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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

For Quarter Ended June 30, 1999

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

(Address of principal executive offices) (Zip code)

(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  $15\,\text{(d)}$  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 10,448,323 Shares July 31, 1999 \$1 Par Value

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES

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 December 31, 1998

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	June 30, 1999	December 31, 1998
ASSETS		
Current assets		
Cash and cash equivalents	\$ 22 574	\$ 41,358
Accounts receivable, less allowances of \$3,425	V 22,514	Ψ 41 <b>,</b> 550
(1998 - \$3,601)	49,450	45,260
Inventories	•	9,828
Statutory deposits		16,698
Other current assets	12,322	11,487
Total current assets		124,631
Other investments		55,778
Properties and equipment, at cost less accumulated	·	·
depreciation of \$49,251 (1998 - \$44,450)	69,713	61,721
Identifiable intangible assets less accumulated		
amortization of \$5,980 (1998 - \$5,369)	12,925	12,960
Goodwill less accumulated amortization of \$24,178		
(1998 - \$21,879)	•	155 <b>,</b> 965
Other assets		18,649 
Total Assets	\$ 417,887	\$ 429,704
LIABILITIES	========	=======
Current liabilities		
Accounts payable	\$ 10,270	\$ 10,318
Current portion of long-term debt	2,475	4,393
Income taxes	12,587	12,563
Deferred contract revenue	26,550	26,571
Other current liabilities		37,253
Total current liabilities		91,098
Long-term debt	·	80,407
Other liabilities and deferred income	34,683	34,843

Total Liabilities	202,466	206,348
STOCKHOLDERS' EQUITY		
Capital stock-authorized 15,000,000 shares \$1 par;		
issued 13,659,140 (1998 - 13,605,481) shares	13,659	13,605
Paid-in capital	164,407	162,252
Retained earnings	146,261	146,961
Treasury stock - 3,215,956 (1998 - 3,190,757) shares, at cost	(98,032)	(97, 237)
Unearned compensation - ESOPs	(19, 274)	(20,558)
Deferred compensation payable in company stock	5,262	5,071
Accumulated other comprehensive income	3,138	13,262
Total Stockholders' Equity	215,421	223,356
Total Liabilities and Stockholders' Equity	\$ 417,887	\$ 429,704 ======

See accompanying notes to unaudited financial statements.

## Page 3 of 16 CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF INCOME UNAUDITED

(in thousands except per share data)

	Three Months Ended June 30,		Six Mont Jun	
		1998	1999	
Service revenues and sales	\$109,410 	\$ 94,943 	\$213 <b>,</b> 489	\$183 <b>,</b> 355
Cost of services provided and cost of goods sold Selling and marketing expenses General and administrative expenses Depreciation Total costs and expenses	9,842 23,143 3,097  103,211	20,340 2,680  89,697	19,608 44,626 6,127  201,498	15,443 39,400 5,284
Income from operations Interest expense Other income, net	•	5,246 (1,841) 5,612	(3,101) 8,344	(3,599) 13,945
Income before income taxes Income taxes		9,017 (3,451)		(7,520)
Net Income		\$ 5,566	\$ 10,469	\$ 11,817
Earnings Per Common Share Net income  Average number of shares outstanding	=======	\$ .56 ====== 10,005	=======	=======
Average number of shares outstanding	•	======	•	
Diluted Earnings per Common Shares Net income		\$ .55 ======		
Average number of shares outstanding		10,057	10,515	10,065
Cash Dividends Paid Per Share	\$ .53	\$ .53	\$ 1.06 ======	\$ 1.06 =====

See accompanying notes to unaudited financial statements.

## Page 4 of 16 CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF CASH FLOWS UNAUDITED (in thousands)

	Six Months Ended June 30,	
		1998
Cash Flows From Operating Activities		
Net income	\$ 10,469	\$ 11 <b>,</b> 817
Adjustments to reconcile net income to net cash		
provided by operating activities:		
Depreciation and amortization	9,820	8,581
Gains on sale of investments	(4,662)	(10,014)
Provision for uncollectible accounts receivable	155	572
Provision for deferred income taxes	(125)	1,403
Changes in operating assets and liabilities, excluding amounts acquired in business combinations		
Increase in accounts receivable	(5,780)	(1,837)
Increase in inventories and other current assets	(402)	
Decrease/(increase) in statutory deposits	657	
Decrease/(increase) in accounts payable, deferred		
contract revenue and other current liabilities	703	(2,995)
Increase in income taxes	570	
Other - net	(1, 166)	(1,566)
Net cash provided by operating activities	10,239	5,240
Cash Flows From Investing Activities		
Capital expenditures	(13 168)	(9,789)
Business combinationsnet of cash acquired	(11, 215)	(8,418)
Proceeds from sale of investments		
Net outflows from sale of discontinued operations	(1, 126)	11,259 (4,465)
Purchase of investments	(297)	
Other-net	2,012	
Other-net	2,012	1,340
Net cash used by investing activities		(10,707)
Cash Flows From Financing Activities		
Dividends paid	(11 233)	(10 712)
Retirement of long-term debt	(11,233)	(10,712) (870)
Other - net	81	
Other net		
Net cash used by financing activities		(11,464)
Decrease In Cash And Cash Equivalents		
Cash and cash equivalents at beginning of period	41 358	(16,931) 70,958
caon and caon equivatenes at beginning of period	41,330	
Cash and cash equivalents at end of period		\$ 54,027

See accompanying notes to unaudited financial statements.

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#### 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, 1998.

- 2. The Company had total comprehensive income of \$2,481,000, \$2,122,000, \$345,000 and \$8,471,000 for the three months ended June 30, 1999 and 1998 and for the six months ended June 30, 1999 and 1998, 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.
- 3. Earnings per common shares are computed using weighted average number of shares of capital stock outstanding. Diluted earnings per share were calculated as follows (in thousands, except per share data):

		1999		
		(Numerator)	Shares (Denominator)	Per Share
For the three months ended June 30: Earnings Nonvested stock awards Dilutive stock options		\$ 5,114	10,473 38 1	\$ .49 ====
Diluted earnings		\$ 5,114	10,512	\$ .49 =====
For the six months ended June 30: Earnings Nonvested stock awards Dilutive stock options		\$ 10,469 - -	10,473 41 1	\$1.00 ====
Diluted earnings		\$ 10,469 ======	10,515	\$1.00 =====
	Page 6	of 16	1998	
		(Numerator)	Shares (Denominator)	Per Share
For the three months ended June 30: Earnings Nonvested stock awards Dilutive stock options		\$ 5,566 - -	10,005 36 16	\$ .56 ====
Diluted earnings		\$ 5,566 ======	10,057 ======	\$ .55 ====
For the six months ended June 30: Earnings Nonvested stock awards Dilutive stock options		\$ 11,817	9,997 40 28	\$1.18 ====
Diluted earnings		\$ 11,817 ======	10,065	\$1.17 =====

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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 \$41.4 million at December 31, 1998 to \$22.6 million at June 30, 1999 is primarily due to the use of cash for business combinations and increased capital expenditures during 1999, largely in the Roto-Rooter segment. During the first six months of 1999, other investments declined \$18.3 million to \$37.5 million, other assets (which includes a net deferred income tax benefit) increased \$7.1 million to \$25.8 million, and accumulated other comprehensive income declined \$10.1 million to \$3.1 million. These changes were attributable to the sale of various investments during 1999, the decline in the market value of available-for-sale investments during the first six months and the related deferred tax impact of such changes.

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. As a result of current negotiations, payment of the preferred dividend due July 15, 1999 (\$1,215,000) has been deferred. On the basis of current information, management believes the Company's investment in Vitas is fully recoverable and that no impairment exists.

At June 30, 1999 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.

#### Results of Operations

Results of Operations

Three Months Ended
June 30,
June 30,
June 30,

	1999	1998	1999	1998
Service Revenues and Sales				
Roto-Rooter Patient Care Service America	32,157	\$ 47,060 29,980 17,903	·	59,780 34,836
Total	\$109,410	\$ 94,943		\$ 183,355
Aftertax Earnings		Page 8 of 16		
Roto-Rooter Patient Care Service America	972	\$ 2,446 913 586	\$ 6,546 1,624 1,210	1,534
Total segment earnings	4,992	3,945	9,380	7,180
Corporate Gains on sales of investments		2,429		6,306
Overhead  Net investing and  financing income		(1,152) 407	, , ,	(2 <b>,</b> 230)
Other		(63)		(231)
Net income		\$ 5,566 ======	\$ 10,469 ======	•

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

	Service Revenues and Sales % Increase/(Decrease)	% of Revenues	
	1999 vs. 1998	1999	1998
Three Months Ended June 30,			
Roto-Rooter Patient Care Service America Total	25 % 7 4 15	5.7% 3.0 3.6 4.6	3.0 3.3
Six Months Ended June 30,			
Roto-Rooter Patient Care Service America Total	29 % 4 4 16	5.7% 2.6 3.3 4.4	2.6 3.2

the second quarter of 1999 totalled \$58,591,000, an increase of 25% over the \$47,060,000 recorded in the second quarter of 1998. Revenues of the plumbing services business and the drain cleaning business increased 28% and 27%, respectively, for the second quarter of 1999, as compared with the revenues for the second quarter of 1998. These revenues accounted for 43% and 39%, respectively of Roto-Rooter's total revenues and sales during the 1999 period. Excluding businesses acquired in 1998 and 1999, revenues for the second quarter of 1999 increased 13% over revenues recorded in the 1998 period. The aftertax margin of the Roto-Rooter segment during the second quarter of 1999 was 5.7% as compared with 5.2% during the second quarter of 1998. This increase was attributable 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 7% from \$29,980,000 in the second quarter of 1998 to \$32,157,000 in the second quarter of 1999. Excluding revenues of businesses acquired in 1998 and 1999, revenues declined 6% in 1999 as compared with revenues in 1998, primarily due to an expected decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax margin of this segment was 3.0% in both periods.

Service revenues and sales of the Service America segment increased 4% from \$17,903,000 to \$18,662,000 in the second quarter of 1999. This revenue increase was largely attributable to a 12% increase in revenues of Service America's retail business which accounts for approximately 23% of its overall sales. The aftertax margin of the Service America segment increased from 3.3% in the 1998 second quarter to 3.6% in the 1999 period, largely as the result of an increase in the gross margin.

Income from operations increased from \$5,246,000 in the second quarter of 1998 to \$6,199,000 in the second quarter of 1999, primarily as a result of higher operating profit of the Company's three segments.

Other income-net declined from \$5,612,000 in the second quarter of 1998 to \$3,735,000 in the second quarter of 1999 primarily due to larger gains on the sales of investments in the 1998 period.

Net income during the second quarter of 1999 totalled \$5,114,000 (\$.49 per share) as compared with \$5,566,000 (\$.56 per share) in the second quarter of 1998. This decline was attributable to larger gains on the sales of investments during the 1998 period. Excluding gains from the sales of investments in both periods,

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income for the second quarter of 1999 totalled \$.39 per share, an increase of 26% versus the \$.31 per share for the second quarter of 1998.

Six Months Ended June 30, 1999 Versus June 30, 1998

Service revenues and sales of the Roto-Rooter segment for the first six months of 1999 totalled \$114,797,000, an increase of 29% over the \$88,739,000 recorded in the first six months of 1998. Revenues of the plumbing services business and drain cleaning business increased 35% and 30%, respectively, for the first six months of 1999. Excluding businesses acquired in 1999 and 1998, revenues of the segment increased 14% during the first six months of 1999. The aftertax margin of the Roto-Rooter segment in the first six months of 1999 was 5.7% as compared with 5.1% during the first six months of 1998. This increase was attributable to operating leverage achieved in the 1999 period.

Revenues of the Patient Care segment increased 4% from \$59,780,000 in the first six months of 1998 to \$62,369,00 in the first six months of 1999. Excluding revenues of businesses acquired in 1998 and 1999, revenues for the 1999 period declined 7% in 1999 primarily from an expected decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax

margin of this segment was 2.6% in 1999 and 1998.

Service revenues and sales of the Service America segment increased 4% from \$34,836,000 in the first six months of 1998 to \$36,323,000 in the first six months of 1999. This revenue increase was driven by a 11% increase in the sales of Service America's retail business, during the 1999 period. The aftertax margin of the Service America segment was 3.3% during the first six months of 1999 as compared with 3.2% during the first six months of 1998.

Income from operations increased from \$8,991,000 during the first six months of 1998 to \$11,991,000 during the comparable period of 1999. This increase was primarily a result of higher operating profit recorded by all of the Company's segments during 1999.

Other income-net declined from \$13,945,000 during the first six months of 1998 to \$8,344,000 during the first six month of 1999, as a result of lower investment gains recorded in 1999.

Net income during the first six months of 1999 totalled \$10,469,000 (\$1.00 per share) as compared with \$11,817,000 (\$1.18)per share) for the first six months of 1998. This decline was attributable to larger gains on the sales of investments during the

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1998 period. Excluding gains from the sales of investments in both periods, income for the first six months of 1999 totaled \$.72 per share, an increase of 31% as compared with \$.55 per share for 1998.

Year 2000 Update

The Company's Year 2000 Project ("Project") addresses 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 currently are believed to be Year 2000 ("Y2K") ready as are the majority of Patients Care's internal systems. It is anticipated that the remainder of Patient Care's systems will be Y2K-ready by the end of the third quarter. Systems currently not Y2K-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.

Approximately 80% of Patient Care's revenues 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"). Patient Care and the Medicare intermediaries have modified their systems to be Y2K-ready and those systems are now in use. Medicaid intermediaries represented to management that their systems will be Y2K-ready during September 1999. Medicaid-related revenues accounted for \$26.1 million, or 33% of Patient Care's revenues in fiscal 1998.

Should the Medicaid 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 substantial portion of its revenues.

The Company is in the beginning stages of developing a formalized contingency plan to continue operating should it experience the failure of systems due to Y2K issues or should major trading partners experience such a failure. Contingency plans currently include the manual and/or semi-manual processing of transactions.

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 operation.

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

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This report contains forward-looking statements 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 and its key trading partners; the ability of the Patient Care operation to successfully implement remaining Y2K changes to its internal systems; and the successful development of a Y2K contingency plan, if needed. Prospective information is based on management's current expectation which can become inaccurate. The Company's ability to deal with the unknown outcomes of these events may affect the reliability of its projections of Y2K-readiness and other financial matters.

## Page 13 of 16 PART II -- OTHER INFORMATION

## Item 4. Submission of Matters to a Vote of Security Holders

- (a) Chemed held its Annual Meeting of Shareholders on May 17, 1999.
- (b) The names of each director elected at this Annual Meeting are as follows:

Edward L. Hutton
Rick L. Arquilla
James H. Devlin
Charles H. Erhart, Jr.
Joel F. Gemunder
Patrick P. Grace

Sandra E. Laney Kevin J. McNamara Spencer S. Lee John M. Mount Timothy S. O'Toole Donald E. Saunders Thomas C. Hutton Paul C. Voet Walter L. Krebs George J. Walsh, III

- (c) The stockholders approved and adopted the 1999 Stock Incentive Plan. 8,228,349 votes were cast in favor of the proposal, 842,085 votes were cast against it, 136,843 votes abstained, and 0 votes were broker non-votes.
- (d) The stockholders ratified the Board of Directors' selection of PricewaterhouseCoopers LLP as independent accountants for the Company and its consolidated subsidiaries for the year 1999. 9,168,882 votes were cast in favor of the proposal, 45,841 votes were cast against it, 52,554 votes abstained, and three were broker nonvotes.
- (e) The stockholders then voted on stockholder proposal that the Board of Directors have a majority of outside members. 2,463,327 votes were cast for the proposal, 4,441,105 votes were cast against it, 275,728 votes abstained, and 2,087,117 votes were broker non-votes.

 $$\operatorname{Page}\ 14$ of 16$$  With respect to the election of directors, the number of votes cast for each nominee was as follows:

		Votes For	Withheld
E.L.	Hutton	8,914,223	353,054
R.L.	Arquilla	8,973,937	293,340
J.H.	Devlin	8,975,515	291,762
С.Н.	Erhart, Jr.	8,955,147	312,130
J.F.	Gemunder	8,996,329	270,948
P.P.	Grace	8,997,579	269,698
T.C.	Hutton	8,964,794	302,483
W.L.	Krebs	8,974,607	292,670
S.E.	Laney	8,994,006	273,271
S.S.	Lee	8,982,099	285,178
K.J.	McNamara	8,973,360	293,917
J.M.	Mount	8,984,770	282,507
T.S.	O'Toole	8,980,389	286,888
D.E.	Saunders	8,994,434	272,843
P.C.	Voet	8,884,916	382,361
G.J.	Walsh III	9,014,748	252,529

## Item 6. Exhibits and Reports on Form 8-K

### (a) Exhibits

Exhibit	SK 601	
No.	Ref. No.	Description
1	(27)	Financial Data Schedule
		ochedate

## Page 15 of 16 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: August 11, 1999 By Naomi C. Dallob

Naomi C. Dallob

Vice President and Secretary

Dated: August 11, 1999 By Arthur V. Tucker, Jr.

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

#### <ARTICLE> 5

<LEGEND>

THIS SCHEDULE CONTAINS FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q OF THE CHEMED CORPORATION FOR THE QUARTER ENDED JUNE 30, 1999 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

</LEGEND>

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<NAME> CHEMED CORPORATION

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