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FORM 10-Q
            SECURITIES AND EXCHANGE COMMISSION
                Washington, D.C. }2054
                Quarterly Report Under Section 13 or 15 (d)
                of the Securities Exchange Act of 1934
For Quarter Ended September 30, 1999
Commission File Number 1-8351
                                    CHEMED CORPORATION
    (Exact name of registrant as specified in its charter)
    Delaware 31-0791746
(State or other jurisdiction of (IRS Employer Identification No.)
    incorporation or organization)
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\mathrm{ during the preceding }12\mathrm{ 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 & \(10,447,918\) Shares & October 31, 1999
\end{tabular}
$1 Par Value
                                    Page 1 of 14
                                    CHEMED CORPORATION AND
                                    SUBSIDIARY COMPANIES
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## Index

PART I. FINANCIAL INFORMATION:

Item 1. Financial Statements
Consolidated Balance Sheet September 30, 1999 and December 31, 1998

Consolidated Statement of Income Three months and nine months ended September 30, 1999 and 1998

Consolidated Statement of Cash Flows Nine months ended September 30, 1999 and 1998 5

Item 2．Management＇s Discussion and Analysis of
Financial Condition and Results of （8－13

Page 2 of 14
PART I．FINANCIAL INFORMATION
Item 1．Financial Statements
CHEMED CORPORATION AND SUBSIDIARY COMPANIES
CONSOLIDATED BALANCE SHEET
（in thousands except share and per share data） UNAUDITED

## ASSETS

Current assets
Cash and cash equivalents
Accounts receivable，less allowances of $\$ 3,691$（1998－\＄3，601）
Inventories
Statutory deposits
Other current assets
Total current assets
Other investments
Properties and equipment，at cost less accumulated depreciation of \＄52，226（1998－\＄44，450）
Identifiable intangible assets less accumulated
amortization of \＄6，293（1998－\＄5，369）
Goodwill less accumulated amortization of \＄25，341
（1998－\＄21，879）
Other assets
Total Assets
LIABILITIES
Current liabilities
Accounts payable
Current portion of long－term debt
Income taxes
Deferred contract revenue
Other current liabilities
Total current liabilities
Long－term debt
Other liabilities
Total Liabilities
\＄20， 197
52，437
9，267
14，150
13， 613
－－－－－－－－－
109， 664
36，242
71，445
12，662
164， 087
25，993
－－－－－－－－－
\＄420，093
ニニニニニニニニニニ
\＄8，441
2， 035
9，918
26，413
39，759
－－－－－－－－－
86，566
84，764
33，981
－－－－－－－－－
205，311
－－－－－－－－－

| 13,665 | 13,605 |
| ---: | ---: |
| 164,533 | 162,252 |
| 145,083 | 146,961 |
| $(98,047)$ | $(97,237)$ |
| $(18,049)$ | $(20,558)$ |


| Deferred compensation payable in company stock | 5,250 | 5,071 |
| :---: | :---: | :---: |
| Accumulated other comprehensive income | 2,347 | 13,262 |
| Total Stockholders' Equity | 214,782 | 223,356 |
| Total Liabilities and Stockholders' Equity | \$ 420,093 | \$ 429,704 |

See accompanying notes to unaudited financial statements.
Page 3 of 14
CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF INCOME UNAUDITED
(in thousands except per share data)

Service revenues and sales

Cost of services provided and
cost of goods sold
Selling and marketing expenses
General and administrative expenses Depreciation

Total costs and expenses

Income from operations
Interest expense
Other income, net
Income before income taxes
Income taxes
Net Income

Earnings Per Common Share
Net income
Average number of shares outstanding

Diluted Earnings per Common Shares Net income

Average number of shares outstanding

Cash Dividends Paid Per Share

68,905 59,822

| Three Mont Septemb | $\begin{aligned} & \text { s Ended } \\ & \text { r 30, } \end{aligned}$ | Nine Months September | $\begin{aligned} & \text { Ended } \\ & 30 \text {, } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| 1999 | 1998 | 1999 | 1998 |
| \$112, 824 | \$ 96,517 | \$326, 313 | \$279, 872 |
| 68,905 | 59,822 | 200, 042 | 174,059 |
| 10,166 | 8,785 | 29,774 | 24,228 |
| 22,486 | 19,325 | 67,112 | 58,725 |
| 3,423 | 2,694 | 9,550 | 7,978 |
| 104,980 | 90,626 | 306,478 | 264,990 |
| 7,844 | 5,891 | 19,835 | 14,882 |
| $(1,448)$ | $(1,798)$ | $(4,549)$ | $(5,397)$ |
| 1,128 | 3,691 | 9,472 | 17,636 |
| $\begin{gathered} 7,524 \\ (3,112) \end{gathered}$ | $\begin{gathered} 7,784 \\ (3,092) \end{gathered}$ | $\begin{aligned} & 24,758 \\ & (9,877) \end{aligned}$ | $\begin{gathered} 27,121 \\ (10,612) \end{gathered}$ |
| \$ 4,412 | \$ 4,692 | \$ 14, 881 | \$ 16,509 |
| \$ . 42 | \$ . 47 | \$ 1.42 | \$ 1.65 |
| 10,480 | 10,003 | 10,476 | 9,999 |


| \$ | . 42 | \$ . 47 |  | \$ 1.41 |  | \$ 1.64 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10,527 |  | 10,032 |  | 10,519 |  | 10,041 |  |
|  | === |  | === |  | ==== |  | ==== |
| \$ | . 53 | \$ | . 53 | \$ |  | \$ |  |

See accompanying notes to unaudited financial statements.
Page 4 of 14
CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF CASH FLOWS

UNAUDITED
(in thousands)

Cash Flows From Operating Activities
Net income

| Nine Sep | $\begin{aligned} & \text { Ended } \\ & 30, \end{aligned}$ |
| :---: | :---: |
| 1999 | 1998 |

Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation and amortization
15, 014
12,728

# Changes in operating assets and liabilities, <br> excluding amounts acquired in business combinations 

Increase in accounts receivable
(Increase)/decrease in inventories and other
$(8,843)$ current assets
(Increase)/decrease in statutory deposits
2,548
Increase/(decrease) in accounts payable, deferred contract revenue and other current liabilities
Increase/(decrease) in income taxes
2,744
$(3,927)$
Other - net
(413)

Net cash provided by operating activities
18,709
$(3,218)$
$(1,149)$
(427)
$(3,127)$
1,873 721

14,125

Cash Flows From Investing Activities
Capital expenditures
Business combinations--net of cash acquired
Proceeds from sale of investments
Net outflows from sale of discontinued operations Other-net

| $(18,031)$ | $(15,023)$ |
| :---: | :---: |
| $(15,811)$ | $(14,373)$ |
| 7,702 | 14,315 |
| $(2,009)$ | $(4,806)$ |
| 1,802 | 2,607 |
| $(26,347)$ | $(17,280)$ |
| $(16,853)$ | $(16,072)$ |
| $(1,700)$ | $(1,271)$ |
| 5,000 |  |
| 30 | (386) |
| $(13,523)$ | $(17,729)$ |
| $(21,161)$ | $(20,884)$ |
| 41,358 | 70,958 |
| \$ 20,197 | \$ 50, 074 |

See accompanying notes to unaudited financial statements.

## Page 5 of 14

## CHEMED CORPORATION AND SUBSIDIARY COMPANIES

## Notes to Unaudited Financial Statements

1. The accompanying unaudited consolidated financial statements have been prepared in accordance with Rule 10-01 of SEC Regulation S-X. Consequently, they do not include all the disclosures required under generally accepted accounting principles for complete financial statements. However, in the opinion of the management of Chemed Corporation (the "Company"), the financial statements presented herein contain all adjustments, consisting only of normal recurring adjustments, necessary to present fairly the financial position, results of operations and cash flows of the Company and its consolidated subsidiaries ("Chemed"). For further information regarding Chemed's accounting policies, refer to the consolidated financial statements and notes included in Chemed's Annual Report on Form 10-K for the year ended December 31, 1998.
2. The Company had total comprehensive income of $\$ 3,621,000$, $\$ 1,122,000, \$ 3,966,000$ and $\$ 9,593,000$ for the three months ended September 30, 1999 and 1998 and for the nine months ended September 30, 1999 and 1998, respectively. The difference between the Company's net income and comprehensive income relates to the cumulative unrealized appreciation/depreciation on its available-for-sale securities.
3. Earnings per common shares are computed using weighted average number of shares of capital stock outstanding. Diluted earnings per share were calculated as follows (in thousands, except per share data):

For the three months ended September 30: Earnings
Nonvested stock awards
Dilutive stock options
Diluted earnings

For the nine months ended September 30:
Earnings
Nonvested stock awards
Dilutive stock options
Diluted earnings


| \$ 14, 881 | 10,476 | \$1.42 |
| :---: | :---: | :---: |
| - | 42 | ===== |
| - | 1 |  |
| \$ 14, 881 | 10,519 | \$1.41 |

Page 6 of 14
1998
Income Shares Earnings
(Numerator) (Denominator) Per Share

| $\$ 4,692$ | 10,003 | \$. 47 |
| :--- | ---: | :--- |
| - | 28 | ==== |

For the nine months ended September 30:
Earnings
Nonvested stock awards
Dilutive stock options
Diluted earnings

| \$ 16,509 | 9,999 | \$1.65 |
| :---: | :---: | :---: |
| - | 36 | = |
| - | 6 |  |
| \$ 16,509 | 10,041 | \$1.64 |

Item 2. Management's Discussion and Analysis
of Financial Condition and Results of Operations
Financial Condition
The decline in cash and cash equivalents from $\$ 41.4$ million at December 31, 1998 to $\$ 20.2$ million at September 30, 1999 is primarily due to the use of cash for business combinations and increased capital expenditures during 1999, largely in the RotoRooter segment. During the first nine months of 1999, other investments declined $\$ 19.6$ million to $\$ 36.2$ million, other assets (which includes a net deferred income tax benefit) increased \$7.4 million to $\$ 26.0$ million, and accumulated other comprehensive income declined $\$ 11.0$ million to $\$ 2.3$ million. These changes were attributable to the sale of various investments during 1999, the decline in the market value of available-for-sale investments during the first nine months and the related deferred tax impact of such changes.

Vitas Healthcare Corporation ("Vitas"), the privately held provider of hospice services to the terminally ill in which the Company carries an investment of $\$ 27$ million of redeemable preferred stock, is continuing to explore long-term financing alternatives to increase its liquidity. As a result of current negotiations, payment of the preferred dividend due July 15, 1999 ( $\$ 1,215,000$ ) has been deferred. On the basis of current information, management believes the Company's investment in Vitas is fully recoverable and that no impairment exists.

The decline in income taxes payable from $\$ 12.6$ million at December 31, 1998 to $\$ 9.9$ million at September 30, 1999 is primarily attributable to the payment of prior years' tax liabilities during the third quarter of 1999.

At September 30, 1999 Chemed had approximately $\$ 101.2$ million of unused lines of credit with various banks. Management believes its liquidity and sources of capital are satisfactory for the Company's needs in the foreseeable future.

Page 8 of 14
Results of Operations
Service revenues and sales and aftertax earnings by business segment follow (in thousands):



Service Revenues and Sales

| Roto-Rooter | $\$ 62,160$ | $\$ 49,274$ |
| :--- | ---: | ---: |
| Patient Care | 31,969 | 29,301 |
| Service America | 18,695 | 17,942 |
|  | ------ | $---\cdots-$ |
| Total | $\$ 112,824$ | $\$ 96,517$ |
|  | $=======$ | $======$ |


| \$ | 176,957 | \$ 138,013 |
| :---: | :---: | :---: |
|  | 94,338 | 89,081 |
|  | 55,018 | 52,778 |
|  | 326,313 | \$ 279,872 |

Aftertax Earnings

| Roto-Rooter | $\$$ | 3,820 | $\$$ | 3,043 | $\$$ | 10,366 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Patient Care | 941 |  | 931 | 7,581 |  |  |
| Service America |  | 669 |  | 579 |  | 2,565 |
| 2,465 |  |  |  |  |  |  |

Total segment earnings $\quad 5,430 \quad 4,553 \quad 14,810 \quad 11,733$
Corporate

| Gains on sales of |
| :--- |
| investments |


| Overhead |
| :--- |

Net investing and
financing income

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

| Service Revenues and Sales \% Increase |
| :---: |
| 1999 vs. 1998 |

Aftertax Earnings
as a \% of Revenues
(Aftertax Margin)
$-1999 \quad 1998$

Three Months Ended September 30,

| Roto-Rooter | 26 | \% | 6.1\% | 6.2\% |
| :---: | :---: | :---: | :---: | :---: |
| Patient Care | 9 |  | 2.9 | 3.2 |
| Service America | 4 |  | 3.6 | 3.2 |
| Total | 17 |  | 4.8 | 4.7 |
| Nine Months Ended September 30, |  |  |  |  |
| Roto-Rooter | 28 | \% | 5.9\% | 5.5\% |
| Patient Care | 6 |  | 2.7 | 2.8 |
| Service America | 4 |  | 3.4 | 3.2 |
| Total | 17 |  | 4.5 | 4.2 |

Page 9 of 14
Third Quarter 1999 versus Third Quarter 1998
Service revenues and sales of the Roto-Rooter segment for the third quarter of 1999 totalled \$62,160,000, an increase of $26 \%$ over the \$49,274,000 recorded in the third quarter of 1998. Revenues of the plumbing services business and the drain cleaning business increased $26 \%$ and $27 \%$, respectively, during the third quarter of 1999. These revenues accounted for $43 \%$ and $37 \%$, respectively of Roto-Rooter's total revenues and sales during the 1999 period. Excluding businesses acquired in 1998 and 1999, revenues for the third quarter of 1999 increased $15 \%$ over revenues recorded in the 1998 period. The aftertax margin of the Roto-Rooter segment during the third quarter of 1999 was $6.1 \%$ as compared with $6.2 \%$ during the third quarter of 1998.

Service revenues of the Patient Care segment increased 9\% from $\$ 29,301,000$ in the third quarter of 1998 to $\$ 31,969,000$ in the third quarter of 1999. Excluding revenues of businesses acquired in 1998 and 1999, revenues declined $5 \%$ in 1999 as compared with revenues in 1998, primarily due to an expected decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax margin of this segment was $2.9 \%$ in 1999 and $3.2 \%$ in 1998.

Service revenues and sales of the Service America segment increased $4 \%$ from $\$ 17,942,000$ to $\$ 18,695,000$ in the third quarter of 1999. This revenue increase was largely attributable to a $21 \%$ increase in revenues of Service America's retail business which accounts for approximately $22 \%$ of its overall sales. The aftertax margin of the Service America segment increased from 3.2\% in the 1998 third quarter to $3.6 \%$ in the 1999 period, largely as the result of an increase in the gross margin.

Income from operations increased from $\$ 5,891,000$ in the third quarter of 1998 to $\$ 7,844,000$ in the third quarter of 1999 , primarily as a result of higher operating profit of the Company's three segments.

Other income-net declined from \$3,691,000 in the third quarter of 1998 to $\$ 1,128,000$ in the third quarter of 1999 primarily due to gains on the sales of investments in the 1998 period.

Net income during the third quarter of 1999 totalled
$\$ 4,412,000$ ( $\$ .42$ per share) as compared with $\$ 4,692,000$ ( $\$ .47$ per share) in the third quarter of 1998. This decline was attributable to gains on the sales of investments during the 1998 period. Excluding gains from the sales of investments, income for the third quarter of 1999 totalled $\$ .42$ per share, an increase of $27 \%$ versus the $\$ .33$ per share for the third quarter of 1998.

Page 10 of 14
Nine Months Ended September 30, 1999 Versus September 30, 1998

Service revenues and sales of the Roto-Rooter segment for the first nine months of 1999 totalled $\$ 176,957,000$, an increase of $28 \%$ over the $\$ 138,013,000$ recorded in the first nine months of 1998. Revenues of the plumbing services business and drain cleaning business increased $31 \%$ and $29 \%$, respectively, for the first nine months of 1999. Excluding businesses acquired in 1999 and 1998, revenues of the segment increased $14 \%$ during the first nine months of 1999. The aftertax margin of the Roto-Rooter segment in the first nine months of 1999 was $5.9 \%$ as compared with $5.5 \%$ during the first nine months of 1998. This increase was attributable to operating leverage achieved in the 1999 period.

Revenues of the Patient Care segment increased 6\% from $\$ 89,081,000$ in the first nine months of 1998 to $\$ 94,338,00$ in the first nine months of 1999. Excluding revenues of businesses acquired in 1998 and 1999, revenues for the 1999 period declined $6 \%$ in 1999 primarily from an expected decline in Medicare revenues resulting from the passage of the Balanced Budget Act of 1997. The aftertax margin of this segment was $2.7 \%$ in 1999 and $2.8 \%$ in 1998.

Service revenues and sales of the Service America segment increased $4 \%$ from $\$ 52,778,000$ in the first nine months of 1998 to $\$ 55,018,000$ in the first nine months of 1999 . This revenue increase was driven by a $14 \%$ increase in the sales of Service America's retail business during the 1999 period. The aftertax margin of the Service America segment was $3.4 \%$ during the first nine months of 1999 as compared with $3.2 \%$ during the first nine months of 1998.

Income from operations increased from \$14,882,000 during the first nine months of 1998 to $\$ 19,835,000$ during the comparable period of 1999. This increase was a result of higher operating profit recorded by all of the Company's segments during 1999.

Other income-net declined from $\$ 17,636,000$ during the first nine months of 1998 to $\$ 9,472,000$ during the first nine months of 1999, as a result of lower investment gains recorded in 1999.

Net income during the first nine months of 1999 totalled $\$ 14,881,000$ ( $\$ 1.42$ per share) as compared with $\$ 16,509,000$ ( $\$ 1.65$ per share) for the first nine months of 1998. This decline was attributable to larger gains on the sales of investments during the 1998 period. Excluding gains from the sales of investments in both periods, income for the first nine months of 1999 totaled $\$ 1.14$ per share, an increase of $30 \%$ as compared with $\$ .88$ per share for 1998.

Page 11 of 14
Year 2000 Update
The Company's Year 2000 Project ("Project") addresses the issue of computer systems and hardware being unable to distinguish between the year 1900 and the year 2000.

Mission-critical systems of the Roto-Rooter, Patient Care and Service America segments currently are believed to be Year 2000 ("Y2K") ready. Critical systems of the Company's administrative headquarters are believed to be Y2K-ready.

Approximately 80\% of Patient Care's revenues are either directly or indirectly dependent upon the electronic processing of Medicare and Medicaid claims through fiscal intermediaries of the Health Care Financing Administration ("HCFA"). Patient Care and the Medicare intermediaries have modified their systems to be Y2K-ready
and those systems are now in use. Medicaid intermediaries
represented to management that their electronic claims systems will be Y2K-ready during the fourth quarter of 1999. Medicaid-related revenues accounted for $\$ 26.1$ million, or $33 \%$ of Patient Care's revenues in fiscal 1998.

Should the Medicaid fiscal intermediaries, HCFA or Patient Care's major customers fail to become Y2K-ready on a timely basis, Patient Care could experience a significant slowing of the processing and payment of a substantial portion of its revenues.

The Company's contingency plans to continue operating should it experience the failure of systems due to Y 2 K issues include the manual and/or semi-manual processing of transactions.

While the Company currently anticipates its missioncritical systems will continue to operate after December 31, 1999, there can be no assurance that the failure of systems outside its control or immediate sphere of influence will not materially impact its operation.

Subsequent Event

On November 3, 1999, the Company's Board of Directors ("Board") declared a quarterly cash dividend of 53 cents per share on its capital stock, payable December 10, 1999, to stockholders of record on November 19, 1999. The Board also adopted a new dividend policy for the Year 2000 and beyond. The Board expects to declare quarterly dividends in 2000 in the range of 10 cents per share, down from the current rate of 53 cents.

Page 12 of 14
The Board also adopted a plan to commence, an exchange offer for a new class of high-yielding convertible trust preferred. Under the exchange offer, shareholders may exchange up to a total of two million common shares for shares in convertible trust preferred. The convertible trust preferred will have an annual cash payout of approximately $\$ 2.00$ per share and will be convertible into Chemed common stock at a conversion premium.

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995 Regarding Forward-Looking Information

This report contains forward-looking statements subject to certain risks and uncertainties that could cause actual results to differ materially from these statements and trends. Such factors include, but are not limited to: the state of Y2K-readiness of the Company and its key trading partners; its investments in Vitas; future dividend policy; and the successful implementation of a Y2K contingency plan, if needed. Prospective information is based on management's current expectation which can become inaccurate. The Company's ability to deal with the unknown outcomes of these events may affect the reliability of its projections of Y2K-readiness and other financial matters.

## PART II -- OTHER INFORMATION

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

| Exhibit | SK 601 |  |
| :---: | :---: | :---: |
| No. | Ref. No. | Description |
| 1 | (27) | Financial Data |
|  |  | Schedule |

## 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: November 10, 1999

Dated: November 10, 1999

By Naomi C. Dallob

Naomi C. Dallob
Vice President and Secretary

By Arthur V. Tucker, Jr

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

THIS SCHEDULE CONTAINS FINANCIAL INFORMATION EXTRACTED FROM FORM 8-K OF CHEMED CORPORATION FOR THE QUARTER ENDED SEPTEMBER 30, 1999 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

0000019584
CHEMED CORPORATION
1, 000

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9-MOS
            DEC-31-1999
            JAN-01-1999
                SEP-30-1999
                                    20,197
                                    0
            56,128
            (3,691)
                    9,267
        109,664
                                    123,671
            (52,226)
                420,093
    86,566
                                    84,764
            0
                                    0
                                    13,665
                            201,117
420,093
        326,313
                                    0
                            0
                    200,042
                    0
                    231
        4,549
                24,758
                    9,877
            14,881
                0
                0
                    0
14, 881
1.42
1.41
```

