
Consolidated Balance Sheet -
March 31, 2001 and
December 31, 2000
Consolidated Statement of Income -
Three months ended
March 31, 2001 and 20004
Consolidated Statement of Cash Flows -
Three months ended
March 31, 2001 and 20005
Notes to Unaudited Financial Statements

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

PART II. OTHER INFORMATION

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

|  | $\begin{aligned} & \operatorname{arch} 31, \\ & 2001 \end{aligned}$ | $\begin{array}{r} \text { December } \\ 2000 \end{array}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 14,864 | \$ | 10,280 |
|  | 53,100 |  | 54,571 |
|  | 10,999 |  | 10,503 |
|  | 13,877 |  | 14,046 |
|  | 17,685 |  | 17,070 |
|  | 110,525 |  | 106,470 |
|  | 35,398 |  | 37,099 |
|  | 73,985 |  | 75,177 |
|  | 11,447 |  | 11,633 |
|  | 167,679 |  | 169,083 |
|  | 22,117 |  | 21,913 |
| \$ | 421,151 | \$ | 421,375 |

 See accompanying notes to unaudited financial statements.

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Service revenues and sales
Cost of services provided and cost of goods sold Selling and marketing expenses
General and administrative expenses Depreciation

Total costs and expenses

| Income from operations |  | 7,348 |  | 7,539 |
| :---: | :---: | :---: | :---: | :---: |
| Interest expense (1,486) |  | $(1,782)$ |  |  |
| Distributions on preferred securities |  | (277) |  | (288) |
| Other income - net |  | 1,762 |  | 2,396 |
| Income before income taxes |  | 7,347 |  | 7,865 |
| Income taxes |  | $(2,837)$ |  | $(2,963)$ |
| Net income | \$ | 4,510 | \$ | 4,902 |

Net income
Average number of shares outstanding

Diluted Earnings Per Common Share
Net income

Average number of shares outstanding

Cash Dividends Paid Per Share

| \$ | .11 |
| :--- | :--- |
| $========$ | $\$$ |
| $========$ |  |

See accompanying notes to unaudited financial statements.

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

|  |  | ee Mont |  | rch 31, |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2001 |  | 000 * |
| Cash Flows From Operating Activities |  |  |  |  |
| Net income | \$ | 4,510 | \$ | 4,902 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 6,143 |  | 5,811 |
| Gains on sale of investments |  | $(1,112)$ |  | (951) |
| Provision for uncollectible accounts receivable |  | 673 |  | 112 |
| Provision for deferred income taxes |  | 242 |  | (92) |
| Changes in operating assets and liabilities, excluding amounts acquired in business combinations |  |  |  |  |
| Decrease in accounts receivable |  | 798 |  | 2,488 |
| Increase in inventories |  | (496) |  | (462) |
| Increase in other current assets |  | (685) |  | $(1,352)$ |
| Decrease/(increase) in statutory deposits |  | 169 |  | (109) |
| Decrease in accounts payable, deferred contract revenue and other current |  |  |  |  |
| liabilities |  | $(3,865)$ |  | $(3,129)$ |
| Increase in income taxes |  | 2,121 |  | 2,725 |
| Other - net |  | 1,471 |  | (175) |
| Net cash provided by operating activities |  | 9,969 |  | 9,768 |
| Cash Flows From Investing Activities |  |  |  |  |
| Capital expenditures |  | $(3,250)$ |  | $(4,283)$ |
| Net outflows from discontinued operations |  | $(1,346)$ |  | (599) |
| Proceeds from sale of investments |  | 1,310 |  | 1,121 |


| Business combinations--net of cash acquired |  | - |  | $(10,827)$ |
| :---: | :---: | :---: | :---: | :---: |
| Purchase of investments |  | - |  | (200) |
| Other - net |  | (271) |  | 109 |
| Net cash used by investing activities |  | $(3,557)$ |  | $(14,679)$ |
| Cash Flows From Financing Activities |  |  |  |  |
| Dividends paid |  | $(1,101)$ |  | $(1,024)$ |
| Purchase of treasury stock |  | $(1,056)$ |  | $(2,508)$ |
| Proceeds from issuances of long-term debt |  | - |  | 5,000 |
| Other - net |  | 329 |  | (14) |
| Net cash provided/(used) by financing activities |  | $(1,828)$ |  | 1,454 |
| Increase/(Decrease) In Cash And Cash Equivalents |  | 4,584 |  | $(3,457)$ |
| Cash and Cash Equivalents at Beginning of Period |  | 10,280 |  | 17,282 |
| Cash and Cash Equivalents at End of Period | \$ | 14,864 | \$ | 13,825 |

[^0]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-K for the year ended December 31, 2000.
2. Sales and service revenues and aftertax earnings by business segment follow (in thousands):


| Sales and Service |  |  |
| :--- | ---: | ---: |
| Revenues |  |  |
| --------------- | $\$ 68,456$ | $\$ 67,724$ |
| Roto-Rooter | 34,941 | 32,909 |
| Patient Care | 17,803 | 18,754 |
| Service America | 2,081 | 2,147 |
| Cadre Computer | ------- | ------- |
| Total | $\$ 123,281$ | $\$ 121,534$ |
|  | $=======$ | $========$ |

Aftertax Earnings

| Roto-Rooter | \$ | 4,081 | \$ | 4,669 |
| :---: | :---: | :---: | :---: | :---: |
| Patient Care |  | 580 |  | 403 (a) |
| Service America |  | 462 |  | 320 |
| Cadre Computer |  | (116) |  | 42 |
| Total segment earnings |  | 5,007 |  | 5,434 |


| Corporate |  |  |
| :--- | ---: | ---: |
| Gains on sales of investments | 703 | 677 |
| Overhead | $(1,213)$ | $(1,363)$ |
| Net investing and financing |  |  |
| income/(expense) | 1 | 154 |
| Other | -12 | - |
| Net income | $\$ 4,510$ | $\$ 4,902$ |

(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).

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3. 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 (in thousands except per share data):

|  | $\begin{array}{r} \text { Three My } \\ \text { Mar } \end{array}$ | Ended 31, |
| :---: | :---: | :---: |
|  | 2001 | 2000 |
| Reported income | \$ 4,510 | \$ 4,902 |
| Aftertax interest on Trust Securities (a) | 180 | - |
| Adjusted income | \$ 4,690 | \$ 4,902 |
| Average number of shares outstanding | 9,746 | 10,064 |
| Effect of conversion of the Trust Securities (a) | 396 | - |
| Effect of nonvested stock awards | 120 | 106 |
| Effect of unexercised stock options | 41 | 1 |
| Average number of shares used to compute diluted earnings per common share | 10,303 | 10,171 |
| Diluted earnings per common share | \$ . 46 | \$ . 48 |

(a) The impact of potential conversion of the Trust Securities was anti-dilutive in the first quarter of 2000 .
4. The Company had total comprehensive income of $\$ 3,534,000$ and $\$ 4,389,000$ for the three months ended March 31, 2001 and 2000, 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.
5. During the first quarter of 2001, the U.S. Department of Labor ("DOL") initiated an investigation into Roto-Rooter Services Company's pay practices for service technicians. DOL claims RotoRooter should pay these commissioned employees overtime for hours
worked over forty hours per week. Roto-Rooter has long relied on an overtime exemption covering Retail Service Employees. The DOL now asserts that plumbing services do not qualify, and Roto-Rooter should lose the exemption.

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Roto-Rooter's compensation program responds to its employees'
desire for flexibility and choices in terms of work schedule and
income. Roto-Rooter intends to vigorously defend this matter, but
cannot predict its outcome. It is not presently possible to
reasonably estimate what additional liability, if any, may arise
from this matter.
6. Statement of Financial Accounting Standards No. 133 ("SFAS133"), Accounting for Derivative Instruments and Hedging Activities, is effective for calendar year 2001. The impact of the adoption of SFAS133 on the Company's financial statements is insignificant since the Company does not invest in derivative or hedging instruments.
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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Financial Condition
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The decline in other current liabilities from $\$ 44.6$ million at December 31, 2000 to $\$ 39.9$ million at March 31,2001 is due largely to the payment of liabilities for 2000 supplemental thrift and profitsharing contributions and incentive compensation.

Vitas Healthcare Corporation ("Vitas"), the privately-held provider of hospice services to the terminally ill in which the Company carries an investment of $\$ 27$ million of redeemable preferred stock, refinanced its debt obligations in April 2001. In connection therewith, the Company and Vitas agreed to extend the maturity of Vitas' redeemable preferred stock to April 1, 2007. In addition, Vitas issued a warrant to the Company for the purchase of approximately 1.6 million shares of its common stock.

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, 2001, Chemed had approximately $\$ 100.2$ million of unused lines of credit with various banks. Management believes its liquidity and sources of capital are satisfactory for the Company's needs in the foreseeable future.

Results of Operations
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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 \% Increase | Aftertax Earnings as a \% of Revenues <br> (Aftertax Margin) |  |
| :---: | :---: | :---: | :---: |
|  | 2001 vs. 2000 | 2001 | 2000 |
| Roto-Rooter | 1\% | 6.0\% | 6.9\% |
| Patient Care | 6 | 1.7 | 1.2 |
| Service America | (5) | 2.6 | 1.7 |
| Cadre Computer | (3) | (5.6) | 2.0 |
| Total | 1 | 4.1 | 4.5 |

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Service revenues and sales for the Roto-Rooter segment for
the first quarter of 2001 totalled $\$ 68,456,000$, an increase of $1 \%$ over
the $\$ 67,724,000$ recorded in the first quarter of 2000 . Revenues of
the plumbing services business and the drain cleaning business
increased $3 \%$, for the first quarter of 2001 , as compared with revenues
recorded in the first quarter of 2000 . These revenues accounted for
41\% and 44\%, respectively, of Roto-Rooter's total service revenues and
sales during the 2001 period. The aftertax margin of the Roto-Rooter segment in the first quarter of 2001 was $6.0 \%$ as compared with $6.9 \%$ during the first quarter of 2000 . This decline was attributable to a lower gross profit margin in 2001, and to an aftertax loss of $\$ 189,000$ resulting from the divestment of a non performing heating and airconditioning branch in the first quarter of 2001.

Service revenues of the Patient Care segment increased 6\%
from $\$ 32,909,000$ during the first quarter of 2000 to $\$ 34,941,000$ in the first quarter of 2001. The aftertax margin of this segment increased from 1.2\% during the first quarter of 2000 to $1.7 \%$ during the 2001 quarter, primarily as the result of a higher gross margin in 2001.

Service revenues and sales of the Service America segment declined 5\% from $\$ 18,754,000$ in the first quarter of 2000 to $\$ 17,803,000$ in the first quarter of 2001 . This revenue decline was anticipated as Service America is not renewing its less profitable service contracts and raising prices on marginally profitable agreements. The aftertax margin of this segment increased from 1.7\% during the first quarter of 2000 to $2.6 \%$ during the first quarter of 2001. This increase was attributable primarily to an increase in the gross profit margin in 2001, largely as a result of unusually high overtime costs incurred in 2000 and due to not renewing less profitable service contracts during the past six months.

Service revenues and sales of the Cadre Computer segment for
the first quarter of 2001 declined $3 \%$ versus revenues for the first quarter of 2000. This revenue decline and the $\$ 116,000$ loss recorded in the first quarter of 2001 were largely attributable to discontinuing the less profitable software development line of business in January 2001.

Income from operations declined from $\$ 7,539,000$ in the first
three months of 2000 to $\$ 7,348,000$ during the first three months of 2001. This decrease was attributable primarily to lower operating profit of the Roto-Rooter segment.

Other income--net declined from $\$ 2,396,000$ in the first quarter of 2000 to $\$ 1,762,000$ in the first quarter of 2001, primarily as a result of recording net realized and unrealized losses on assets of nonqualified benefit plans on the first quarter of 2001 versus net gains recorded in the first quarter of 2000.

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The Company's effective income tax rate during the first quarter of 2001 was $38.7 \%$ as compared with $37.7 \%$ during the first three months of 2000. The lower rate in 2000 was due primarily to a lower effective state and local income tax rate in the first quarter of 2000 .

Net income during the first quarter of 2001 totalled $\$ 4,510,000$ ( $\$ .46$ per share) as compared with $\$ 4,902,000$ ( $\$ .49$ per share and $\$ .48$ per diluted share) in the first quarter of 2000 . This decline was attributable primarily to lower earnings of the RotoRooter segment in 2001. Excluding gains on the sales of investments in both periods, net income for the first quarter of 2001 totalled $\$ .39$ per share as compared with $\$ .42$ per share during the first quarter of 2000.

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

This report contains statements which are subject to certain known and unknown risks, uncertainties, contingencies and other factors that could cause actual results to differ materially from these statements and trends. The Company's ability to deal with the unknown outcomes of these events, many of which are beyond its control, may affect the reliability of its projections and other financial matters.

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## PART II -- OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits
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| Exhibit | SK 601 |  | Page |
| :---: | :---: | :---: | :---: |
| No. | Ref. No. | Description | No. |

None Required
(b) Reports on Form 8-K


None were filed in the quarter ended March 31, 2001.

## 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.


Dated: $\quad$ May 10,2001
By Naomi C. Dallob
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Naomi C. Dallob, Vice
President and Secretary
Dated: $\quad$ May 10,2001

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

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[^0]:    *Reclassified to conform to 2001 presentation. See accompanying notes to unaudited financial statements.

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