

Chemed Corporation

Increased Vitas staffing drives census improvement - Takes from the call

Maintain Rating: BUY | PO: 610.00 USD | Price: 519.93 USD

Roto softness temporary, Roto guide conservative

Roto-Rooter business has been impacted by a weaker consumer spending with the guide conservatively assuming the headwind continues. Of note, Roto saw July call volume improved but too early to call it a trend. CHE views it as a short to medium term headwind – in the past, similar softness lasted 12 months. Meanwhile, Vitas has been improving faster than expected on improved staffing and thus patient capacity. We reiterate Buy given the improving trends at Vitas helping offset soft Roto.

Roto call volume down, offset by larger jobs, close rates

Call volume was down 13% y/y in Q2, but still up vs pre-COVID levels. This was partially offset by higher close rates (230bps improvement in call center close rate, and 160bps improvement in tech conversion) and an increase in bigger jobs. While Roto believes less than 10% of its business is discretionary, consumers appear to be more willing to ignore small inconveniences or try to fix small drain problems themselves. Roto expects some of those jobs to return. Does not expect major cost cutting, noting variable comp model. CHE assumes Roto revs to be flat q/q in Q3 and up +3% q/q in Q4, below the historical average q/q growth of +7%, leaving some room for upside.

Census grew q/q for 3rd consecutive qtr, driven by staffing

Vitas census was up +3.2% q/q in Q2 and end-of-month census was 18,542 in June 2023 (+7% y/y) with a net y/y increase in census of 1,182, which translates to \$84m of annualized revs. The revised guide assumes q/q census growth moderates in 2H23 given uncertainty around new hiring/retention after the bonus program ended. The strong admission growth positions Vitas well to return to normalized census in early 2024. We note Vitas' growth is in a stark contrast to AMED's hospice results in Q2 (ADC -2% y/y, +1% q/q, admissions -6% y/y).

Retention program bearing fruits

Since instituting its retention program in July 2022, Vitas added 784 clinical staff, with 309 net added in Q2, up from 200 in Q1, and 103 in 4Q22. The higher staffing has been driving a faster than expected improvement in census. Meanwhile, CHE has not seen a material pickup in turnover in July after its bonus program ended, although there is only one month of data as of now. The increased capacity allows Vitas to return to a more normalized mix of patients (short and long stays). Meanwhile, as census grows it will drive better margins (underutilized labor capacity was an 80bp headwind in 2Q23).

Expects to buy back stock, not pursuing deals

Medicare rate updates being below inflation help Vitas hiring workers as smaller providers struggle. Not looking to acquire hospices, but if an attractive asset comes along, CHE would consider the opportunity. CHE expects to continue to buy back stock, noting the company is benefiting from the high interest rates on its cash balances.

27 July 2023

Equity

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Stock Data

 Price
 519.93 USD

 Price Objective
 610.00 USD

 Date Established
 27-Apr-2023

 Investment Opinion
 B-1-7

 52-Week Range
 430.16 USD - 574.66 USD

 Mrkt Val (mn) / Shares Out (mn)
 7,856 USD / 15.1

 (mn)
 39.24 USD

 Average Daily Value (mn)
 39.24 USD

 BofA Ticker / Exchange
 CHE / NYS

 Bloomberg / Reuters
 CHE US / CHE N

 ROE (2023E)
 33.0%

 Net Dbt to Eqty (Dec-2022A)
 2.9%

 FSGMeterTM
 Medium

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AMED = Amedisys

ADC = average daily census

LOS = Length of stay

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Timestamp: 27 July 2023 04:01PM EDT

Price objective basis & risk

Chemed Corporation (CHE)

Our PO of \$610 is based on 18.2x 2024E EBITDA, a significant premium to CHE's historical average of 9x to reflect the clear and strong tailwinds to hospice volumes and a better than average near to medium-term outlook for Medicare reimbursement. Hospice is also defensive from a recession.

Given the above peer margins in the 29% range, the asset-light model, the reduced exposure to economic cycles (due to increased exposure to water restoration), and a limited potential for an on-line competition, we believe an above-peer multiple of 22x for Roto-Rooter is warranted. Meanwhile, given the size of the Vitas platform (scarcity value), the positive outlook for the hospice industry, the minimal leverage at the corporate level, the growing dividend, and the solid track record, we believe an above average multiple for Vitas is warranted. Applying 22x to Roto's 2023E EBITDA, our PO implies about 15x VITAS EBITDA.

Downside risks to our PO: 1) Medicare reimbursement is worse than expected. 2) Labor cost pressure is higher than expected. 3) Volume growth is lower than expected. 4) Unexpected legal issues around government billing. 5) Recession impact to Roto-Rooter is worse than expected.

Upside risks to our PO: 1) Medicare reimbursement is much better than expected. 2) Volume growth is better than expected. 3) Capital deployment.

Analyst Certification

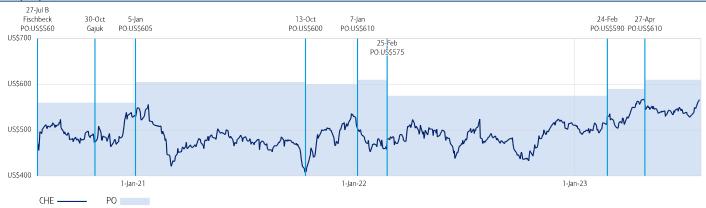
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Chemed (CHE) Price Chart



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Buy	236	57.84%	Buy	105	44.49%
Hold	87	21.32%	Hold	38	43.68%
Sell	85	20.83%	Sell	22	25.88%

Equity Investment Rating Distribution: Global Group (as of 30 Jun 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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Sell	831	23.59%	Sell	385	46.33%

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