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 March 31, 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 $15(d)$ 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 $X \quad$ 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 | $10,453,612$ Shares | April 30, 1999 |
| \$1 Par Value |  |  |

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES

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March 31, 1999 and

December 31, 1998
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Three months ended
March 31, 1999 and 1998
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Three months ended
March 31, 1999 and 19985

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

## ASSETS

Current assets

Cash and cash equivalents
Accounts receivable, less allowances of $\$ 3,422$

$$
(1998-\$ 3,601)
$$

Inventories
Statutory deposits
Other current assets
Total current assets
Other investments
Properties and equipment, at cost less accumulated
depreciation of $\$ 46,925$ (1998 - $\$ 44,450$ )
Identifiable intangible assets less accumulated
amortization of $\$ 5,671$ (1998 - $\$ 5,369$ )
Goodwill less accumulated amortization of $\$ 23,018$
(1998 - \$21,879)
Other assets

## Total Assets

## LIABILITIES

Current liabilities
Accounts payable
Current portion of long-term debt
Income taxes
Deferred contract revenue
Other current liabilities
Total current liabilities
Long-term debt
Other liabilities
Total Liabilities
STOCKHOLDERS' EQUITY
Capital stock-authorized $15,000,000$ shares $\$ 1$ par;
issued $13,661,997$ shares (1998-13,605,481 shares)
Paid-in capital
Retained earnings
Treasury stock - 3,207,941 shares
(1998 - 3,190,757 shares), at cost
Unearned compensation
Deferred compensation payable in company stock
Accumulated other comprehensive income
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity
 1999
-----------
$\$ \quad 33,580$

50,636
9,910
16, 821
12,508
--------
123,455
41,824
63,250
12,883
157,728
23,207
---------
$\$ \quad 422,347$
==========

| \$ | 9,128 |
| :---: | :---: |
|  | 2,863 |
|  | 15,646 |
|  | 27,188 |
|  | 35,805 |
|  | 90,630 |
|  | 81,063 |
|  | 34,247 |
|  | 205,940 |

10,318
4,393
12,563
26,571
37,253
------
91,098
80,407
34,843
--------
206,348

13,605
162,252
146,961
$(97,237)$
$(20,558)$
5,071
13,262
223,356
----------
\$ 429,704

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES 

CONSOLIDATED STATEMENT OF INCOME UNAUDITED
(in thousands except per share data)

|  | Three Mo Mar |  | Ended |
| :---: | :---: | :---: | :---: |
|  | 1999 |  | 1998 |
| Service revenues and sales | \$104,079 | \$ | 88,412 |
| Cost of services provided and cost of goods sold | 64,008 |  | 55,876 |
| Selling and marketing expenses | 9,766 |  | 7,127 |
| General and administrative expenses | 21,483 |  | 19,060 |
| Depreciation | 3,030 |  | 2,604 |
| Total costs and expenses | 98,287 |  | 84,667 |
| Income from operations | 5,792 |  | 3,745 |
| Interest expense | $(1,594)$ |  | $(1,758)$ |
| Other income - net | 4,609 |  | 8,333 |
| Income before income taxes | 8,807 |  | 10,320 |
| Income taxes | $(3,452)$ |  | $(4,069)$ |
| Net Income | \$ 5,355 | \$ | 6,251 |
| Earnings Per Common Share |  |  |  |
| Net income | \$ . 51 | \$ | . 63 |
| Average number of shares outstanding | 10,471 |  | 9,989 |
| Diluted Earnings Per Common Share |  |  |  |
| Net income | \$ . 51 | \$ | . 63 |
| Average number of shares outstanding | 10,516 |  | 10,090 |
| Cash Dividends Paid Per Share | \$ . 53 | \$ | . 53 |

See accompanying notes to unaudited financial statements.

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# CHEMED CORPORATION AND SUBSIDIARY COMPANIES 

 CONSOLIDATED STATEMENT OF CASH FLOWSUNAUDITED
(in thousands)

*Reclassified to conform to 1999 presentation. See accompanying 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. Earnings per common share are computed using the weighted average number of shares of capital stock outstanding. Diluted earnings per common share reflect the dilutive impact of outstanding stock options and nonvested stock awards.
3. The Company had total comprehensive income/(loss) of $\$(2,136,000)$ and $\$ 6,349,000$ for the three months ended March 31, 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.

Financial Condition


During the first quarter of 1999, other investments declined $\$ 13,954,000$ to $\$ 41,824,000$, other assets (which includes a net deferred income tax benefit) increased $\$ 4,558,000$ to $\$ 23,207,000$, and accumulated other comprehensive income declined $\$ 7,491,000$ to $\$ 5,771,000$. 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 quarter and the related deferred tax impact of such changes.

Vitas Healthcare Corporation, ("Vitas"), the privatelyheld 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. On the basis of current information, management believes the Company's investment in Vitas is fully recoverable and that no impairment exists.

At March 31, 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

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

Sales and service revenues and aftertax earnings by business segment follow (in thousands):


```
Sales and Service
    Revenues
```

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

Roto-Rooter
Patient Care Service America

Total
$\$ 56,206 \$ 41,679$
30,212 29,800
17,661 16,933
-------- -------
$\$ 104,079 \quad \$ 88,412$

| Roto-Rooter | \$ | 3,197 | \$ | 2,092 |
| :---: | :---: | :---: | :---: | :---: |
| Patient Care |  | 652 |  | 621 |
| Service America |  | 539 |  | 522 |
| Total segment earnings |  | 4,388 |  | 3,235 |
| Corporate |  |  |  |  |
| Gains on sales of investments |  | 1,934 |  | 3,877 |
| Overhead |  | $(1,302)$ |  | $(1,078)$ |
| Net investing and financing income/(expense) |  | 331 |  | 385 |
| Other |  | 4 |  | (168) |
| Net income | \$ | 5,355 | \$ | 6,251 |

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

|  | Service Revenues and Sales - <br> \% Increase | Aftertax Earnings as a \% of Revenues (Aftertax Margin) |  |
| :---: | :---: | :---: | :---: |
|  | 1999 vs. 1998 | 1999 | 1998 |
| Roto-Rooter | 35 \% | 5.7\% | 5.0\% |
| Patient Care | 1 | 2.2 | 2.1 |
| Service America | 4 | 3.1 | 3.1 |
| Total | 18 | 4.2 | 3.7 |

Service revenues and sales for the Roto-Rooter segment for the first quarter of 1999 totalled $\$ 56,206,000$, an increase of $35 \%$ over the $\$ 41,679,000$ recorded in the first quarter of 1998. Revenues of the plumbing services business and the drain cleaning business increased $43 \%$ and $32 \%$, respectively, for the first quarter of 1999, as compared with revenues recorded in the first quarter of 1998. These revenues accounted for $41 \%$ and $42 \%$, respectively, of Roto-Rooter's total service revenues and sales during the 1999 period. Excluding businesses acquired in 1998 and 1999, revenues of this segment increased 15\% during the first quarter of 1999. The aftertax margin of the Roto-Rooter segment in the first quarter of 1999 was $5.7 \%$ as compared with $5.0 \%$ during the first 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 $1 \%$ from $\$ 29,800,000$ during the first quarter of 1998 to $\$ 30,212,000$ in the first quarter of 1999. Excluding the revenues of businesses acquired in 1998 and 1999, revenues declined 7\% in 1999 as compared with revenues in 1998 , primarily due to an expected decline in medicare and medicaid revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax margin of this segment was $2.2 \%$ in 1999 versus $2.1 \%$ in 1998.

Service revenues and sales of the Service America segment increased $4 \%$ from $\$ 16,933,000$ in the first quarter of 1998 to $\$ 17,661,000$ in the first quarter of 1999. This revenue increase was driven by a $9 \%$ increase in the revenues of Service America's retail business, which accounted for approximately $20 \%$ of its overall sales in the 1999 period. The aftertax margin of the Service America segment was 3.1\% in both 1998 and 1999.

Income from operations increased from $\$ 3,745,000$ in the first three months of 1998 to $\$ 5,792,000$ during the first three months of 1999. This increase was primarily attributable to higher operating profit of the Roto-Rooter segment.

Other income--net declined from $\$ 8,333,000$ in the first quarter of 1998 to $\$ 4,609,000$ in the first quarter of 1999 , primarily as a result of lower investment gains recorded in the 1999 period. During the first quarter of 1999 the Company recorded gains on the sales of investments aggregating $\$ 3,068,000$ as compared with $\$ 6,163,000$ during the first quarter of 1998 . Lower interest income for 1999 as compared with the 1998 first quarter also contributed to the decline in other income.

The Company's effective income tax rate during the first quarter of 1999 was $39.2 \%$ as compared with $39.4 \%$ during the first three months of 1998.

Net income during the first quarter of 1999 totalled $\$ 5,355,000$ ( $\$ .51$ per share) as compared with $\$ 6,251,000$ ( $\$ .63$ per share) in the first quarter of 1998. This decline was primarily attributable to larger gains on the sales of investments in the 1998 period. Excluding gains on the sales of investments in both periods, net income for the first quarter of 1999 totalled $\$ 33$ per share as compared with $\$ .24$ per share during the first quarter of 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 are 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 Y2Kready. Verification and testing of that readiness will be performed during the next three months.

As part of the Project, Patient Care and Service America are contacting major trading partners to ascertain that their systems are $Y 2 K$-ready or will be ready within an acceptable time frame. Due to the service-oriented, retail nature of its business, Roto-Rooter is not contacting trading partners, but is responding to its vendors' requests for information regarding Y2K-readiness.

Patient Care has begun its evaluation of its trading partners' readiness, and not all significant partners have been contacted or have responded. 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. During 1998, Medicaid intermediaries orally represented to management that their systems will be Y2K-ready prior to January 1, 2000. Medicaid-related revenues accounted for $\$ 26.1$ million 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. The need for a more detailed, formalized plan will be evaluated later in the year when an updated evaluation of Y2K-readiness is available.

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

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 $Y 2 \mathrm{~K}$ 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 $Y 2 K-r e a d i n e s s ~ a n d ~ o t h e r ~ f i n a n c i a l ~ m a t t e r s . ~$

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

(a) Exhibits
$\qquad$

| Exhibit | SK 601 <br> No. | Ref. No. | Description |
| :---: | :---: | :--- | :--- |$\quad$| Page |
| :--- |
| 1 |

(b) Reports on Form 8-K

On February 4, 1999, the Company filed a report on Form 8-K describing two pooling-of-interests business combinations completed in the fourth quarter of 1998. This filing included the Company's unaudited consolidated statement of income for the three and twelve month periods ended December 31, 1997 and 1998.

## 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: May 10, 1999

Dated: May 10, 1999


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)

CHEMED CORPORATION AND SUBSIDIARY COMPANIES COMPUTATION OF PER SHARE EARNINGS
(in thousands except per share data)
EXHIBIT 11


THIS SCHEDULE CONTAINS FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q OF CHEMED
CORPORATION FOR THE QUARTER ENDED MARCH 31, 1999 AND IS QUALIFIED IN ITS
ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
0000019584
CHEMED CORPORATION
1,000
U.S. DOLLARS

```
3-MOS
        DEC-31-1999
            MAR-31-1999
                1.0
                    33,580
                    0
                54,058
                (3,422)
                    9,910
            123,455
                110,175
                (46,925)
                416,565
            90,630
                0
                                    81,063
                    0
                    13662
            202,745
416,565
                                    0
            104,079
                64,008
            0
            93
            1,594
        8,807
            3,462
            5,355
            0
            0
                                    0
            5,355
            0.51
            0.51
```

