```
                            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, 1994
Commission File Number 1-8351
    CHEMED CORPORATION
    (Exact name of registrant as specified in its charter)
```

Delaware
(State or other jurisdiction of incorporation or organization)

31-0791746
(IRS Employer Identification No.)

```
incorporation or organization)
2 6 0 0 \text { 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 \(X\) No
----
----
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
\begin{tabular}{lll} 
Class & Amount & Date \\
Capital Stock & \(9,857,973\) Shares & July 29, 1994
\end{tabular}
\$1 Par Value
```

Page 1 of 21

CHEMED CORPORATION AND
SUBSIDIARY COMPANIES

## Index

Page No.

## PART I. FINANCIAL INFORMATION

Item 1. Financial Statements
Consolidated Balance Sheet -
June 30, 1994 and
December 31, 1993
Consolidated Statement of Income -
Three months and six months ended June 30, 1994 and 1993

Item 2. Management's Discussion and Analysis of

Financial Condition and Results of
Operations

9-15

PART II. OTHER INFORMATION 16

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

ASSETS
Current assets

Cash and cash equivalents
Marketable securities
Accounts receivable, less allowances of \$2,688 (1993 - \$2,391)
Current portion of note receivable
Inventories
Raw materials
Finished goods and general merchandise
Other current assets
Total current assets
Investment in affiliate
Other investments
Note receivable
Properties and equipment, at cost less accumulated
depreciation of $\$ 36,737$ (1993 - $\$ 33,952$ )
Identifiable intangible assets less accumulated amortization
of $\$ 1,405$ (1993 - \$884)
Goodwill less accumulated amortization of \$15,682 (1993 - \$14,073)
Other assets
Total Assets

## LIABILITIES

Current liabilities
Accounts payable
Bank notes and loans payable
Current portion of long-term debt
Income taxes
Deferred contract revenue
Other current liabilities
Total current liabilities
Deferred income taxes
Long-term debt
Other liabilities and deferred income
Minority interest
Total Liabilities
STOCKHOLDERS' EQUITY
Capital stock-authorized 15,000,000 shares \$1 par;
issued 12,249,942 (1993-12,087,894) shares
\$

| $\$$ | 10,397 |
| ---: | ---: |
| 2,087 |  |
| 77,746 |  |
| 5,218 |  |
|  | 5,798 |
| 49,147 |  |
| 13,012 |  |
| ------ |  |
| 163,405 |  |
| 28,394 |  |
| 46,385 |  |
| 5,455 |  |
|  | 76,222 |
|  |  |
|  | 21,715 |

Paid-in capital
Retained earnings
Unrealized appreciation on investments
Treasury stock - 2,395,478 (1993 - 2,289,120) shares, at cost
Unearned compensation - ESOPs
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity


1994
-------- -

December 31, 1993

| \$ | 14,615 |
| :---: | :---: |
|  | 1,200 |
|  | 58,350 |
|  | 5,627 |
|  | 6,977 |
|  | 47,768 |
|  | 10,677 |
| 145,214 |  |
|  | 30,656 |
| 37,657 |  |
| 10,413 |  |
| 70,758 |  |
| 22,166 |  |
| $\begin{aligned} & 94,867 \\ & 18,522 \end{aligned}$ |  |
|  |  |
| \$ | 430,253 |

\$ 24,124
25,000
5,688
20, 448
23,783
28,606
---------
127,649
374
98,059
35,009
32,011
293,102
---------

12, 088
132,095
99, 851
$(63,914)$
$(42,969)$
137,151
--------
\$ 430,253

See accompanying notes to unaudited financial statements.

CHEMED CORPORATION AND SUBSIDIARY COMPANIES
CONSOLIDATED STATEMENT OF INCOME
UNAUDITED
(in thousands except per share data)


See accompanying notes to unaudited financial statements.

CHEMED CORPORATION AND SUBSIDIARY COMPANIES
CONSOLIDATED STATEMENT OF CASH FLOWS
UNAUDITED
(in thousands)

|  | Six Mon Ju | $\begin{aligned} & \text { s Ended } \\ & 30, \end{aligned}$ |
| :---: | :---: | :---: |
|  | 1994 | 1993* |
| Cash Flows From Operating Activities |  |  |
| Net income | \$ 13, 694 | \$ 11, 280 |
| Adjustments to reconcile net income to net cash |  |  |
| provided by operating activities: |  |  |
| Gains on sale of investments | $(9,116)$ | $(5,776)$ |
| Depreciation and amortization | 8, 088 | 6,352 |
| Discontinued operations | $(2,336)$ | (687) |
| Purchase of trading securities | $(2,000)$ | - |
| Minority interest in earnings of subsidiaries | 1,772 | 1,599 |
| Proceeds from sale of trading securities | 1, 041 | - |
| Provision for uncollectible accounts receivable | 804 | 990 |
| Provision for deferred income taxes | (266) | 1,228 |
| Cumulative effect of a change in accounting principle | - | $(1,651)$ |
| Changes in operating assets and liabilities, excluding amounts acquired in business combinations |  |  |
| Increase in accounts receivable | $(8,289)$ | $(1,079)$ |
| (Increase)/decrease in inventories and other current assets | $(1,652)$ | 810 |
| Increase in accounts payable, deferred contract revenue and other current liabilities | 2,785 | 804 |
| Increase/(decrease) in income taxes | 1,245 | $(2,295)$ |
| Other - net | (1, 091) | $(1,445)$ |
| Net cash provided by operating activities | 4,679 | 10,130 |
| Cash Flows From Investing Activities |  |  |
| Proceeds from sale of investments | 15, 025 | 6,616 |
| Business combinations, net of cash acquired | $(14,941)$ | $(2,617)$ |
| Capital expenditures | $(11,137)$ | $(6,329)$ |
| Net proceeds from sale of discontinued operations | 3,214 | 3,264 |
| Purchase of investments | (216) | $(3,032)$ |
| Proceeds from sale of marketable securities | - | 60,754 |
| Purchase of marketable securities | - | $(46,614)$ |
| Other - net | 1,717 | 283 |
| Net cash provided/(used) by investing activities | $(6,338)$ | 12,325 |
| Cash Flows From Financing Activities |  |  |
| Dividends paid | $(10,040)$ | $(9,772)$ |
| Proceeds from issuance of long-term debt | 10,000 | ( |
| Issuance of capital stock | 4,149 | 1,477 |
| Purchase of treasury stock | $(3,580)$ | $(1,327)$ |
| Repayment of long-term debt | $(3,553)$ | (253) |
| Other - net | 465 | (247) |
| Net cash used by financing activities | $(2,559)$ | $(10,122)$ |
| Increase/(Decrease) In Cash And Cash Equivalents | $(4,218)$ | 12,333 |
| Cash and cash equivalents at beginning of period | 14,615 | 14,527 |
| Cash and cash equivalents at end of period | \$ 10, 397 | \$ 26, 860 |

See accompanying notes to unaudited financial statements.

* Reclassified to conform to 1994 presentation.

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, 1993.
2. Earnings per common share are computed using the weighted average number of shares of capital stock outstanding and exclude the dilutive effect of outstanding stock options as it is not material.
3. Equity in earnings of affiliate represents Chemed's aftertax share of the net income of Omnicare, Inc. ("Omnicare"), a public company operating in the health care industry whose stock is traded on the New York Stock Exchange. At June 30, 1994, the Company's investment in Omnicare of $\$ 28,394,000$ was $\$ 3,109,000$ in excess of its $24 \%$ equity interest (\$3,451,000 at December 31, 1993). The market value of the Company's investment at June 30, 1994, based on that day's closing market price of $\$ 33$, was $\$ 75,803,000$. Chemed received cash dividends totaling $\$ 222,000$ during the first six months of 1994 (1993-\$204,000).

During the first quarter of 1994, Chemed sold 149,900 shares of its investment in Omnicare, realizing a pretax gain of \$3,184,000 (\$1,817,000 aftertax). Similarly, Chemed sold 90,000 shares of its investment in Omnicare during the second quarter of 1994, realizing a pretax gain of \$1,750,000 (\$603,000 aftertax).

Thus, during the second quarter of 1994, Chemed increased the estimated rate used to record deferred income taxes on its share of Omnicare's earnings to recognize the fact that a portion of the unremitted earnings ultimately will be realized in the form of capital gains rather than as dividends. The cumulative effect of that adjustment relative
to the book/tax basis difference in its investment in Omnicare resulted in a charge of $\$ 380,000$ to the income tax provision in the second quarter of 1994.
4. Effective January 1, 1994, Chemed acquired all of the capital stock of Patient Care Inc. ("Patient Care") for cash payments aggregating \$20,582,000, including deferred payments with a present value of $\$ 6,271,000$, plus 17,500 shares of Chemed Capital Stock. Additional cash payments of up to $\$ 10,400,000$ may be made, the amount being contingent upon the earnings of Patient Care during the three-year period ended December 31, 1995. Patient Care emphasizes personal care in the home, with services including skilled nursing; medical and social work; nutrition; and other specialized services.

During the second quarter of 1994 the Company recorded an adjustment to the purchase price of Encore Services Systems, Inc. ("Encore") to recognize the accrual of a $\$ 3,800,000$ contingent payment due in June 1996. The present value of this payment, $\$ 3,338,000$, was recorded as increases to goodwill and other noncurrent liabilities.

The aggregate purchase price of Patient Care and other purchase business combinations has been allocated as follows (in thousands):
Working capital
Goodwill
Long-term debt
Other assets and liabilities - net
Total net assets
Less: cash and cash
equivalents acquired
Less: deferred payments
Less: capital stock issued

| \$ 9,528 |
| :---: |
| 20,405 |
| $(7,493)$ |
| 2,792 |
| 25,232 |
| (182) |
| $(9,609)$ |
| (500) |
| \$ 14,941 |

Unaudited pro forma sales and service revenues, which assume that the acquisitions of Patient Care and Encore (acquired in July 1993) were completed on January 1, 1993 are as follows (in thousands):

|  | For the three months <br> ended June 30, | For the six months <br> ended June 30, |  |
| :--- | :---: | :---: | :---: |
|  | -1994 1993 | 1994 | 1993 |

These acquisitions did not materially impact income before cumulative effect of a change in accounting principle for 1993 or 1994. In conjunction with the purchase of Patient Care, an application for the transfer of ownership of one region of Patient Care has been made with a state regulatory agency and is expected to be approved during 1994.
5. Effective January 1, 1994, Chemed adopted Statement of Financial Accounting Standards No. 115 ("SFAS 115"), "Accounting for Certain Investments in Debt and Equity Securities." Accordingly, the Company has classified its cash equivalents and marketable securities as "trading securities" under SFAS 115 and its investments included in other investments as "available for sale." The resultant cumulative effect of adopting SFAS 115 on the Company's statement of income in 1994 was immaterial. The cumulative effect of adopting SFAS 115 on the Company's balance sheet as of January 1, 1994 was to increase stockholders' equity by \$12, 975, 000 .

As a result of adopting SFAS 115, investments in debt and marketable equity instruments are recorded at their fair value at June 30, 1994 and nonmarketable equity investments are recorded at cost. Such investments at December 31, 1993 were recorded at amortized cost.

In computing realized gains or losses on the sale of investments, the Company uses the "specific identification" method to determine the cost of investments sold.
6. On March 4, 1994, the Company entered into a \$10,000,000 term loan agreement ("Agreement") with Fifth Third Bank. The interest rate is variable and is based on current market conditions, or at the option of the Company, the rate may be fixed based on a stipulated formula. The loan matures on March 4, 1999 and may be prepaid without penalty. The current variable interest rate is $5.8 \%$
7. During the second quarter of 1994, the Company recorded an aftertax gain of $\$ 2,336,000$ ( $\$ .23$ per share) from the resolution of various tax issues related to operations discontinued and sold in the second quarter of 1991.

Increases in accounts receivable, goodwill and accounts payable from recorded amounts at December 31, 1993 to balances as of June 30, 1994 are primarily attributable to the Company's acquisition of Patient Care Inc. ("Patient Care") effective January 1, 1994. In addition, goodwill was increased in 1994 by the accrual of a $\$ 3,338,000$ contingent payment due in June 1996 relative to the July 1993 acquisition of Encore Service Systems Inc. ("Encore"). The increase in other investments from $\$ 37,657,000$ at December 31, 1993 to $\$ 46,385,000$ at June 30, 1994 is primarily attributable to the Company's adoption of Statement of Financial Standards No. 115 ("SFAS 115") effective January 1, 1994. Such investments are classified as "available for sale" and include $\$ 11,208,000$ of unrealized appreciation on debt and marketable equity investments at June 30, 1994. The aftertax impact of this unrealized gain is included in stockholders' equity and amounts to $\$ 7,397,000$ at June 30, 1994.

Increases in other current liabilities and other liabilities and deferred income as of June 30, 1994 versus balances at December 31, 1993 are primarily attributable to the recording of deferred payments for the purchase of Patient Care in January 1994. The current portion of these payments included in other current liabilities amounts to $\$ 2,885,000$ at June 30, 1994 and the non-current portion amounts to $\$ 3,386,000$. Also impacting deferred income and other liabilities was the previously mentioned accrual of a contingent payment relative to the acquisition of Encore.

At June 30, 1994 Chemed had approximately \$36,750,000 of unused lines of credit with various banks. To assist with financing the purchase of Patient Care, the Company entered into a credit agreement with the Fifth Third Bank of Cincinnati, Ohio in March 1994 to borrow \$10,000,000 for a period of five years.

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

| Three <br> Ju | Ended , | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: |
| 1994 | 1993 | 1994 | 1993 |

Sales and Service
Revenues

| National Sanitary Supply | \$ | 76,975 |  | -75,281 | \$148,435 | \$144,628 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Roto-Rooter |  | 41,900 |  | 28,833 | 83,436 | 56,401 |
| Veratex |  | 24,931 |  | 23,127 | 48,897 | 46,731 |
| Patient Care |  | 17,578 |  | - | 32,685 |  |
| Total |  | 161,384 |  | \$127,241 | \$313,453 | \$247,760 |
| Operating Profit |  |  |  |  |  |  |
| National Sanitary Supply | \$ | 2,437 |  | - 2,181 | \$ 3,924 | \$ 3,583 |
| Roto-Rooter |  | 3,477 |  | 3,188 | 7,003 | 5,943 |
| Veratex |  | 1,764 |  | 1,350 | 3,385 | 2,762 |
| Patient Care |  | 541 |  | - | 1,037 |  |
| Total | \$ | 8,219 |  | 6,719 | \$ 15,349 | \$ 12, 288 |

Data relating to (a) growth in sales and service revenues and (b) operating profit as a percent of sales and service revenues for each segment are set forth below:

$$
\begin{gathered}
\text { Sales and } \\
\text { Service Revenues } \\
\text { \% Increase } \\
\hdashline-----------194 ~ v s . ~
\end{gathered}
$$

Operating Profit
as a \% of Sales (Operating Profit)

```
    1 9 9 4 1 9 9 3
```

Three Months Ended

June 30,

| National Sanitary Supply | $2 \%$ | $3.2 \%$ | $2.9 \%$ |
| :--- | :---: | :---: | :---: |
| Roto-Rooter | 45 | 8.3 | 11.1 |
| Veratex | 8 | 7.1 | 5.8 |
| Patient Care | n.a. | 3.1 | - |
| $\quad$ Total | 27 | 5.1 | 5.3 |


| Six Months Ended |  |  |  |
| :--- | :---: | :---: | :---: |
| June 30, |  |  |  |
| - ---------------- |  |  |  |
| National Sanitary Supply | 38 | $2.6 \%$ | $2.5 \%$ |
| Roto-Rooter | 5 | 8.4 | 10.5 |
| Veratex | n.a. | 6.9 | 5.9 |
| Patient Care | 27 | 3.2 | - |
| $\quad$ Total | 4.9 | 5.0 |  |

Net sales of the National Sanitary Supply segment for the second quarter of 1994 totaled $\$ 76,975,000$, an increase of $2 \%$ over sales recorded during the second quarter of 1993. This sales growth included sales gains in many locations throughout the United States, including the large Southern California market. The operating margin of this segment increased from 2.9\% during the second quarter of 1993 to $3.2 \%$ during the second quarter 1994, largely as a result of tight control over operating expenses.

Sales and service revenues of the Roto-Rooter segment for the second quarter of 1994 totaled $\$ 41,900,000$, an increase of $45 \%$ over the $\$ 28,833,000$ recorded for the second quarter of 1993. Excluding the sales of Encore Service Systems, Inc. which was acquired jointly by Chemed and Roto-Rooter in July 1993, Roto-Rooter's sales increased $12 \%$ over sales recorded during the second quarter of 1993. Plumbing revenues for the second quarter of 1994, which account for approximately one-fifth of total revenues, increased $19 \%$ over amounts recorded during the comparable quarter of 1993. Most of the remainder of this revenue increase was accounted for by Roto-Rooter's sewer and drain cleaning business. The operating profit margin of the Roto-Rooter segment declined from 11.1\% during the second quarter of 1993 to $8.3 \%$ during the second quarter of 1994. This decline was primarily a result of lower operating margins in RotoRooter's service contract business. The acquisition of Encore in July of 1993 contributed to this decline as did higher material and parts costs per service call in the service contract business. Another contributing factor to this decline was the increase in direct sales of air conditioning units which generates lower profit margins than does the sale of service contracts. It is expected that in the future the consolidation of the purchasing function between the existing business and the recently acquired Encore business will help lower material costs.

Sales of the Veratex segment increased from \$23,127,000 during the second quarter of 1993 to $\$ 24,931,000$ during the second quarter of 1994, an increase of $8 \%$. The operating margin of Veratex improved from 5.8\% during the second quarter of 1993 to $7.1 \%$ during the second quarter of 1994. The improvement in operating margin was largely attributable to expense control of overhead expenses combined with the profitability of the recently acquired recycled paper products business.

Sales of the Patient Care segment acquired in January 1994, for the second quarter of 1994 totaled $\$ 17,578,000$, an increase of $35 \%$ over the sales Patient Care recorded during the
second quarter of 1993. Patient Care contributed \$541,000 to Chemed's operating profit in the second quarter of 1994.

Total sales and service revenues increased $27 \%$ from $\$ 127,241,000$ during the second quarter of 1993 to $\$ 161,384,000$ during the second quarter of 1994. Excluding the sales of Encore, acquired in July of 1993, and of Patient Care, acquired in January of 1994, sales and service revenues for the second quarter of 1994 increased $5 \%$ over amounts recorded in 1993's second quarter. The total operating margin declined slightly from $5.3 \%$ during the second quarter of 1994 to $5.1 \%$ during the second quarter of 1994 primarily as a result of the decline in the Roto-Rooter segment operating margin.

Income from operations increased from \$5,300,000 during the second quarter of 1993 to $\$ 6,466,000$ during the second quarter of 1994, as a result of the acquisition of Patient Care and the improved profitability of Roto-Rooter's drain cleaning business.

Other income for the second quarter of 1994 totaled $\$ 5,977,000$ as compared with $\$ 4,979,000$ for the second quarter of 1993. This increase was attributable to a larger gain on the sale of investments in the 1994 quarter. During the second quarter of 1994 the Company realized pretax gains aggregating $\$ 4,289,000$ (primarily from the sale of a portion of its investments in Omnicare and EXEL, Ltd.) as compared with realized gains of $\$ 3,139,000$ from the sale of a portion of its investment in EXEL, Ltd. during the 1993 quarter.

During the second quarter of 1994 the Company's effective income tax rate was $42.3 \%$ as compared with $34.4 \%$ during the comparable period of 1993. The higher rate in 1994 was attributable to: (a) a lower ESOP dividend tax deduction (as a percent of pretax income) in the 1994 quarter; (b) lower favorable tax adjustments in the 1994 period versus those recorded in the second quarter of 1993; (c) a lower tax basis (versus book basis) on investments sold in 1994; and, (d) an adjustment to deferred income taxes recorded on the Company's share of Omnicare's unremitted earnings.

Chemed's share of the earnings of Omnicare, a $24 \%$-owned affiliate, increased from \$478,000 in the second quarter of 1993 to $\$ 686,000$ in the second quarter of 1994. This increase was attributable to Omnicare's progress in its growth strategy, as Omnicare completed two acquisitions during the second quarter of 1994.

Chemed's income from continuing operations increased from $\$ 4,864,000$ ( $\$ .50$ per share) during the second quarter of 1993 to $\$ 5,681,000$ ( $\$ .58$ per share) during the second quarter of
1994. Earnings for 1994 include aftertax gains aggregating $\$ 2,261,000$ ( $\$ .23$ per share) from the sale of several of the Company's investments during the second quarter of 1994. During the second quarter of 1993 the Company recorded an aftertax gain of $\$ 1,972,000$ ( $\$ .20$ per share) from the sale of a portion of its investment in EXEL, Ltd.

Net income for 1994's second quarter totaled \$8,017,000
( $\$ .81$ per share) as compared with $\$ 5,551,000$ ( $\$ .57$ per share) for the second quarter of 1993, an increase of $44 \%$. Net income for the second quarter of 1994 and 1993 included favorable accrual adjustments relative to operations discontinued in 1991 amounting to $\$ 2,336,000$ ( $\$ .23$ per share) and $\$ 687,000$ ( $\$ .07$ per share), respectively.

Six Months Ended June 30, 1994 Versus June 30, 1993

The National Sanitary Supply segment recorded sales of $\$ 148,435,000$ during the first six months of 1994, an increase of 3\% over amounts recorded over the comparable period of 1993. National Sanitary's operating margin improved slightly from 2.5\% during the first six months of 1993 to $2.6 \%$ during the comparable period of 1994.

Sales and service revenues of the Roto-Rooter segment for the first six months of 1994 increased by $48 \%$ as compared with amounts recorded during the first six months of 1993. Excluding the sales of Encore, this sales growth would have been $14 \%$. This segment's operating margin declined from $10.5 \%$ during the first six months of 1993 to $8.4 \%$ during the first six months of 1994. This decline was attributable to lower margins in RotoRooter's service contract business, as discussed previously. In addition, partially offsetting this decline was an improvement in insurance claims experience which had a favorable impact of $1.5 \%$ point on Roto-Rooter's operating margin.

The Veratex segment recorded sales of $\$ 48,897,000$ during the first six months of 1994, an increase of $5 \%$ over sales during the first six months of 1993. The operating profit margin of Veratex improved from 5.9\% during the first six months of 1993 to $6.9 \%$ during the first six months of 1994, primarily as a result of operating margins and the acquisition of a recycled paper manufacturer late in 1993.

The Patient Care segment contributed \$32,685,000 and \$1,037,000 to sales and operating profit, respectively, during the first six months of 1994. Compared with its 1993 first six months results, Patient Care sales increased 31\% during the first six months of 1994.

On a consolidated basis, Chemed sales and service revenues for the first six months of 1994 increased $27 \%$ over amounts recorded during the first six months of 1993. Excluding the sales of Encore and Patient Care, sales for the first six months of 1994 increased by $6 \%$ over amounts recorded during the first six months of 1993. The total operating margin of Chemed declined slightly from 5.0\% during the first six months of 1993 to $4.9 \%$ during first six months of 1994.

Income from operations increased from \$9,192,000 during the first six months of 1993 to $\$ 12,136,000$ during the first six months of 1994, as a result of the acquisition of Patient Care, improved operating profit margins at Veratex and National Sanitary as well as improved profitability of the drain cleaning business of Roto-Rooter.

Other income for the first six months of 1994 totaled $\$ 12,290,000$ as compared with $\$ 9,649,000$ during the first six months of 1993. This increase was attributable to larger realized gains on the sale of a portion of the Company's investments in the first six months of 1994 versus similar gains recorded during the first six months of 1993 ( $\$ 9,116,000$ in 1994 versus $\$ 5,776,000$ in 1993), partially offset by lower interest income (due primarily to lower interest rates on cash and cash equivalents and marketable securities in 1994).

For the first six months of 1994 the Company's effective income tax rate was $41.5 \%$ as compared with $33.0 \%$ during the comparable period of 1993. The higher rate in 1994 was attributable primarily to: (a) a lower ESOP tax credit (as a percent of pretax income) in the 1994 period; (b) a lower tax basis (versus book basis) on investments sold in 1994; (c) lower favorable tax adjustments in 1994 versus those recorded in the first six months of 1993; and, (d) an increase in the deferred income tax provision relative to the Company's share of Omnicare's unremitted earnings, as a result of a change of the estimated rate, as previously discussed.

Chemed's share of the earnings of Omnicare increased from \$957,000 during the first six months of 1993 to \$1,307,000 during the first six months of 1994.

Chemed's income from continuing operations increased from $\$ 8,942,000$ ( $\$ .92$ per share) during the first six months of 1993 to $\$ 11,358,000$ ( $\$ 1.15$ per share) during the first six months of 1994. Earnings for the six month periods included aftertax gains of $\$ 4,949,000$, or $\$ .50$ per share, and $\$ 3,713,000$ or $\$ .38$ per share, in 1994 and 1993, respectively, from the sale of a portion of the Company's investments during the periods.

Net income for 1994's first six months totaled
\$13,694,000 (\$1.39 per share) as compared with \$11,280,000 (\$1.15 per share) for the first six months of 1993. As previously mentioned, net income for the first six months of 1994 and 1993 included favorable adjustments relative to discontinued operations amounting to $\$ 2,336,000$ ( $\$ .24$ per share) and $\$ 687,000$ (\$.07 per share), respectively. In addition, effective January 1, 1993 the Company recorded an aftertax gain of \$1,651,000 (\$.16 per share) from the adoption of Statement of Financial Accounting Standards No. 109, "Accounting for Income Taxes."

Item 4. Submission of Matters to a Vote of Security Holders
(a) Chemed held its Annual Meeting of Shareholders on May 16, 1994.
(b) The names of each director elected at this Annual Meeting are as follows:

Edward L. Hutton
James A. Cunningham James H. Devlin Charles H. Erhart, Jr. J. Peter Grace Joel F. Gemunder Anthony C. Hutton William R. Griffin Jon D. Krahulik Thomas C. Hutton Kevin J. McNamara Timothy S. O'Toole Paul C. Voet Sandra E. Laney John M. Mount D. Walter Robbins, Jr. Hugh A. Westbrook
(c) The Stockholders then ratified the selection by the Board of Directors of Price Waterhouse as independent accountants for the Company and its consolidated subsidiaries for the year 1994. 8,782,186 votes were cast in favor of the proposal, 19,947 votes were cast against it, 86,712 votes abstained.

With respect to the election of directors, the number of votes cast for each nominee was as follows:

|  | Votes For | Votes Against | Votes <br> Withheld |
| :---: | :---: | :---: | :---: |
| E.L. Hutton | 8,852,565 | 36,280 | 13,600 |
| J.A. Cunningham | 8,863,120 | 25,725 | 3, 045 |
| J.H. Devlin | 8,860,465 | 28,380 | 5,700 |
| C.H. Erhart, Jr. | 8,849,191 | 39,654 | 16,974 |
| J.F. Gemunder | 8,860,230 | 28,615 | 5,935 |
| J.P. Grace | 8,832,660 | 56,185 | 33,505 |
| W.R. Griffin | 8,860,659 | 28,186 | 5,506 |
| A.C. Hutton | 8,855,986 | 32,859 | 10,179 |
| T.C. Hutton | 8,854,770 | 34, 075 | 11,395 |
| J.D. Krahulik | 8,856,016 | 32,829 | 10,149 |
| S.E. Laney | 8,856,808 | 32,037 | 9,357 |
| K.J. McNamara | 8,860,744 | 28,101 | 5,421 |
| J.M. Mount | 8,861,240 | 27,605 | 4,925 |
| T.S. O'Toole | 8,861, 761 | 27,084 | 4,404 |
| D.W. Robbins, Jr. | 8,845,893 | 42,952 | 20,272 |
| P.C. Voet | 8,861,700 | 27,145 | 4,465 |
| H.A. Westbrook | 8,863,496 | 25,349 | 2,669 |

Page 16 of 21

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

| $\begin{gathered} \text { Exhibit } \\ \text { No. } \end{gathered}$ | SK 601 <br> Ref. No. | Description | Page No. |
| :---: | :---: | :---: | :---: |
| 1 | (11) | Statement re: |  |
|  |  | Computation of Per Share Earnings | E-1 - E-3 |
| 2 | (27) | Financial Data |  |
|  |  | Schedule | E-4 |

(b) Reports on Form 8-K - None.

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, 1994
$\qquad$

Dated: August 11, 1994


By Kevin J. McNamara
Kevin J. McNamara President

By Arthur V. Tucker

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

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

| Three Months Ended June 30, | Six Months Ended June 30, |
| :---: | :---: |
| 19941993 | 19941993 |


| Computation of Earnings Per Common and Common |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Equivalent Share (a) : |  |  |  |  |
| Reported Income | \$ 5,681 | \$ 4,864 | \$11,358 | \$ 8,942 |
| Average number of shares used to compute earnings per common share | 9,847 | 9,770 | 9,836 | 9,768 |
| Effect of unexercised stock options | 64 | 36 | 62 | 37 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,911 | 9,806 | 9,898 | 9,805 |
| Earnings per common and common equivalent share | $\$ \quad 0.57$ | $\$ \quad 0.50$ | \$ 1.15 | $\stackrel{\$}{\text { \$ }} 0======$ |
| Computation of Earnings Per Common Share Assuming |  |  |  |  |
| Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 5,681 | \$ 4,864 | \$11,358 | \$ 8,942 |
| Average number of shares used to compute earnings per common share | 9,847 | 9,770 | 9,836 | 9,768 |
| Effect of unexercised stock options | 78 | 56 | 78 | 56 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,925 | 9,826 | 9,914 | 9,824 |
| Earnings per common share assuming full dilution | \$ 0.57 | \$ 0.50 | \$ 1.15 | \$ 0.91 |

(a) This calculation is submitted in accordance with Regulation S-K Item 601 (11) although it is not required by APB Opinion No. 15 because it results in dilution of less than 3\%.

$$
\text { E - } 1
$$

Page 18 of 21

| Three | Ended | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: |
| 1994 | 1993 | 1994 | 1993 |


| Computation of Earnings Per Common and Common |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Equivalent Share (a) : |  |  |  |  |
| Reported Income | \$ 8,017 | \$ 5, 551 | \$13,694 | \$ 9, 629 |
| Average number of shares used to compute earnings per common share | 9,847 | 9,770 | 9,836 | 9,768 |
| Effect of unexercised stock options | 64 | 36 | 62 | 37 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,911 | 9,806 | 9,898 | 9,805 |
| Earnings per common and common equivalent share | \$ 0.81 | \$ 0.57 | \$ 1.38 | \$ 0.98 |
| Computation of Earnings Per Common Share Assuming |  |  |  |  |
| Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 8,017 | \$ 5,551 | \$13,694 | \$ 9, 629 |
| Average number of shares used to compute earnings per common share | 9,847 | 9,770 | 9,836 | 9,768 |
| Effect of unexercised stock options | 78 | 56 | 78 | 56 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,925 | 9,826 | 9,914 | 9,824 |
| Earnings per common share assuming full dilution | \$ 0.81 | \$ 0.56 | \$ 1.38 | \$ 0.98 |

(a) This calculation is submitted in accordance with Regulation S-K Item 601 (11) although it is not required by APB Opinion No. 15 because it results in dilution of less than $3 \%$.

$$
E-2
$$

Page 19 of 21

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

Net Income

| Net Income |  |  |  |
| :---: | :---: | :---: | :---: |
| Three | $\begin{aligned} & \text { s Ended } \\ & 0, \end{aligned}$ | Six Mc | Ended |
| 1994 | 1993 | 1994 | 1993 |


| Computation of Earnings Per Common and Common |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Equivalent Share (a) : |  |  |  |  |
| Reported Income | \$ 8,017 | \$ 5,551 | \$13,694 | \$11, 280 |
| Average number of shares used to compute earnings per common share | 9,847 | 9,770 | 9,836 | 9,768 |
| Effect of unexercised stock options | 64 | 36 | 62 | 37 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,911 | 9,806 | 9,898 | 9,805 |
| Earnings per common and common equivalent share | \$ 0.81 | \$ 0.57 | \$ 1.38 | \$ 1.15 |
| Computation of Earnings Per Common Share Assuming |  |  |  |  |
| Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 8,017 | \$ 5,551 | \$13,694 | \$11,280 |
| Average number of shares used to compute earnings per common share | 9,847 | 9,770 | 9,836 | 9,768 |
| Effect of unexercised stock options | 78 | 56 | 78 | 56 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,925 | 9,826 | 9,914 | 9,824 |
| Earnings per common share assuming full dilution | \$ 0.81 | \$ 0.56 | \$ 1.38 | \$ 1.15 |

(a) This calculation is submitted in accordance with Regulation S-K Item 601 (11) although it is not required by APB Opinion No. 15 because it results in dilution of less than $3 \%$.

E - 3
Page 20 of 21

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q FOR THE QUARTER ENDED JUNE 30, 1994 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000

```
6-MOS
            DEC-31-1994
            JAN-01-1994
                JUN-30-1994
                                    10,397
                    2,087
                    80,434
                            (2,688)
                                    54,945
                163,405
                (36,737)
                    472,794
        135,749
                                    109,414
                                    12,250
            0
                                    0
472,794
                            138,956
                                    201,641
            313,453
                                    138,525
                    208,372
                            0
                    804
            4,214
                    20,212
                        8,389
                11,358
                    2,336
                    0
                                    0
            13,694
            1.39
            1.39
```

