DOLLARS

3-MOS
DEC-31-2000
JAN-01-2000 MAR-31-2000
1.0

13825
0
58063
(4824)

10008
107380
130893
(58618)

427236
95942
15539
83527
0
13886
185612
427236
0
121534
74127
0
112
1782
7865
2963
4902


0
0
4902
0.49
0.48

THIS SCHEDULE CONTAINS RESTATED FINANCIAL INFORMATION EXTRACTED FROM THE APPLICABLE 1999 INTERIM FINANCIAL STATEMENTS OF CHEMED CORPORATION, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1,000
U.S. DOLLAR

| 3-MOS | 6-MOS | 9-MOS |  |
| :---: | :---: | :---: | :---: |
|  | DEC-31-1999 | DEC-31-1999 | DEC-31-1999 |
|  | JAN-01-1999 | JAN-01-1999 | JAN-01-1999 |
|  | MAR-31-1999 | JUN-30-1999 | SEP-30-1999 |
|  | 1.0 | 1.0 | 1.0 |
|  | 33580 | 22574 | 20197 |
|  | 0 | 0 | 0 |
|  | 54058 | 52875 | 56128 |
|  | (3422) | (3425) | (3691) |
|  | 9910 | 9652 | 9267 |
|  | 123455 | 110039 | 109664 |
|  | 110175 | 118964 | 123671 |
|  | (46925) | (49251) | (52226) |
|  | 422347 | 417887 | 420093 |
|  | 90630 | 88013 | 86566 |
|  | 81063 | 79770 | 84764 |
|  | 0 | 0 | 0 |
|  | 0 | 0 | 0 |
|  | 13662 | 13659 | 13665 |
|  | 202745 | 201762 | 201117 |
| 422347 | 417887 | 420093 |  |
|  | 0 | 0 | 0 |
|  | 105735 | 217120 | 331548 |
|  | 0 | 0 | 0 |
|  | 65059 | 133432 | 203470 |
|  | 0 | 0 | 0 |
|  | 93 | 165 | 231 |
|  | 1594 | 3101 | 4549 |
|  | 8807 | 17234 | 24758 |
|  | 3452 | 6765 | 9877 |
|  | 5355 | 10469 | 14881 |
|  | 0 | 0 | 0 |
|  | 0 | 0 | 0 |
|  | 0 | 0 | 0 |
|  | 5355 | 10469 | 14881 |
|  | . 51 | 1.00 | 1.42 |
|  | . 51 | 1.00 | 1.41 |


[^0]:    * Reclassified to conform to 2000 presentation.

    See accompanying notes to unaudited financial statements.

[^1]:    *Reclassified to conform to current year presentation. See accompanying notes to unaudited financial statements.

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    CHEMED CORPORATION AND SUBSIDIARY COMPANIES

