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PART I. FINANCIAL INFORMATION:

Item 1. Financial Statements
Consolidated Balance Sheet -
September 30, 2000 December 31, 1999

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

```
\begin{tabular}{|c|c|c|c|c|}
\hline & & \[
\begin{aligned}
& \text { eptember } 30, \\
& 2000
\end{aligned}
\] & \multicolumn{2}{|l|}{\[
\begin{gathered}
\text { December } 31, \\
1999
\end{gathered}
\]} \\
\hline \multicolumn{5}{|l|}{ASSETS} \\
\hline \multicolumn{5}{|l|}{Current assets} \\
\hline Cash and cash equivalents & \$ & 8,153 & \$ & 17,282 \\
\hline Accounts receivable, less allowances of \(\$ 4,532\)
\[
(1999-\$ 4,554)
\] & & 54,029 & & 55,889 \\
\hline Inventories & & 10,540 & & 9,794 \\
\hline Statutory deposits & & 14,615 & & 14,254 \\
\hline Other current assets & & 18,281 & & 14,583 \\
\hline Total current assets & & 105,618 & & 111,802 \\
\hline Other investments & & 36,540 & & 37,849 \\
\hline \multicolumn{4}{|l|}{Properties and equipment, at cost less accumulated} & 71,728 \\
\hline Identifiable intangible assets less accumulated amortization of \(\$ 7,448\) (1999 - \(\$ 6,558\) ) & & 11,875 & & 12,597 \\
\hline ```
Goodwill less accumulated amortization of $30,278
    (1999 - $26,545)
``` & & 170,611 & & 163,257 \\
\hline Other assets & & 25,595 & & 24,070 \\
\hline Total Assets & \$ & 423,380 & \$ & 421,303 \\
\hline \multicolumn{5}{|l|}{LIABILITIES} \\
\hline \multicolumn{5}{|l|}{Current liabilities} \\
\hline Accounts payable & \$ & 9,595 & \$ & 11,246 \\
\hline Current portion of long-term debt & & 14,125 & & 11,719 \\
\hline Income taxes & & 11,161 & & 8,714 \\
\hline Deferred contract revenue & & 26,339 & & 25,630 \\
\hline Other current liabilities & & 38,853 & & 41,119 \\
\hline
\end{tabular}
```

|  |  |  |
| :---: | :---: | :---: |
| Total current liabilities | 100,073 | 98,428 |
| Long-term debt | 68,516 | 78,580 |
| Other liabilities | 31,341 | 32,251 |
| Total Liabilities | 199,930 | 209,259 |
| MANDATORILY REDEEMABLE CONVERTIBLE PREFERRED SECURITIES OF THE CHEMED CAPITAL TRUST | 15,067 | - |
| STOCKHOLDERS' EQUITY |  |  |
| Preferred stock-authorized 700,000 shares without par value; none issued |  |  |
| Capital stock-authorized 15,000,000 shares $\$ 1$ par; issued 13,888,921 (1999-13,664,892) shares | 13,889 | 13,665 |
| Paid-in capital | 170,525 | 164,549 |
| Retained earnings | 156,963 | 144,322 |
| Treasury stock-4,030,140(1999-3,268,783) shares, at cost | $(120,368)$ | $(99,437)$ |
| Unearned compensation | $(18,064)$ | $(17,056)$ |
| Deferred compensation payable in company stock | 5,493 | 5,340 |
| Accumulated other comprehensive income | 2,790 | 3,392 |
| Notes receivable for shares sold | $(2,845)$ | $(2,731)$ |
| Total Stockholders' Equity | 208,383 | 212,044 |
| Total Liabilities and Stockholders' Equity | \$ 423,380 | \$ 421,303 |

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)

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 |  | 7,837 |  | 7,844 |
| :---: | :---: | :---: | :---: | :---: |
| Interest expense |  | $(1,664)$ |  | $(1,448)$ |
| Distributions on preferred securities |  | (282) |  | - |
| Other income, net |  | 1,916 |  | 1,128 |
| Income before income taxes |  | 7,807 |  | 7,524 |
| Income taxes |  | $(3,172)$ |  | $(3,112)$ |
| Net Income | \$ | 4,635 | \$ | 4,412 |
| Earnings Per Common Share |  |  |  |  |
| Net income | \$ | . 48 | \$ | . 42 |
| Average number of shares outstanding |  | 9,742 |  | 10,480 |


| Three Mo Septe | $\begin{aligned} & \text { Chs Ended } \\ & \text { ber } 30 \text {, } \end{aligned}$ |
| :---: | :---: |
| 2000 | 1999 |
| \$123,781 | \$114,428 |
| 74,538 | 70,038 |
| 13,378 | 10,413 |
| 24,253 | 22,710 |
| 3,775 | 3,423 |
| 115,944 | 106,584 |


| Nine Mont Septemb | $\begin{aligned} & \text { is Ended } \\ & \text { er } 30, \end{aligned}$ |
| :---: | :---: |
| 2000 | 1999 |
| \$370,533 | \$331,548 |
| 224,539 | 203,470 |
| 35,930 | 30,582 |
| 74,022 | 68,111 |
| 11,483 | 9,550 |
| 345,974 | 311,713 |
| 24,559 | 19,835 |
| $(5,233)$ | $(4,549)$ |
| (856) | - |
| 7,105 | 9,472 |
| $\begin{aligned} & 25,575 \\ & (9,925) \end{aligned}$ | $\begin{aligned} & 24,758 \\ & (9,877) \end{aligned}$ |
| \$ 15,650 | \$ 14,881 |
| \$ 1.59 | \$ 1.42 |
| 9,867 | 10,476 |



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    *Reclassified to conform to 2000 presentation.
See accompanying notes to unaudited financial statements.
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CHEMED CORPORATION AND SUBSIDIARY COMPANIES

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Notes to Unaudited Financial Statements
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1. The accompanying unaudited consolidated financial statements have been prepared in accordance with Rule 10-01 of SEC Regulation $S-X$. Consequently, they do not include all the disclosures required under generally accepted accounting principles for complete financial statements. However, in the opinion of the management of Chemed Corporation (the "Company"), the financial statements presented herein contain all adjustments, consisting only of normal recurring adjustments, necessary to present fairly the financial position, results of operations and cash flows of the company and its consolidated subsidiaries ("Chemed"). For further information regarding Chemed's accounting policies, refer to the consolidated financial statements and notes included in Chemed's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1999.
2. The Company's 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 below (in thousands):

|  | Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 | 2000 |  | 1999 |
| Revenues |  |  |  |  |  |  |  |
| Roto-Rooter | \$ | 68,678 | \$ | 62,160 | \$206,208 |  | 176,957 |
| Patient Care |  | 34,498 |  | 31,969 | 101,096 |  | 94,338 |
| Service America |  | 18,476 |  | 18,695 | 56,691 |  | 55,018 |
| Cadre Computer |  | 2,129 |  | 1,604 | 6,538 |  | 5,235 |
| Total |  | 23,781 |  | 14,428 | \$370,533 |  | 331,548 |
| Aftertax Earnings |  |  |  |  |  |  |  |
| Roto-Rooter | \$ | 5,084 | \$ | 3,820 | \$ 14,673 |  | 10,366 |
| Patient Care |  | 487 |  | 941 | 1,439 |  | 2,565 |
| Service America |  | 186 |  | 669 | 1,027 |  | 1,879 |
| Cadre Computer |  | (73) |  | (108) | 37 |  | (82) |
| Total segment earnings |  | 5,684 |  | 5,322 | 17,176 |  | 14,728 |
| Corporate |  |  |  |  |  |  |  |
| Gains on sales of investments |  | - |  | - | 1,799 |  | 2,960 |
| Overhead |  | $(1,154)$ |  | $(1,220)$ | $(3,726)$ |  | $(3,771)$ |
| Net investing and financing income |  | 105 |  | 310 | 401 |  | 964 |
| Net income | \$ | 4,635 | \$ | 4,412 | \$ 15,650 |  | 14,881 |

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 (in thousands except per share data):

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| Reported income | \$ 4,635 | \$ 4,412 | \$15,650 | \$14,881 |
| Aftertax interest on Trust Securities | 196 | - | 575 | - |
| Adjusted income | \$ 4,831 | \$ 4,412 | \$16,225 | \$14,881 |
| Average number of shares outstanding | 9,742 | 10,480 | 9,867 | 10,476 |
| Effect of conversion of the Trust Securities | 413 | - | 370 | - |
| Effect of nonvested stock awards | 97 | 45 | 81 | 42 |
| Effect of unexercised stock options | 1 | 2 | 1 | 1 |
| Average number of shares used to compute diluted earnings per common share | 10,253 | 10,527 | 10,319 | 10,519 |
| Diluted earnings per common share | \$ . 47 | \$ . 42 | \$ 1.57 | \$ 1.41 |

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5. During the first nine months of 2000 , the Company acquired three businesses in the Roto-Rooter segment for aggregate purchase prices of $\$ 11.5$ million in cash. These operations provide plumbing repair and sewer and drain cleaning services
primarily to residential customers.
Approximately $\$ 11.2$ 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's comprehensive income is presented below (in thousands) :

|  | Three Months Ended September 30, |  | Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 2000 | 1999 |
| Net income | \$ 4,635 | \$ 4,412 | \$15,650 | \$14,881 |
| Other comprehensive income/(loss) net of income tax - |  |  |  |  |
| Unrealized holding gains/(losses) on available-for-sale securities | 1,413 | (791) | 1,197 | $(7,955)$ |
| Less reclassification adjustments for gains included in net income | - | - | (1,799) | $(2,960)$ |
| Total | 1,413 | (791) | (602) | $(10,915)$ |
| Comprehensive income | \$ 6,048 | \$ 3,621 | \$15,048 | \$ 3,966 |

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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 cash and cash equivalents from $\$ 17.3$ million at December 31, 1999 to $\$ 8.2$ million at September 30,2000 is primarily due to the completion of purchase business combinations for cash in the first nine months of 2000. Also, the decline in stockholders' equity from $\$ 212$ million at December 31,1999 to $\$ 208$ million at September 30,2000 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 Trust Securities. The exchanged shares of capital stock were recorded in treasury stock.

The Trust Securities are callable in three years and are redeemable in 2030.

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, is continuing to explore long-term financing alternatives to increase its liquidity. During July 2000, Vitas made a timely payment of the July 2000 dividend. The Company is currently negotiating with Vitas concerning terms for repayment of the preferred stock and/or extension of the redemption date (currently May 1, 2001). 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 September 30, 2000, Chemed had approximately $\$ 104$ 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 follow:

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|  | Service Revenues and Sales \% Increase | Aftert as a \% (Afte | arning Revenu Margi |
| :---: | :---: | :---: | :---: |
|  | 2000 vs. 1999 | 2000 | 1999 |
| Three Months Ended September 30, |  |  |  |
| Roto-Rooter | 10\% | 7.4\% | 6.1\% |
| Patient Care | 8 | 1.4 | 2.9 |
| Service America | (1) | 1.0 | 3.6 |
| Cadre Computer | 33 | (3.4) | (6.7) |
| Total | 8 | 4.6 | 4.7 |
| Nine Months Ended September 30, |  |  |  |
| Roto-Rooter | 17\% | 7.1\% | 5.9\% |
| Patient Care | 7 | 1.4 | 2.7 |
| Service America | 3 | 1.8 | 3.4 |
| Cadre Computer | 25 | 0.6 | (1.6) |
| Total | 12 | 4.6 | 4.4 |
| Third Quarter 2000 versus Third Quarter 1999 |  |  |  |
| Service revenues and sales of the Roto-Rooter segment for |  |  |  |
| the third quarter of 2000 totaled $\$ 68,678,000$, an increase of $10 \%$ over the $\$ 62,160,000$ recorded in the third quarter of 1999. |  |  |  |
|  |  |  |  |
| Revenues of the drain cleaning business and the plumbing services |  |  |  |
| business increased 19\% and 11\%, respectively, for the third quarter |  |  |  |

of 2000, as compared with revenues for 1999. These revenues account for $40 \%$ and $43 \%$, respectively, of Roto-Rooter's total revenues and sales. Excluding businesses acquired in 1999 and 2000 , revenues for the third quarter of 2000 increased $7 \%$ over revenues, recorded in 1999. The aftertax margin of this segment during the third quarter of 2000 was $7.4 \%$ as compared with $6.1 \%$ during the third quarter of 1999. This increase is attributable to operating leverage as expenses increased at a slower rate than revenues, and to a lower effective tax rate in 2000.

Service revenues of the Patient Care segment increased 8\% from $\$ 31,969,000$ in the third quarter of 1999 to $\$ 34,498,000$ in the third quarter of 2000 . The aftertax margin of this segment declined from 2.9\% in the third quarter of 1999 to $1.4 \%$ in the third quarter of 2000 , as the result of higher interest costs, higher workers' compensation costs and higher cost of services (as a percent of revenues) in 2000 . The higher interest costs are attributable to higher working capital requirements and higher interest rates in

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2000 and to the expenditure of cash for business combinations in 1999. Higher cost of services are attributable primarily to higher labor costs in 2000 .

Service revenues and sales of the Service America segment declined 1\% from $\$ 18,695,000$ in the third quarter of 1999 to $\$ 18,476,000$ in the third quarter of 2000 . This decrease is attributable to a $5 \%$ decline in revenues of Service America's repair service contract business which accounts for approximately $75 \%$ of its total revenues. The aftertax margin of this segment declined from 3.6\% in the 1999 quarter to $1.0 \%$ in the 2000 quarter. This decline is primarily attributable to higher health insurance costs, higher workers' compensation costs and higher fuel costs in 2000.

Income from operations declined from $\$ 7,844,000$ in the third quarter of 1999 to $\$ 7,837,000$ in the third quarter of 2000 due to higher expenses of excess benefit plans in the 2000 quarter, as the result of higher investment gains recorded on plan assets in 2000. These expenses are offset entirely by investment gains recorded in other income-net.

Interest expense increased from $\$ 1,448,000$ in the third quarter of 1999 to $\$ 1,664,000$ in the third quarter of 2000 due to increased borrowings to fund acquisitions under the company's revolving credit agreement.

Other income-net increased from $\$ 1,128,000$ in the third quarter of 1999 to $\$ 1,916,000$ in the third quarter of 2000 , due to higher unrealized gains in 2000 on assets held in excess benefit plans, partially offset by lower interest income in 2000.

The effective income tax rate during the third quarter of 2000 was $40.6 \%$ as compared with $41.4 \%$ during the third quarter of 1999. The decline is due primarily to a lower effective state and local tax rate in 2000 .

Net income during the third quarter of 2000 totaled $\$ 4,635,000$ (\$.47 per diluted share) as compared with $\$ 4,412,000$ ( $\$ .42$ per diluted share) in the 1999 quarter.

Nine Months Ended September 30, 2000 versus September 30, 1999
Service revenues and sales of the Roto-Rooter segment for
the first nine months of 2000 totaled $\$ 206,208,000$, an increase of $17 \%$ over the $\$ 176,957,000$ recorded in the third quarter of 1999 . Revenues of the drain cleaning business and the plumbing services businesses increased $22 \%$ and $15 \%$, respectively, for the first nine months of 2000, as compared with revenues for 1999. Excluding
businesses acquired in 1999 and 2000 , revenues for the first nine months of 2000 increased $12 \%$ over revenues for 1999. The aftertax margin of the Roto-Rooter segment for the first nine months of 2000 was $7.1 \%$ as compared with $5.9 \%$ for 1999. This increase is attributable to operating leverage as expenses increased at a slower rate than revenues and to a lower effective tax rate in the 2000 period.

Service revenues for the Patient Care segment increased 7\% from $\$ 94,338,000$ in the first nine months of 1999 to $\$ 101,096,000$ in the first nine months of 2000. Excluding revenues of businesses acquired in 1999, revenues increased 6\% in 2000 as compared with revenues for 1999. The aftertax margin of this segment declined from 2.7\% in 1999 to $1.4 \%$ in 2000 , largely as the result of higher interest costs, higher workers' compensation costs and higher labor (as a percent of revenues) in 2000 .

Service revenues and sales of the Service America segment
increased 3\% from $\$ 55,018,000$ in the first nine months of 1999 to $\$ 56,691,000$ in the first nine months of 2000 . This increase was attributable to a $24 \%$ increase in revenues of Service America's retail business. The aftertax margin of this segment declined from $3.4 \%$ in the 1999 period to $1.8 \%$ in the 2000 period. This decline is primarily attributable to higher health insurance costs, higher workers' compensation costs and higher fuel costs in 2000.

Income from operations increased from \$19,835,000 during the first nine months of 1999 to $\$ 24,559,000$ during the comparable period of 2000 , primarily due to higher operating profit of the Roto-Rooter segment.

Interest expense increased from $\$ 4,549,000$ during the first nine months of 1999 to $\$ 5,233,000$ during the first nine months of 2000 due to increased borrowings to fund acquisitions under the Company's revolving credit agreement.

Other income-net declined from $\$ 9,472,000$ during the first nine months of 1999 to $\$ 7,105,000$ during 2000 , as the result of lower gains on the sales of investments in 2000.

The effective income tax rate during the first nine months of 2000 was $38.8 \%$ as compared with $39.9 \%$ during the first nine months of 1999. The decline is primarily attributable to a lower effective state and local income tax rate in 2000.

Net income during the first nine months of 2000 totaled
$\$ 15,650,000$ ( $\$ 1.57$ per diluted share) as compared with $\$ 14,881,000$
(\$1.41 per diluted share) in the 1999 period. Excluding gains on the sales of investments in both period, income for the first nine months of 2000 was $\$ 13,851,000$ ( $\$ 1.40$ per diluted share) as compared with $\$ 11,921,000(\$ 1.13$ per diluted share) for 1999.

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Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995 Regarding Forward-Looking Information
$\qquad$
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 the control of the Company, 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
--------

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

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.
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(Registrant)

Dated: November 10, 2000

Dated: November 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)

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<ARTICLE>
5
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    THIS SCHEDULE CONTAINS FINANCIAL INFORMATION EXTRACTED FROM FORM 8-K OF
    CHEMED CORPORATION FOR THE QUARTER ENDED SEPTEMBER 30, 2000 AND IS
    QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
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