# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

**CURRENT REPORT** 

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (date of earliest event reported): April 25, 2011

## **CHEMED CORPORATION**

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 1-8351 (Commission File Number) 31-0791746 (I.R.S. Employer Identification Number)

2600 Chemed Center, 255 East 5th Street, Cincinnati, OH 45202 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (513) 762-6900

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2 below):
☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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### Item 2.02 Results of Operations and Financial Condition

On April 25, 2011 Chemed Corporation issued a press release announcing its financial results for the quarter ended March 31, 2011. A copy of the release is furnished herewith as Exhibit 99.

### Item 9.01 Financial Statements and Exhibits

d) Exhibit (99) Registrant's press release dated April 25, 2011

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CHEMED CORPORATION

Dated: April 25, 2011 By: /s/ Arthur V. Tucker, Jr.

Arthur V. Tucker, Jr.

Vice President and Controller

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### **Chemed Reports First-Quarter 2011 Results**

CINCINNATI--(BUSINESS WIRE)--April 25, 2011--Chemed Corporation (Chemed) (NYSE:CHE), which operates VITAS Healthcare Corporation (VITAS), the nation's largest provider of end-of-life care, and Roto-Rooter, the nation's largest commercial and residential plumbing and drain cleaning services provider, reported financial results for its first quarter ended March 31, 2011, versus the comparable prior-year period, as follows:

#### Consolidated operating results:

- Revenue increased 7.2% to \$331 million
- GAAP Diluted EPS \$0.84 equal to prior year
- Adjusted EPS increased 12.6% to \$1.07

#### VITAS segment operating results:

- Net Patient Revenue of \$236 million, an increase of 5.7%
- Average Daily Census (ADC) of 12,919, an increase of 4.8%
- Admissions of 15,798, an increase of 6.4%
- Net Income of \$18.1 million, a decline of 1.7%
- Adjusted EBITDA of \$33.2 million, an increase of 1.4%
- Adjusted EBITDA margin of 14.1%, a decrease of 60 basis points

#### Roto-Rooter segment operating results:

- · Revenue of \$95.2 million, an increase of 10.9%
- Job count of 179,716, an increase of 5.8%
- Net Income of \$8.5 million, an increase of 8.9%
- Adjusted EBITDA of \$15.6 million, an increase of 13.8%
- Adjusted EBITDA margin of 16.4%, an increase of 42 basis points

#### VITAS

Net revenue for VITAS was \$236 million in the first quarter of 2011, which is an increase of 5.7% over the prior-year period. Both periods include revenue from the reversal of Medicare Cap accruals. Excluding this impact of Medicare Cap, revenue increased 6.1%. This revenue growth was the result of increased ADC of 4.8%, driven by an increase in admissions of 6.4%, combined with Medicare price increases of approximately 2.1%. This growth was partially offset by geographic and level of acuity mix shift of the patient base.

Average revenue per patient per day in the quarter, excluding the impact of Medicare Cap, was \$201.82, which is 1.2% above the prior-year period. Routine home care reimbursement and high acuity care averaged \$157.93 and \$696.25, respectively, per patient per day in the first quarter of 2011. During the quarter, high acuity days of care were 8.2% of total days of care, 35 basis points lower than the prior-year quarter.

In the first quarter of 2011, VITAS recorded a positive revenue adjustment of \$1.0 million due to the reversal of estimated Medicare Cap billing limitations recorded in prior periods. This compares with a similar adjustment of \$1.7 million for reversal of Medicare Cap recorded in the first quarter of 2010. The reversal of these Medicare Cap liabilities relates predominantly to VITAS' largest Medicare provider number.

Of VITAS' 33 unique Medicare provider numbers, 31 provider numbers, or 94%, have a Medicare Cap cushion of 15% or greater for the current Medicare Cap period. One provider has a Medicare Cap of 5% and one small program has a modest Medicare Cap liability. VITAS generated an aggregate Medicare Cap cushion of \$223 million, or 26%, during the trailing twelve-month period.

The first quarter of 2011 gross margin, excluding the impact of Medicare Cap, was 21.5%, which is a decline of 74 basis points from the first quarter of 2010. This decline in margin is a result of increased costs related to the newly mandated physician visit for recertification, expansion of our community liaison program as well as costs associated with our continued expansion of inpatient units.

Selling, general and administrative expense was \$18.7 million in the first quarter of 2011, which is an increase of 3.1% when compared to the prior-year quarter. Adjusted EBITDA totaled \$33.2 million in the quarter, an increase of 1.4% over the prior-year period. Adjusted EBITDA margin, excluding the impact from Medicare Cap, was 13.7% in the quarter which was 30 basis points below the prior-year quarter.

#### Roto-Rooter

Roto-Rooter's plumbing and drain cleaning business generated sales of \$95.2 million for the first quarter of 2011, an increase of 10.9% over the prior-year quarter. Roto-Rooter's gross margin was 44.2% in the quarter, a 103 basis point decline when compared to the first quarter of 2010. Adjusted EBITDA in the first quarter of 2011 totaled \$15.6 million, an increase of 13.8%, and the Adjusted EBITDA margin was 16.4% in the quarter, an increase of 42 basis points, when compared to the prior-year quarter.

Job count in the first quarter of 2011 increased 5.8% when compared to the prior-year period. During the first quarter of 2011, total residential jobs increased 4.7%, as residential plumbing jobs increased 5.4% and residential drain cleaning jobs increased 4.5%, when compared to the first quarter of 2010. Residential jobs represented 72% of total job count in the quarter. Total commercial jobs increased 8.7%, with commercial plumbing/excavation job count increasing 10.2% and commercial drain cleaning increasing 8.1% when compared to the prior-year quarter. The "All Other" residential and commercial job category increased 3.6%.

Roto-Rooter continues to have periodic discussions with existing franchisees to acquire franchise territories. Management will be highly disciplined in terms of valuation, risk assessment and overall return on investment of any potential acquisition. The timing or actual completion of any acquisition cannot be predicted.

#### Chemed Consolidated Debt and Cash Flows

Chemed had total debt of \$161 million at March 31, 2011. This debt is net of the discount taken as a result of convertible debt accounting requirements. Excluding this discount, aggregate debt is \$187 million and is due in May 2014. Chemed's total debt equates to less than one times trailing twelve-month adjusted EBITDA.

In March 2011 Chemed replaced its existing credit facility with a new Credit Agreement. Terms of this Credit Agreement consist of a five-year \$350 million revolving credit facility. The interest rate on this Credit Agreement has a floating rate that is currently LIBOR plus 175 basis points. This Credit Agreement provides Chemed with increased flexibility in terms of acquisitions, share repurchases, dividends and other corporate needs. In addition, an expansion feature is included in this facility that provides Chemed the opportunity to increase its revolver and/or enter into term loans for an additional \$150 million. At March 31, 2011, this credit facility had approximately \$322 million of undrawn borrowing capacity after deducting \$28 million for letters of credit issued under this facility to secure the Company's workers' compensation insurance.

Capital expenditures for the first quarter of 2011 aggregated \$6.2 million and compared favorably to depreciation and amortization during the same period of \$7.3 million.

The Company increased its quarterly dividend per share in the third quarter of 2010, from \$0.12 per share to \$0.14 per share. The company purchased \$96.3 million of treasury stock in the fourth quarter of 2010 and an additional \$21.8 million in the first quarter of 2011. Total shares repurchased in the first quarter of 2011 totaled 341,513. Approximately \$97.4 million is remaining under Chemed's previously announced share repurchase program. Management will continually evaluate cash utilization alternatives, including share repurchase, debt repurchase, acquisitions and increased dividends to determine the most beneficial use of available capital resources.

#### Guidance for 2011

VITAS expects to achieve full-year 2011 revenue growth, prior to Medicare Cap, of 7% to 9%. Admissions in 2011 are estimated to increase 5% to 7% and full-year Adjusted EBITDA margin, prior to Medicare Cap, is estimated to be 15.3% to 16.3%. Effective October 1, 2010, Medicare increased the average hospice reimbursement rates by approximately 2.1%. Consistent with prior years, our guidance assumes VITAS will incur an additional \$3.7 million of estimated Medicare contractual billing limitations for the remainder of 2011.

Roto-Rooter expects to achieve full-year 2011 revenue growth of 5% to 8%. The revenue estimate is a result of increased pricing of approximately 3.0%, a favorable mix shift to higher revenue jobs, with job count growth estimated at 0% to 3%. Adjusted EBITDA margin for 2011 is estimated in the range of 16.5% to 17.5%.

Based upon the above metrics, an effective tax rate of 39.0% and a full-year average diluted share count of 21.6 million, management estimates 2011 earnings per diluted share, excluding non-cash expense for stock options, the non-cash interest expense related to the accounting for convertible debt and other items not indicative of ongoing operations will be in the range of \$4.65 to \$4.85. This compares to Chemed's 2010 adjusted earnings per diluted share of \$4.17.

#### Conference Call

Chemed will host a conference call and webcast at 10 a.m., ET, on Tuesday, April 26, 2011, to discuss the Company's quarterly results and to provide an update on its business. The dial-in number for the conference call is (800) 510-0178 for U.S. and Canadian participants and (617) 614-3450 for international participants. The participant passcode is 43461477. A live webcast of the call can be accessed on Chemed's website at <a href="https://www.chemed.com">www.chemed.com</a> by clicking on Investor Relations Home.

A taped replay of the conference call will be available beginning approximately 24 hours after the call's conclusion. It can be accessed by dialing (888) 286-8010 for U.S. and Canadian callers and (617) 801-6888 for international callers and will be available for one week following the live call. The replay passcode is 97719698. An archived webcast will also be available at <a href="www.chemed.com">www.chemed.com</a>.

Chemed Corporation operates in the healthcare field through its VITAS Healthcare Corporation subsidiary. VITAS provides daily hospice services to approximately 13,000 patients with severe, life-limiting illnesses. This type of care is focused on making the terminally ill patient's final days as comfortable and pain-free as possible.

Chemed operates in the residential and commercial plumbing and drain cleaning industry under the brand name Roto-Rooter. Roto-Rooter provides plumbing and drain service through company-owned branches, independent contractors and franchisees in the United States and Canada. Roto-Rooter also has licensed master franchisees in Indonesia, Singapore, Japan, and the Philippines.

This press release contains information about Chemed's EBITDA, Adjusted EBITDA and Adjusted Diluted EPS, which are not measures derived in accordance with GAAP and which exclude components that are important to understanding Chemed's financial performance. In reporting its operating results, Chemed provides EBITDA, Adjusted EBITDA and Adjusted Diluted EPS measures to help investors and others evaluate the Company's operating results, compare its operating performance with that of similar companies that have different capital structures and evaluate its ability to meet its future debt service, capital expenditures and working capital requirements. Chemed's management similarly uses EBITDA, Adjusted EBITDA and Adjusted Diluted EPS to assist it in evaluating the performance of the Company across fiscal periods and in assessing how its performance compares to its peer companies. These measures also help Chemed's management to estimate the resources required to meet Chemed's future financial obligations and expenditures. Chemed's EBITDA, Adjusted EBITDA and Adjusted Diluted EPS should not be considered in isolation or as a substitute for comparable measures calculated and presented in accordance with GAAP. We calculated Adjusted EBITDA Margin by dividing Adjusted EBITDA by service revenue and sales. A reconciliation of Chemed's net income to its EBITDA, Adjusted EBITDA and Adjusted Diluted EPS is presented in the tables following the text of this press release.

#### Forward-Looking Statements

Certain statements contained in this press release and the accompanying tables are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "expect," "hope," "anticipate," "plan" and similar expressions identify forward-looking statements, which speak only as of the date the statement was made. Chemed does not undertake and specifically disclaims any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These statements are based on current expectations and assumptions and involve various risks and uncertainties, which could cause Chemed's actual results to differ from those expressed in such forward-looking statements. These risks and uncertainties arise from, among other things, possible changes in regulations governing the hospice care or plumbing and drain cleaning industries; periodic changes in reimbursement levels and procedures under Medicare and Medicaid programs; difficulties predicting patient length of stay and estimating potential Medicare reimbursement obligations; challenges inherent in Chemed's growth strategy; the current shortage of qualified nurses, other healthcare professionals and licensed plumbing and drain cleaning technicians; Chemed's dependence on patient referral sources; and other factors detailed under the caption "Description of Business by Segment" or "Risk Factors" in Chemed's most recent report on form 10-Q or 10-K and its other filings with the Securities and Exchange Commission. You are cautioned not to place undue reliance on such forward-looking statements and there are no assurances that the matters contained in such statements will be achieved.

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF INCOME

(in thousands, except per share data)(unaudited)

		Thr	ee Months l	Ende	d March 31,
			2011		2010
Service revenue	s and sales	\$	330,918	\$	308,813
Cost of services	provided and goods sold		237,458		219,137
Selling, general	and administrative expenses (aa)		55,654		48,538
Depreciation			6,288		5,469
Amortization			970		1,224
	Total costs and expenses		300,370		274,368
	Income from operations		30,548		34,445
Interest expense			(3,244)		(2,952)
Other income/(e	xpense)net (bb)		2,102		186
	Income before income taxes		29,406		31,679
Income taxes			(11,305)		(12,321)
Net income		\$	18,101	\$	19,358
Earnings Per S	nare				
	Net income	\$	0.86	\$	0.86
	Average number of shares outstanding		21,055		22,593
Diluted Earning	g Per Share				
	Net income	\$	0.84	\$	0.84
	Average number of shares outstanding		21,568		23,021
(aa)	Selling, general and administrative ("SG&A") expenses comprise (in thousands):				
		Thr	ee Months I	Ende	d March 31,
			2011		2010
	SG&A expenses before long-term incentive compensation and the impact of market value gains of deferred compensation plans	\$	50,578	\$	48,350
	Long-term incentive compensation		3,012		-
	Market value gains on assets held in deferred compensation trusts		2,064		188
	Total SG&A expenses	\$	55,654	\$	48,538
(bb)	Other income/(expense)net comprises (in thousands):				
		Thr	ee Months I	Ende	d March 31,
			2011		2010
	Market value on assets held in deferred compensation trusts	\$	2,064	\$	188
	Interest income		61		75
	Loss on disposal of property and equipment		(21)		(94)
	Other		(2)		17
	Total other income/(expense)net	\$	2,102	\$	186
		_			

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED BALANCE SHEET

(in thousands, except per share data)(unaudited)

		March 31,				
			2011		2010	
Assets				,		
Current assets						
	Cash and cash equivalents	\$	59,745	\$	112,119	
	Accounts receivable less allowances		92,912		87,412	
	Inventories		7,967		7,609	
	Current deferred income taxes		13,352		15,008	
	Prepaid expenses		9,538		9,886	
	Total current assets		183,514		232,034	
	ed compensation plans held in trust		31,897		25,925	
	nent, at cost less accumulated depreciation		79,146		75,189	
	assets less accumulated amortization		56,061		57,239	
Goodwill			458,434		450,149	
Other assets			13,676		13,692	
	Total Assets	\$	822,728	\$	854,228	
Liabilities						
Current liabilities						
	Accounts payable	\$	38,249	\$	49,844	
	Income taxes		8,250		12,150	
	Accrued insurance		35,511		34,478	
	Accrued compensation		39,469		37,613	
	Other current liabilities		14,457		12,439	
	Total current liabilities		135,936		146,524	
Deferred income taxe	s		24,164		24,969	
Long-term debt			161,054		153,853	
Deferred compensation	n liabilities		31,437		25,522	
Other liabilities			6,267		5,374	
	Total Liabilities		358,858		356,242	
Stockholders' Equity			20 -00		20.005	
Capital stock			30,709		30,087	
Paid-in capital			379,167		343,967	
Retained earnings			488,439		419,985	
Treasury stock, at cos			(436,427)		(298,031)	
Deterred compensation	n payable in Company stock		1,982		1,978	
	Total Stockholders' Equity		463,870		497,986	
	Total Liabilities and Stockholders' Equity	\$	822,728	\$	854,228	

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENT OF CASH FLOWS

(in thousands)(unaudited)

Three Months Ended

	March 3	31,
	2011	2010
Cash Flows from Operating Activities		
Net income	\$ 18,101 \$	19,358
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	7,258	6,693
Noncash long-term incentive compensation	2,595	-
Provision for uncollectible accounts receivable	2,111	2,472
Stock option expense	1,933	2,051
Amortization of discount on convertible notes	1,846	1,726
Provision for deferred income taxes	814	(2,282)
Amortization of debt issuance costs	246	157
Changes in operating assets and liabilities, excluding amounts acquired in business combinations:		
Decrease/(increase) in accounts receivable	17,923	(36,445)
Increase in inventories	(239)	(66)
Decrease in prepaid expenses	747	502
Decrease in accounts payable and other current liabilities	(12,137)	(381)
Increase in income taxes	9,739	13,955
Increase in other assets	(3,667)	(1,672)
Increase in other liabilities	3,227	2,724
Excess tax benefit on share-based compensation	(1,895)	(1,135)
Other uses	(61)	(6)
Net cash provided by operating activities	48,541	7,651
Cash Flows from Investing Activities	<del></del>	
Capital expenditures	(6,173)	(5,424)
Proceeds from sales of property and equipment	33	27
Other uses	(142)	(157)
Net cash used by investing activities	(6,282)	(5,554)
Cash Flows from Financing Activities		(0,000)
Purchases of treasury stock	(24,260)	(2,516)
Decrease in cash overdrafts payable	(8,310)	(1,216)
Proceeds from issuance of capital stock	3,647	2,672
Dividends paid	(2,977)	(2,739)
Debt issuance costs	(2,708)	(2,757)
Excess tax benefit on share-based compensation	1,895	1,135
Other sources	282	270
Net cash used by financing activities	$\frac{202}{(32,431)}$	(2,394)
Increase/(Decrease) in Cash and Cash Equivalents	9,828	(297)
Cash and cash equivalents at beginning of year	9,828 49,917	112,416
		112,416
Cash and cash equivalents at end of period	<u>\$ 59,745</u> <u>\$</u>	112,119

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING STATEMENT OF INCOME FOR THE THREE MONTHS ENDED MARCH 31, 2011 AND 2010

(in thousands)(unaudited)

	,	VITAS	Ro	to-Rooter	c	orporate	Chemed onsolidated
2011							
Service revenues and sales	\$	235,673	\$	95,245	\$	-	\$ 330,918
Cost of services provided and goods sold		184,300		53,158		-	 237,458
Selling, general and administrative expenses (a)		18,711		26,740		10,203	55,654
Depreciation		4,167		1,984		137	6,288
Amortization		483		132		355	970
Total costs and expenses		207,661		82,014		10,695	300,370
Income/(loss) from operations		28,012		13,231		(10,695)	30,548
Interest expense (a)		(48)		(64)		(3,132)	(3,244)
Intercompany interest income/(expense)		1,213		639		(1,852)	-
Other income/(expense)—net		30		(9)		2,081	2,102
Income/(loss) before income taxes		29,207		13,797		(13,598)	29,406
Income taxes (a)		(11,082)		(5,286)		5,063	(11,305)
Net income/(loss)	\$	18,125	\$	8,511	\$	(8,535)	\$ 18,101
2010							
Service revenues and sales	\$	222,940	\$	85,873	\$	-	\$ 308,813
Cost of services provided and goods sold		172,093		47,044		-	219,137
Selling, general and administrative expenses (b)		18,145		24,758		5,635	48,538
Depreciation		3,485		1,951		33	5,469
Amortization		771		123		330	1,224
Total costs and expenses		194,494		73,876		5,998	 274,368
Income/(loss) from operations		28,446		11,997		(5,998)	34,445
Interest expense (b)		(32)		(68)		(2,852)	(2,952)
Intercompany interest income/(expense)		1,289		702		(1,991)	-
Other income/(expense)—net (b)		(39)		10		215	186
Income/(loss) before income taxes		29,664		12,641		(10,626)	 31,679
Income taxes (b)		(11,226)		(4,828)		3,733	(12,321)
Net income/(loss)	\$	18,438	\$	7,813	\$	(6,893)	\$ 19,358

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES CONSOLIDATING SUMMARY OF EBITDA FOR THE THREE MONTHS ENDED MARCH 31, 2011 AND 2010

(in thousands)(unaudited)

		VITAS	Ro	oto-Rooter	C	orporate	Chemed nsolidated
2011							
Net income/(loss)	\$	18,125	\$	8,511	\$	(8,535)	\$ 18,101
Add/(deduct):							
Interest expense		48		64		3,132	3,244
Income taxes		11,082		5,286		(5,063)	11,305
Depreciation		4,167		1,984		137	6,288
Amortization		483		132		355	970
EBITDA		33,905		15,977		(9,974)	39,908
Add/(deduct):							
Legal expenses of OIG investigation		511		-		-	511
Acquisition expenses		64		6		-	70
Expenses of class action litigation		-		495		-	495
Long-term incentive compensation		-		-		3,012	3,012
Stock option expense		-		-		1,933	1,933
Advertising cost adjustment (c)		-		(250)		-	(250)
Interest income		(37)		(7)		(17)	(61)
Intercompany interest income/(expense)		(1,213)		(639)		1,852	` -
Adjusted EBITDA	\$	33,230	\$	15,582	\$	(3,194)	\$ 45,618
2010							
Net income/(loss)		18,438	\$	7,813	\$	(6,893)	\$ 19,358
Add/(deduct):							
Interest expense		32		68		2,852	2,952
Income taxes		11,226		4,828		(3,733)	12,321
Depreciation		3,485		1,951		33	5,469
Amortization		771		123		330	1,224
EBITDA		33,952		14,783		(7,411)	 41,324
Add/(deduct):		1		,		,	,
Legal expenses of OIG investigation		160		-		-	160
Stock option expense		-		-		2,051	2,051
Advertising cost adjustment (c)		_		(389)		, <u>-</u>	(389)
Interest income		(45)		(2)		(28)	(75)
Intercompany interest income/(expense)		(1,289)		(702)		1,991	-
Adjusted EBITDA	•	32,778	\$	13,690	\$	(3,397)	\$ 43,071

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES RECONCILIATION OF ADJUSTED NET INCOME

(in thousands, except per share data)(unaudited)

	Three Months Ended Marc			
	2011			2010
Net income as reported	\$	18,101	\$	19,358
Add/(deduct):				
After-tax cost of long-term incentive compensation		1,880		-
After-tax stock option expense		1,223		1,298
After-tax additional interest expense resulting from the change in accounting for the conversion feature of the convertible notes		1,132		1,047
After-tax cost of legal expenses of OIG investigation		317		99
After-tax cost of expenses of class action litigation		301		-
After-tax cost of acquisition expenses		44		
Adjusted net income	\$	22,998	\$	21,802
Earnings Per Share As Reported				
Net income	\$	0.86	\$	0.86
Average number of shares outstanding		21,055		22,593
Diluted Earnings Per Share As Reported				
Net income	\$	0.84	\$	0.84
Average number of shares outstanding		21,568		23,021
Adjusted Earnings Per Share				
Net income	\$	1.09	\$	0.96
Average number of shares outstanding		21,055		22,593
Adjusted Diluted Earnings Per Share				
Net income	\$	1.07	\$	0.95
Average number of shares outstanding		21,568		23,021

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES OPERATING STATISTICS FOR VITAS SEGMENT

(unaudited)

		Three Months Ended March		
OPERATING STATISTICS		2011		2010
Net revenue (\$000) (d)				
Homecare	\$	168,652	\$	157,226
Inpatient		27,386		26,291
Continuous care		38,625		37,674
Total before Medicare cap allowance	\$	234,663	\$	221,191
Medicare cap allowance		1,010		1,749
Total	\$	235,673	\$	222,940
Net revenue as a percent of total before Medicare cap allowance				
Homecare		71.8%		71.1%
Inpatient		11.7		11.9
Continuous care		16.5		17.0
Total before Medicare cap allowance		100.0		100.0
Medicare cap allowance		0.4		0.8
Total		100.4%		100.8%
Average daily census ("ADC") (days)				
Homecare		8,833		8,112
Nursing home	·	3,033		3,162
Routine homecare		11,866		11,274
Inpatient		450		442
Continuous care		603		606
Total		12,919		12,322
Total Admissions		15,798		14,844
Total Discharges		15,552		14,461
Average length of stay (days) Median length of stay (days)		78.9 13.0		75.8 13.0
ADC by major diagnosis		13.0		13.0
Neurological		34.0%		32.6%
Cancer		17.9		18.8
Cardio		11.8		11.9
Respiratory		6.7		6.6
Other		29.6		30.1
Total		100.0%		100.0%
Admissions by major diagnosis				
Neurological		19.5%		18.6%
Cancer		31.7		33.5
Cardio		11.1		11.6
Respiratory		9.1		8.4
Other		28.6		27.9
Total		100.0%		100.0%
Direct patient care margins (e)				
Routine homecare		51.5%		51.3%
Inpatient		13.0		15.2
Continuous care		20.5		20.7
Homecare margin drivers (dollars per patient day)				
Labor costs	\$	55.38	\$	53.93
Drug costs		7.94		7.77
Home medical equipment		5.94		6.94
Medical supplies		2.76		2.44
Inpatient margin drivers (dollars per patient day)				*****
Labor costs	\$	306.66	\$	286.81
Continuous care margin drivers (dollars per patient day)	rh.	544.47	6	506.47
Labor costs	\$	544.16	\$	526.47
Bad debt expense as a percent of revenues  Accounts receivable		0.6%		1.0%
Days of revenue outstanding- excluding unapplied Medicare payments		55.3		43.4
Days of revenue outstanding- excluding unapplied Medicare payments		29.1		29.2
Days of forence outstanding- including unapplied victicate payments		47.1		29.2

# CHEMED CORPORATION AND SUBSIDIARY COMPANIES FOOTNOTES TO FINANCIAL STATEMENTS FOR THE THREE MONTHS ENDED MARCH 31, 2011 AND 2010

(unaudited)

(a) Included in the results of operations for the three months ended March 31, 2011, are the following significant credits/(charges) which may not be indicative of ongoing operations (in thousands):

	VITAS	Roto-Rooter	Corporate	Total
Selling, general and administrative expenses				
Legal expenses of OIG investigation	\$(511)	\$ -	\$ -	\$ (511)
Acquisition expenses	(64)	(6)	-	(70)
Expenses of class action litigation	-	(495)	-	(495)
Long-term incentive compensation	-	-	(3,012)	(3,012)
Stock option expense	-	-	(1,933)	(1,933)
Interest expense				
Additional interest expense resulting from the change in accounting for the conversion feature of the convertible notes	-	-	(1,790)	(1,790)
Pretax impact on earnings	(575)	(501)	(6,735)	(7,811)
Income tax benefit/(charge) on the above	218	196	2,500	2,914
After-tax impact on earnings	\$(357)	\$ (305)	\$ (4,235)	\$ (4,897)

(b) Included in the results of operations for the three months ended March 31, 2010, are the following significant credits/(charges) which may not be indicative of ongoing operations (in thousands):

	VITAS	Corporate	Total
Selling, general and administrative expenses			
Legal expenses of OIG investigation	\$ (160)	\$ -	\$ (160)
Stock option expense	-	(2,051)	(2,051)
Interest expense			
Additional interest expense resulting from the change in accounting for the conversion feature of the convertible notes		(1,655)	(1,655)
Pretax impact on earnings	(160)	(3,706)	(3,866)
Income tax benefit/(charge) on the above	61	1,361	1,422
After-tax impact on earnings	\$ (99)	\$ (2,345)	\$ (2,444)

- (c) Under Generally Accepted Accounting Principles ("GAAP"), the Roto-Rooter segment expenses all advertising, including the cost of telephone directories, immediately upon the initial release of the advertising. Telephone directories are generally in circulation 12 months. If a directory is in circulation for a time period greater or less than 12 months, the publisher adjusts the directory billing for the change in billing period. The timing of when a telephone directory is published can and does fluctuate significantly on a quarterly basis. This "direct expensing" results in significant fluctuations in quarterly advertising expense. In the first quarters of 2011 and 2010, GAAP advertising expense for Roto-Rooter totaled \$5,918,000 and \$5,735,000, respectively. If the expense of the telephone directories were spread over the periods they are in circulation, advertising expense for the first quarters of 2011 and 2010 would total \$6,168,000 and \$6,124,000, respectively.
- (d) VITAS has 6 large (greater than 450 ADC), 21 medium (greater than 200 but less than 450 ADC) and 26 small (less than 200 ADC) hospice programs. There is one program as of March 31, 2011, with Medicare cap cushion of less than 10% for the first six months of the 2011 Medicare cap year. Additionally, one small program has a projected Medicare cap liability of \$298,000 for the 2011 measurement period.
- (e) Amounts exclude indirect patient care and administrative costs, as well as Medicare Cap billing limitation.

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