For Quarter Ended March 31, 1996
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 $X$ 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 | $9,839,229$ Shares | April 30, 1996 |

\$1 Par Value

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CHEMED CORPORATION AND
SUBSIDIARY COMPANIES

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Item 1. Financial Statements
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Consolidated Statement of Income -
Three months ended March 31, 1996 and 1995
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# 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) <br> UNAUDITED 

|  | $\begin{gathered} \text { March 31, } \\ 1996 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1995 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| Current assets |  |  |  |
| Cash and cash equivalents | \$ 41,965 | \$ | 19,187 |
| Marketable securities |  |  | 10,094 |
| Accounts receivable, less allowances of \$3,564 (1995-\$3,519) | 81,758 |  | 87,177 |
| Inventories |  |  |  |
| Raw materials | 9,522 |  | 7,921 |
| Finished goods and general merchandise | 45,604 |  | 50,330 |
| Statutory deposits | 19,134 |  | 18,943 |
| Other current assets | 26,402 |  | 25,785 |
| Total current assets | 224,385 |  | 219,437 |
| Other investments | 82,242 |  | 90,176 |
| Properties and equipment, at cost less accumulated depreciation of $\$ 49,549$ (1995 - $\$ 47,074$ ) | 78,050 |  | 77,131 |
| Identifiable intangible assets less accumulated amortization of $\$ 3,155$ (1995 - \$2,886) | 17,871 |  | 18,140 |
| Goodwill less accumulated amortization of \$21,911 (1995-\$20,978) | 119,399 |  | 119,486 |
| Other assets | 9,223 |  | 7,498 |
| Total Assets | \$ 531,170 | \$ | 531,868 |
| LIABILITIES |  |  |  |
| Current liabilities |  |  |  |
| Accounts payable | \$ 24,372 | \$ | 28,411 |
| Bank notes and loans payable | 25,000 |  | 25,000 |
| Current portion of long-term debt | 7,299 |  | 7,089 |
| Income taxes | 18,761 |  | 11,965 |
| Deferred contract revenue | 24,787 |  | 23,512 |
| Other current liabilities | 45,811 |  | 49,027 |
| Total current liabilities | 146,030 |  | 145,004 |
| Deferred income taxes | 11, 875 |  | 15,819 |
| Long-term debt | 83,655 |  | 85,368 |
| Other liabilities and deferred income | 34,135 |  | 36,030 |
| Minority interest | 42,492 |  | 40,990 |
| Total Liabilities | 318,187 |  | 323,211 |
| STOCKHOLDERS' EQUITY |  |  |  |
| Capital stock-authorized 15,000,000 shares \$1 par; |  |  |  |
| Paid-in capital | 147, 781 |  | 145,290 |
| Retained earnings | 134,264 |  | 127,141 |
| Treasury stock - 2,814,148 shares (1995 - 2,784,192 shares), at cost | $(82,538)$ |  | $(79,996)$ |
| Unearned compensation - ESOPs | $(31,916)$ |  | $(33,355)$ |
| Unrealized appreciation on investments | 32,721 |  | 36,979 |
| Total Stockholders' Equity | 212,983 |  | 208,657 |
| Total Liabilities and Stockholders' Equity | \$ 531,170 | \$ | 531,868 |

See accompanying notes to unaudited financial statements.

## CHEMED CORPORATION AND SUBSIDIARY COMPANIES

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

|  | Three Months Ended March 31, |  |
| :---: | :---: | :---: |
|  | 1996 | 1995 |
| Continuing Operations |  |  |
| Sales | \$ 99,763 | \$108, 598 |
| Service revenues | 67,698 | 61, 260 |
| Total sales and service revenues | 167,461 | 169,858 |
| Cost of goods sold | 68,590 | 74,607 |
| Cost of services provided | 41, 113 | 38,159 |
| Selling and marketing expenses | 24,258 | 25,460 |
| General and administrative expenses | 23,516 | 22, 071 |
| Depreciation | 2,973 | 2,865 |
| Total costs and expenses | 160,450 | 163,162 |
| Income from operations | 7,011 | 6,696 |
| Interest expense | $(1,931)$ | $(2,103)$ |
| Other income - net | 16,298 | 5,649 |
| Income before income taxes and minority interest | 21,378 | 10,242 |
| Income taxes | $(7,974)$ | $(3,814)$ |
| Minority interest in earnings of subsidiaries | $(1,207)$ | $(1,043)$ |
| Income from continuing operations | 12,197 | 5,385 |
| Discontinued Operations | - | 901 |
| Net Income | \$ 12, 197 | \$ 6,286 |
| Earnings Per Common Share |  |  |
| Income from continuing operations | \$ 1.24 | \$ . 55 |
| Net income | \$ 1.24 | \$ . 64 |
| Average number of shares outstanding | 9,867 | 9,863 |
| Cash Dividends Paid Per Share | \$ . 52 | \$ . 51 |

See accompanying notes to unaudited financial statements.

CHEMED CORPORATION AND SUBSIDIARY COMPANIES

## CONSOLIDATED STATEMENT OF CASH FLOWS

UNAUDITED
(in thousands)


[^0]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, 1995
2. Primary 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. Following the resolution of various issues pertaining to the Company's accruals for income taxes relative to the sale of DuBois Chemicals Inc. ("DuBois") in 1991, the Company recorded an adjustment of $\$ 1,365,000$ ( $\$ 901,000$ net of federal income taxes) to its state and local income tax provision in the first quarter of 1995. This adjustment is classified as "discontinued operations" in the statement of income.
4. During the first quarter of 1996, the Company sold approximately one-third of its investment in Omnicare Inc. ("Omnicare"), realizing a pretax gain of \$14,208,000 (\$8,924,000 aftertax or $\$ .91$ per share). Similarly in the first quarter of 1995, the Company recorded pretax gains aggregating $\$ 3,732,000$ ( $\$ 2,463,000$ or $\$ .25$ per share) from the sales of portions of its investments in Omnicare and Exel Ltd. ("Exel").

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Financial Condition

Cash, cash equivalents and marketable securities increased from $\$ 29.3$ million at December 31, 1995 to $\$ 42.0$ million at March 31, 1996, largely as a result of cash generated by the sale of a portion of the Company's investment in Omnicare, partially offset by purchases of treasury stock during the period. The decline in other investments from $\$ 90.2$ million at December 31, 1995 to $\$ 82.2$ million is attributable to the sale of Omnicare stock, partially offset by the appreciation of the Company's investments, largely Omnicare and Exel.

Income taxes increased from $\$ 12.0$ million at
December 31, 1995 to $\$ 18.8$ million at March 31, 1996, primarily as a result of the accrual of income taxes on the sale of Omnicare stock in the first quarter of 1996.

At March 31, 1996 Chemed had approximately \$43.1 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 operating profit from continuing operations by business segment follow (in thousands):


Sales and Service Revenues

| National Sanitary Supply | $\$ 77,277$ | $\$ 80,793$ |
| :--- | ---: | ---: |
| Roto-Rooter | 47,783 | 43,727 |
| Omnia | 18,511 | 24,858 |
| Patient Care | 23,890 | 20,480 |
| $\quad$ Total | ------ | ----- |
|  | $\$ 167,461$ | $\$ 169,858$ |
|  | $=======$ | $=====$ |


| National Sanitary Supply | \$ | 1,884 | \$ | 1,983 |
| :---: | :---: | :---: | :---: | :---: |
| Roto-Rooter |  | 4,199 |  | 3,874 |
| Omnia |  | 1,493 |  | 1,451 |
| Patient Care |  | 1, 073 |  | 856 |
| Total | \$ | 8,649 | \$ | 8,164 |

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 for the first three months of 1996 and 1995 are set forth below:

National Sanitary Supply
Roto-Rooter
Omnia
Patient Care

Total

Operating
Profit as a
\% of Sales
(Operating Margin)
19961995
--------------

| $2.4 \%$ | $2.5 \%$ |
| :--- | :--- |
| 8.8 | 8.9 |
| 8.1 | 5.8 |
| 4.5 | 4.2 |
|  |  |
| 5.2 | 4.8 |
| $========-=-=$ |  |

Sales of the National Sanitary Supply segment for the first quarter of 1996 totalled $\$ 77,277,000$ as compared with \$80,793,000 in the prior year first quarter. This $4 \%$ decline was attributable to the anticipated loss of a large fast-food customer during the first quarter of 1996. Nonetheless, National Sanitary Supply experienced significant growth in its core sanitary maintenance business, especially in its western operations, and is implementing programs to control expenses and working capital. Additionally, management has begun new marketing programs and is continuing geographic expansion which should enhance future performance. Accordingly, the operating margin for the first quarter of 1996 was 2.4\%, essentially the same as recorded during the comparable period of 1995.

Sales and service revenues for the Roto-Rooter segment for the first quarter of 1996 totalled $\$ 47,783,000$, an increase of $9 \%$ over the $\$ 43,727,000$ recorded in the first quarter of 1995. Revenues of the plumbing services business, the drain cleaning business and the service contract business increased $22 \%$, $9 \%$ and $5 \%$, respectively, for the first quarter of 1996, as compared with
revenues recorded in the first quarter of 1995. These revenues accounted for $25 \%, 33 \%$ and $27 \%$, respectively, of Roto-Rooter's total sales and service revenues during the 1996 period. The operating margin of the Roto-Rooter segment in the first quarter of 1996 was $8.8 \%$ as compared with $8.9 \%$ during the first quarter of 1995 .

Sales of the Omnia segment declined $26 \%$ in the first quarter of 1996, from $\$ 24,858,000$ in the prior year to $\$ 18,511,000$ in 1996. This expected decline is attributable to the sale of Omnia's retail division in July 1995. Omnia's wholesale sales for the first quarter of 1996, which includes the sales of Central States Diversified ("CSD"), acquired in May 1995, increased $26 \%$ over wholesale sales for the first quarter of 1995. The operating margin improved from 5.8\% during the first quarter of 1995 to $8.1 \%$ during the first quarter of 1996, primarily as a result of the acquisition of CSD and the higher profit margins of Omnia's core wholesale and manufacturing business.

Total revenues of the Patient Care segment increased from $\$ 20,480,000$ during the first quarter of 1995 to $\$ 23,890,000$ in the first quarter of 1996. This revenue increase is attributable to increased referrals as well as to growing demand for home-based health care services. As a result of significant revenue growth Patient Care leveraged its fixed expenses and increased its operating margin from $4.2 \%$ during the first quarter of 1995 to $4.5 \%$ during the first quarter of 1996.

Income from operations increased from \$6,696,000 in the first three months in 1995 to $\$ 7,011,000$ during the first three months of 1996, largely as a result of increases in operating profit in the Roto-Rooter and Patient Care segments.

Other income-net increased from \$5,649,000 in the first quarter of 1995 to $\$ 16,298,000$ in the first quarter of 1996, primarily as a result of larger investment gains recorded in the 1996 period. During the first quarter of 1996 the Company recorded gains on the sales of investments aggregating $\$ 14,208,000$ as compared with $\$ 3,732,000$ during the first quarter of 1995.

Income from continuing operations increased from $\$ 5,385,000$ aftertax ( $\$ .55$ per share) in the 1995 quarter to $\$ 12,197,00$ aftertax ( $\$ 1.24$ per share) largely as a result of larger investment gains recorded in the 1996 quarter. Excluding investment gains for both periods, income from continuing operations increased $10 \%$ from \$2,922,000 aftertax (\$.30 per share) to $\$ 3,273,00$ aftertax ( $\$ .33$ per share) in the 1996 quarter.

Net income increased from \$6,286,000 (\$.64 per share) during the first quarter of 1995 to $\$ 12,197,000$ ( $\$ 1.24$ per share) during the first quarter of 1996. Discontinued operations for 1995 included a $\$ 901,000$ aftertax adjustment to the tax provision on the gain on the sale of operations discontinued in 1991.

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

| Exhibit | SK 601 | Page |
| :---: | :---: | :--- |
| No. | Ref. No. | Description | | No. |
| :--- |
| 1 |

(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: May 10, 1996

By Naomi C. Dallob
Naomi C. Dallob, Vice President and Secretary

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

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|  | Income From Continuing Operations |  | Net Income |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended March 31, |  | Three Months Ended March 31, |  |
|  | 1996 | 1995 | 1996 | 1995 |
| Computation of Earnings Per Common and Common Equivalent Share (a): |  |  |  |  |
| Reported Income | \$ 12,197 | \$ 5,385 | \$12,197 | \$ 6,286 |
| Average number of shares used to compute earnings per common share | 9,867 | 9,863 | 9,867 | 9,863 |
| Effect of unexercised stock options | 70 | 34 | 70 | 34 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,937 | 9,897 | 9,937 | 9,897 |
| Earnings per common and common equivalent share | \$ $=======$ | $\text { \$ . } 54$ | \$ $======$ | \$ $======$ |
| Computation of Earnings Per Common Share Assuming Full Dilution (a): |  |  |  |  |
| Reported Income | \$12,197 | \$ 5,385 | \$12,197 | \$ 6,286 |
| Average number of shares used to compute earnings per common share | 9,867 | 9,863 | 9,867 | 9,863 |
| Effect of unexercised stock options | 70 | 34 | 70 | 34 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,937 | 9,897 | 9,937 | 9,897 |
| Earnings per common share assuming full dilution | $\$ \quad 1.23$ | $\text { \$ . } 54$ | $\$ \quad 1.23$ | $\text { \$ . } 64$ |

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

## E - 1

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q FOR THE QUARTER ENDED MARCH 31, 1996 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000

```
3-MOS
            DEC-31-1996
            JAN-01-1996
                MAR-31-1996
                    41,865
                    100
                    85,322
                    (3,564)
                                    55,126
                224,385
            (49,549)
            531,170
    146,030
                                    83,655
            0
                    0
                    12,671
                            200,312
531,170
\begin{tabular}{cc} 
& 83,655 \\
& 0 \\
& 12,671 \\
& 200,312
\end{tabular}
            167,461 99,763
                68,590
                    109,703
                    0
                    4 5 9
        1,931
                        21,378
                            7,974
        12,197
            0
                0
                    0
            12,197
            1.24
            1.24
```

THIS SCHEDULE CONTAINS RESTATED SUMMARY FINANCIAL INFORMATION FOR THE QUARTER ENDED MARCH 31, 1995 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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0000019584
CHEMED CORPORATION
1,000
```

3-MOS
DEC-31-1995
JAN-01-1995
MAR-31-1995
1,552
29,540
85,758
$(3,260)$
60,678
208, 133
$(42,446)$
510,988
142, 005
90,975
0
0
12,414
510,988
179,302
108,598
169, 858
74,607
112,766
0
520
2,103
10,242
3, 814
5,385
901
0
6,286
. 64
. 64


[^0]:    See accompanying notes to unaudited financial statements.

    * Reclassified to conform to 1996 presentation.

