

Page 1 of 16<br>CHEMED CORPORATION AND SUBSIDIARY COMPANIES

Index

Page No.

```
PART I. FINANCIAL INFORMATION:
    Item 1. Financial Statements
        Consolidated Balance Sheet -
        September 30, 1998 and
        December 31, 1997
        3
```

    Consolidated Statement of Income -
    Three months and nine months ended September 30, 1998 and 1997

Consolidated Statement of Cash Flows
Nine months ended
September 30, 1998 and 19975
Notes to Unaudited Financial Statements
6

Item 2. Management's Discussion and Analysis of
Financial Condition and Results of
Operations 7 - 13

PART II. OTHER INFORMATION 14
PART III EXHIBIT 11 - Computation of Earnings Per Share
$15-16$

Page 2 of 16<br>PART I. FINANCIAL INFORMATION<br>Item 1. Financial Statements<br>CHEMED CORPORATION AND SUBSIDIARY COMPANIES<br>CONSOLIDATED BALANCE SHEET<br>(in thousands except share and per share data)<br>UNAUDITED

| ASSETS |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Current assets |  |  |  |  |
| Cash and cash equivalents | \$ | 50,074 | \$ | 70,958 |
| Accounts receivable, less allowances of \$3,085 (1997-\$2,626) |  | 45,242 |  | 42,142 |
| Inventories |  | 9579 |  | 8,743 |
| Statutory deposits |  | 16,564 |  | 16,137 |
| Current portion of redeemable preferred stock |  | 27,225 |  | 27,136 |
| Other current assets |  | 11,905 |  | 12,352 |
| Total current assets |  | 160,589 |  | 177,468 |
| Other investments |  | 28,411 |  | 40,124 |
| Properties and equipment, at cost less accumulated depreciation |  |  |  |  |
| Identifiable intangible assets less accumulated amortization |  |  |  |  |
| Goodwill less accumulated amortization of $\$ 20,782$ |  |  |  |  |
| Other assets |  | 19,389 |  | 21,509 |
| Total Assets |  | 431,108 | \$ | 448,838 |
| LIABILITIES |  |  |  |  |
| Current liabilities |  |  |  |  |
| Accounts payable | \$ | 7,223 | \$ | 8,774 |
| Current portion of long-term debt |  | 4,485 |  | 5,313 |
| Income taxes |  | 13,817 |  | 12,460 |
| Deferred contract revenue |  | 26,714 |  | 25,489 |
| Other current liabilities |  | 37,421 |  | 42,329 |



Page 4 of 16
CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF CASH FLOWS

UNAUDITED
(in thousands)


* Reclassified to conform to 1998 presentation See accompanying notes to unaudited financial statements. Page 5 of 16


## 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. 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, 1997.
2. Earnings per common share are computed using the weighted average number of shares of capital stock outstanding. Diluted earnings per common share reflect the dilutive impact of outstanding stock options and nonvested stock awards.
3. The Company had total comprehensive income of $\$ 1,122,000$, $\$ 12,607,000, \$ 9,593,000$ and $\$ 19,652,000$ for the three months ended September 30,1998 and 1997 and for the nine months ended September 30, 1998 and 1997, 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.

Page 6 of 16
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Financial Condition

- ---------------------

The decline in cash and cash equivalents from $\$ 71.0$ million at December 31, 1997 to $\$ 50.1$ million at September 30, 1998 is
primarily due to the use of cash for business combinations and for the payments of costs relative to discontinued operations (largely a post-closing balance sheet valuation adjustment related to operations discontinued in September 1997). In accordance with a recent consensus by the Emerging Issues Task Force of the Financial Accounting Standards Board, shares of Chemed stock held in rabbi trusts are included in treasury stock at September 30, 1998. Previously these assets had been included in other assets. Additionally, the deferred compensation liability relative to these shares has been reclassified from other noncurrent liabilities at December 31, 1997 to stockholder's equity at September 30, 1998.

The decline in other current liabilities from $\$ 42.3$ million at December 31, 1997 to $\$ 37.4$ million at September 30, 1998 is primarily due to the payment of liabilities relative to operations
discontinued in prior years.
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, made preferred dividend payments of $\$ 499,500$ and $\$ 2,116,800$, on June 19 and July 15, 1998, respectively. As a result, the preferred dividends in arrears have been reduced from $\$ 2.4$ million at March 31, 1998 to $\$ 1.0$ million at September 30, 1998. Vitas is continuing to explore long-term financing alternatives to increase its liquidity. In connection therewith, in the second quarter of 1998, the Company extended the maturity date on its holdings of preferred stock from the fourth quarter of 1998 to April 1, 1999. On the basis of current information, management believes the company's investment in Vitas is fully recoverable and that no impairment exists.

At September 30, 1998 Chemed had approximately $\$ 106.2$ 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.

Page 7 of 16
Results of Operations

- -----------------------

Sales and service revenues and operating profit from continuing operations by business segment follow (in thousands):

|  | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 |  | 1997 |  | 1998 | 1997 |
| Sales and Service Revenues |  |  |  |  |  |  |  |
| Roto-Rooter | \$ | 49,274 | \$ | 39,041 | \$ | 138,013\$ | 111,221 |
| Patient Care |  | 29,301 |  | 31,076 |  | 89,081 | 89,723 |
| Service America |  | 17,942 |  | 17,317 |  | 52,778 | 50,166 |
| Total | \$ | 96,517 | \$ | 87,434 | \$ | 279,872\$ | 251,110 |

Operating Profit

| Roto-Rooter | \$ | 5,700 | \$ | 4,677 | \$ | 14,201\$ | 11,912 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Patient Care |  | 1,636 |  | 1,545 |  | 4,363 | 3,983 |
| Service America |  | 920 |  | 1,014 |  | 2,637 | 2,593 |
| Total | \$ | 8,256 | \$ | 7,236 | \$ | 21,201\$ | 18,488 |

Data relating to (a) the increase in service revenues and sales and (b) operating profit as a percent of sales and service revenues are set forth below:

|  | Operating |  |
| :---: | :---: | :---: |
| Service Revenues | Profit as a |  |
| and Sales \% | \% of Sales |  |
| Increase/(Decrease) | (Opera | Margin) |
| 1998 vs. 1997 | 1998 | 1997 |

Three Months Ended September 30,

- ------------------------------------

| Roto-Rooter | 26 \% | 11.6\% | 12.0\% |
| :---: | :---: | :---: | :---: |
| Patient Care | (6) | 5.6 | 5.0 |
| Service America | 4 | 5.1 | 5.9 |
| Total | 10 | 8.6 | 8.3 |
| Nine Months Ended September 30, |  |  |  |
| Roto-Rooter | $24 \%$ | 10.3\% | 10.7\% |
| Patient Care | (1) | 4.9 | 4.4 |
| Service America | 5 | 5.0 | 5.2 |
| Total | 11 | 7.6 | 7.4 |

Page 8 of 16
Third Quarter 1998 versus Third Quarter 1997


Service revenues and sales of the Roto-Rooter segment for the third quarter of 1998 totalled $\$ 49,274,000$, an increase of $26 \%$ over revenues of $\$ 39,041,000$ recorded in the third quarter of 1997. Revenues of the plumbing services business and the drain cleaning business increased 35\% and 13\%, respectively, for the third quarter of 1998 , as compared with the revenues recorded in the third quarter of 1997. These revenues accounted for $43 \%$ and $37 \%$, respectively of Roto-Rooter's total revenues and sales during the 1998 period. Excluding businesses acquired in 1997 and 1998, revenues for the third quarter of 1998 increased $9 \%$ over revenues recorded in the 1997 period. The operating margin of the Roto-Rooter segment during the third quarter of 1998 was $11.6 \%$ as compared with $12.0 \%$ during the third quarter of 1997. This decline was attributable to a lower gross profit margin in the 1998 third quarter. The lower margin was attributable to a change in sales mix in the 1998 period as revenues of the plumbing repair business and heating, ventilating and air conditioning ("HVAC") business increased at greater rates than the sewer and drain cleaning business which carries a higher margin than plumbing and HVAC.

Service revenues of the Patient Care segment declined 6\% from $\$ 31,076,000$ in the third quarter of 1997 to $\$ 29,301,000$ in the third quarter of 1998. This decline was primarily due to a decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The operating margin of this segment increased from 5.0\% during the third quarter of 1997 to 5.6\% during the third quarter of 1998 due primarily to lower branch operating expenses as a percent of revenues.

Service revenues and sales of the Service America segment increased $4 \%$ from $\$ 17,317,000$ to $\$ 17,942,000$ in the third quarter of 1998. The operating margin of the Service America segment declined from 5.9\% in the third quarter of 1997 to $5.1 \%$ in 1998 primarily due to increased selling and marketing expenses (as a percent of service revenues) in the 1998 quarter. The higher level of sales and marketing expenses is due to increased telemarketing costs and increased direct sales costs in the 1998 period. The stronger sales and marketing efforts in 1998 are expected to increase sales growth in the coming year.

Income from operations increased from $\$ 5,226,000$ in the third quarter of 1997 to $\$ 5,891,000$ in the third quarter of 1998 primarily as a result of higher operating profit of the Roto-Rooter segment.

Page 9 of 16
Interest expense declined from $\$ 2,924,000$ in the third quarter of 1997 to $\$ 1,798,000$ in the third quarter of 1998, primarily due to the September 1997 reduction in the Company's long-
term debt.

Other income-net increased from $\$ 1,298,000$ in the third quarter of 1997 to $\$ 3,691,000$ in the third quarter of 1998 primarily due to gains on the sales of investments and higher interest income in the 1998 period. The increase in interest income was primarily due to larger balances of cash and cash equivalents during 1998.

The Company's effective income tax rate during the third quarter of 1998 was $39.7 \%$ as compared with $41.5 \%$ during the third quarter of 1997. This decline was largely attributable to a lower effective state and local tax rate on capital gains recorded in the 1998 quarter.

Income from continuing operations during the third quarter of 1998 totalled $\$ 4,692,000$ ( $\$ .47$ per share) as compared with $\$ 2,106,000$ ( $\$ .21$ per share) in the third quarter of 1997 . This increase was attributable to gains on the sales of investments, lower interest expense and higher operating income during the 1998 period. Excluding gains from the sales of investments, income from continuing operations for the third quarter of 1998 totalled $\$ .33$ per share as compared with $\$ .21$ per share during the third quarter of 1997.

Net income declined from $\$ 11,808,000$ ( $\$ 1.19$ per share) in the 1997 third quarter to $\$ 4,692,000$ ( $\$ .47$ per share) in the 1998 third quarter, as a result of income from discontinued operations of $\$ 9,702,000$ in 1997 , primarily relating to the gain on the sales of operations sold in September 1997.

Nine Months Ended September 30, 1998 Versus September 30, 1997

Service revenues and sales of the Roto-Rooter segment for the first nine months of 1998 totalled $\$ 138,013,000$, an increase of 24 o over revenues of $\$ 111,221,000$ recorded in the first nine months of 1997. Revenues of the plumbing services business and drain cleaning business increased $32 \%$ and $12 \%$, respectively, for the first nine months of 1998. Excluding revenues of businesses acquired in 1998 and 1997, revenues of the segment increased 10\% during the first nine months of 1998. The operating margin of the Roto-Rooter segment in the first nine months of 1998 was $10.3 \%$ as compared with 10.7\% during the first nine months of 1997. This decline was attributable to a lower gross profit margin in the 1998 period primarily resulting from a change in sales mix.

Page 10 of 16
Revenues of the Patient Care segment declined 1\% from $\$ 89,723,000$ in the first nine months of 1997 to $\$ 89,081,00$ in the first nine months of 1998. Excluding the revenues of businesses acquired in 1997 and 1998, revenues for the 1998 period declined 5\% in 1998 primarily from a decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The operating margin of this segment was $4.4 \%$ in the first nine months of 1997, increasing to 4.9\% during the first nine months of 1998 . This increase was primarily attributable to lower branch operating expenses as a percent of revenues in the 1998 period.

Service revenues and sales of the Service America segment increased 5\% from $\$ 50,166,000$ in the first nine months of 1997 to $\$ 52,778,000$ in the first nine months of 1998. This revenue increase was driven by a 11\% increase in the sales of Service America's retail business during the 1998 period. The operating margin of the Service America segment was $5.0 \%$ during the first nine months of 1998 as compared with $5.2 \%$ during the first nine months of 1997.

Income from operations increased from $\$ 14,060,000$ during the first nine months of 1997 to $\$ 14,882,000$ during the comparable period of 1998. This increase was primarily a result of higher operating profit recorded by all three of the Company's segments during 1998, partially offset by higher operating costs of the

Company's developing software consulting operations during 1998.

Interest expense declined from $\$ 8,476,000$ during the first nine months of 1997 to $\$ 5,397,000$ during the first nine months of 1998, largely as a result of the reduction of the Company's longterm debt.

Other income-net increased from $\$ 16,172,000$ during the first nine months of 1998 to $\$ 17,636,000$ during the first nine month of 1997, primarily due to higher interest income during the 1998 period.

The Company's effective tax rate during the first nine months of 1998 was $39.1 \%$ as compared with $38.3 \%$ during the first nine months of 1997.

Income from continuing operations during the first nine months of 1998 totalled $\$ 16,509,000$ ( $\$ 1.65$ per share) as compared with $\$ 13,427,000$ ( $\$ 1.35$ per share) for the first nine months of 1997. Excluding gains on the sales of investments in both periods, income from continuing operations for the first nine months of 1998 totalled $\$ .88$ per share as compared with $\$ .58$ per share during the first nine months of 1997.

Page 11 of 16
Net income declined from $\$ 26,587,000$ ( $\$ 2.68$ per share) in the first nine months of 1997 to $\$ 16,509,000(\$ 1.65$ per share) in the first nine months of 1998, largely as a result of gains on the sales of discontinued operations sold in September 1997.

## Year 2000 Update

- ----------------

The Company's Year 2000 Project ("Project") addressed the issue of computer systems and hardware being unable to distinguish between the year 1900 and the year 2000

Mission-critical systems of the Roto-Rooter and Service America segments are currently Year 2000 ("Y2K") ready as are the majority of Patient Care's internal systems. It is anticipated that the remainder of Patient Care's systems will be Y2K ready by mid1999. Systems currently not $Y 2 \mathrm{~K}$ ready are being upgraded or replaced by software developed in house and in some instances by installing upgrades of off-the-shelf software. Critical systems at the Company's administrative headquarters are believed to be Y2K ready. Verification of that readiness will be performed during the next six months.

To date expenditures for the Project have not been material and it is anticipated that future expenditures for $Y 2 \mathrm{~K}$ issues will be immaterial.

As part of the Project, the Company is contacting its major trading partners to ascertain that their systems are Y2K ready or will be ready within an acceptable time frame. This portion of the Project is in the beginning stages and not all trading partners have been contacted or have responded. A significant portion of the Patient Care segment's revenues (approximately 60\%) are either directly or indirectly dependent upon the electronic processing of Medicare and Medicaid claims through fiscal intermediaries of the Health Care Financing Administration ("HCFA"). The Medicare intermediaries have modified their systems to be Y2K ready and anticipate implementing those systems January 1, 1999. In the past, Medicaid intermediaries have followed the lead of the Medicare intermediaries. During 1998, Medicaid intermediaries orally represented that their systems will be Y 2 K ready prior to January 1, 2000. Patient Care is also contacting its other major customers to determine their state of $Y 2 \mathrm{~K}$ readiness.

## Page 12 of 16

Should the fiscal intermediaries, HCFA or Patient Care's major customers fail to become Y2K ready on a timely basis, Patient Care could experience a significant slowing of the processing and payment of a significant portion of its revenues.

The Company's operations have commenced development of formalized contingency plans to continue operations should they experience the failure of their systems (or should its major trading partners experience such a failure) due to Y2K issues. Such plans include the manual and/ or semi-manual processing of transactions. It is anticipated that the finalization of contingency plans will be completed during 1999 after internal systems have been upgraded and major trading partners have responded to Company inquiries.

While the Company currently anticipates its missioncritical systems will continue to operate after December 31, 1999, there can be no assurance that the failure of systems outside its control or immediate sphere of influence will not materially impact its operations.

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


This report contains forward-looking statements which are subject to certain risks and uncertainties that could cause actual results to differ materially from these statements and trends. Such factors include, but are not limited to: the state of Y2K readiness of the Company's key trading partners; the ability of its Patient Care operation to successfully implement the remaining Y2K changes to its internal systems; and the successful development of a Y2k contingency plan. The Company's ability to deal with the unknown outcomes of these events may impact the reliability of its projections of $Y 2 K$ readiness.

## Page 13 of 16 <br> PART II -- OTHER INFORMATION

-------------------------------

Item 6. Exhibits and Reports on Form 8-K

```
---------------------------------
```

(a) Exhibits
--------
Exhibit SK 601
No. Ref. No. Description

1 (11)
Statement re:

## 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: November 12,1998

Dated: November 12, 1998

By Naomi C. Dallob
---------------------------
Naomi C. Dallob
Vice President and Secretary

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

```
CHEMED CORPORATION AND SUBSIDIARY COMPANIES
```

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

| Three Months Ended September 30, | Nine Months Ended September 30, |
| :---: | :---: |
| 19981997 | 19981997 |


| Computation of Earnings Per Common Share |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported Income | \$ | 4,692 | \$ | 2,106 |  | 16,509 |  | 13,427 |
| Average number of shares outstanding |  | 10,003 |  | 9,937 |  | 9,999 |  | 9,931 |
| Earnings per common share | \$ | 0.47 | \$ | 0.21 | \$ | 1.65 | \$ | 1.35 |
| Computation of Diluted Earnings Per Common Share |  |  |  |  |  |  |  |  |
| Reported Income | \$ | 4,692 | \$ | 2,106 |  | 16,509 | \$ | 13,427 |
| Average number of shares outstanding |  | 10,003 |  | 9,937 |  | 9,999 |  | 9,931 |
| Effect of nonvested stock awards |  | 28 |  | 37 |  | 36 |  | 30 |
| Effect of unexercised stock options |  | 1 |  | 49 |  | 6 |  | 40 |
| Average number of shares used to compute diluted earnings per share |  | 10,032 |  | 10,023 |  | 10,041 |  | 10,001 |
| Diluted earnings per common share | \$ | 0.47 | \$ | 0.21 | \$ | 1.64 | \$ | 1.34 |

$$
\begin{gathered}
E-1 \\
\text { Page } 15 \text { of } 16 \\
\text { EXHIBIT } 11 \\
\text { (continued) }
\end{gathered}
$$

CHEMED CORPORATION AND SUBSIDIARY COMPANIES COMPUTATION OF PER SHARE EARNINGS (in thousands except per share data)

|  | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1998 |  | 1997 |  | 1998 |  | 1997 |
| Computation of Earnings Per Common Share |  |  |  |  |  |  |  |  |
| Reported Income | \$ | 4,692 | \$ | 11,808 | \$ | 16,509 |  | 26,587 |
| Average number of |  |  |  |  |  |  |  |  |
| shares outstanding |  | 10,003 |  | 9,937 |  | 9,999 |  | 9,931 |
| Earnings per common share | \$ | 0.47 | \$ | 1.19 | \$ | 1.65 | \$ | 2.68 |
| Computation of Diluted Earnings Per Common Share |  |  |  |  |  |  |  |  |
| Reported Income | \$ | 4,692 | \$ | 11,808 | \$ | 16,509 | \$ | 26,587 |
| Average number of shares outstanding |  | 10,003 |  | 9,937 |  | 9,999 |  | 9,931 |
| Effect of nonvested stock awards |  | 28 |  | 37 |  | 36 |  | 30 |
| Effect of unexercised stock options |  | 1 |  | 49 |  | 6 |  | 40 |
| Average number of shares used to compute diluted earnings per share |  | 10,032 |  | 10,023 |  | 10,041 |  | 10,001 |
| Diluted earnings per common share | \$ | 0.47 | \$ | 1.18 | \$ | 1.64 | \$ | 2.66 |

```
<ARTICLE> 5
<LEGEND>
THIS SCHEDULE CONTAINS FINANCIAL INFROMATION EXTRACTED FROM FORM 10-Q OF CHEMED
CORPORATION FOR THE QUARTER ENDED JUNE 30, 1998 AND IS QUALIFIED IN ITS ENTIRETY
BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
</LEGEND>
<CIK> 0000019584
<NAME> CHEMED CORPORATION
<MULTIPLIER> 1,000
<PERIOD-TYPE> 9-MOS
<FISCAL-YEAR-END> DEC-31-1998
<PERIOD-END>
<CASH>
<SECURITIES>
<RECEIVABLES>
<ALLOWANCES>
<INVENTORY>
<CURRENT-ASSETS>
<PP&E>
<DEPRECIATION>
<TOTAL-ASSETS>
<CURRENT-LIABILITIES>
<BONDS>
<PREFERRED-MANDATORY>
<PREFERRED> 0
<COMMON> 13,138
<OTHER-SE> 210,889
<TOTAL-LIABILITY-AND-EQUITY> 431,108
<SALES> 0
<TOTAL-REVENUES> 279,872
<CGS> 0
<TOTAL-COSTS> 174,059
<OTHER-EXPENSES> 0
<LOSS-PROVISION> 1,019
<INTEREST-EXPENSE> 5,397
<INCOME-PRETAX> 27,121
<INCOME-TAX> 10,612
<INCOME-CONTINUING> 16,509
<DISCONTINUED> 0
<EXTRAORDINARY> 0
<CHANGES> 0
<NET-INCOME> 16,509
<EPS-PRIMARY> 1.65
<EPS-DILUTED>
    1.64
```

