```
                            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, 1995
Commission File Number 1-8351
    CHEMED CORPORATION
    (Exact name of registrant as specified in its charter)
```

Delaware
31-0791746
(State or other jurisdiction of 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.
\begin{tabular}{lll} 
Class & Amount & Date \\
Capital Stock & \(9,869,392\) Shares & July 31, 1995 \\
\$1 Par Value & &
\end{tabular}
```

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CHEMED CORPORATION AND SUBSIDIARY COMPANIES

## Index

## PART I. FINANCIAL INFORMATION

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Consolidated Balance Sheet -
June 30, 1995 and

December 31, 1994
Consolidated Statement of Income -
Three months and six months ended June 30, 1995 and 1994
Item 2. Management's Discussion and Analysis of
Financial Condition and Results of Operations
8-13

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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 

|  | $\begin{aligned} & \text { June 30, } \\ & 1995 \end{aligned}$ |  | $\begin{aligned} & \text { December 31, } \\ & 94^{*} \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Current assets |  |  |  |
| Cash and cash equivalents | \$ 215 | \$ | 4,722 |
| Marketable securities | 24,872 |  | 19,517 |
| Accounts receivable, less allowances of \$3,344 (1994-\$2,974) | 86,253 |  | 81,822 |
| Current portion of note receivable | 5,591 |  | 5,740 |
| Inventories |  |  |  |
| Raw materials | 9,307 |  | 8,086 |
| Finished goods and general merchandise | 56,421 |  | 52,187 |
| Statutory deposits | 15,884 |  | 14,408 |
| Other current assets | 12,552 |  | 11,245 |
| Total current assets | 211, 095 |  | 197, 727 |
| Other investments | 79,565 |  | 85,073 |
| Note receivable | - |  | 5,455 |
| Properties and equipment, at cost less accumulated depreciation of $\$ 44,557$ (1994 - \$40,375) | 77,042 |  | 77,116 |
| Identifiable intangible assets less accumulated amortization of \$2,446 (1994 - \$1,928) | 20,766 |  | 21,192 |
| Goodwill less accumulated amortization of \$19,326 (1994-\$17,346) | ) 117,152 |  | 113,417 |
| Other assets | 6,953 |  | 5,503 |
| Total Assets | \$ 512,573 | \$ | 505,483 |
| LIABILITIES |  |  |  |
| Current liabilities |  |  |  |
| Accounts payable | \$ 33,929 | \$ | 31,386 |
| Bank notes and loans payable | 25,000 |  | 25,000 |
| Current portion of long-term debt | 6,728 |  | 6,391 |
| Income taxes | 15,405 |  | 17,233 |
| Deferred contract revenue | 23,976 |  | 22,630 |
| Other current liabilities | 39,079 |  | 40, 026 |
| Total current liabilities | 144,117 |  | 142,666 |
| Deferred income taxes | 8,152 |  | 7,606 |
| Long-term debt | 89,496 |  | 92,133 |
| Other liabilities and deferred income | 38,447 |  | 40,564 |
| Minority interest | 38,436 |  | 36,194 |
| Total Liabilities | 318,648 |  | 319,163 |
| STOCKHOLDERS' EQUITY |  |  |  |
| Capital stock-authorized 15,000,000 shares $\$ 1$ par; issued 12,420,000 (1994-12,369,212) shares | 12,420 |  | 12,369 |
| Paid-in capital | 140,341 |  | 138,733 |
| Retained earnings | 125,666 |  | 123,993 |
| Treasury stock - 2,550,608 (1994-2,504,641) shares, at cost | $(72,775)$ |  | $(71,230)$ |
| Unearned compensation - ESOPs | $(35,926)$ |  | $(38,486)$ |
| Unrealized appreciation on investments | 24,199 |  | 20,941 |
| Total Stockholders' Equity | 193,925 |  | 186,320 |
| Total Liabilities and Stockholders' Equity | \$ 512,573 | \$ | 505,483 |

See accompanying notes to unaudited financial statements.

* Reclassified to conform to 1995 presentation.

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

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Continuing Operations |  |  |  |  |
| Sales | \$116, 860 | \$104, 056 | \$225,458 | \$201, 641 |
| Service revenues | 60,484 | 57,328 | 121, 744 | 111,812 |
| Total sales and service revenues | 177,344 | 161, 384 | 347, 202 | 313,453 |
| Cost of goods sold | 80,836 | 71,405 | 155,443 | 138,525 |
| Cost of services provided | 37,206 | 35,809 | 75,365 | 69,847 |
| Selling and marketing expenses | 26, 084 | 24,307 | 51,544 | 47,614 |
| General and administrative expenses | 22,408 | 20,555 | 44,479 | 39,835 |
| Depreciation | 2,959 | 2,729 | 5,824 | 5,383 |
| Total costs and expenses | 169,493 | 154, 805 | 332,655 | 301, 204 |
| Income from operations | 7,851 | 6,579 | 14,547 | 12,249 |
| Interest expense | $(2,119)$ | $(2,167)$ | $(4,222)$ | $(4,214)$ |
| Other income, net | 4,727 | 4,158 | 10,376 | 7,287 |
| Income before income taxes, equity earnings and minority interest | 10,459 | 8,570 | 20,701 | 15,322 |
| Income taxes | $(4,027)$ | $(3,205)$ | $(7,841)$ | $(5,885)$ |
| Minority interest in earnings of subsidiaries | $(1,127)$ | (939) | $(2,170)$ | $(1,772)$ |
| Income from continuing operations | 5,305 | 4,426 | 10,690 | 7,665 |
| Discontinued Operations | - | 3,591 | 901 | 6, 029 |
| Net Income | \$ 5,305 | \$ 8, 017 | \$ 11, 591 | \$ 13,694 |
| Earnings Per Common Share |  |  |  |  |
| Income from continuing operations | \$ . 54 | \$ . 45 | \$ 1.08 | \$ . 78 |
| Net income | \$ . 54 | \$ . 81 | \$ 1.17 | \$ 1.39 |
| Average Number of Shares Outstanding | 9,869 | 9,847 | 9,866 | 9,836 |
| Cash Dividends Paid Per Share | \$ . 51 | \$ . 51 | \$ 1.02 | \$ 1.02 |

See accompanying notes to unaudited financial statements.

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


See accompanying notes to unaudited financial statements.

* Reclassified to conform to 1995 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, 1994.
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. Discontinued operations include the following (in thousands):

4. During the second quarter of 1995, the Company's Veratex Group acquired the business and assets of the CSD Medical Division ("CSDM") of Central States Diversified Inc. for \$6,900,000 in cash plus contingent payments of up to $\$ 750,000$. CSDM is a manufacturer and distributor of disposable paper products marketed under the ProTexMor brand. The results of operations of CSDM are immaterial to the consolidated results of the Company.

The aggregate purchase price of CSDM and other purchase accounting business combinations completed during the first six months of 1995 was allocated on a preliminary basis as follows (in thousands):

| Working capital | $\$ 2,767$ |
| :--- | ---: |
| Goodwill | 5,546 |
| Other-net | 343 |
| Total Net Assets | 8,656 |
| Less-cash and cash |  |
| equivalents acquired | $\mathbf{( 1 0 3 )}$ |
| Net cash used | 8,553 |

5. In July 1995 the Company's Veratex Group completed the sale of the business and assets of its Veratex Retail division to Henry Schein Inc. ("HSI") for $\$ 10$ million in cash plus a $\$ 4.1$ million note receivable due March 31, 1996. An additional payment of up to $\$ 2$ million dollars, contingent upon the combined sales of Veratex Retail and HSI's retail group for the year ended July 7, 1996, may be due from HSI in 1996.

This divestiture will permit the Veratex Group to focus its efforts on its wholesale manufacturing and distribution operation, Tidi Products Inc. ("Tidi"). Additionally, the divestiture agreement stipulates that HSI will purchase annual minimum quantities of medical and dental supplies from Tidi for the next ten years.

The sale of Veratex Retail and resultant modest gain are not expected to have a material impact on Chemed's results for the year.

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

Financial Condition

The decline in other investments from \$85,073,000 at December 31, 1994 to $\$ 79,565,000$ was attributable to the reclassification of a U.S. Treasury Note maturing in January 1996 ( $\$ 9,618,000$ ) to current assets (marketable securities) partially offset by appreciation of the Company's other noncurrent marketable investments. During the second quarter approximately $\$ 5,000,000$ of marketable securities were sold to provide funding for the acquisition of Central States Diversified Medical Division by the Veratex Group.

The decline in the noncurrent note receivable from $\$ 5,455,000$ at December 31, 1994 to nil at June 30, 1995 is due to the reclassification of the last installment of the note (due April 1, 1996) to current assets.

At June 30, 1995 Chemed had approximately $\$ 38,125,000$ of unused lines of credit with various banks. Based on the Company's current financial position and its available credit lines, management believes its sources of capital and liquidity are satisfactory for the Company's needs in the foreseeable future.

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

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1995 | 1994 | 1995 | 1994 |
| Sales and Service Revenues |  |  |  |  |
| National Sanitary Supply | \$ 85,571 | \$ 76,975 | \$166, 364 | \$148, 435 |
| Roto-Rooter | 43, 271 | 41,900 | 86,998 | 83,436 |
| Veratex | 25,843 | 24,931 | 50,701 | 48,897 |
| Patient Care | 22,659 | 17,578 | 43,139 | 32,685 |
| Total | \$177, 344 | \$161, 384 | \$347, 202 | \$313,453 |
| Operating Profit |  |  |  |  |
| National Sanitary Supply | \$ 2,876 | \$ 2,437 | \$ 4,859 | \$ 3,924 |
| Roto-Rooter | 3,720 | 3,477 | 7,594 | 7,003 |
| Veratex | 1,454 | 1,764 | 2,905 | 3,385 |
| Patient Care | 1,202 | 541 | 2,058 | 1,037 |
| Total | \$ 9,252 | \$ 8,219 | \$ 17,416 | \$ 15,349 |

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:

> | Sales and |
| :---: |
| Service Revenues |
| \% Increase |
| -----------1994 |

| Operating | Pr |
| :---: | :---: |
| as a \% of | Sales |
| (Operating | Profit) |
| 1995 | 1994 |

Three Months Ended June 30,

| National Sanitary Supply | $11 \%$ | $3.4 \%$ | $3.2 \%$ |
| :--- | :---: | :--- | :--- |
| Roto-Rooter | 3 | 8.6 | 8.3 |
| Veratex | 4 | 5.6 | 7.1 |
| Patient Care | 29 | 5.3 | 3.1 |
| $\quad$ Total | 10 | 5.2 | 5.1 |
| Six Months Ended |  |  |  |
| $\quad$ June 30, |  |  |  |
| ----------------- Supply | $12 \%$ | $2.9 \%$ | $2.6 \%$ |
| National Sanitary | 4 | 8.7 | 8.4 |
| Roto-Rooter | 4 | 5.7 | 6.9 |
| Veratex | 32 | 4.8 | 3.2 |
| Patient Care | 11 | 5.0 | 4.9 |

Net sales of the National Sanitary Supply segment for the second quarter of 1995 totaled $\$ 85,571,000$, an increase of $11 \%$ over sales recorded during the second quarter of 1994. Most locations throughout the United States experienced sales volume increases resulting from enhanced sales and marketing efforts such as a full-line product catalog and focused promotional programs. Price increases also helped fuel sales growth during the second quarter. The operating margin of this segment improved from 3.2\% during the second quarter of 1994 to 3.4\% during the second quarter of 1995.

Sales and service revenues of the Roto-Rooter segment for the second quarter of 1995 totaled $\$ 43,271,000$, an increase of $3 \%$ over the $\$ 41,900,000$ of revenues recorded for the second quarter of 1994. For the second quarter of 1995, plumbing revenues, which account for approximately one-fifth of total revenues, and sewer and drain cleaning revenues, which account for approximately one-third, increased $16 \%$ and 12\%, respectively, over amounts recorded in the comparable quarter of 1994. Revenues of Roto-Rooter's service contract business (Service America) for the second quarter of 1995, which account for approximately one-third of this segment's total revenue, declined $10 \%$ as compared with revenues recorded in the second quarter of 1994. This decrease was attributable to the sale of Service America's maintenance and management subsidiary effective March 31, 1995. The sale of this marginal business permits management to focus its efforts on the core appliance and air conditioning repair and maintenance business. The operating margin of the Roto-Rooter segment increased from 8.3\% during the second quarter of 1994 to $8.6 \%$ during the second quarter of 1995 primarily as a result of cost management during the period.

Sales of the Veratex segment increased from \$24,931,000 during the second quarter of 1994 to $\$ 25,843,000$ during the second quarter of 1995, an increase of $4 \%$. The operating margin of this segment, however, declined from $7.1 \%$ during the second quarter of 1994 to $5.6 \%$ during the comparable quarter of 1995. This decline is attributable to a decline in the gross margin of the retail business, as a result of growing price competition due to industry and market consolidation in the retail segment. On July 7, 1995, the retail division of the Veratex Group was sold to Henry Schein, Inc. This divestiture will permit the Veratex Group to focus on its wholesale manufacturing and distribution operation, Tidi Products, Inc.

Total revenues of the Patient Care segment increased from $\$ 17,578,000$ in the second quarter of 1994 to $\$ 22,659,000$ in the second quarter of 1995 . This $29 \%$ revenue increase is attributable to the opening of several new branches in 1994 and the first part of 1995. As a result of the significant revenue growth, Patient Care was able to leverage its fixed costs and improve its operating margin from $3.1 \%$ during the second quarter of 1994 to $5.3 \%$ during the second quarter of 1995.

Income from operations increased from \$6,579,000 in the second quarter of 1994 to $\$ 7,851,000$ during the second quarter of 1995, primarily as a result of increases in operating profit reported by National Sanitary Supply, Roto-Rooter and Patient Care.

Other income for the second quarter of 1995 totalled $\$ 4,727,000$ as compared with $\$ 4,158,000$ for the second quarter of 1994. This increase was attributable to larger gains on sales of investments in the 1995 quarter coupled with increased interest income due to larger balances of cash, cash equivalents and marketable securities during 1995.

During the second quarter of 1995 the Company's effective income tax rate was $38.5 \%$ as compared with $37.4 \%$ during the comparable period of 1994. The higher rate in 1995 was attributable primarily to a higher effective state and local income tax rate.

Chemed's income from continuing operations increased from $\$ 4,426,000$ ( $\$ .45$ per share) during the second quarter of 1994 to $\$ 5,305,000$ ( $\$ .54$ per share) during the second quarter of 1995. Earnings for 1995 include aftertax gains aggregating $\$ 1,858,000$ ( $\$ .19$ per share) from the sale of various investments during the second quarter of 1995. During the second quarter of 1994 the Company recorded aftertax gains of \$1,692,000 (\$.17 per share) from the sale of a portion of its investments.

Net income for 1995's second quarter totalled
$\$ 5,305,000$ ( $\$ .54$ per share) as compared with $\$ 8,017,000$ ( $\$ .81$ per share) for the second quarter of 1994. Discontinued operations in 1994 included an adjustment to the taxes provided on the sale of operations discontinued in $1991(\$ 2,336,000)$ and income from Omnicare, an equity investment which was discontinued in November 1994.

The National Sanitary Supply segment recorded sales of $\$ 166,364,000$ during the first six months of 1995, an increase of 12\% over amounts recorded over the comparable period of 1994. Sales increases were recorded in most areas of the country and were the result of both sales price and sales volume increases in 1995. National Sanitary's operating margin increased from 2.6\% during the first six months of 1994 to $2.9 \%$ during the comparable period of 1995.

Sales and service revenues of the Roto-Rooter segment for the first six months of 1995 increased by $4 \%$ as compared with amounts recorded during the first six months of 1994. This modest sales growth was attributable to an $8 \%$ decline in the revenues of Roto-Rooter's service contract business (Service America) coupled with revenue increases of $12 \%$ and $13 \%$, respectively, in Roto-Rooter's basic sewer, drain cleaning and plumbing repair business for the 1995 period. The decline in Service America's revenues during 1995 is attributable to the sale of the management and maintenance business during the first quarter of 1995. As a result of good cost management, this segment's operating margin increased from 8.4\% during the first six months of 1994 to $8.7 \%$ during the first six months of 1995.

The Veratex segment recorded sales of $\$ 50,701,000$ during the first six months of 1995, an increase of $4 \%$ over sales during the first six months of 1994. As a result of declining gross profit margins of the recently sold retail division of this segment, the operating margin of Veratex declined from $6.9 \%$ in the first six months of 1994 to $5.7 \%$ during the first six months of 1995 .

The Patient Care segment recorded sales of $\$ 43,139,000$ during the first six months of 1995, an increase of $32 \%$ over the $\$ 32,685,000$ recorded in the first six months of 1994. As a result, the operating profit margin of this segment improved from $3.2 \%$ during the first six months of 1994 to $4.8 \%$ during the first six months of 1995. As mentioned previously, the increased sales and improved operating margin of this segment were primarily a result of branch openings during the latter part of 1994 and first part of 1995.

Income from operations increased from \$12,249,000 in the first six months of 1994 to $\$ 14,547,000$ during the comparable period of 1995. This increase was attributable to increases in the operating profit reported by National Sanitary Supply, RotoRooter and Patient Care during the 1995 six-month period.

Other income for the first six months of 1995 totalled $\$ 10,376,000$ as compared with $\$ 7,287,000$ for the first six months of 1994. The increase during the 1995 period was primarily attributable to larger gains on the sales of investments during the 1995 period, coupled with increased interest income in 1995.

For the first six months the Company's effective income tax rate was $37.9 \%$ as compared with $38.4 \%$ during the comparable period of 1994.

Chemed's income from continuing operations increased from $\$ 7,665,000$ ( $\$ .78$ per share) during the first six months of 1994 to $\$ 10,690,000$ ( $\$ 1.08$ per share) during the first six months of 1995. Earnings for the six-month periods included aftertax gains from sales of the Company's investments of $\$ 4,321,000$, or $\$ .43$ per share, and $\$ 2,563,000$, or $\$ .26$ per share, in 1995 and 1994, respectively.

Net income for the first six months of 1995 totalled $\$ 11,591,000$ ( $\$ 1.17$ per share) as compared with $\$ 13,694,000$ ( $\$ 1.39$ per share) for the first six months of 1994. Net income for the first six months of 1995 and 1994 include favorable adjustments relative to discontinued operations amounting to $\$ 901,000$ and \$2,336,000, respectively. In addition, income from discontinued operations for the 1994 period included equity earnings from Omnicare Inc. and gains on the sale of Omnicare stock.

Item 4. Submission of Matters to a Vote of Security Holders
(a) Chemed held its Annual Meeting of Shareholders on May 15, 1995.
(b) The names of each director elected at this Annual Meeting are as follows:

Edward L. Hutton James H. Devlin Joel F. Gemunder Thomas C. Hutton Sandra E. Laney John M. Mount D. Walter Robbins, Jr.

James A. Cunningham Charles H. Erhart, Jr. William R. Griffin W. L. Krebs Kevin J. McNamara Timothy S. O'Toole Paul C. Voet
(c) The stockholders then ratified the Board of Directors' selection of Price Waterhouse LLP as independent accountants for the Company and its consolidated subsidiaries for the year 1995: 8,561, 065 votes were cast in favor of the proposal, 64,071 votes were cast against it, and 62,813 votes abstained.

The stockholders then adopted a resolution ratifying the approval and adoption of the 1995 Stock Incentive Plan by the Board of Directors: $6,279,365$ votes were cast in favor of the resolution, 604,626 votes were cast against it, 201,086 votes abstained and 39,480 were broker non-votes.

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

|  |  | Votes | Votes |
| :---: | :---: | :---: | :---: |
|  | Votes For | Against | Withheld |
| E.L. Hutton | 8,536,835 | 151,114 | 91,580 |
| J.A. Cunningham | 8,591,696 | 96,253 | 36,719 |
| J.H. Devlin | 8,559,396 | 88,553 | 29,019 |
| C.H. Erhart, Jr. | 8,497,617 | 190,332 | 130,798 |
| J.F. Gemunder | 8,593,869 | 94, 080 | 34,546 |
| W.R. Griffin | 8,600,123 | 87,826 | 28,292 |
| T.C. Hutton | 8,593,777 | 94,172 | 34,638 |
| W.C. Krebs | 8,601,592 | 86,357 | 26,823 |
| S.E. Laney | 8,593,482 | 94,467 | 34,933 |
| K.J. McNamara | 8,598,771 | 89,178 | 29,644 |
| J.M. Mount | 8,596,633 | 91,316 | 31,782 |
| T.S. O'Toole | 8,598,876 | 89, 073 | 29,539 |
| D.W. Robbins, Jr. | 8,475,458 | 212,491 | 152,957 |
| P.C. Voet | 8,594,386 | 93,563 | 34, 029 |

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

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

(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, 1995
$\qquad$

Dated: August 11, 1995

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

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, |
| :---: | :---: |
| 19951994 | 19951994 |

Computation of Earnings Per
Common and Common
Equivalent Share (a):
Reported Income
Average number of shares
used to compute earnings
per common share
Effect of unexercised
stock options
Average number of shares
used to compute earnings
per common and common
equivalent share
Earnings per common and
common equivalent share
Computation of Earnings Per
Common Share Assuming
Full Dilution (a):

| Reported Income | \$ 5,305 | \$ 4, 426 | \$10,690 | \$ 7,665 |
| :---: | :---: | :---: | :---: | :---: |
| Average number of shares used to compute earnings per common share | 9,869 | 9,847 | 9,866 | 9,836 |
| Effect of unexercised stock options | 68 | 78 | 68 | 78 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,937 | 9,925 | 9,934 | 9,914 |
| Earnings per common share assuming full dilution | \$ 0.53 | \$ 0.45 | \$ 1.08 | \$ 0.77 |

(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\%.

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

Net Income

| Computation of Earnings Per Common and Common Equivalent Share (a): |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Reported Income | \$ 5,305 | \$ 8, 017 | \$11, 591 | \$13,694 |
| Average number of shares used to compute earnings per common share | 9,869 | 9,847 | 9,866 | 9,836 |
| Effect of unexercised stock options | 42 | 64 | 38 | 62 |
| Average number of shares used to compute earnings per common and common equivalent share | 9,911 | 9,911 | 9,904 | 9,898 |
| Earnings per common and common equivalent share | \$ 0.54 | $\$ \quad 0.81$ | $\text { \$ } 1.17$ | $\$ 1.38$ |
| Computation of Earnings Per Common Share Assuming Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 5,305 | \$ 8,017 | \$11,591 | \$13,694 |
| Average number of shares used to compute earnings per common share | 9,869 | 9,847 | 9,866 | 9,836 |
| Effect of unexercised stock options | 68 | 78 | 68 | 78 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,937 | 9,925 | 9,934 | 9,914 |
| Earnings per common share assuming full dilution | \$ 0.53 | \$ 0.81 | \$ 1.17 | \$ 1.38 |

(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\%.

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THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM FORM 10-Q FOR THE QUARTER ENDED JUNE 30, 1995 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000

```
6-MOS
            DEC-31-1995
            JAN-01-1995
                JUN-30-1995
                    24,872
                    89,597
                                    (3,344)
                                    65,728
                211,095
                                    121,599
            (44,557)
            512,573
            144,117
                                    89,496
                                    12,420
            0
                                    0
                            181,505
512,573
                                    225,458
            347,202
                                    155,443
            230,808
            0
            910
        4,222
                            20,701
                            7,841
        10,690
            901
                0
                    0
            11,591
            1.17
            1.17
```

