

# CHEMED

CHEMED CORPORATION

Results as of March 31, 2023



VITAS<sup>®</sup>  
Healthcare

# Safe Harbor and Regulation G Statement

This presentation contains information about Chemed's EBITDA, Adjusted EBITDA, EBIT, Adjusted EBIT, Adjusted Net Income and Adjusted Diluted EPS, which are not measures derived in accordance with GAAP and which exclude components that are important to understanding Chemed's financial performance. In reporting its operating results, Chemed provides EBITDA, Adjusted EBITDA, EBIT, Adjusted EBIT, Adjusted Net Income and Adjusted Diluted EPS measures to help investors and others evaluate the Company's operating results, compare its operating performance with that of similar companies that have different capital structures and evaluate its ability to meet its future debt service, capital expenditures and working capital requirements. Chemed's management similarly uses EBITDA, Adjusted EBITDA, EBIT, Adjusted EBIT, Adjusted Net Income and Adjusted Diluted EPS to assist it in evaluating the performance of the Company across fiscal periods and in assessing how its performance compares to its peer companies. These measures also help Chemed's management estimate the resources required to meet Chemed's future financial obligations and expenditures. Chemed's EBITDA, Adjusted EBITDA, EBIT, Adjusted EBIT, Adjusted Net Income and Adjusted Diluted EPS should not be considered in isolation or as a substitute for comparable measures calculated and presented in accordance with GAAP. We calculated Adjusted EBITDA margin by dividing Adjusted EBITDA by service revenues and sales. We calculated Adjusted EBIT margin by dividing Adjusted EBIT by service revenues and sales. Adjusted Diluted EPS is calculated by dividing Adjusted Net Income by the number of diluted average shares outstanding, and Diluted EPS is calculated by dividing Net Income by the number of diluted average shares outstanding. A reconciliation of Chemed's net income to its EBITDA, Adjusted EBITDA, EBIT, Adjusted EBIT and Adjusted Net Income is presented in appendix tables located in the back of this presentation.

## Forward-Looking Statements

Certain statements contained in this presentation and the accompanying tables are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "expect," "hope," "anticipate," "plan" and similar expressions identify forward-looking statements, which speak only as of the date the statement was made. Chemed does not undertake and specifically disclaims any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These statements are based on current expectations and assumptions and involve various risks and uncertainties, which could cause Chemed's actual results to differ from those expressed in such forward-looking statements. These risks and uncertainties arise from, among other things, possible changes in regulations governing the hospice care or plumbing and drain cleaning industries; periodic changes in reimbursement levels and procedures under Medicare and Medicaid programs; difficulties predicting patient length of stay and estimating potential Medicare reimbursement obligations; challenges inherent in Chemed's growth strategy; the current shortage of qualified nurses, other healthcare professionals and licensed plumbing and drain cleaning technicians; Chemed's dependence on patient referral sources; and other factors detailed under the caption "Description of Business by Segment" or "Risk Factors" in Chemed's most recent report on form 10-Q or 10-K and its other filings with the Securities and Exchange Commission. You are cautioned not to place undue reliance on such forward-looking statements and there are no assurances that the matters contained in such statements will be achieved.

# Cumulative Results Since the VITAS Acquisition

For the years ended December 31, 2003 through 2022

	(1)	(2)	(3)
	CAGR		
	One	Three	Nineteen
	Year	Year	Year
<b>Chemed</b>			
(1) Service revenues and sales	(0.2%)	0.9%	11.7%
(2) Adj. net income	(3.2%)	9.0%	21.1%
(3) Adj. diluted EPS from continuing operations	2.2%	12.3%	22.8%
<b>VITAS</b>			
(4) Service revenues and sales	(4.7%)	(2.1%)	5.4%
(5) Adj. net income	(15.1%)	(3.0%)	11.1%
<b>Roto-Rooter</b>			
(6) Service revenues and sales	6.3%	7.8%	6.9%
(7) Adj. net income	10.7%	20.7%	15.2%

(a) VITAS was acquired in February 2004

# Chemed – Purchase of Capital Stock

For the Period January 1, 2007, through March 31, 2023

	(1)	(2)	(3)	(4)
	Shares Repurchased	Dividends	Total Returned to Shareholders	Free Cash Flow Generated (1)
(1) Activity in 2007	\$ 127,881	\$ 5,888	\$ 133,769	\$ 72,944
(2) Activity in 2008	67,126	5,543	72,669	85,989
(3) Activity in 2009	742	8,157	8,899	139,336
(4) Activity in 2010	104,055	11,881	115,936	60,373
(5) Activity in 2011	143,875	12,538	156,413	144,751
(6) Activity in 2012	60,529	13,026	73,555	96,516
(7) Activity in 2013	92,911	14,148	107,059	121,523
(8) Activity in 2014	110,019	14,255	124,274	66,708
(9) Activity in 2015	59,323	15,605	74,928	127,365
(10) Activity in 2016	102,312	16,440	118,752	95,621
(11) Activity in 2017	94,640	17,371	112,011	98,195
(12) Activity in 2018	158,884	18,661	177,545	234,266
(13) Activity in 2019	92,631	19,788	112,419	248,227
(14) Activity in 2020	175,595	21,079	196,674	430,458
(15) Activity in 2021	576,483	22,016	598,499	249,922
(16) Activity in 2022	114,074	22,017	136,091	252,561
(17) Activity in 2023	-	5,685	5,685	43,472
(18) Cumulative Activity				
2007 - 2023 (2)	\$ 2,081,080	\$ 244,098	\$ 2,325,178	\$ 2,568,227

(1) Net cash provided by operating activities less capital expenditures.

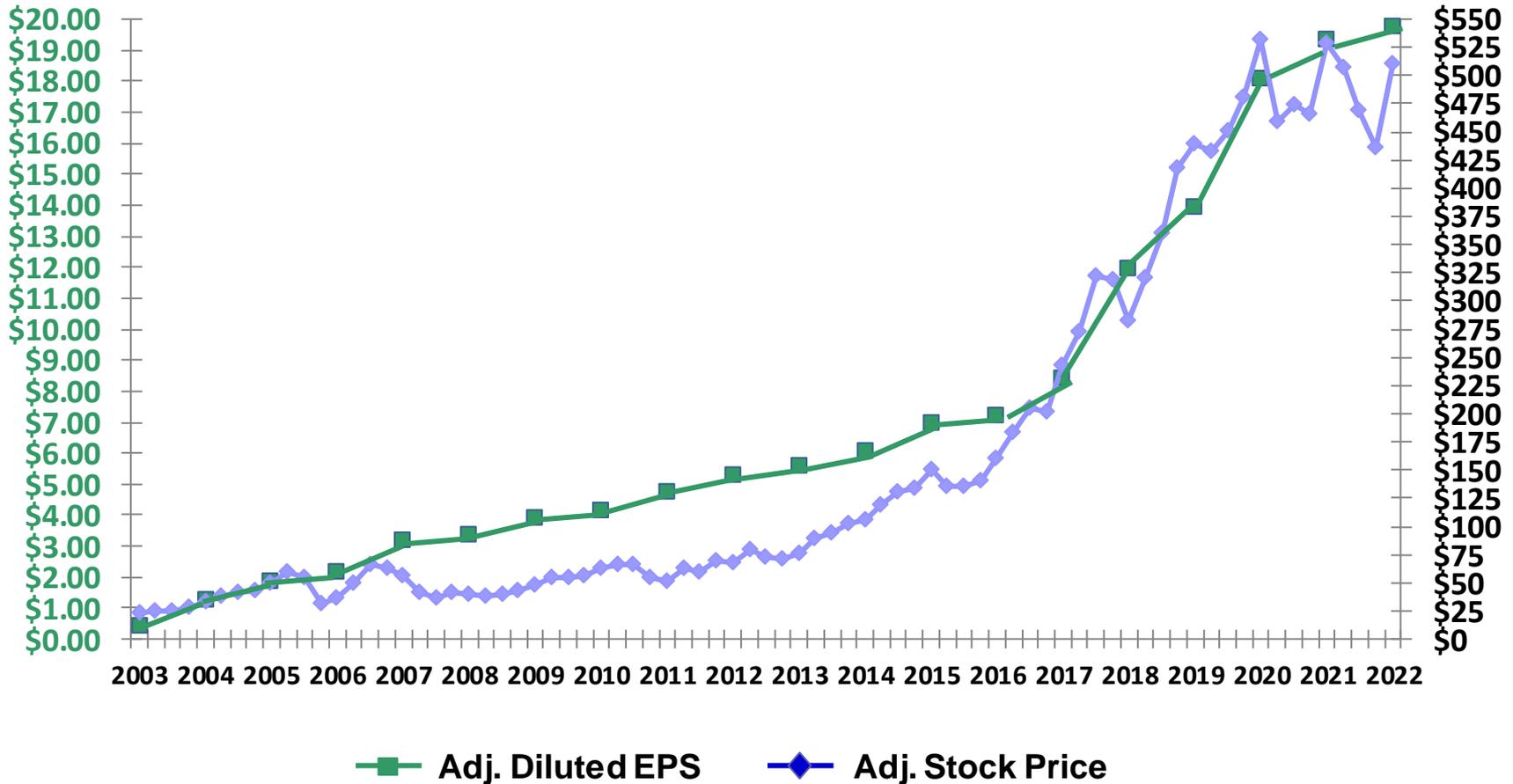
(2) 15.9 million shares repurchased at an average cost of \$130.47.

# Adj. EPS<sup>(1)</sup> and Stock Price<sup>(2)</sup> History

Chemed has delivered strong and consistent EPS to stockholders since 2003, 22.8% 19-year CAGR

Adj. Diluted  
EPS

Adj. Stock  
Price



- (1) Adjusted Diluted EPS (non GAAP); see Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted (non-GAAP) results.  
 (2) Adjusted for stock split.

# Chemed – Consolidated Summary of Operations

For the years ended December 31, 2003 through 2022

(in thousands, except per share data)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15) Average Annual Inc./(Dec.)
	2003	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
(1) Service Revenues and Sales (a)	\$ 260,776	\$ 1,280,545	\$ 1,355,970	\$ 1,430,043	\$ 1,413,329	\$ 1,456,282	\$ 1,543,388	\$ 1,576,881	\$ 1,666,724	\$ 1,782,648	\$ 1,938,555	\$ 2,079,583	\$ 2,139,261	\$ 2,134,963	11.7%
(2) EBITDA (b)	30,366	172,275	181,157	188,059	168,206	201,541	217,270	215,407	156,814	283,453	311,349	454,928	411,233	393,435	14.4%
(3) Adj. EBITDA (b)	25,118	189,395	197,273	201,455	206,850	212,562	235,931	236,979	268,459	305,506	350,927	444,823	461,414	452,294	16.4%
(4) Net Income (GAAP)	11,188	81,831	85,979	89,304	77,227	99,317	110,274	108,743	98,177	205,544	219,923	319,466	268,550	249,624	17.8%
(5) Adj. Net Income (b)	7,894	95,961	100,030	102,317	104,372	107,731	121,667	121,487	141,054	200,374	230,473	296,413	308,007	298,526	21.1%
(6) Diluted EPS (GAAP)	0.56	3.55	4.10	4.62	4.16	5.57	6.33	6.48	5.86	12.23	13.31	19.48	16.85	16.53	19.5%
(7) Adj. Diluted EPS (b)(c)	0.40	4.17	4.78	5.29	5.62	6.07	6.98	7.24	8.43	11.93	13.95	18.08	19.33	19.75	22.8%
(8) Diluted Average Shares Outstanding	19,908	23,031	20,945	19,339	18,585	17,738	17,422	16,789	16,742	16,803	16,527	16,398	15,938	15,099	(1.4%)

(a) Continuing operations

(b) See Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted non-GAAP results

(c) Adj. Diluted EPS is calculated by dividing Adj. Net Income by Diluted Average Shares Outstanding, and Diluted EPS is calculated by dividing Net Income by Diluted Average Shares Outstanding

# Chemed - Results from Continuing Operations

(in thousands, except per share data)

	(1)	(2)	(3)	(4)	(5)	(6)
	Full-Year Results			Three Months Ended March 31,		
	2021	2022	Fav/(Unfav) % Growth	2022	2023	Fav/(Unfav) % Growth
(1) Service Revenues and Sales	\$2,139,261	\$2,134,963	(0.2%)	\$ 530,549	\$ 560,167	5.6%
(2) Adj. EBITDA (a)	461,414	452,294	(2.0%)	110,208	111,033	0.7%
(3) Adj. EBITDA Margin (a)	21.6%	21.2%	(0.4 pts.)	20.8%	19.8%	(1.0 pts.)
(4) Adj. Net Income (a)	308,007	298,256	(3.2%)	72,780	72,867	0.1%
(5) Adj. Diluted EPS (a) (b)	19.33	19.75	2.2%	4.79	4.82	0.6%
(6) Capital Expenditures	58,675	57,325	2.3%	12,649	17,020	(34.6%)

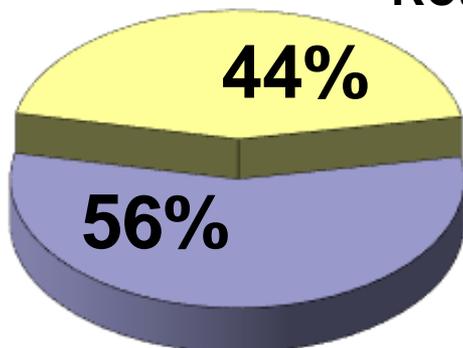
(a) See footnote (b) below and the Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted (non-GAAP) results.

(b) Adj. Diluted EPS is calculated by dividing Adj. Net Income by Diluted Average Shares Outstanding, and Diluted EPS is calculated by dividing Net Income by Diluted Average Shares Outstanding.

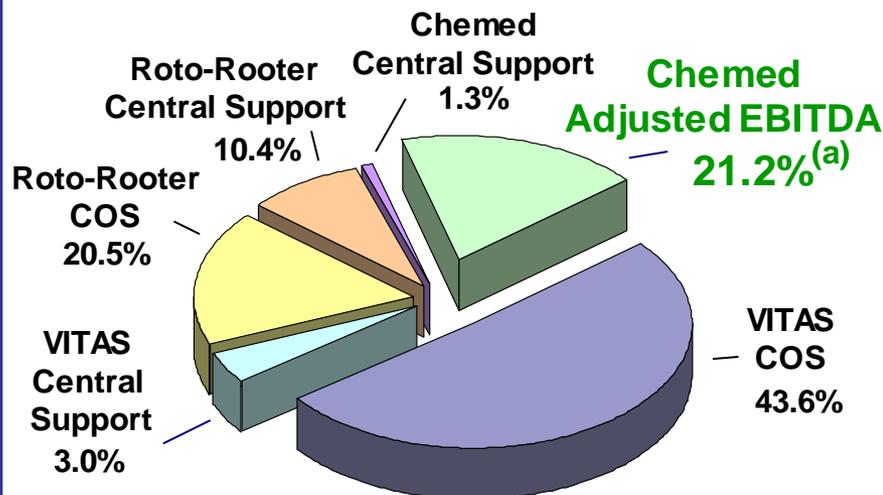
# Chemed Corporation Revenue

2022

Roto-Rooter

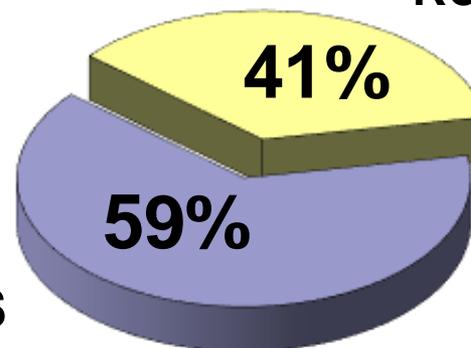


VITAS

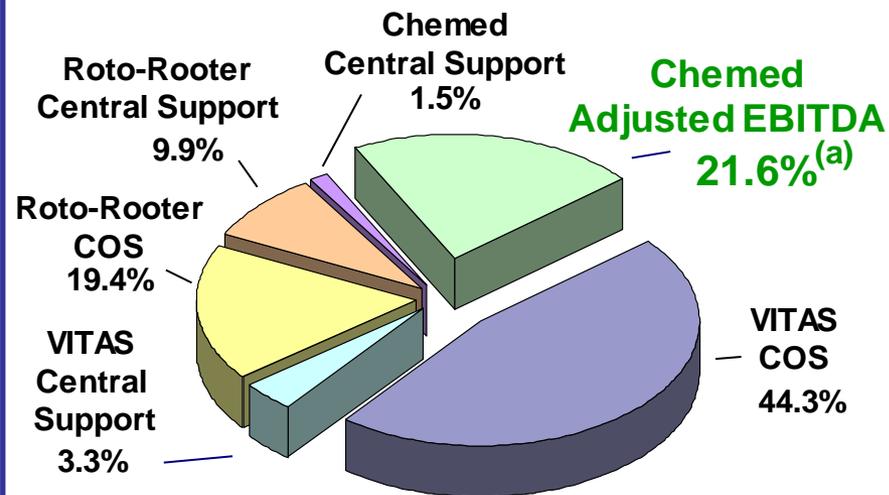


2021

Roto-Rooter



VITAS



(a) See Appendix at the back of this presentation for reconciliation of EBITDA and Adjusted EBITDA to Net Income

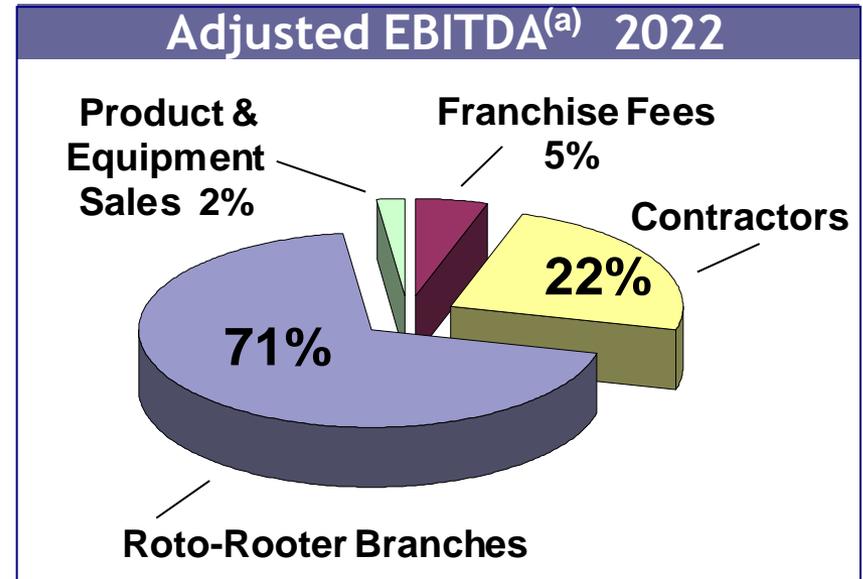
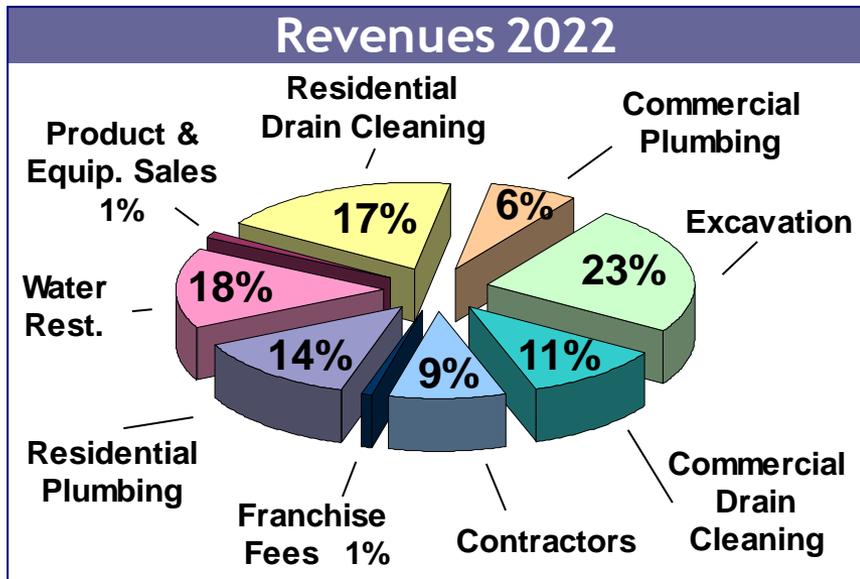


***ROTO-  
ROOTER***®

**PLUMBING &  
WATER CLEANUP**

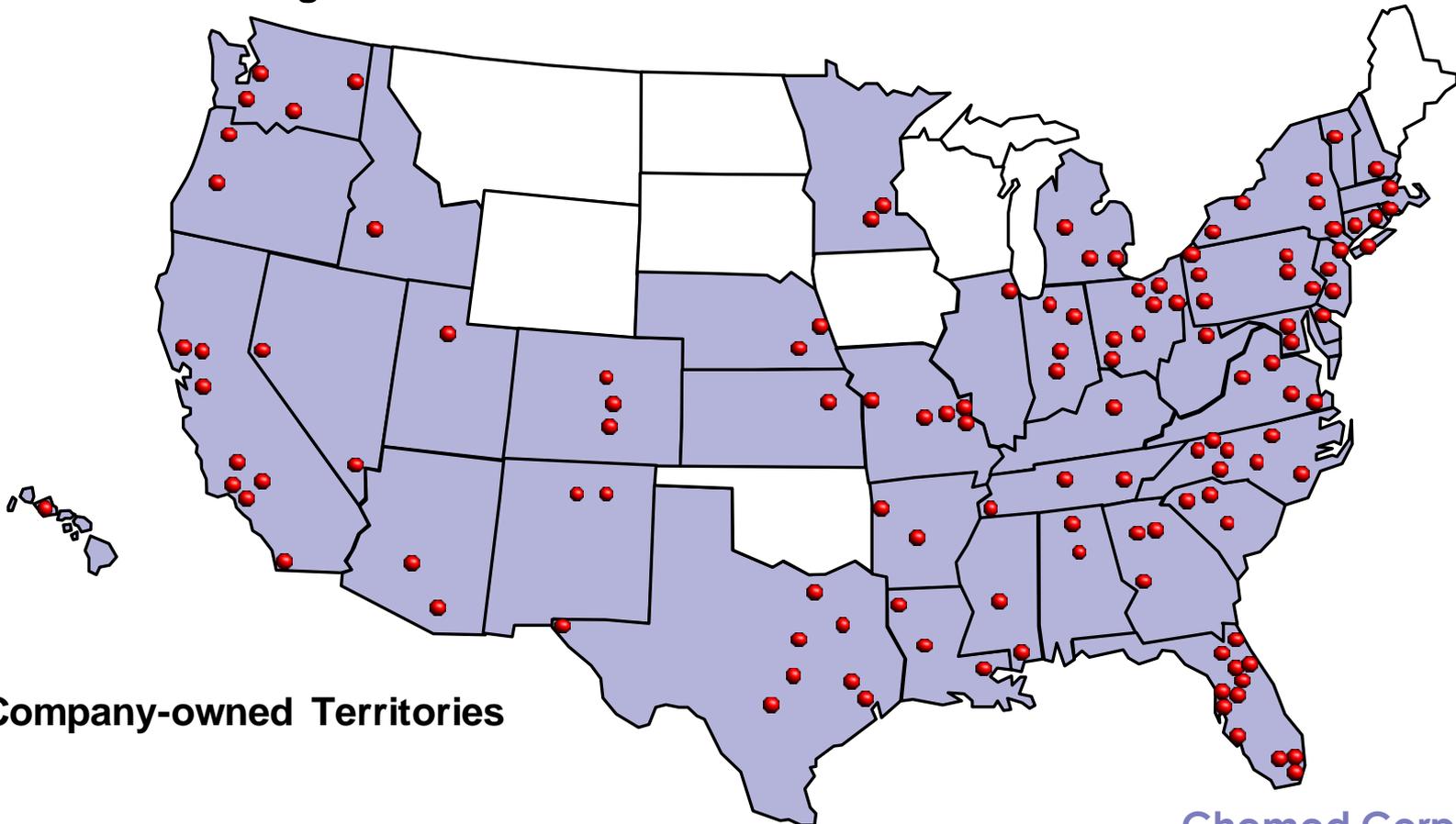
# Roto-Rooter Company Overview

- ◆ Largest provider of plumbing and drain cleaning services in North America
  - ▶ Provides plumbing services to approximately 90% of the United States and 40% of the Canadian population
- ◆ Provides plumbing and drain cleaning services in 127 company-owned territories and 369 franchise territories
- ◆ Maintains an estimated 15% of the drain cleaning market and 2-3% share of the same-day service plumbing market
- ◆ Residential customers represent 69% of revenues, while commercial customers represent 24% of revenues

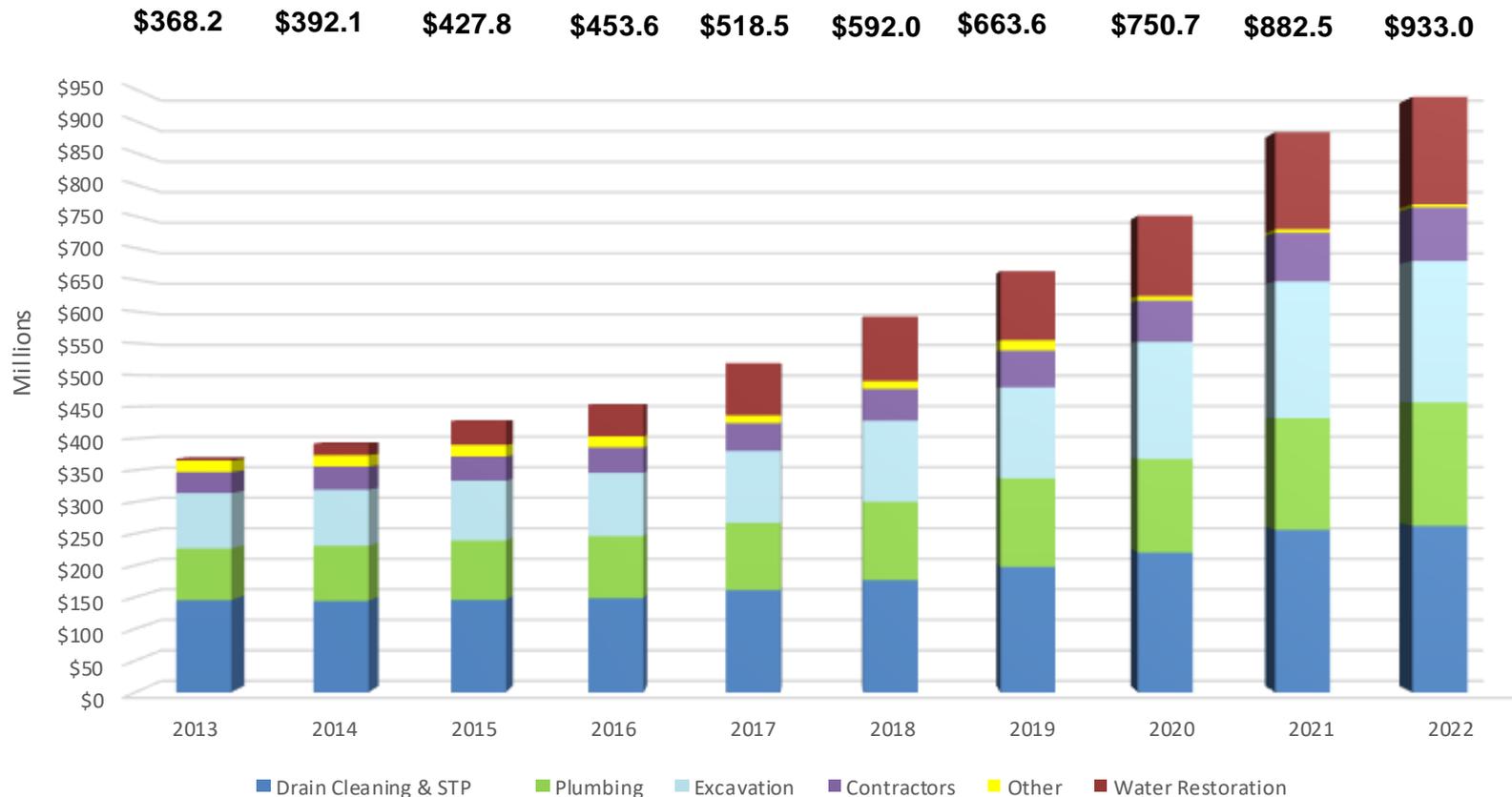


# Chemed Growth Strategy – Roto-Rooter

- ◆ Continue to increase efficiency
- ◆ Acquire franchisee territories at reasonable valuations
  - ▶ \$75 - \$100 million in franchise street sales in desirable markets
  - ▶ Purchase at 6-8 times Proforma Adjusted EBITDA
  - ▶ Minimal capital expenditure
- ◆ Focus on earnings and cash flow



# Roto-Rooter – Gross Revenue Analysis (\$000)



(a) 2018 - 2022 reflect GAAP Revenue Recognition Accounting Standard. Prior years are not restated for the 2018 Revenue Recognition Accounting Standard.

# Roto-Router – Summary of Operations

2004 through 2012

(in thousands, except percentages)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	2004	2005	2006	2007	2008	2009	2010	2011	2012
<b>(1) Service Revenues and Sales (a)</b>	\$ 276,611	\$ 297,337	\$ 319,495	\$ 344,632	\$ 340,496	\$ 335,893	\$ 354,735	\$ 369,698	\$ 363,006
<b>(2) EBITDA (b)</b>	38,314	52,598	59,307	72,030	62,924	62,107	59,369	64,948	58,751
<b>(3) Adj. EBITDA (b)</b>	42,355	49,234	55,548	69,188	59,922	59,862	58,516	64,176	58,232
<b>(4) Adj. EBITDA Margin (b)</b>	15.3%	16.6%	17.4%	20.1%	17.6%	17.8%	16.5%	17.4%	16.0%
<b>(5) Net Income (GAAP)</b>	18,795	27,626	32,454	38,971	33,427	33,040	31,678	34,879	30,905
<b>(6) Adj. Net Income (b)</b>	21,044	25,486	31,203	40,139	33,785	33,574	32,960	36,260	32,276

(a) Continuing Operations

(b) See Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted (non-GAAP) results

# Roto-Rooter – Summary of Operations

2013 through 2022

(in thousands, except percentages)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Average Annual Inc./(Dec.) 2004-2022
(1) Service Revenues and Sales (a)	\$ 368,216	\$ 392,077	\$ 427,837	\$ 453,564	\$ 518,464	\$ 585,086	\$ 657,371	\$ 744,916	\$ 878,015	\$ 933,399	6.3%
(2) EBITDA (b)	56,398	79,221	91,911	100,946	123,194	146,896	159,325	191,980	254,133	282,255	11.1%
(3) Adj. EBITDA (b)	70,936	75,110	87,614	96,312	116,670	140,544	155,759	193,106	249,166	273,760	9.5%
(4) Adj. EBITDA Margin (b)	19.3%	19.2%	20.5%	21.2%	22.5%	24.0%	23.7%	25.9%	28.4%	29.3%	n.a.
(5) Net Income (GAAP)	29,243	42,075	48,573	52,893	73,299	98,711	103,710	120,394	166,333	186,120	11.9%
(6) Adj. Net Income (b)	39,845	42,093	48,680	52,921	65,667	99,114	110,092	132,791	174,965	193,761	10.7%

(a) Continuing Operations

(b) See Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted (non-GAAP) results

# Roto-Router – Results from Continuing Operations

## (\$000)

	(1)	(2)	(3)	(4)	(5)	(6)
	Full-Year Results			Three Months Ended March 31,		
	2021	2022	Fav/(Unfav) % Growth	2022	2023	Fav/(Unfav) % Growth
(1) Service Revenues and Sales	\$ 878,015	\$ 933,399	6.3%	\$ 231,360	\$ 249,679	7.9%
(2) Net Income (GAAP)	166,333	186,120	11.9%	43,937	47,653	8.5%
(3) Adj. EBITDA (a) (b)	249,166	273,760	9.9%	65,893	71,844	9.0%
(4) Adj. EBITDA Margin (a) (b)	28.4%	29.3%	0.9 pts.	28.5%	28.8%	0.3 pts.
(5) Adj. EBIT (a) (b)	213,381	236,716	10.9%	56,830	62,045	9.2%
(6) Adj. EBIT Margin (a) (b)	24.3%	25.4%	1.0 pts.	24.6%	24.8%	0.2 pts.
(7) Capital Expenditures	30,249	36,813	(21.7%)	8,028	12,000	(49.5%)

(a) Excludes certain discreet items.

(b) Reconciliation from GAAP reported results to adjusted (non-GAAP) results is provided in the Appendix at the back of this presentation.

# Future of Roto-Router

## ◆ Continue to Consolidate Franchises

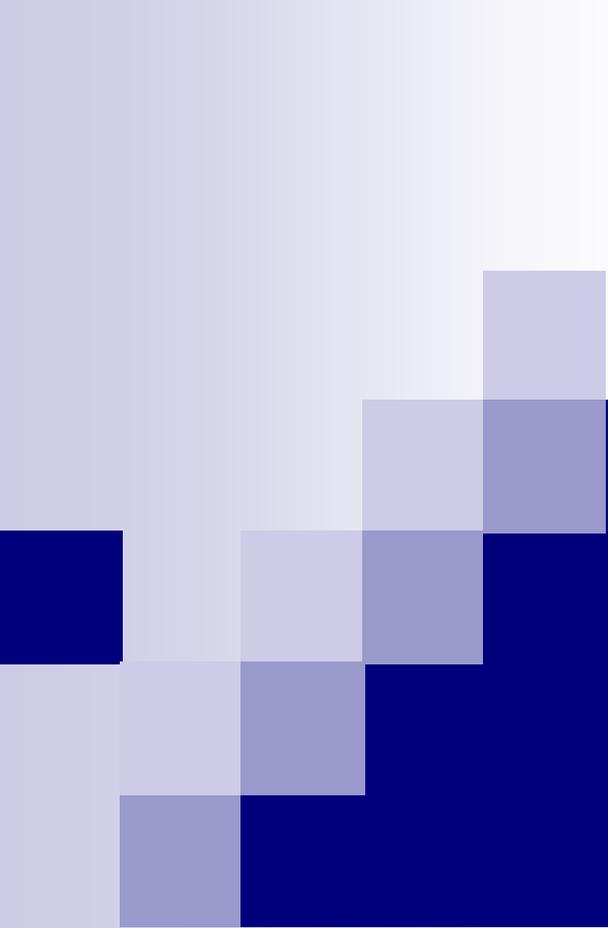
- ▶ Purchase at reasonable multiples
- ▶ Avoid over-paying for current acquisitions
  - ▶ Inflates expectations/demands of remaining franchisees

## ◆ Utilize Cash Flow for:

- ▶ Purchase of franchises
- ▶ Acquisition of hospices
- ▶ Share buy-back, increased dividends

## ◆ Roto-Router Divestiture Considerations:

- ▶ If after-tax proceeds can be reinvested at higher return, risk adjusted
- ▶ If Chemed's capital structure and cash flow without Roto-Router provide it significant flexibility to support continued growth of VITAS
- ▶ If tax-free spin-off creates long-term stockholder value

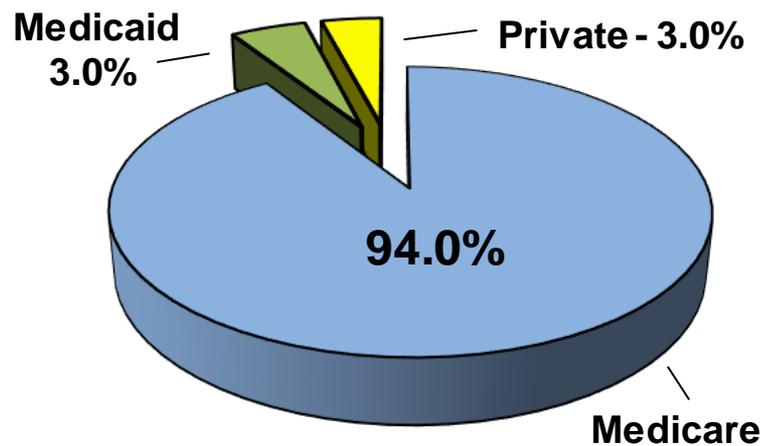


**VITAS<sup>®</sup>**  
Healthcare

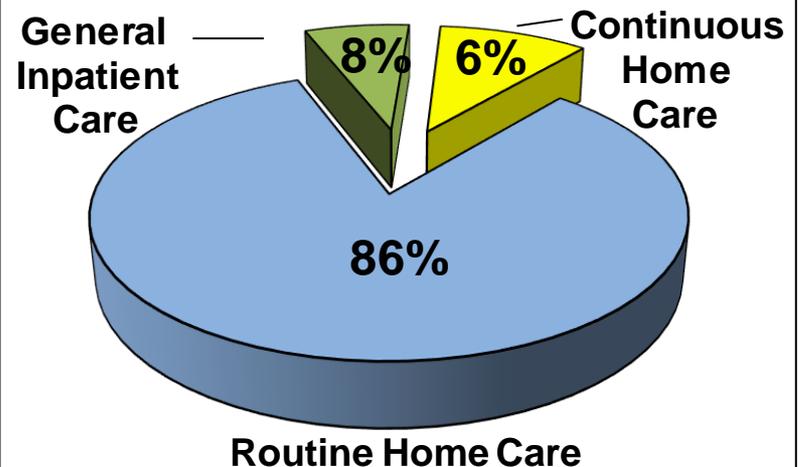
# VITAS Healthcare Company Overview

- ◆ One of the largest providers of hospice services for patients with severe, life-limiting illnesses with approximately 7% of the U.S. market share
- ◆ Operates a comprehensive range of hospice services through 50 operating programs in 14 states and the District of Columbia
- ◆ Utilizes an approach for customized plans of care which is intended to maximize quality and enhance patient satisfaction
- ◆ Operating statistics:
  - ▶ Revenues: \$310 million (Q1 2023)
  - ▶ Average daily census per established program: approximately 400 ADC, largest approximately 2,200 (Q1 2023)
  - ▶ Average length of stay: 99.9 (Q1 2023)
- ◆ Approximately 10,000 employees, including approximately 4,300 nurses (Q1 2023)

## Revenue by Payer - 2022

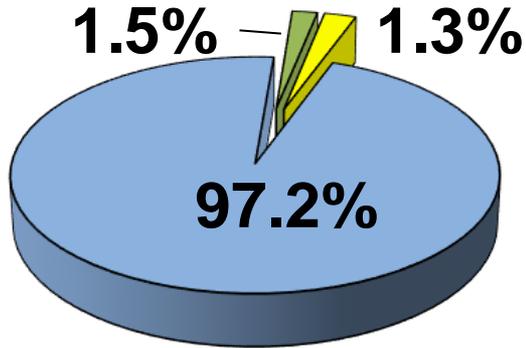


## Revenues - 2022



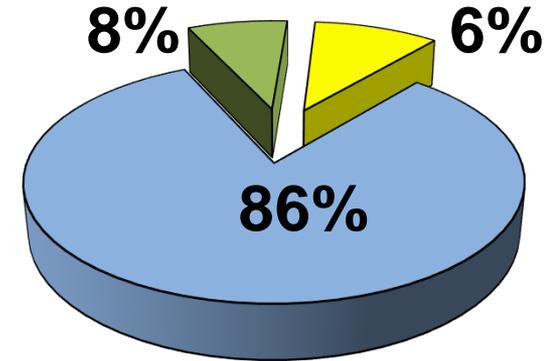
# VITAS – Analysis of Revenue

Days of Care - 2022

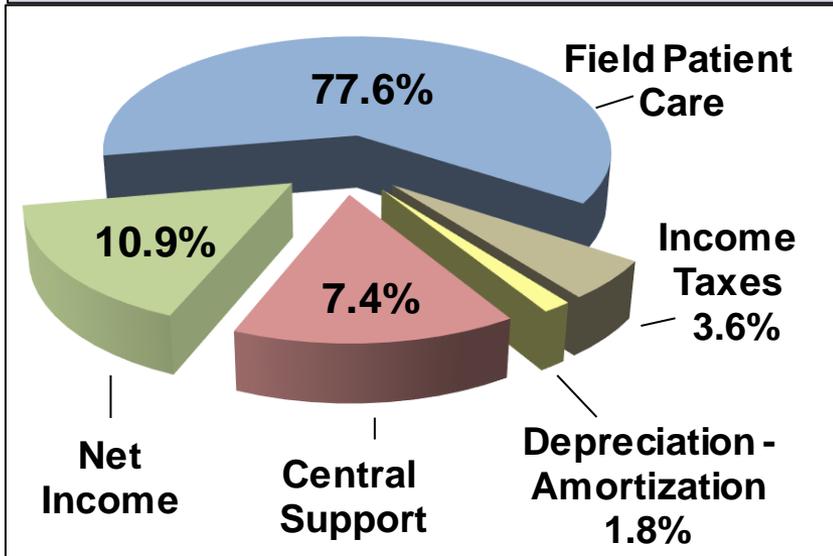


- Routine Home Care
- General Inpatient Care
- Continuous Home Care

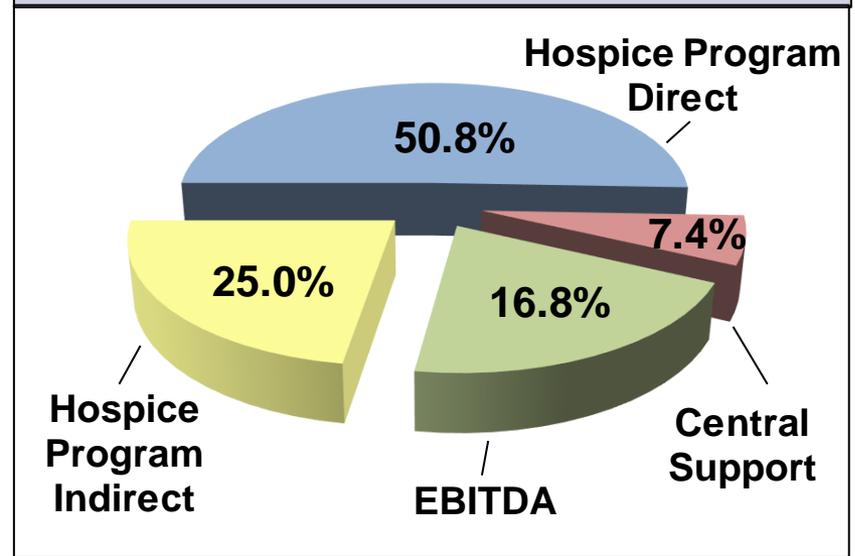
Revenues - 2022



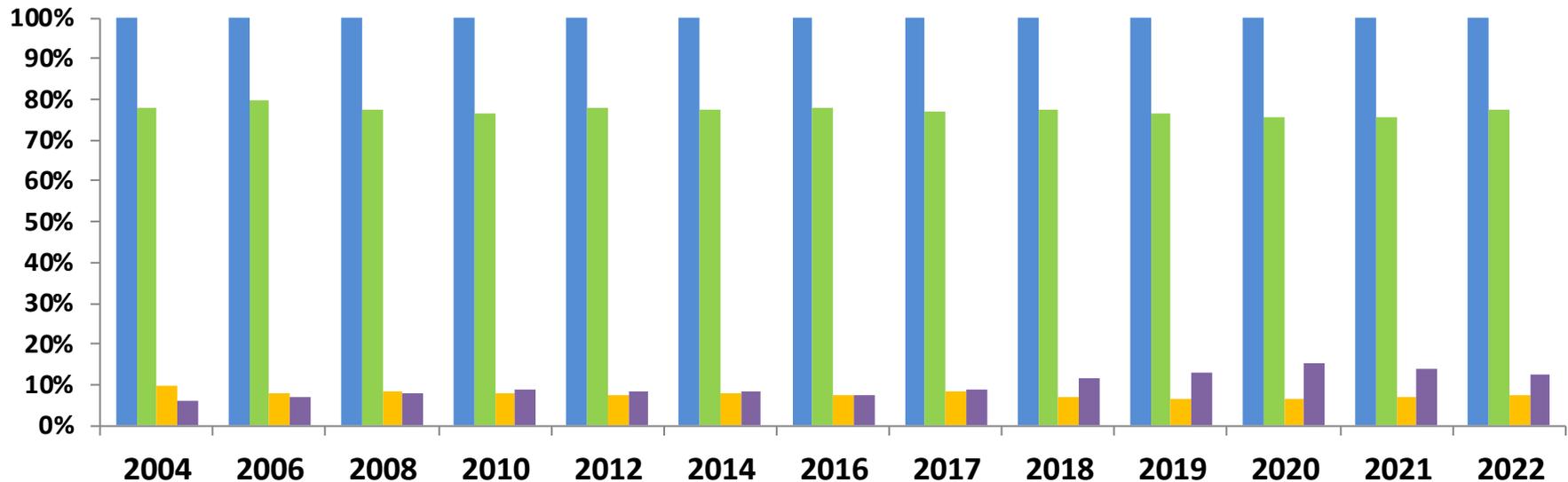
Revenue and Expenses - 2022



Adjusted EBITDA - 2022



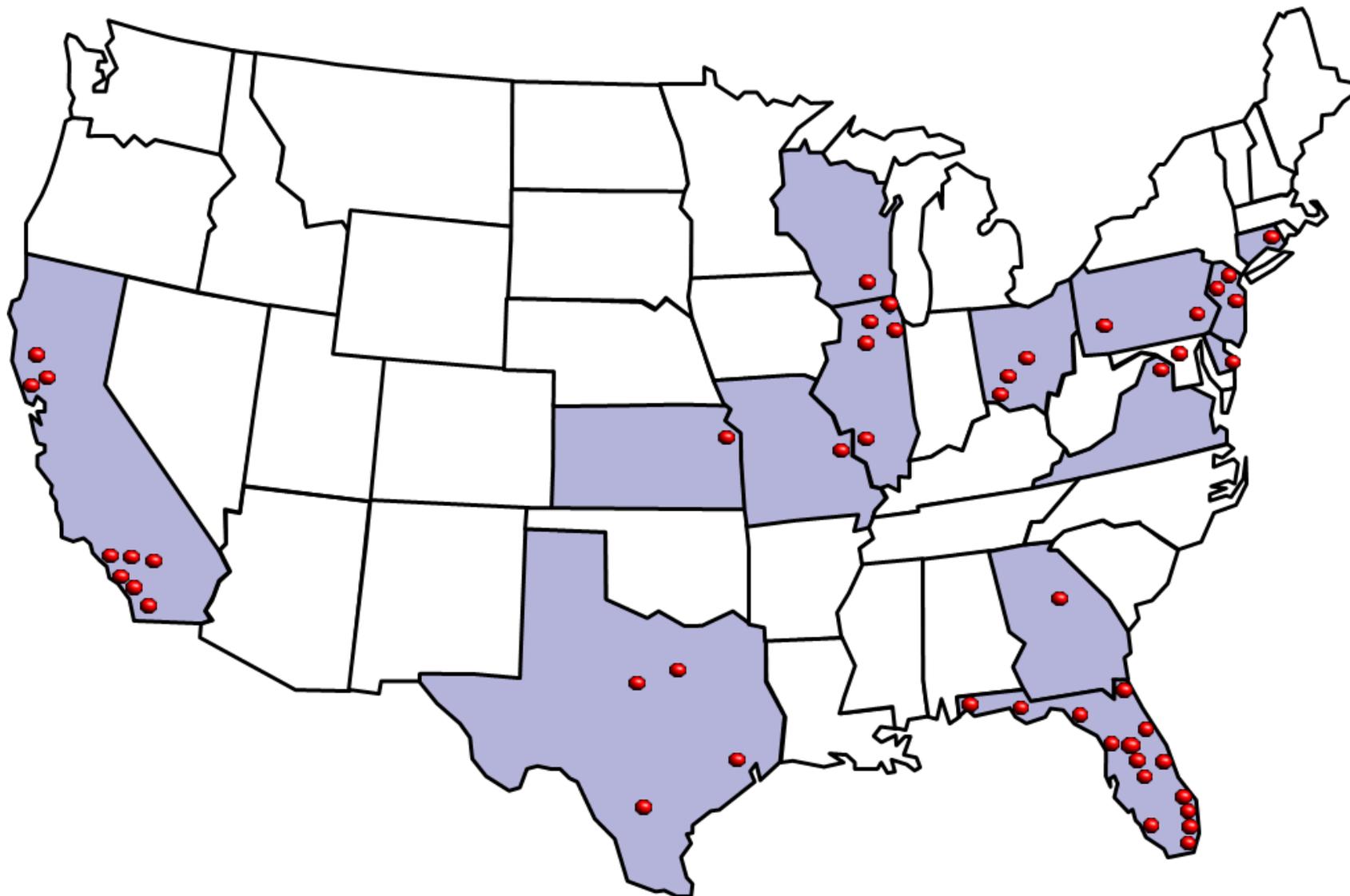
# VITAS – Operations as a Percent of Revenue



- Revenue
- Cost of Field Based Patient Care as a % of Sales
- Central Support Overhead as a % of Revenue
- Adj. Net Income as a % of Sales

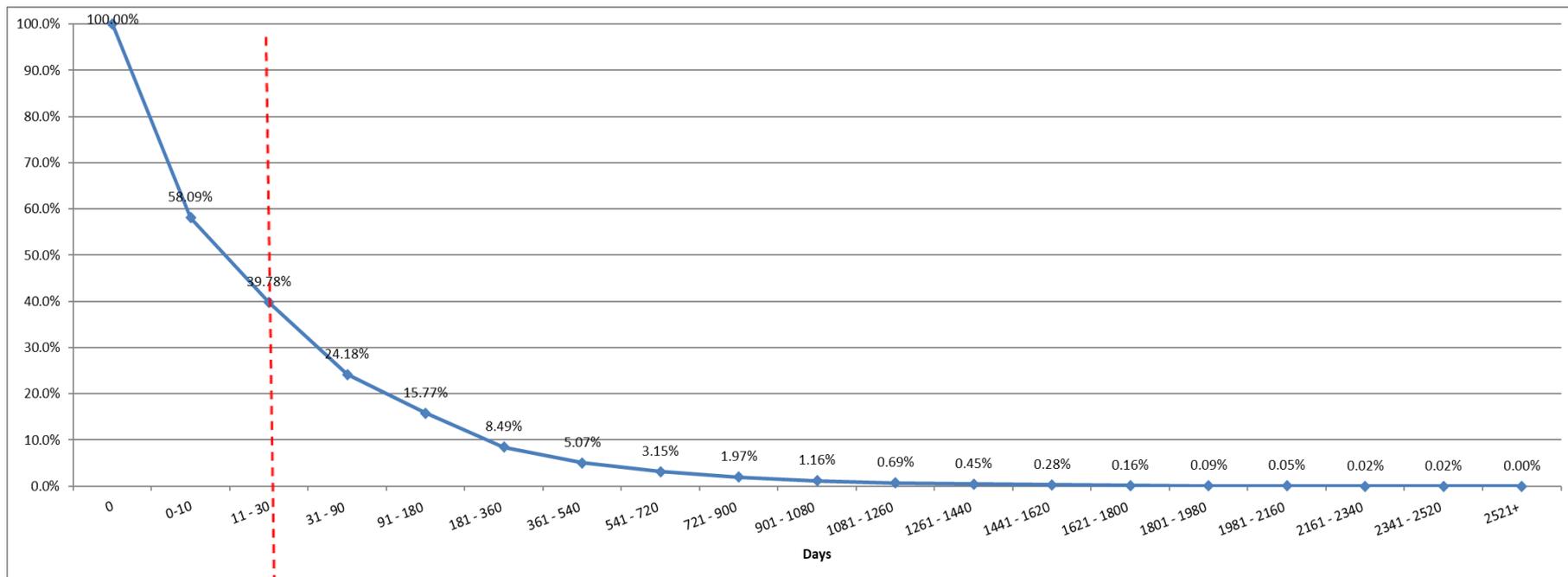
(1) 2018 - 2022 include the impact of the new revenue recognition accounting standard. Prior periods are not restated for the 2018 revenue recognition accounting standard.

# VITAS – 49 Locations (as of December 31, 2022)



# VITAS 2022 Discharge Rate – Total

Population: 60,930 patients (MLOS 16)

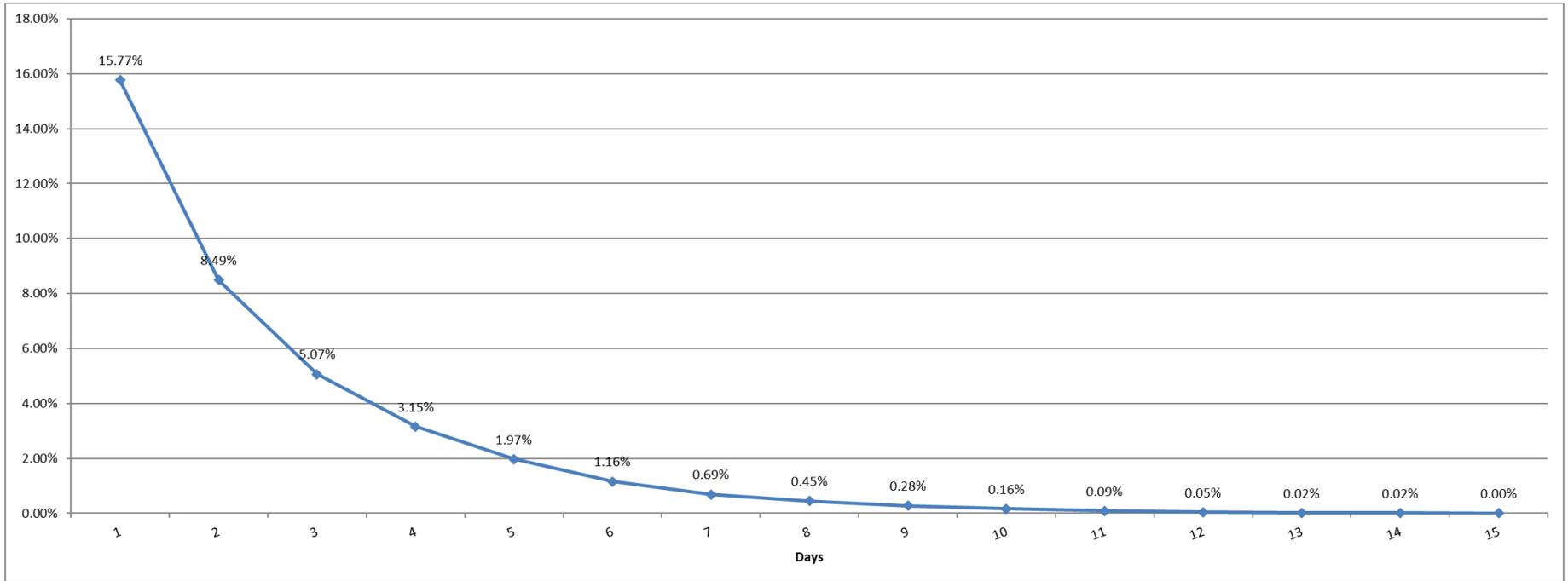


**Median**

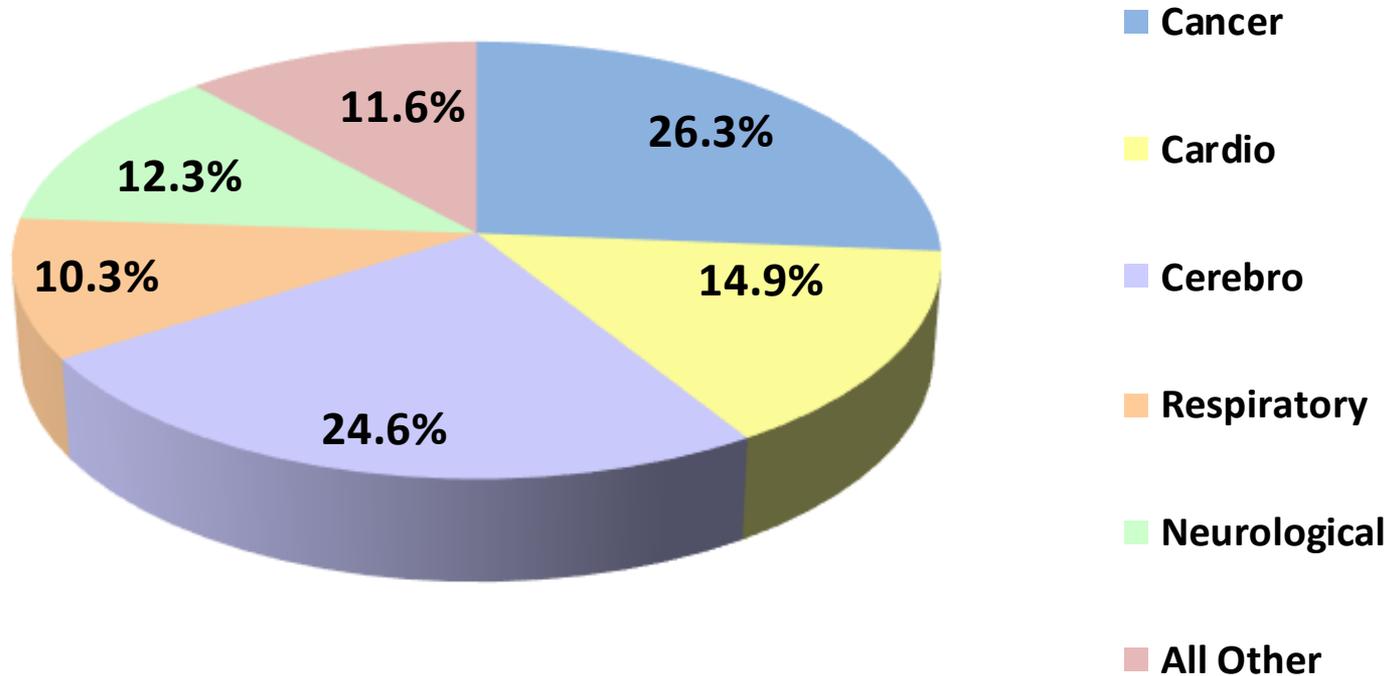
# VITAS 2022 Discharge Rate – Total

After 180 Days

Population: 9,607 patients

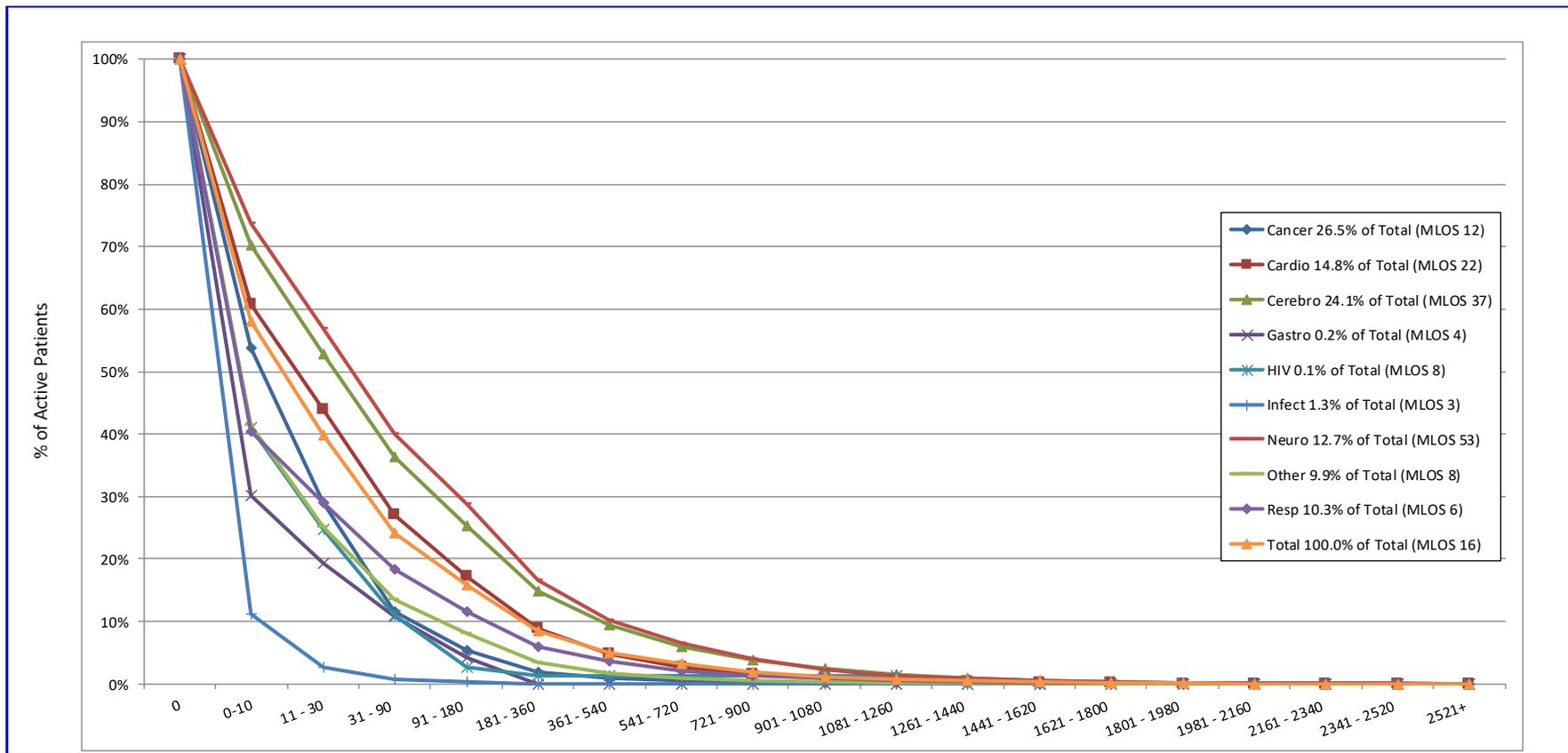


# VITAS Admissions by Diagnosis - 2022

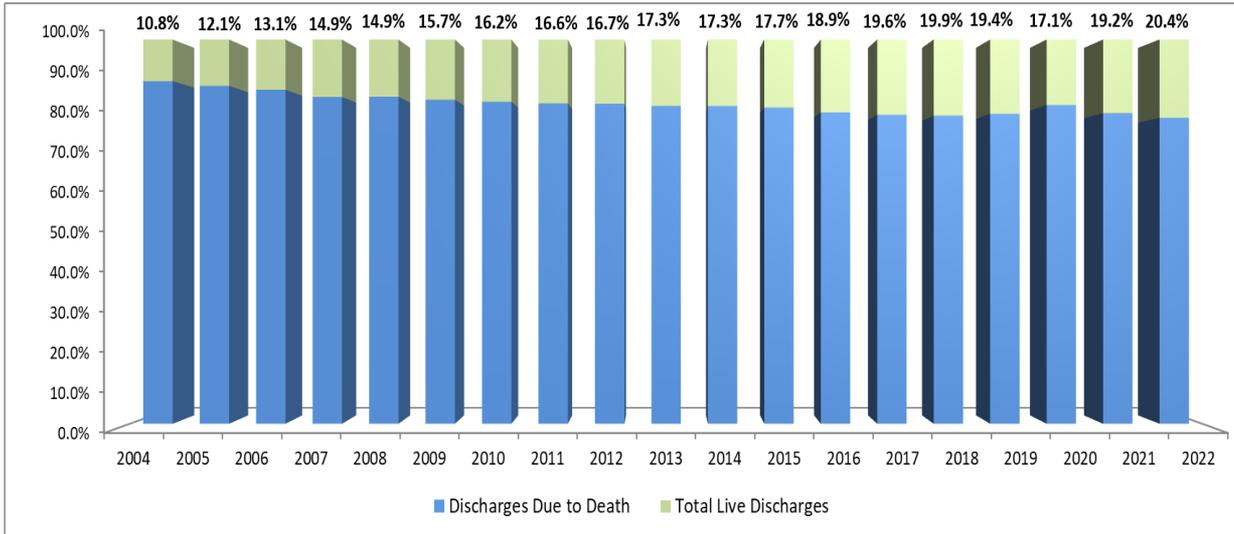


# VITAS 2022 Discharge Rate – All Diagnosis

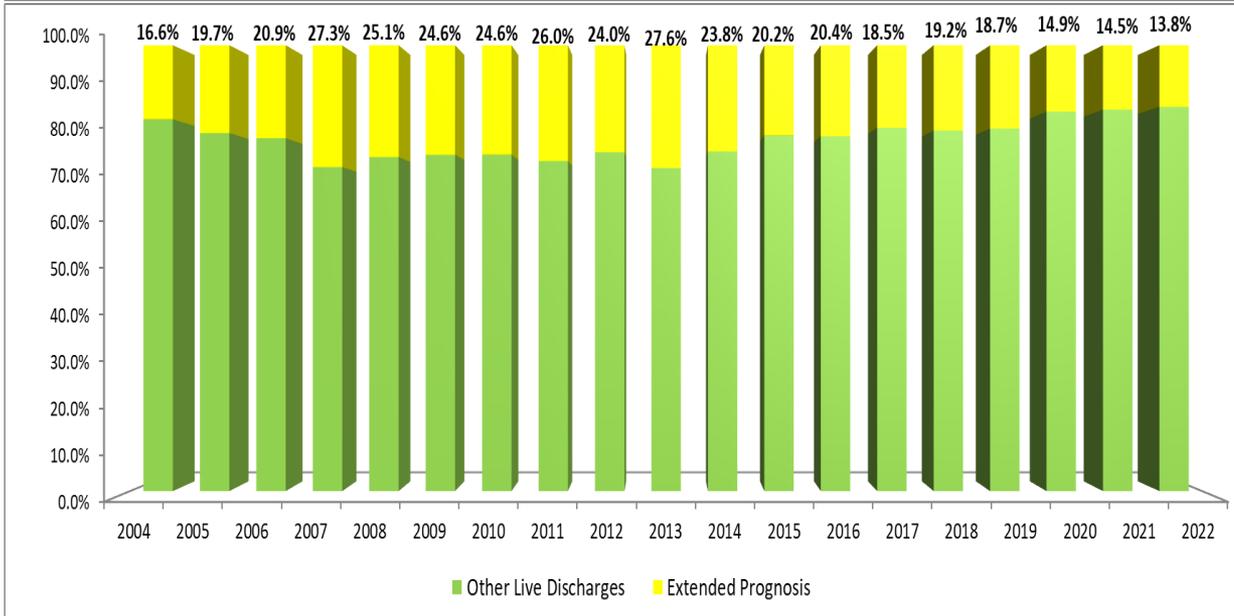
Population: 60,930



# Analysis of VITAS Discharges 2004-2022



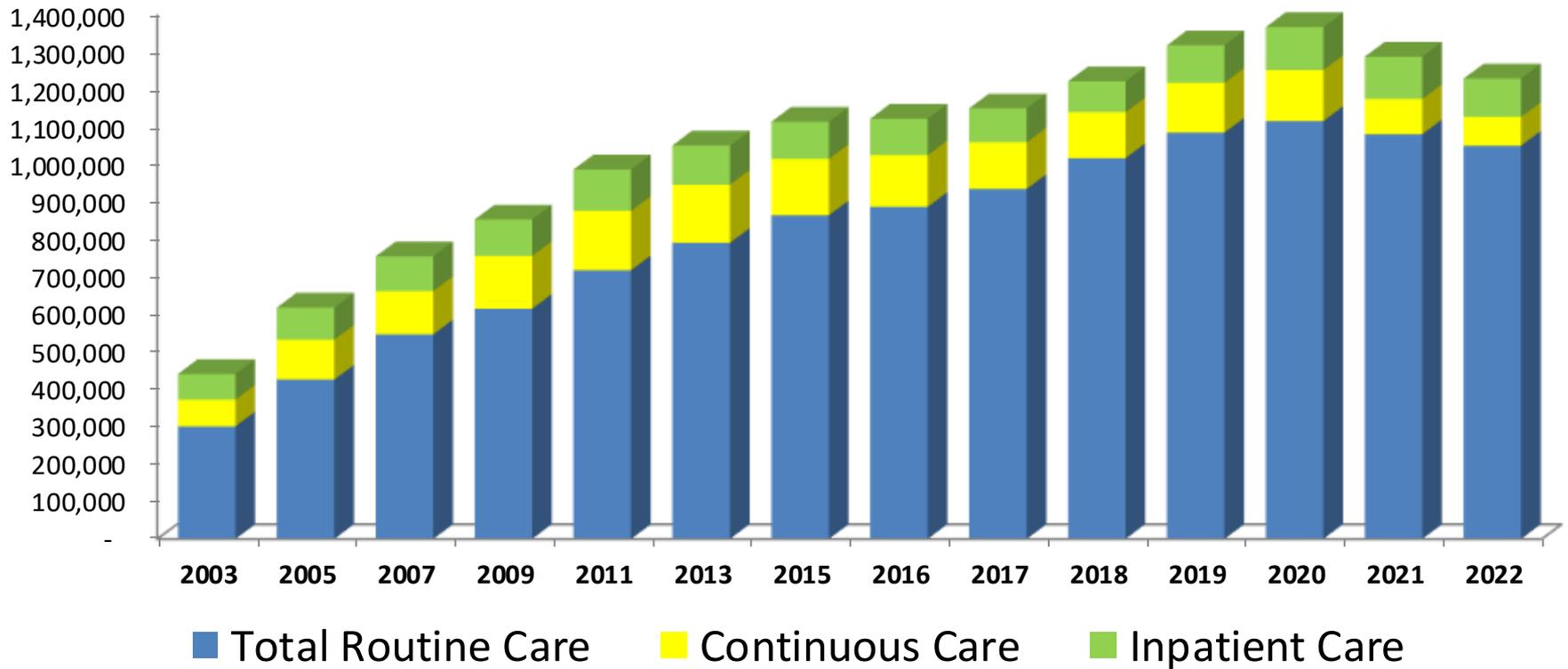
**Total Discharges**



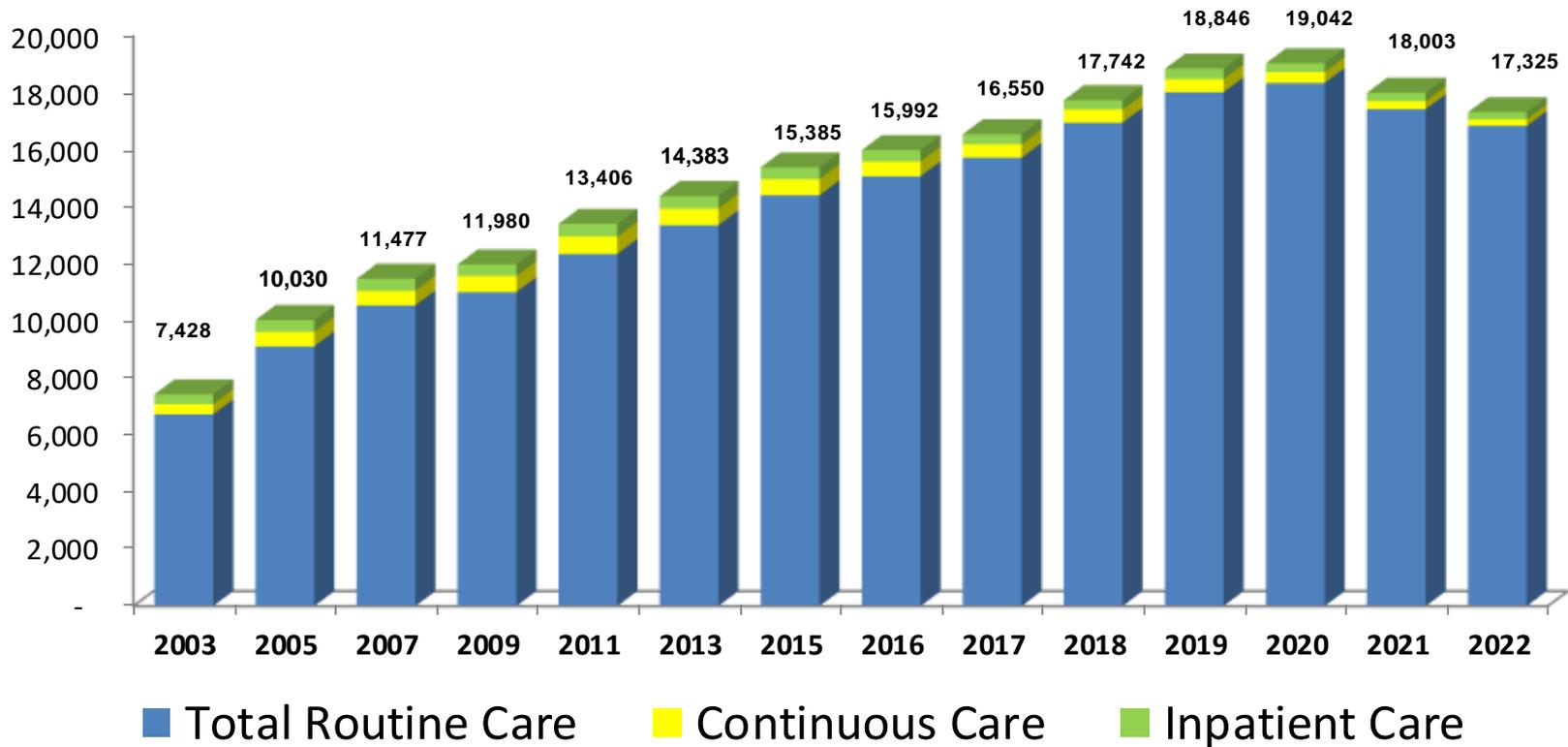
**Total Live Discharges**

# VITAS Analysis of Gross Revenue By Level of Care

2003 through 2022  
(\$000)

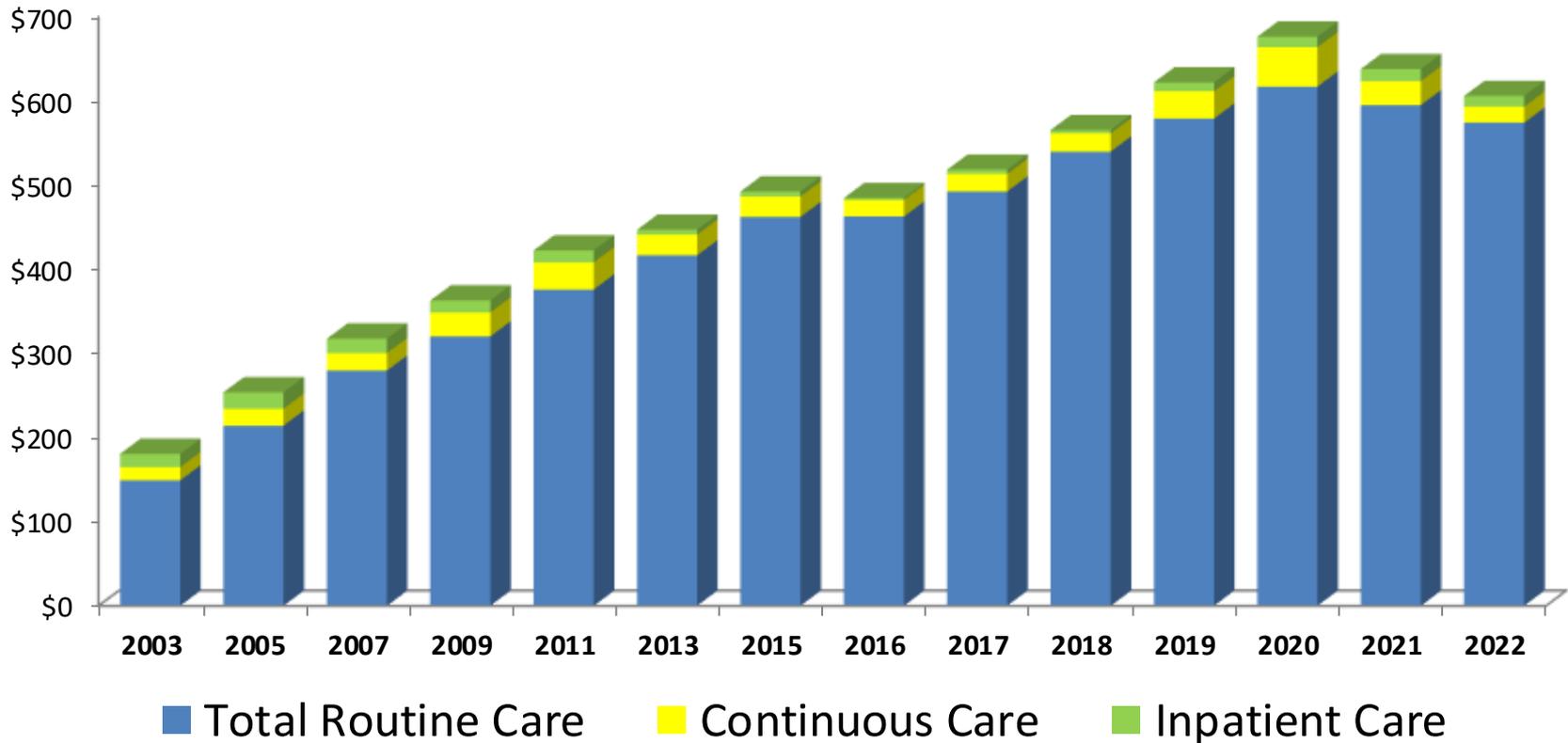


# VITAS Analysis of Average Daily Census (ADC) 2003 through 2022



# VITAS Analysis of Direct Gross Profit Contribution Margin By Level of Care

2003 through 2022 (in millions)



# VITAS – Summary of Operations <sup>(a)</sup>

## For The Years Ended December 31, 2004 through 2012

(in thousands, except percentages)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	2004	2005	2006	2007	2008	2009	2010	2011	2012
(1) Service Revenues and Sales	\$ 531,136	\$ 618,613	\$ 699,092	\$ 755,426	\$ 808,445	\$ 854,343	\$ 925,810	\$ 986,272	\$ 1,067,037
(2) EBITDA (b)	65,685	65,259	89,237	110,515	119,901	132,935	146,652	147,243	158,251
(3) Adj. EBITDA (b)	64,553	80,455	85,880	103,953	115,278	129,685	143,656	144,944	156,289
(4) Adj. EBITDA Margin (b)	12.2%	13.0%	12.3%	13.8%	14.3%	15.2%	15.5%	14.7%	14.6%
(5) Net Income (GAAP)	33,052	34,982	43,546	61,034	64,304	71,696	79,796	80,358	86,577
(6) Adj. Net Income (b)	32,961	44,659	49,249	59,974	64,010	72,059	80,465	81,186	87,338
(7) Adj. Net Income as a percent of Sales	6.2%	7.2%	7.0%	7.9%	7.9%	8.4%	8.7%	8.2%	8.2%

(a) Assumes VITAS was purchased on January 1, 2004

(b) See Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted (non-GAAP) results

# VITAS – Summary of Operations

## For The Years Ended December 31, 2013 through 2022

(in thousands, except percentages)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11) Average Annual Inc./Dec.) 2004-2022
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
Service Revenues and Sales	\$ 1,045,113	\$ 1,064,205	\$ 1,115,551	\$ 1,123,317	\$ 1,148,260	\$ 1,197,562	\$ 1,281,184	\$ 1,334,667	\$ 1,261,246	\$ 1,201,564	4.6%
EBITDA (b)	142,770	158,719	169,768	156,172	92,899	199,568	224,757	337,660	238,202	196,680	6.3%
Adj. EBITDA (b)	151,156	155,449	167,498	159,393	172,401	188,764	216,880	272,930	236,120	201,643	6.5%
Adj. EBITDA Margin (b)	14.5%	14.6%	15.0%	14.2%	15.0%	15.8%	16.9%	20.4%	18.7%	16.8%	n.a.
Net Income (GAAP)	76,144	86,186	93,346	84,961	57,645	138,846	155,822	238,782	162,431	131,452	8.0%
Adj. Net Income (b)	84,023	87,585	96,418	91,190	103,121	140,710	163,752	205,826	175,972	149,417	8.8%
Adj. Net Income as a percent of Sales	8.0%	8.2%	8.6%	8.1%	9.0%	11.7%	12.8%	15.4%	14.0%	12.4%	n.a.

(a) Assumes VITAS was purchased on January 1, 2004

(b) See Appendix at the back of this presentation for reconciliation from GAAP reported results to adjusted (non-GAAP) results

# VITAS – Operating Results<sup>(a)</sup>

(in thousands, except percentages)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15) Average Annual Inc./(Dec.)
	2003 (b)	2004 (b)	2006	2008	2010	2012	2014	2016	2017	2018	2019	2020	2021	2022	
(1) Net Service Revenue	\$ 441,017	\$ 531,136	\$ 699,092	\$ 808,445	\$ 925,810	\$ 1,067,037	\$ 1,064,205	\$ 1,123,317	\$ 1,148,260	\$ 1,197,562	\$ 1,281,184	\$ 1,334,667	\$ 1,261,246	\$ 1,201,564	5.4%
(2) Cost of field patient care	\$ 345,189	\$ 415,341	\$ 557,260	\$ 625,177	\$ 709,094	\$ 831,321	\$ 825,739	\$ 878,092	\$ 886,062	\$ 929,306	\$ 982,056	\$ 1,010,693	\$ 953,420	\$ 931,861	5.4%
(3) Gross profit	\$ 95,828	\$ 115,795	\$ 141,832	\$ 183,268	\$ 216,716	\$ 235,716	\$ 238,466	\$ 245,225	\$ 262,198	\$ 268,256	\$ 299,128	\$ 323,974	\$ 307,826	\$ 269,703	5.6%
(4) Selling and G&A expenses	\$ 53,526	\$ 51,266	\$ 57,707	\$ 68,417	\$ 74,531	\$ 81,188	\$ 85,183	\$ 92,550	\$ 95,215	\$ 80,969	\$ 86,345	\$ 85,445	\$ 87,585	\$ 89,187	2.7%
(5) Depreciation & amortization	\$ 9,285	\$ 10,149	\$ 11,923	\$ 16,317	\$ 18,124	\$ 18,349	\$ 19,049	\$ 19,090	\$ 18,630	\$ 19,700	\$ 20,055	\$ 22,239	\$ 23,185	\$ 22,056	4.7%
(6) Other operating expense	\$ -	\$ -	\$ 272	\$ -	\$ -	\$ -	\$ -	\$ 4,491	\$ 85,614	\$ 1,130	\$ 6,546	\$ (78,590)	\$ 876	\$ 3,337	n.a.
(7) Income from operations	\$ 33,017	\$ 54,380	\$ 71,930	\$ 98,534	\$ 124,061	\$ 136,179	\$ 134,234	\$ 129,094	\$ 62,739	\$ 166,457	\$ 186,182	\$ 294,880	\$ 196,180	\$ 155,123	8.5%
(8) EBITDA	\$ 42,986	\$ 65,685	\$ 89,237	\$ 119,901	\$ 146,652	\$ 158,251	\$ 158,719	\$ 156,172	\$ 92,899	\$ 199,568	\$ 224,757	\$ 337,660	\$ 238,202	\$ 196,680	8.3%
(9) Adjusted EBITDA	\$ 42,302	\$ 64,553	\$ 85,880	\$ 115,278	\$ 143,656	\$ 156,289	\$ 155,449	\$ 159,393	\$ 172,401	\$ 188,764	\$ 216,880	\$ 272,930	\$ 236,120	\$ 201,643	8.6%
<b>Percent of Sales</b>															
(10) Net Service Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
(11) Cost of field patient care	78.3%	78.2%	79.7%	77.3%	76.6%	77.9%	77.6%	78.2%	77.2%	77.6%	76.7%	75.7%	75.6%	77.6%	
(12) Gross profit	21.7%	21.8%	20.3%	22.7%	23.4%	22.1%	22.4%	21.8%	22.8%	22.4%	23.3%	24.3%	24.4%	22.4%	
(13) Selling and G&A expenses	12.1%	9.7%	8.3%	8.5%	8.1%	7.6%	8.0%	8.2%	8.3%	6.8%	6.7%	6.4%	6.9%	7.4%	
(14) Depreciation & amortization	2.1%	1.9%	1.7%	2.0%	2.0%	1.7%	1.8%	1.7%	1.6%	1.6%	1.6%	1.7%	1.8%	1.8%	
(15) Other operating expense	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.4%	7.5%	0.1%	0.5%	-5.9%	0.1%	0.3%	
(16) Income from operations	7.5%	10.2%	10.3%	12.2%	13.4%	12.8%	12.6%	11.5%	5.5%	13.9%	14.5%	22.1%	15.6%	12.9%	
(17) EBITDA	9.7%	12.4%	12.8%	14.8%	15.8%	14.8%	14.9%	13.9%	8.1%	16.7%	17.5%	25.3%	18.9%	16.4%	
(18) Adjusted EBITDA	9.6%	12.2%	12.3%	14.3%	15.5%	14.6%	14.6%	14.2%	15.0%	15.8%	16.9%	20.4%	18.7%	16.8%	

(a) Continuing operations

(b) VITAS was acquired in February 2004. This schedule assumes VITAS was acquired January 1, 2003.

# VITAS – Results from Continuing Operations

(\$000)

	(1)	(2)	(3)	(4)	(5)	(6)
	Full-Year Results			Three Months Ended March 31,		
	2021	2022	Fav/(Unfav) % Growth	2022	2023	Fav/(Unfav) % Growth
(1) Service Revenues Before Medicare Cap	\$ 1,267,843	\$ 1,209,432	(4.6%)	\$ 301,689	\$ 313,228	3.8%
(2) Medicare Cap	(6,597)	(7,868)	(19.3%)	(2,500)	(2,750)	(10.0%)
(3) Net Service Revenues and Sales	\$ 1,261,246	\$ 1,201,564	(4.7%)	\$ 299,189	\$ 310,478	3.8%
(4) Adj. Net Income (a)	\$ 175,972	\$ 149,417	(15.1%)	\$ 36,773	\$ 32,908	(10.5%)
(5) Adj. EBITDA (a) (b)	236,120	201,643	(14.6%)	50,035	44,460	(11.1%)
(6) Adj. EBITDA Margin (a) (b)	18.7%	16.8%	(1.9 pts.)	16.7%	14.3%	(2.4 pts.)
(7) Capital Expenditures	28,402	20,335	28.4%	4,618	4,913	(6.4%)

(a) Excludes certain discreet items.

(b) Reconciliation from GAAP reported results to adjusted (non-GAAP) results is provided in the Appendix at the back of the presentation.

# Future of VITAS

## Short-term

- ◆ Continue organic growth
- ◆ Acquisitions
  - ▶ Fragmented industry
  - ▶ Dominated by “Mom & Pop” not-for-profits
  - ▶ Bottom 50% of provider numbers have an estimated average operating margin in hospice of 4% - 8%\*
- ◆ Access to reasonably priced capital critical to expansion

## Long-term

- ◆ Government reimbursement structure will drive VITAS' future
- ◆ Consolidation
  - ▶ Will “pure play” dominate industry? ➡ Consolidation continues
  - ▶ Will continuum of care dominate? ➡ Acquire other healthcare providers
    - ▶ Self referral ➡ Divest VITAS to diverse healthcare provider
    - ▶ Control of patient

\*Source - MedPac

# VITAS – Operating Metrics (\$000)

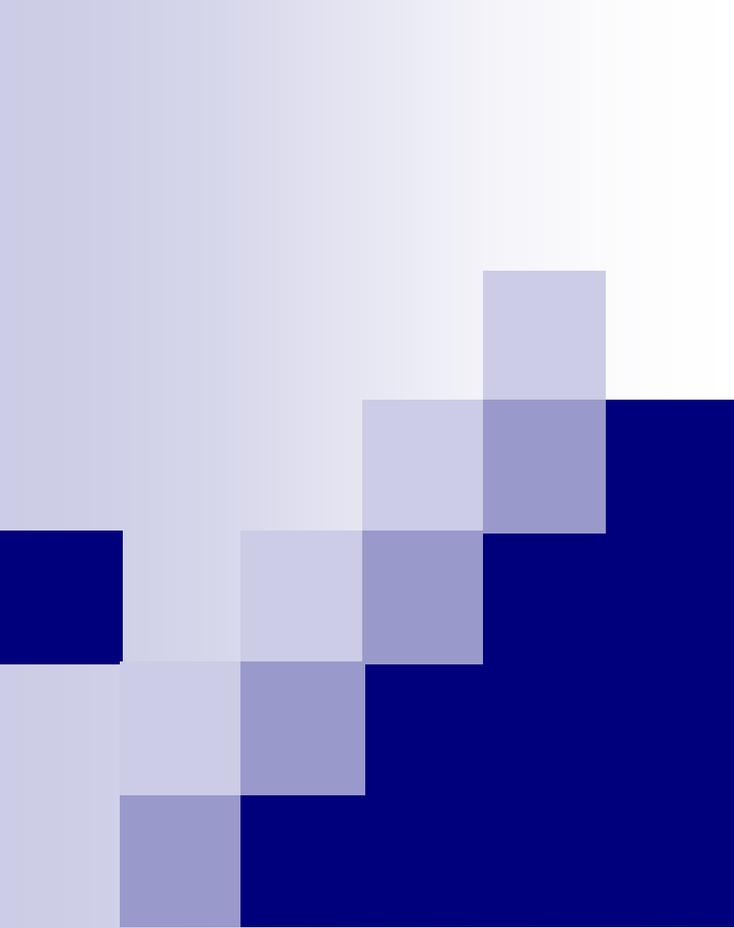
## VITAS - Operating Metrics (\$000)

Operating Metrics	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)
	2019				2020				2021				2022				2023
	Q1	Q2	Q3	Q4	Q1												
(1) Average Daily Census (ADC)	18,345	18,681	19,086	19,258	19,215	19,195	19,045	18,718	18,050	17,995	18,034	17,935	17,313	17,315	17,242	17,434	17,830
(2) Admissions	17,758	17,491	17,131	17,479	18,603	16,822	17,943	17,960	18,135	16,840	17,598	16,250	16,530	14,735	14,680	14,829	16,179
(3) Discharges	17,339	17,008	16,951	17,575	18,196	17,000	18,205	18,570	18,316	16,525	17,686	16,684	16,862	14,603	14,603	14,862	15,405
(4) Average Length of Stay (ALOS) (Days):	91.3	91.1	92.6	95.2	90.7	90.9	97.1	97.2	94.4	94.5	96.0	97.9	104.8	103.7	106.2	103.9	99.9
(5) Median Length of Stay (Days)	15	16	17	16	14	14	14	14	12	14	13	15	14	17	17	16	15
(6) Total Revenue Before Medicare Cap Reduction (\$000)	\$310,181	\$315,948	\$323,065	\$344,405	\$340,416	\$333,215	\$333,025	\$334,689	\$317,288	\$313,935	\$317,508	\$319,112	\$301,689	\$299,781	\$297,154	\$310,809	\$313,228
(7) Medicare Cap Reduction	(\$3,400)	(\$3,198)	(\$1,317)	(\$4,500)	(\$2,500)	(\$5,750)	\$4,072	(\$2,500)	(\$1,500)	(\$2,000)	(\$97)	(\$3,000)	(\$2,500)	(\$2,000)	(\$618)	(\$2,750)	(\$2,750)
(8) Revenue After Medicare Cap Reduction (\$000)	\$306,781	\$312,750	\$321,748	\$339,905	\$337,916	\$327,465	\$337,097	\$332,189	\$315,788	\$311,935	\$317,411	\$316,112	\$299,189	\$297,781	\$296,536	\$308,059	\$310,478
(9) % Routine Home Care	82.0%	82.7%	83.2%	78.5%	78.1%	81.5%	82.0%	81.8%	81.6%	82.9%	83.1%	84.3%	84.0%	84.5%	84.7%	84.6%	83.7%
(10) % InPatient	7.1%	7.1%	7.1%	8.8%	9.3%	7.6%	8.1%	8.5%	9.0%	8.6%	9.1%	8.4%	8.7%	8.1%	8.1%	8.4%	9.1%
(11) % Continuous Care	10.2%	9.5%	8.9%	11.7%	11.7%	10.2%	9.0%	8.8%	8.5%	7.6%	6.8%	6.4%	6.4%	6.4%	6.1%	6.1%	6.2%
(12) % Other	(1.2%)	0.7%	(1.4%)	(1.0%)	(1.3%)	(1.0%)	(1.2%)	(1.1%)	(0.9%)	(0.9%)	(0.7%)	(0.6%)	(0.8%)	(0.7%)	(0.7%)	(1.0%)	(0.8%)
(13) % Medicare Cap	(0.9%)	(1.0%)	(0.4%)	(1.3%)	(0.7%)	(1.7%)	1.2%	(0.7%)	(0.5%)	(0.6%)	0.0%	(0.9%)	(0.8%)	(0.7%)	(0.2%)	(0.9%)	(0.9%)
Direct Care Margins: (a)																	
(14) Routine Home Care	52.7%	53.5%	53.4%	53.7%	51.9%	54.7%	55.8%	58.1%	54.1%	53.8%	54.7%	57.2%	55.2%	55.1%	52.7%	55.3%	52.6%
(15) In Patient Care	6.5%	7.4%	4.1%	20.6%	17.8%	1.8%	9.5%	12.5%	11.1%	10.7%	15.0%	14.5%	13.4%	7.2%	12.0%	16.5%	17.8%
(16) Continuous Care	18.2%	17.9%	16.8%	38.9%	35.6%	35.2%	32.2%	34.4%	32.2%	30.6%	27.8%	28.2%	25.7%	25.7%	22.5%	24.6%	24.9%
(17) Gross Profit (Direct and Indirect) (\$000) (b) (c)	\$67,038	\$71,646	\$74,197	\$86,246	\$78,487	\$60,650	\$90,461	\$94,378	\$77,121	\$64,416	\$79,199	\$87,089	\$71,949	\$70,248	\$56,781	\$70,726	\$56,824
(18) Gross Profit Margin (b) (c)	21.9%	22.9%	23.1%	25.4%	23.2%	18.5%	26.8%	28.4%	24.4%	20.7%	25.0%	27.6%	24.0%	23.6%	19.1%	23.0%	18.3%
(19) Pro Forma Selling, General & Admin Exp (c)	\$21,536	\$21,682	\$21,965	\$21,162	\$22,269	\$21,072	\$21,799	\$20,305	\$22,090	\$22,631	\$21,372	\$21,491	\$22,453	\$23,148	\$21,581	\$22,005	\$23,336
(20) Pro Forma Adjusted EBITDA (\$000) (c)	\$46,319	\$51,616	\$52,976	\$65,970	\$57,749	\$66,717	\$72,254	\$76,211	\$56,754	\$52,775	\$60,261	\$66,331	\$50,035	\$47,966	\$44,732	\$58,911	\$44,460
(21) Pro Forma Adjusted EBITDA Margin (c)	15.1%	16.5%	16.5%	19.4%	17.1%	20.3%	21.4%	22.9%	18.0%	16.9%	19.0%	21.0%	16.7%	16.1%	15.1%	19.1%	14.3%

(a) Excludes any Medicare cap

(b) Includes any Medicare cap

(c) Excludes depreciation and amortization



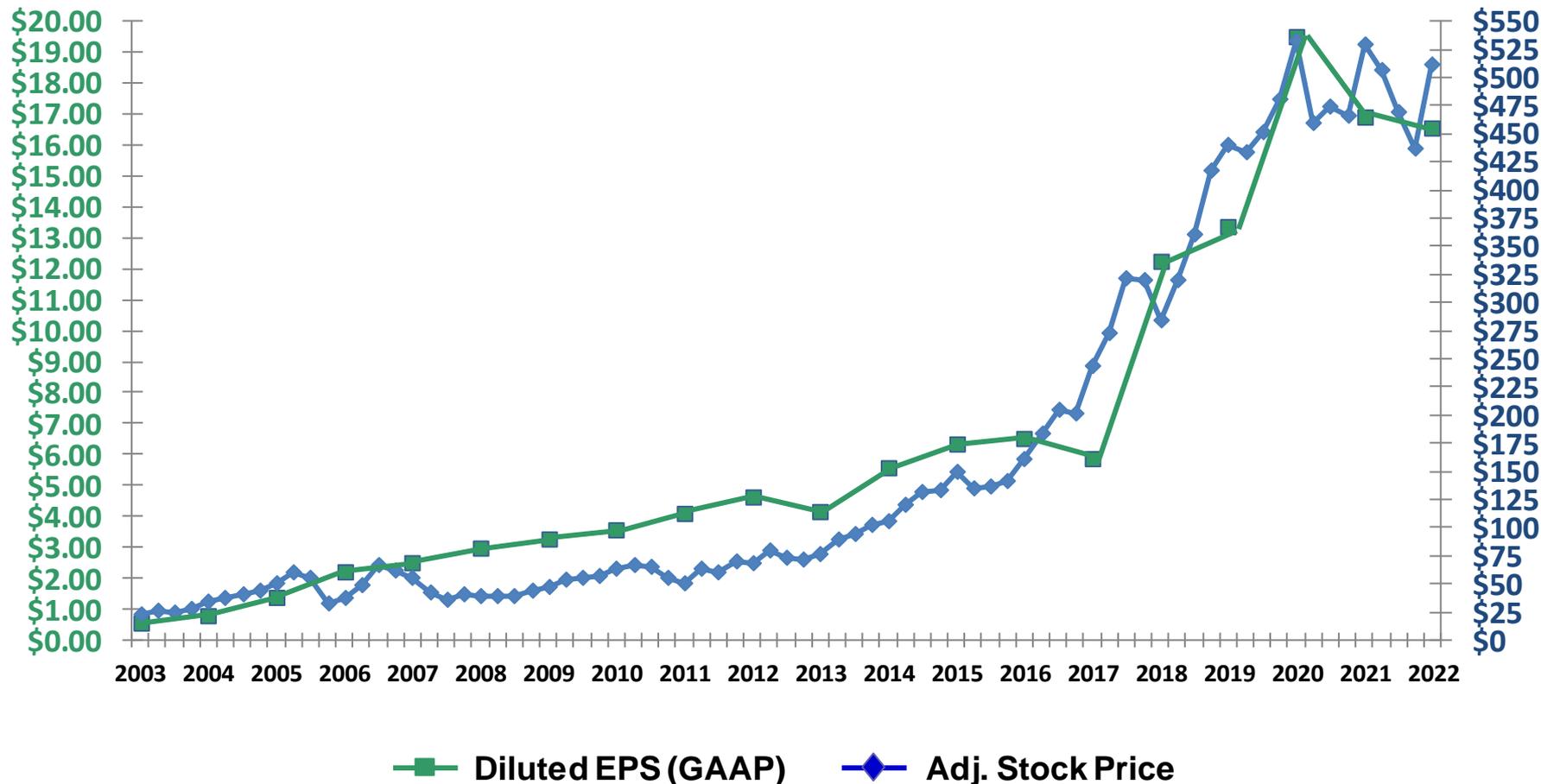
# Appendix

# EPS<sup>(1)</sup> and Stock Price<sup>(2)</sup> History

Chemed has delivered strong and consistent EPS to stockholders since 2003, 19.5% 19-year CAGR

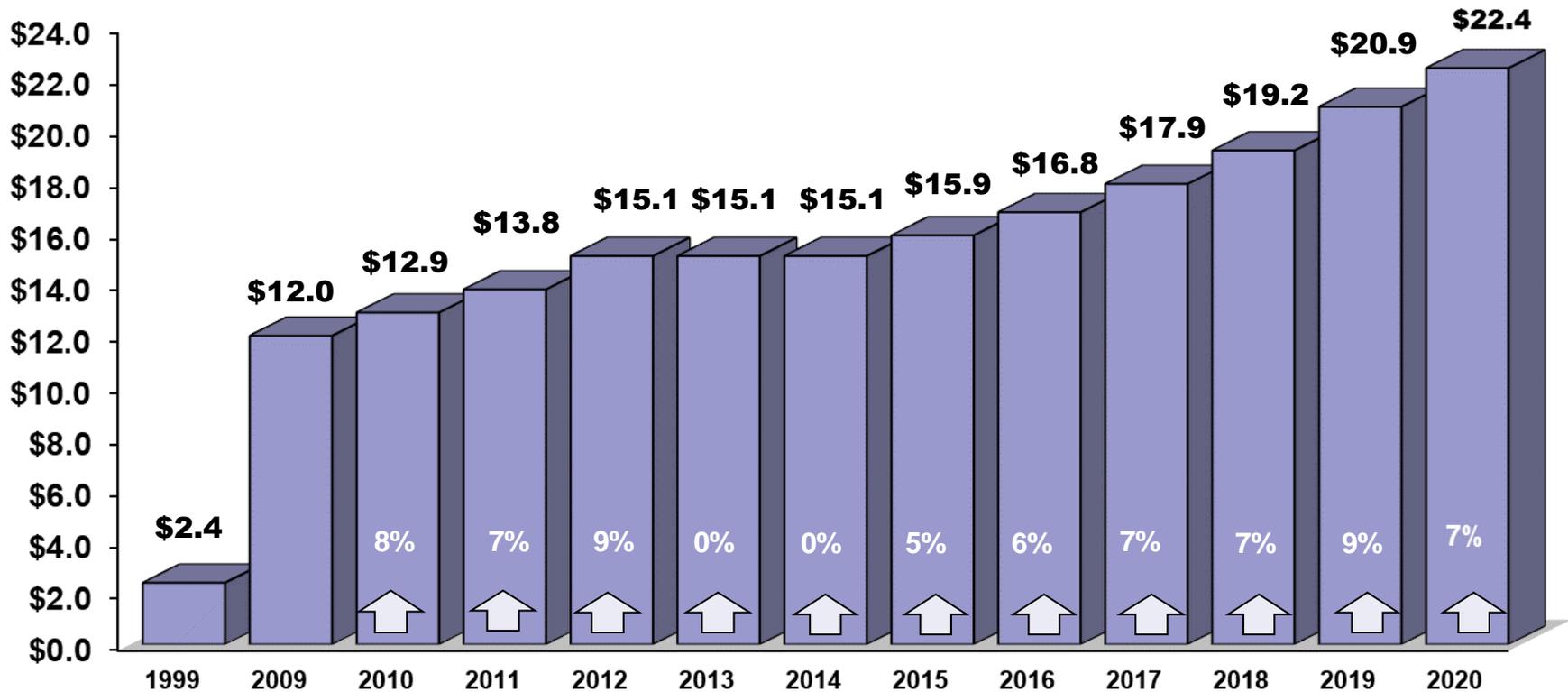
Diluted EPS  
(GAAP)

Adj. Stock  
Price



(1) Diluted EPS from continuing operations (GAAP)  
 (2) Adjusted for stock splits

# Medicare Hospice Spending (in billions)

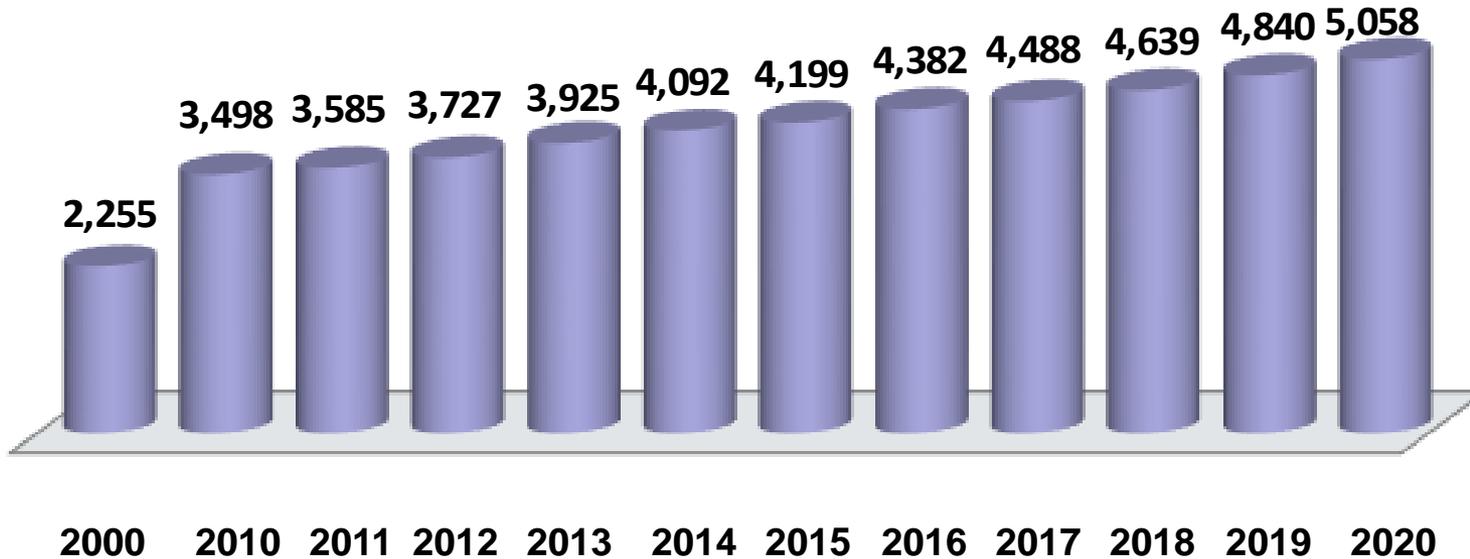


■ **11.2% Compounded annual growth rate from 1999 to 2020**

Sources: MedPAC Report to the Congress – 2011 - 2022

Annual Report of the Boards of Trustees of the Federal Hospital Insurance and  
Federal Supplementary Medical Insurance Trust Funds - 2017 and 2018

# Growth in Hospice Programs



Source: MedPAC Report to the Congress – 2011 through 2022

**CHEMED CORPORATION**  
**RECONCILIATION OF ADJUSTED EBITDA**  
**FOR THE YEARS ENDED DECEMBER 31, 2004 THROUGH 2022**  
**(IN THOUSANDS)**

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
	2004	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Reconciliation of Adjusted EBITDA</b>														
(1) Net income/(loss)	\$ 27,512	\$ 81,831	\$ 85,979	\$ 89,304	\$ 77,227	\$ 99,317	\$ 110,274	\$ 108,743	\$ 98,177	\$ 205,544	\$ 219,923	\$ 319,466	\$ 268,550	\$ 249,624
(2) Discontinued operations	(8,417)	-	-	-	-	-	-	-	-	-	-	-	-	-
(3) Interest expense	21,158	11,959	13,888	14,723	15,035	8,186	3,645	3,715	4,272	4,990	4,535	2,355	1,868	4,584
(4) Income taxes	13,736	52,000	54,577	56,515	46,602	63,437	69,852	68,311	18,740	34,056	41,686	76,524	81,764	80,055
(5) Depreciation	14,542	24,386	25,247	26,009	27,698	29,881	32,369	34,279	35,488	38,464	40,870	46,596	49,011	49,102
(6) Amortization	3,468	2,099	1,466	1,508	1,644	720	1,130	359	137	399	4,335	9,987	10,040	10,070
(7) EBITDA	71,999	172,275	181,157	188,059	168,206	201,541	217,270	215,407	156,814	283,453	311,349	454,928	411,233	393,435
Add/(deduct)														
(8) Interest income	(1,874)	(444)	(426)	(809)	(847)	29	(281)	(383)	(427)	(671)	(513)	(757)	(377)	(355)
(9) Equity in earnings of VITAS	4,105	-	-	-	-	-	-	-	-	-	-	-	-	-
(10) Advertising cost adjustment	528	(679)	(1,240)	(1,573)	(1,166)	(1,462)	(1,317)	(1,333)	(1,371)	-	-	-	-	-
(11) Long-term incentive compensation	8,783	4,734	3,012	360	1,301	2,569	7,519	1,930	4,994	6,618	7,630	8,937	9,167	7,801
(12) Loss/(gain) on extinguishment of debt	3,330	-	-	-	-	-	-	-	-	-	-	-	-	-
(13) Legal expenses of OIG investigation	-	1,012	1,188	1,212	2,149	2,141	4,974	5,260	5,194	-	-	-	-	-
(14) Stock option expense	-	7,762	8,376	8,130	6,042	4,802	5,445	8,330	10,485	12,611	14,831	18,422	22,502	26,254
(15) Stock award expense	311	2,558	2,786	3,004	3,046	2,471	2,107	1,855	1,230	446	-	-	-	-
(16) Lawsuit settlement	3,135	1,853	2,299	1,016	27,646	120	5	1,194	84,689	796	6,000	3,639	(98)	4,000
(17) Debt registration expenses	1,191	-	-	-	-	-	-	-	-	-	-	-	-	-
(18) VITAS transactions costs	442	-	-	-	-	-	-	-	-	-	-	-	-	-
(19) Acquisition Expenses	-	324	121	188	62	24	172	-	-	757	4,834	-	-	-
(20) Costs to Shut down HVAC operations	-	-	-	1,126	-	-	-	-	-	-	-	-	-	-
(21) Securities litigation	-	-	-	742	109	327	37	-	-	-	-	-	-	-
(22) Severance arrangements	-	-	-	-	302	-	-	-	-	-	-	-	-	-
(23) Licensed healthcare worker retention bonus	-	-	-	-	-	-	-	-	-	-	-	-	-	19,634
(24) Early Retirement Expenses	-	-	-	-	-	-	-	4,491	-	-	-	-	-	-
(25) Medicare Cap Sequestration adjustment	-	-	-	-	-	-	-	228	447	1,496	3,982	-	-	138
(26) Other	-	-	-	-	-	-	-	-	-	-	548	619	218	-
(27) Loss on sale of transportation equipment	-	-	-	-	-	-	-	-	5,266	-	2,266	-	-	-
(28) Program closure expenses	-	-	-	-	-	-	-	-	1,138	-	-	-	-	-
(29) Cares Act grant	-	-	-	-	-	-	-	-	-	-	-	(80,225)	-	-
(30) Direct costs related to COVID-19	-	-	-	-	-	-	-	-	-	-	-	39,260	18,769	1,387
(31) Adjusted EBITDA	\$ 91,950	\$ 189,395	\$ 197,273	\$ 201,455	\$ 206,850	\$ 212,562	\$ 235,931	\$ 236,979	\$ 268,459	\$ 305,506	\$ 350,927	\$ 444,823	\$ 461,414	\$ 452,294

**CHEMED CORPORATION**  
**RECONCILIATION OF ADJUSTED NET INCOME**  
**FOR THE YEARS ENDED DECEMBER 31, 2004 THROUGH 2022**  
**(IN THOUSANDS)**

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
	2004	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Reconciliation of Adjusted Net Income</b>														
(1) Net income/(loss)	\$ 27,512	\$ 81,831	\$ 85,979	\$ 89,304	\$ 77,227	\$ 99,317	\$ 110,274	\$ 110,274	\$ 98,177	\$ 205,544	\$ 219,923	\$ 319,466	\$ 268,550	\$ 249,624
Add/(deduct):														
(2) Discontinued operations	(8,417)	-	-	-	-	-	-	-	-	-	-	-	-	-
(3) Equity in earnings of VITAS	4,105	-	-	-	-	-	-	-	-	-	-	-	-	-
(4) Long-term incentive compensation	5,437	2,957	1,880	228	822	1,625	4,752	1,221	3,243	5,307	6,440	7,895	8,094	6,858
(5) Loss/(gain) on extinguishment of debt	2,030	-	-	-	294	-	-	-	-	-	-	-	-	-
(6) Legal expenses of OIG investigation	-	627	737	752	1,333	1,328	3,072	3,248	3,207	-	-	-	-	-
(7) Stock option expense	-	4,909	5,298	5,143	3,813	3,022	3,439	5,266	6,892	10,118	12,237	15,700	18,879	22,028
(8) Lawsuit settlement	1,897	1,126	1,397	617	16,926	74	3	28	52,504	594	4,476	2,675	(72)	2,984
(9) Prior period tax adjustments	(1,620)	-	-	-	(1,782)	-	-	-	-	-	-	-	-	-
(10) Debt registration expenses	727	-	-	-	-	-	-	-	-	-	-	-	-	-
(11) VITAS transactions costs	222	-	-	-	-	-	-	-	-	-	-	-	-	-
(12) Non-cash interest on convertible debt	-	4,313	4,664	5,041	5,448	2,143	-	-	-	-	-	-	-	-
(13) Income tax impact of non-taxable investments	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(14) Expenses associated with contested proxy solicitation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(15) Acquisition Expenses	-	198	75	114	38	15	104	-	-	559	3,557	-	-	-
(16) Costs to Shut down HVAC operations	-	-	-	649	-	-	-	-	-	-	-	-	-	-
(17) Securities litigation	-	-	-	469	69	207	23	-	-	-	-	-	-	-
(18) Severance arrangements	-	-	-	-	184	-	-	-	-	-	-	-	-	-
(19) Early retirement expenses	-	-	-	-	-	-	-	2,840	-	-	-	-	-	-
(20) Medicare cap sequestration adjustment	-	-	-	-	-	-	-	141	276	1,114	2,965	462	-	103
(21) Other	-	-	-	-	-	-	-	-	-	-	406	-	166	-
(22) Excess tax benefits on stock compensation	-	-	-	-	-	-	-	-	(18,932)	(22,862)	(24,177)	(26,089)	(9,884)	(5,928)
(23) Impact of tax reform	-	-	-	-	-	-	-	-	(8,302)	-	-	-	-	-
(24) Loss on sale of transportation equipment	-	-	-	-	-	-	-	-	3,314	-	1,733	-	-	-
(24) Licensed healthcare worker retention bonus	-	-	-	-	-	-	-	-	-	-	-	-	-	14,647
(25) Program closure expenses	-	-	-	-	-	-	-	-	675	-	-	-	1,384	-
(26) Amortization of acquired and cancelled franchise agreements	-	-	-	-	-	-	-	-	-	-	2,913	6,914	6,915	6,915
(27) Cares Act grant	-	-	-	-	-	-	-	-	-	-	-	(59,848)	-	-
(28) Direct costs related to COVID-19	-	-	-	-	-	-	-	-	-	-	-	29,238	13,975	1,025
(29) Adjusted net income	\$ 31,893	\$ 95,961	\$ 100,030	\$ 102,317	\$ 104,372	\$ 107,731	\$ 121,667	\$ 123,018	\$ 141,054	\$ 200,374	\$ 230,473	\$ 296,413	\$ 308,007	\$ 298,256

**ROTO-ROOTER GROUP**  
**RECONCILIATION OF ADJUSTED EBITDA and ADJUSTED NET INCOME**  
**FOR THE YEARS ENDED DECEMBER 31, 2004 THROUGH 2022**  
(IN THOUSANDS)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Reconciliation of Adjusted EBITDA</b>																			
(1) Net income	\$ 18,795	\$ 27,626	\$ 32,454	\$ 38,971	\$ 33,427	\$ 33,040	\$ 31,678	\$ 34,879	\$ 30,905	\$ 29,243	\$ 42,075	\$ 48,573	\$ 52,893	\$ 73,299	\$ 98,711	\$ 103,710	\$ 120,394	\$ 166,333	\$ 186,120
(2) Interest expense	206	563	368	495	246	186	233	358	433	322	363	348	332	323	319	345	340	595	396
(3) Income taxes	10,611	16,048	18,748	24,145	20,644	20,372	19,547	21,353	18,770	17,560	25,808	29,630	32,719	32,782	28,850	30,276	37,038	51,420	58,695
(4) Depreciation	8,583	8,271	7,665	8,365	8,294	8,068	7,775	8,130	8,397	9,014	10,702	12,988	14,698	16,667	18,629	20,730	24,292	25,816	27,075
(5) Amortization	119	90	72	54	313	441	136	228	246	259	273	372	304	123	387	4,264	9,916	9,969	9,969
(6) EBITDA	38,314	52,598	59,307	72,030	62,924	62,107	59,369	64,948	58,751	56,398	79,221	91,911	100,946	123,194	146,896	159,325	191,980	254,133	282,255
Add/(deduct)																			
(7) Advertising cost adjustment	528	691	323	601	225	(540)	(679)	(1,240)	(1,573)	(1,166)	(1,462)	(1,317)	(1,333)	(1,371)	-	-	-	-	-
(8) Long-term incentive compensation	1,558	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(9) Lawsuit settlement	3,135	-	-	1,927	-	882	1,853	2,299	1,016	17,146	7	5	45	213	-	-	3,639	(98)	-
(10) Prior-period insurance adjustments	-	(1,663)	-	-	597	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(11) Interest income	(139)	(156)	(85)	(377)	(116)	(73)	(49)	(40)	(30)	(41)	(39)	(40)	(58)	(39)	(92)	(133)	(76)	(124)	(138)
(12) Intercompany interest income	(1,041)	(2,236)	(3,997)	(4,993)	(3,708)	(2,514)	(2,612)	(2,136)	(1,617)	(2,055)	(2,892)	(3,385)	(3,595)	(5,596)	(6,908)	(8,152)	(6,256)	(7,180)	(9,345)
(13) Acquisition expenses	-	-	-	-	-	-	256	(26)	173	4	23	172	-	-	548	4,664	-	-	-
(14) Severance arrangements	-	-	-	-	-	-	-	-	-	302	-	-	-	-	-	-	-	-	-
(15) Costs to shut down HVAC operations	-	-	-	-	-	-	-	-	1,126	-	-	-	-	-	-	-	-	-	-
(16) Stock award amortization	-	-	-	-	-	378	371	386	348	252	268	307	269	100	-	-	-	-	-
(17) Direct costs related to COVID-19	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,819	2,435	988
(18) Non cash ASC 842 expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	55	-	-	-
(19) Adjusted EBITDA	\$ 42,355	\$ 49,234	\$ 55,548	\$ 69,188	\$ 59,922	\$ 59,862	\$ 58,516	\$ 64,176	\$ 58,232	\$ 70,936	\$ 75,110	\$ 87,614	\$ 96,312	\$ 116,670	\$ 140,544	\$ 155,759	\$ 193,106	\$ 249,166	\$ 273,760
<b>Reconciliation of Adjusted Net Income</b>																			
(20) Net income	\$ 18,795	\$ 27,626	\$ 32,454	\$ 38,971	\$ 33,427	\$ 33,040	\$ 31,678	\$ 34,879	\$ 30,905	\$ 29,243	\$ 42,075	\$ 48,573	\$ 52,893	\$ 73,299	\$ 98,711	\$ 103,710	\$ 120,394	\$ 166,333	\$ 186,120
Add/(deduct):																			
(21) Long-term incentive compensation	982	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(22) Lawsuit settlement	1,897	-	-	1,168	-	534	1,126	1,397	617	10,416	4	3	28	129	403	-	2,675	(72)	-
(23) Prior-period insurance adjustments	-	(1,014)	-	-	358	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(24) Prior-period tax adjustments	(630)	(1,126)	(1,251)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(25) Acquisition expenses	-	-	-	-	-	156	(16)	105	2	14	104	-	-	-	-	3,429	-	-	-
(26) Severance arrangements	-	-	-	-	-	-	-	-	184	-	-	-	-	-	-	-	-	-	-
(27) Costs to shut down HVAC operations	-	-	-	-	-	-	-	-	649	-	-	-	-	-	-	-	-	-	-
(28) Impact of tax reform	-	-	-	-	-	-	-	-	-	-	-	-	-	(7,761)	-	-	-	-	-
(29) Non cash ASC 842 expenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	40	-	-	-
(30) Amortization of acquired and cancelled franchise agreements	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,913	6,914	6,915	6,915
(31) Direct costs related to COVID-19	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,913	2,808	1,789	726
(32) Adjusted net income	\$ 21,044	\$ 25,486	\$ 31,203	\$ 40,139	\$ 33,785	\$ 33,574	\$ 32,960	\$ 36,260	\$ 32,276	\$ 39,845	\$ 42,093	\$ 48,680	\$ 52,921	\$ 65,667	\$ 99,114	\$ 113,005	\$ 132,791	\$ 174,965	\$ 193,761

**VITAS HEALTHCARE GROUP**  
**RECONCILIATION OF ADJUSTED EBITDA and ADJUSTED NET INCOME**  
**FOR THE YEARS ENDED DECEMBER 31, 2004 THROUGH 2022 (a)**  
(IN THOUSANDS)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
	2004	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Reconciliation of Adjusted EBITDA</b>														
(1) Net income	\$ 33,052	\$ 79,796	\$ 80,358	\$ 86,577	\$ 76,144	\$ 86,186	\$ 93,346	\$ 84,961	\$ 57,645	\$ 138,846	\$ 155,822	\$ 238,782	\$ 162,431	\$ 131,452
(2) Discontinued operations	(91)	-	-	-	-	-	-	-	-	-	-	-	-	-
(3) Interest expense	128	131	229	233	182	207	200	211	188	175	169	166	160	172
(4) Income taxes	22,447	48,601	48,835	53,092	46,910	53,278	56,675	51,910	16,436	40,847	48,711	76,473	52,426	43,000
(5) Depreciation	6,192	16,161	16,583	17,087	18,149	18,601	18,789	19,035	18,616	19,688	19,984	22,168	23,114	21,955
(6) Amortization	3,957	1,963	1,238	1,262	1,385	447	758	55	14	12	71	71	71	101
(7) EBITDA	65,685	146,652	147,243	158,251	142,770	158,719	169,768	156,172	92,899	199,568	224,757	337,660	238,202	196,680
Add/(deduct)														
(8) Legal expenses of OIG investigation	-	1,012	1,188	1,212	2,149	2,141	4,974	5,260	5,194	-	-	-	-	-
(9) Lawsuit settlement	-	-	-	-	10,500	113	-	1,149	84,476	796	6,000	-	-	4,000
(10) Interest income	(373)	(220)	(295)	(703)	(750)	78	(241)	(325)	(388)	(580)	(380)	(668)	(253)	(218)
(11) Intercompany interest income	(759)	(4,632)	(3,998)	(3,180)	(4,288)	(6,189)	(7,499)	(7,969)	(11,656)	(12,832)	(18,135)	(19,897)	(18,125)	(18,901)
(12) Acquisition expenses	-	68	147	15	58	1	-	-	-	209	-	-	-	-
(13) Stock award amortization	-	776	659	694	717	586	496	387	291	107	-	-	-	-
(14) Early retirement expense	-	-	-	-	-	-	-	4,491	-	-	-	-	-	-
(15) Medicare cap sequestration adjustment	-	-	-	-	-	-	-	228	447	1,496	3,982	619	-	138
(16) Program closure expenses	-	-	-	-	-	-	-	-	1,138	-	-	-	-	-
(17) Non cash ASC 842 expenses	-	-	-	-	-	-	-	-	-	-	656	-	-	-
(18) Licensed healthcare worker retention bonus	-	-	-	-	-	-	-	-	-	-	-	-	-	19,634
(19) Cares Act grant	-	-	-	-	-	-	-	-	-	-	-	(80,225)	-	-
(20) Direct costs related to COVID-19	-	-	-	-	-	-	-	-	-	-	-	35,441	16,296	310
(21) Adjusted EBITDA	\$ 64,553	\$ 143,656	\$ 144,944	\$ 156,289	\$ 151,156	\$ 155,449	\$ 167,498	\$ 159,393	\$ 172,401	\$ 188,764	\$ 216,880	\$ 272,930	\$ 236,120	\$ 201,643
<b>Reconciliation of Adjusted Net Income</b>														
(22) Net income	\$ 33,052	\$ 79,796	\$ 80,358	\$ 86,577	\$ 76,144	\$ 86,186	\$ 93,346	\$ 84,961	\$ 57,645	\$ 138,846	\$ 155,822	\$ 238,782	\$ 162,431	\$ 131,452
(23) Add/(deduct):														
(24) Discontinued operations	(91)	-	-	-	-	-	-	-	-	-	-	-	-	-
(25) Legal expenses of OIG investigation	-	627	737	752	1,333	1,328	3,072	3,248	3,207	-	-	-	-	-
(26) Lawsuit settlement	-	-	-	-	6,510	70	-	-	52,375	594	4,476	-	-	2,984
(27) Prior-period tax adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(28) Acquisition expenses	-	42	91	9	36	1	-	-	-	156	-	-	-	-
(29) Early retirement expense	-	-	-	-	-	-	-	2,840	-	-	-	-	-	-
(30) Medicare cap sequestration adjustment	-	-	-	-	-	-	-	141	276	1,114	2,965	462	-	103
(31) Program closure expenses	-	-	-	-	-	-	-	-	675	-	-	-	1,384	-
(32) Impact of tax reform	-	-	-	-	-	-	-	-	(11,057)	-	-	-	-	-
(32) Non cash ASC 842 expenses	-	-	-	-	-	-	-	-	-	-	490	-	-	-
(33) Licensed healthcare worker retention bonus	-	-	-	-	-	-	-	-	-	-	-	-	-	14,647
(34) Cares Act grant	-	-	-	-	-	-	-	-	-	-	-	(59,848)	-	-
(35) Direct costs related to COVID-19	-	-	-	-	-	-	-	-	-	-	-	26,430	12,157	231
(36) Adjusted net income	\$ 32,961	\$ 80,465	\$ 81,186	\$ 87,338	\$ 84,023	\$ 87,585	\$ 96,418	\$ 91,190	\$ 103,121	\$ 140,710	\$ 163,753	\$ 205,826	\$ 175,972	\$ 149,417

(a) Assumes VITAS was purchased on January 1, 2004

**CHEMED CORPORATION**  
**RECONCILIATION OF ADJUSTED EBITDA AND ADJUSTED NET INCOME**  
**FOR THE FIRST THREE MONTHS OF 2022 AND 2023**  
**(IN THOUSANDS)**

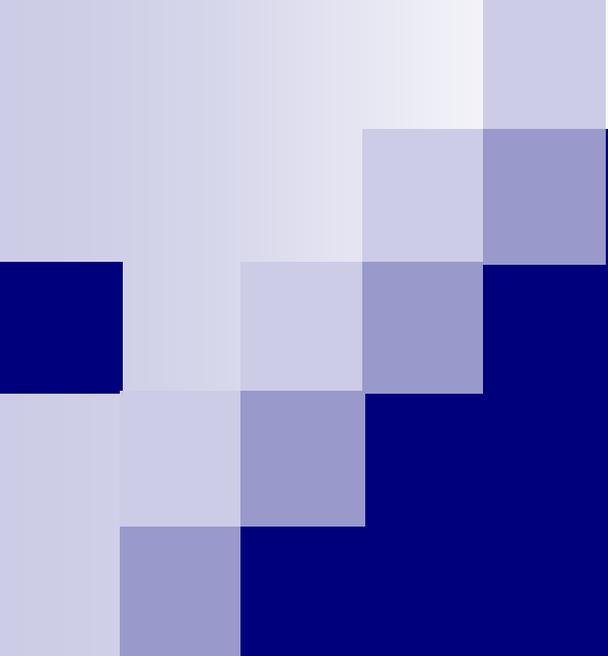
	<u>2022</u>	<u>2023</u>
<b>Reconciliation of Adjusted EBITDA</b>		
(1) Net income	\$ 64,169	\$ 54,121
(2) Interest expense	810	1,551
(3) Income taxes	20,533	17,044
(4) Depreciation	12,138	12,286
(5) Amortization	2,518	2,513
(6) EBITDA	<u>100,168</u>	<u>87,515</u>
Add/(deduct)		
(7) Interest income	(73)	(150)
(8) Licensed healthcare retention bonus	-	10,916
(9) Stock option expense	7,451	8,482
(11) Long-term incentive compensation	1,310	2,514
(10) Litigation settlement	-	1,756
(12) Direct costs related to COVID-19	1,352	-
(13) Adjusted EBITDA	<u>\$ 110,208</u>	<u>\$ 111,033</u>
<b>Reconciliation of Adjusted Net Income</b>		
(14) Net income	\$ 64,169	\$ 54,121
Add/(deduct):		
(16) Licensed healthcare retention bonus	-	8,144
(15) Stock option expense	6,166	7,010
(16) Excess tax benefit on stock compensation	(1,441)	(1,650)
(17) Long-term incentive compensation	1,159	2,223
(19) Amortization of acquired and cancelled franchise agreements	1,729	1,729
(15) Litigation settlement	-	1,290
(18) Direct costs related to COVID-19	998	-
(20) Adjusted net income	<u>\$ 72,780</u>	<u>\$ 72,867</u>

**ROTO-ROOTER GROUP**  
**RECONCILIATION OF ADJUSTED EBIT AND ADJUSTED EBITDA**  
**FOR THE FIRST THREE MONTHS OF 2022 AND 2023**  
**(IN THOUSANDS)**

		<u>2022</u>	<u>2023</u>
<b>Reconciliation of Adjusted EBIT and EBITDA</b>			
(1)	Net income	\$ 43,937	\$ 47,653
(2)	Interest expense	115	133
(3)	Income taxes	14,029	15,275
(4)	EBIT	<u>58,081</u>	<u>63,061</u>
	Add/(deduct)		
(5)	Interest income	(36)	(29)
(6)	Intercompany interest income	(2,176)	(2,743)
(6)	Litigation settlement	961	1,756
(7)	Direct costs related to COVID-19	961	-
(8)	Adjusted EBIT	<u>57,791</u>	<u>62,045</u>
(9)	Depreciation	6,569	7,312
(10)	Amortization	2,494	2,487
(11)	Adjusted EBITDA	<u>\$ 66,854</u>	<u>\$ 71,844</u>

**VITAS HEALTHCARE GROUP**  
**RECONCILIATION OF ADJUSTED EBITDA**  
**FOR THE FIRST THREE MONTHS OF 2022 AND 2023**  
**(IN THOUSANDS)**

<b>Reconciliation of Adjusted EBITDA</b>	<b>2022</b>	<b>2023</b>
(1) Net income	\$ 36,481	\$ 24,764
(2) Interest expense	52	50
(3) Income taxes	12,229	8,515
(4) Depreciation	5,551	4,958
(5) Amortization	24	26
(6) EBITDA	<u>54,337</u>	<u>38,313</u>
Add/(deduct)		
(7) Interest income	(37)	(121)
(8) Intercompany interest income	(4,656)	(4,648)
(9) Licensed healthcare worker retention bonus	-	10,916
(10) Direct costs related to COVID-19	391	-
(11) Adjusted EBITDA	<u>\$ 50,035</u>	<u>\$ 44,460</u>



# **CHEMED**

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