For Quarter Ended March 31, 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 (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 | $9,868,060$ Shares | April 28, 1995 |

\$1 Par Value
9,868,060 Shares
April 28, 1995

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CHEMED CORPORATION AND
SUBSIDIARY COMPANIES

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Item 1. Financial Statements
Consolidated Balance Sheet March 31, 1995 and December 31, 1994

Consolidated Statement of Income -
Three months ended March 31, 1995 and 1994
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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) UNAUDITED 

March 31,
1995 1995
\$ 1,552
29,540
82,498 6,000
Current portion of note receivable
Inventories
Raw materials
Finished goods and general merchandise
Other current assets
Total current assets
Other investments
Note receivable
Properties and equipment, at cost less accumulated depreciation of $\$ 42,446$ (1994 - \$40,375)
Identifiable intangible assets less accumulated amortization of \$2,185 (1994-\$1,928)
Goodwill less accumulated amortization of \$18,416 (1994 - \$17,346)
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
\$ 29,742

$$
\text { 25, } 000
$$

6,575
19,458
23,962
37,268
--------
142,005
9,523
90,975
39,311
37,458
319, 272
STOCKHOLDERS' EQUITY
Capital stock-authorized 15,000,000 shares $\$ 1$ par;
issued 12,414,400 (1994-12,369,212) shares
Paid-in capital
Retained earnings
Treasury stock - 2,546,340 (1994-2,504,641) shares, at cost
Unearned compensation - ESOPs
Unrealized appreciation on investments
Total Stockholders' Equity
Total Liabilities and Stockholders' Equity

12,414 12,369
140,303 138,733
125,322 123,993
$(72,626) \quad(71,230)$
$(37,208) \quad(38,486)$
23,511 20,941
191,716 186,320
-------- --------
\$ 510,988 \$ 505,483

December 31, 1994

```
$ 4,722
    19,517
    81,822
    5,740
        8,086
        52,187
        11,245
        183,319
        85,073
            5,455
        77,116
        21,192
    113,417
        19,911
$ 505,483
```

\$ 31,386
25,000
6,391
17,233
22,630
40, 026
142,666
7,606
92, 133
40,564
36,194
319,163
=========

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, |  |
| :---: | :---: | :---: |
|  | 1995 | 1994 |
| Continuing Operations |  |  |
| Sales | \$108, 598 | \$ 97,585 |
| Service revenues | 61,260 | 54,484 |
| Total sales and service revenues | 169,858 | 152, 069 |
| Cost of goods sold | 74,607 | 67,120 |
| Cost of services provided | 38,159 | 34, 038 |
| Selling and marketing expenses | 25,460 | 23, 307 |
| General and administrative expenses | 22,071 | 19,280 |
| Depreciation | 2,865 | 2,654 |
| Total costs and expenses | 163,162 | 146,399 |
| Income from operations | 6,696 | 5,670 |
| Interest expense | $(2,103)$ | $(2,047)$ |
| Other income - net | 5,649 | 3,129 |
| Income before income taxes and minority interest | 10,242 | 6,752 |
| Income taxes | $(3,814)$ | $(2,680)$ |
| Minority interest in earnings of subsidiaries | $(1,043)$ | (833) |
| Income from continuing operations | 5,385 | 3,239 |
| Discontinued Operations | 901 | 2,438 |
| Net Income | \$ 6,286 | \$ 5,677 |
| Earnings Per Common Share |  |  |
| Income from continuing operations | \$ . 55 | \$ . 33 |
| Net income | \$ . 64 | \$ . 58 |
| Average number of shares outstanding | 9,863 | 9,824 |
| Cash Dividends Paid Per Share | \$ . 51 | \$ . 51 |

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. 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.
"Discontinued operations" in 1994 includes a \$1,817,000 aftertax gain on the sale of a portion of the Company's investment in Omnicare, Inc. ("Omnicare") and \$621,000 aftertax equity earnings in Omnicare. Prior to December 1994, Chemed had maintained an equity investment in Omnicare in excess of $20 \%$ and, accordingly, had accounted for its investment using the equity method of accounting.

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

Financial Condition

Marketable securities increased from \$19,517,000 at December 31, 1994 to $\$ 29,540,000$ at March 31, 1995. This increase is attributable to the reclassification of an investment in a U.S. Treasury Note, maturing in January 1996, in the amount of $\$ 9,618,000$ from noncurrent assets (other investments) to current assets at March 31, 1995. There were no other material changes in the balance sheet since December 31, 1994.

At March 31, 1995 Chemed had approximately $\$ 34.3$ 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.

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

| March 31, |  |
| :---: | :---: |
| 1995 | 1994 |

Sales and Service Revenues

| National Sanitary Supply | \$ 80,793 | \$ 71, 460 |
| :---: | :---: | :---: |
| Roto-Rooter | 43,727 | 41,536 |
| Veratex | 24,858 | 23,966 |
| Patient Care | 20,480 | 15,107 |
| Total | \$169, 858 | \$152, 069 |

## Operating Profit

| National Sanitary Supply | \$ | 1,983 | \$ | 1,487 |
| :---: | :---: | :---: | :---: | :---: |
| Roto-Rooter |  | 3,874 |  | 3,526 |
| Veratex |  | 1,451 |  | 1,621 |
| Patient Care |  | 856 |  | 496 |
| Total | \$ | 8,164 | \$ | 7,130 |

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 1995 and 1994 are set forth below:

|  | Sales and Service Revenues \% Increase | Operat as a \% (Opera | Profit <br> Sales <br> Margin) |
| :---: | :---: | :---: | :---: |
|  | 1995 vs. 1994 | 1995 | 1994 |
| National Sanitary Supply | 13\% | 2.5\% | 2.1\% |
| Roto-Rooter | 5 | 8.9 | 8.5 |
| Veratex | 4 | 5.8 | 6.8 |
| Patient Care | 36 | 4.2 | 3.3 |
| Total | 12 | 4.8 | 4.7 |

Sales of the National Sanitary Supply segment for the first quarter of 1995 increased by $13 \%$ over sales for the first quarter of 1994 as most locations recorded double-digit sales gains. These gains were attributable to improved pricing, especially in paper and plastic product categories; the debut of a full-line product catalog; the introduction of proprietary chemicals and equipment; and a stronger economy. In addition, National Sanitary is investing in new sales and training programs which are expected to stimulate sales and earnings growth throughout 1995. As a result of the significant sales growth during 1995, the operating margin of this segment improved from 2.1\% during the first quarter of 1994 to $2.5 \%$ during the first quarter of 1995.

The sales and service revenue for the Roto-Rooter segment for the first quarter of 1995 totalled $\$ 43,727,000$, an increase of $5 \%$ over the $\$ 41,536,000$ recorded in the first quarter of 1994. Revenues of the drain cleaning business and the plumbing services business for the first quarter of 1995, which together account for approximately $56 \%$ of this segment's total revenues, each increased $12 \%$ over revenues recorded during the first quarter of 1994. Revenues of the service contract business (Service America) for the first quarter of 1995, which account for approximately one-third of this segment's total revenue, declined by $6 \%$ as compared with revenues recorded in the first quarter of 1994. This decrease was attributable to declining sales of Service America's Maintenance and Management subsidiary, which was sold effective March 31, 1995. The sale of this marginally profitable business will allow 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 8.5\% during the first quarter of 1994 to $8.9 \%$ during the first quarter of 1995 primarily as a result of good cost management during the period.

Sales of the Veratex segment increased $4 \%$ in the first quarter of 1995, from $\$ 23,966,000$ in the prior year to $\$ 24,858,000$ in 1995 . The operating margin of this segment declined from 6.8\% during the first quarter of 1994 to $5.8 \%$ 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 market consolidation in the retail segment. The wholesale market segment of Veratex, on the other hand, benefited from price increases which have stabilized its margins during the 1995 period.

Total revenues of the Patient Care segment increased from $\$ 15,107,000$ in the first quarter of 1994 to $\$ 20,480,000$ in the first quarter of 1995. This $36 \%$ revenue increase is primarily attributable to the opening of several new branches in 1994 and the first part of 1995. As a result of the significant revenue growth, the operating margin of this segment increased from 3.3\% during the first quarter of 1994 to $4.2 \%$ during the 1995 quarter.

Income from operations increased from \$5,670,000 in the first three months of 1994 to $\$ 6,696,000$ during the first three months of 1995, largely as a result of higher operating margins in the National Sanitary Supply, Roto-Rooter and Patient Care segments.

Other income-net increased from \$3,129,000 in the first quarter of 1994 to $\$ 5,649,000$ in the first quarter of 1995, primarily as a result of larger investment gains recorded in the 1995 period. During the first quarter of 1995 the Company recorded gains on the sales of investments aggregating $\$ 3,732,000$ as compared with $\$ 1,643,000$ recorded during the first quarter of 1994. Increased interest income, as a result of larger investments in marketable securities during the 1995 period, also contributed to the increase in other income--net.

The effective tax rate declined from 39.7\% during the first three months of 1994 to $37.2 \%$ during the first three months of 1995, primarily as a result of lower state and local income taxes recorded on investment gains in 1995 as compared with those recorded in 1994.

Income from continuing operations increased from \$3,239, 000 aftertax ( $\$ .33$ per share) in the 1994 quarter to $\$ 5,385,000$ aftertax ( $\$ .55$ per share) in the 1995 quarter largely as a result of improved operating performance within most of the

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Company's segments coupled with larger investment gains in the 1995 quarter. Investment gains during the 1995 quarter totalled $\$ 2,463,000$ aftertax ( $\$ .25$ per share) as compared with $\$ 871,000$ aftertax (\$.09 per share) during the 1994 quarter.

Net income increased from \$5,677,000 (\$.58 per share) during the first quarter of 1994 to $\$ 6,286,000$ ( $\$ .64$ per share) during the first quarter of 1995. Discontinued operations for 1994 included $\$ 621,000$ equity in the earnings of Omnicare, Inc. ("Omnicare"), which was discontinued in the fourth quarter of 1994 and a $\$ 1,817,000$ aftertax gain on the sale on a portion of the Company's investment in Omnicare. Discontinued operations for 1995 included a \$901, 000 aftertax adjustment to the tax provision on the gain on the sale of the 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 | (11) | Statement re: |  |
|  |  | Computation of Per |  |
|  |  | Share Earnings | E-1 |
| 2 | (27) | Financial Data |  |
|  |  | Schedule | E-2 |

(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, 1995
$\qquad$

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)

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

| Income From Continuing Operations | Net Income |
| :---: | :---: |
| Three Months Ended March 31, | Three Months Ended March 31, |
| 19951994 | 19951994 |


| Computation of Earnings Per Common |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| and Common Equivalent Share (a) : |  |  |  |  |
| Reported Income | \$ 5,385 | \$ 3,239 | \$ 6,286 | \$ 5,677 |
| Average number of shares used to |  |  |  |  |
| Effect of unexercised stock options | 34 | 59 | 34 | 59 |
| Average number of shares used to compute earnings per common and common equivalent share | $9,897$ | 9,883 | 9,897 | 9,883 |
| Earnings per common and common equivalent share | \$ . 54 | \$ . 33 | \$ . 64 | \$ . 57 |
| Computation of Earnings Per |  |  |  |  |
| Full Dilution (a): |  |  |  |  |
| Reported Income | \$ 5,385 | \$ 3,239 | \$ 6,286 | \$ 5,677 |
| Average number of shares used to compute earnings per common share | 9,863 | 9,824 | 9,863 | 9,824 |
| Effect of unexercised stock options | 34 | 61 | 34 | 61 |
| Average number of shares used to compute earnings per common share assuming full dilution | 9,897 | 9,885 | 9,897 | 9,885 |
| Earnings per common share assuming full dilution | \$ . 54 | \$ . 33 | \$ . 64 | \$ . 57 |

(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, 1995 FOR CHEMED CORPORATION AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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
                192,523
                                    119,472
            (42,446)
                510,988
    142,005
                                    90,975
                                    12,414
            0
                                    0
                            179,302
510,988
        169,858 108,598
        74,607
            112,766
                0
            520
        2,103
        10,242
            3,814
            5,385
                901
            0
                0
            6,286
            . }6
            . }6
```

