(Mark One)
[ X ] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 1998

OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from
Commission file number

Yes | X ---- |
| :---: |

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

Outstanding At
Class of Common Stock November 4, 1998

Par value \$.01 per share
65,453,699

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|  | $\begin{gathered} \text { SEPTEMBER 30, } \\ 1998 \end{gathered}$ |  | $\begin{aligned} & \text { DECEMBER 31, } \\ & 1997 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and cash equivalents | \$ | 48,194 | \$ | 29,033 |
| Accounts receivable, less allowance for doubtful accounts of \$3,394 and \$1,936 |  | 83,880 |  | 45,629 |
| Premiums receivable, less allowance for doubtful accounts of $\$ 259$ and $\$ 281$ |  | 11,665 |  | 7,812 |
| Investments: |  |  |  |  |
| Fixed maturities held to maturity, at amortized cost |  | 12,952 |  | 14,528 |
| Securities available for sale, at fair value |  | 70,287 |  | 59,138 |
| Other investments |  | 3,786 |  | 6,054 |
| Total investments |  | 87,025 |  | 79,720 |
| Deferred policy acquisition costs |  | 5,685 |  | 4,478 |
| Reinsurance recoverables |  | 18,161 |  | 15,215 |
| Excess of cost over net assets of businesses acquired, net of accumulated amortization of \$4,501 and \$1,264 |  | 222,073 |  | 89,856 |
| Notes receivable |  | 14,780 |  | 16,616 |
| Property and equipment, net |  | 21,930 |  | 10,186 |
| Other assets |  | 28,220 |  | 15,807 |
| TOTAL ASSETS | \$ | 541,613 | \$ | 314,352 |
| LIABILITIES |  |  |  |  |
| Losses and loss adjustment expenses | \$ | 58,455 | \$ | 50,655 |
| Unearned premiums |  | 29,344 |  | 22,656 |
| Notes payable, bank debt and capitalized leases |  | 56,350 |  | 23,944 |
| Income taxes |  | 11,553 |  | 3,702 |
| Accrued expenses |  | 27,668 |  | 29,283 |
| Other liabilities |  | 39,370 |  | 27,702 |
| TOTAL LIABILITIES |  | 222,740 |  | 157,942 |
| SHAREHOLDERS' EQUITY |  |  |  |  |
| Common stock |  | 637 |  | 415 |
| Additional paid-in capital |  | 264,740 |  | 125,741 |
| Retained earnings |  | 52,896 |  | 28,507 |
| Accumulated other comprehensive income |  | 600 |  | 1,747 |
| TOTAL SHAREHOLDERS' EQUITY |  | 318,873 |  | 156,410 |
| TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY | \$ | 541,613 | \$ | 314,352 |

[^0]Revenues:

> Business service fees and commissions
> Specialty insurance services (regulated):
> Premiums earned
> Net investment income
> Net realized gain on investments
> Other income

Total revenues
Expenses:
Operating expenses - business services
Losses and loss adjustment expenses
Policy acquisition and other expenses
Corporate general and administrative expenses
Depreciation and amortization expenses
Total expenses
Income from continuing operations before interest
and other income and income tax expense
Interest and other income, net

Income from continuing operations before income tax expense

Income tax expense

Income from continuing operations
Income (loss) from discontinued operations

Net income

Earnings per share:
Basic:
Income from continuing operations
Loss from discontinued operations

Net income per share

Diluted:
Income from continuing operations
Loss from discontinued operations

Net income per share

Pro forma income data (from continuing operations) (note 3) Net income as reported
Pro forma adjustment to provision for income taxes

Pro forma net income

Pro forma earnings per share: Basic earning per share

Diluted earnings per share

Weighted average common shares

| THREE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: |
| 1998 | 1997 |

NINE MONTHS ENDED SEPTEMBER 30,


| $\$ 197,833$ | $\$$ | 72,662 |
| ---: | ---: | ---: |
|  |  |  |
| 33,417 | 26,791 |  |
| 4,101 | 3,135 |  |
| 2,350 | 3,026 |  |
| 212 | 157 |  |
| ------------ | $--105,771$ |  |


| 152,147 | 60,059 |
| ---: | ---: |
| 16,995 | 15,616 |
| 15,120 | 8,902 |
| 6,852 | 2,852 |
| 6,603 | 1,935 |
| ------ | ---- |
| 197,717 | 89,364 |

16,407
1,042

| 41,427 | 17,449 |
| ---: | ---: |
|  |  |
| 14,343 | 4,704 |
| ----------- |  |
| 27,084 | 12,745 |
| -- | $(663)$ |

\$ 27,084 \$ 12,082
========= ========

- 0.48
\$ 0.32
(0.02)
\$ 0.30
\$ 0.48
========
\$ 0.25
(0.02)
\$ 0.23
\$ $0.13 \quad$ \$ 0.08
$========$
\$ 0.39
========

| \$ | $\begin{array}{r} 9,642 \\ 264 \end{array}$ | \$ | $\begin{array}{r} 4,265 \\ 306 \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 9,378 | \$ | 3,959 |
| \$ | 0.15 | \$ | 0.09 |
| \$ | 0.13 | \$ | 0.07 |

\$ 27,08
\$ 12,745
1,295
\$ 26,374 \$ 11,450
$================$

| \$ | 0.47 |
| :--- | :--- |
| $=========$ | \$ |
| $========$ |  |


| $\$$ | 0.38 |
| :--- | :--- |
| ========= | = |
| $=======$ |  |

## NET CASH PROVIDED BY OPERATING ACTIVITIES

CASH FLOWS FROM INVESTING ACTIVITIES:
Purchases of fixed maturities, held to maturity
Purchases of fixed maturities, available for sale
Purchases of equity securities
Redemptions of fixed maturities, held to maturity
Proceeds from sale of fixed maturities, available for sale
Proceeds from sale of equity securities
Change in other investments
Proceeds from notes receivable
Business acquisitions, net of cash acquired
Proceeds from sale of environmental services business
Purchases of property and equipment
Proceeds from dispositions of property and equipment
Net cash used in investing activities
CASH FLOWS FROM FINANCING ACTIVITIES:
Proceeds from debt
Repayments of debt iscer
Proceeds from stock issuances, net
Proceeds from exercise of stock options and warrants, net
Cash distributions by pooled entities
Other, net
Net cash provided by (used in) financing activities

Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period


| $(325)$ | $(209)$ |
| ---: | ---: |
| $(54,419)$ | $(13,572)$ |
| $(1,961)$ | $(2,714)$ |
| 2,066 | 600 |
| 42,166 | 2,644 |
| 1,817 | 1,033 |
| 2,268 | 356 |
| 5,227 | -- |
| $(59,725)$ | $(20,030)$ |
| - | 5,380 |
| $(8,484)$ | $(1,326)$ |
| 424 | ------ |
| ------ | $(27,838)$ |
| $(70,946)$ | ------- |


| 71,615 | 1,931 |
| :---: | :---: |
| $(61,286)$ | $(4,901)$ |
| 47,695 | 6,414 |
| 20,999 | -- |
| $(2,692)$ | $(3,129)$ |
| (148) | (628) |
| 76,183 | (313) |

$(16,438)$
47, 198
\$ 30, 760

See the accompanying notes to the condensed consolidated financial statements.

| Basic weighted average shares | 60,767 | 42,223 |
| :--- | ---: | ---: |
| Effect of dilutive stock options and warrants | 13,569 | 11,065 |
| Diluted weighted average shares | $----\ldots-$ | ----- |

## ACQUISITIONS

During the third quarter 1998, the Company continued its strategic acquisition program, acquiring the businesses of twenty-five complementary companies. These acquisitions comprised the following: twenty accounting, consulting and tax advisory businesses, four benefits design, consulting and administration firms, and one business valuation firm.

| THREE MONTHS | ENDED |
| :---: | :---: |
| SEPTEMBER | 30, |
| 1998 | 1997 |
| --------- |  |
|  | --- |
| 60,767 | 42,223 |
| 13,569 | 11,065 |
| ----- | ----- |
| 74,336 | 53,288 |
| $======$ | $=====$ |

NINE MONTHS ENDED SEPTEMBER 30,

70,328
======

39,794
11, 699
51,493
51,493
$====$

## 1997

CENTURY BUSINESS SERVICES, INC. AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

|  |  | THREE MONTHS ENDED SEPTEMBER 30, |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  | 1998 |  | 1997 |  |
| Total revenues - pro forma | \$ | 91,764 | \$ | 70,044 | \$ | 284,738 | \$ | 197,637 |
| Net income - pro forma | \$ | 11,701 | \$ | 5,949 | \$ | 36,067 | \$ | 16,984 |
| Earnings per share - pro forma |  |  |  |  |  |  |  |  |
| - Basic | \$ | 0.17 | \$ | 0.12 | \$ | 0.61 | \$ | 0.36 |
| - Diluted | \$ | 0.14 | \$ | 0.10 | \$ | 0.49 | \$ | 0.29 |

The Company exchanged 2.318 million shares of its common stock for all of the common stock of the nine acquisitions accounted for under the pooling-of-interests method of accounting for business combinations. Accordingly, the Company's financial statements have been restated to include the results of the pooled entities for all periods presented.

Five of the aforementioned pooling-of-interests transactions involved enterprises that previously had not been subjected to income taxes. Accordingly, pro forma adjustments have been presented in the financial statements to reflect that tax effects of those enterprises in prior periods.

## SUBSEQUENT EVENTS

Since September 30, 1998, the Company has closed the following six acquisitions, including two tuck-in acquisitions: five accounting, consulting and tax advisory businesses and one employee benefits design and administration firm. In addition, the Company has announced the acquisition of six additional companies, two of which have been subsequently terminated by the Company, and include the following: three accounting, consulting and tax advisory businesses and one business valuation firm. The combined cost of the aforementioned transactions (closed and pending) is approximately $\$ 45.614$ million.

|  |  | THREE MONTHS ENDED SEPTEMBER 30, |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  | 1998 |  | 1997 |  |
| Total revenues - pro forma | \$ | 91,764 | \$ | 70,044 | \$ | 284,738 | \$ | 197,637 |
| Net income - pro forma | \$ | 11,701 | \$ | 5,949 | \$ | 36,067 | \$ | 16,984 |
| Earnings per share - pro forma |  |  |  |  |  |  |  |  |
| - Basic | \$ | 0.17 | \$ | 0.12 | \$ | 0.61 | \$ | 0.36 |
| - Diluted | \$ | 0.14 | \$ | 0.10 | \$ | 0.49 | \$ | 0.29 |

NINE MONTHS ENDED SEPTEMBER 30, 1997
.29

## SEPTEMBER 30

|  |  | THREE MONTHS ENDED SEPTEMBER 30, |  |  | NINE MONTHS ENDED SEPTEMBER 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  | 1998 |  | 1997 |  |
| Total revenues - pro forma | \$ | 91,764 | \$ | 70,044 | \$ | 284,738 | \$ | 197,637 |
| Net income - pro forma | \$ | 11,701 | \$ | 5,949 | \$ | 36,067 | \$ | 16,984 |
| Earnings per share - pro forma |  |  |  |  |  |  |  |  |
| - Basic | \$ | 0.17 | \$ | 0.12 | \$ | 0.61 | \$ | 0.36 |
| - Diluted | \$ | 0.14 | \$ | 0.10 | \$ | 0.49 | \$ | 0.29 |

ACQUISITIONS (continued)
Sixteen of the acquisitions were accounted for as purchases, and accordingly, the operating results of the acquired companies have been included in the accompanying condensed consolidated financial statements since the dates of acquisition. The aggregate purchase price of these acquisitions was approximately $\$ 64.628$ million, excluding future contingent consideration of up to $\$ 4.846$ million in cash and $\$ 7.929$ million of restricted common stock of the Company (estimated stock value at date of acquisition) which is based on the acquired companies' ability to meet certain performance goals. The aggregate purchase price, excluding future contingent consideration, has been allocated to the net assets of the companies acquired based upon their respective fair market values. The excess of purchase price over fair value of assets acquired (goodwill) approximated $\$ 58.380$ million and is being amortized over forty years.

The unaudited pro forma information for the periods set forth below give effect to 1998 acquisitions as if they had occurred on January 1, 1998 and January 1, 1997. The pro forma information is presented for informational purposes only and is not necessarily indicative of the results of operations that actually would have been achieved had these transactions been consummated at the beginning of the periods presented (in thousands, except per share data):

CENTURY BUSINESS SERVICES, INC. AND SUBSIDIARIES
NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) (continued)

## 5. USE OF ESTIMATES

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.
6. RECLASSIFICATIONS

Certain reclassifications have been made to the 1997 financial statements to conform to the 1998 presentation.

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Century Business Services, Inc. ("the Company") is a leading provider of outsourced business services to small and medium sized companies throughout the United States. The Company provides integrated services in the following areas: accounting systems, advisory and tax, employee benefits design and
administration, human resources, information technology systems, payroll administration, specialty insurance, valuation, and workers' compensation.

RESULTS OF OPERATIONS

## Revenues

Total revenues increased to $\$ 84.4$ million and $\$ 237.9$ million for the three and nine month periods ended September 30, 1998, respectively, from \$39.4 million and $\$ 105.8$ million for the comparable periods in 1997 . The increase in revenues was primarily attributable to the Company's acquisition activity in outsourced business services.

Business service fees and commissions increased to $\$ 70.3$ million and $\$ 197.8$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 27.5$ million and $\$ 72.7$ million for the comparable periods in 1997. The increase was primarily attributable to the acquisitions completed in 1998, as well as from internal growth resulting from the Company's cross-selling program. A significant amount of our recent acquisitions have been accounted for under the purchase method, and as such, the Company's consolidated financial statements give effect to such acquisitions only from their respective acquisition dates.

Premiums earned increased to $\$ 11.6$ million and $\$ 33.4$ million for the three and nine month periods ended September 30, 1998, respectively, from \$10.4 million and $\$ 26.8$ million for the comparable periods in 1997. The increase in premiums earned was primarily attributable to the growth in surety bonds and commercial liability premiums over 1997 levels, the introduction of workers compensation coverage emanating from an August 1997 business transaction and the assumption of contract surety premiums under a certain reinsurance agreement entered into in 1997.

Net investment income increased to $\$ 1.5$ million and $\$ 4.1$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 0.5$ million and $\$ 3.1$ million for the comparable periods in 1997. This increase was primarily attributable to increased invested assets.

Net realized gain on investments decreased to $\$ 0.9$ million and $\$ 2.4$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 1.0$ million and $\$ 3.0$ million for the comparable periods in 1997. This decrease was primarily attributable to the composition of investments sold during the three and nine month periods ended September 30, 1998 versus the comparable periods in 1997.

Expenses
Total expenses increased to $\$ 70.1$ million and $\$ 197.7$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 32.9$ million and $\$ 89.4$ million for the comparable periods in 1997 . Such increase was primarily attributable to the increase in operating expenses, which reflects the impact of the Company's acquisitions made in 1998. As a percentage of revenues, total expenses decreased to $83.1 \%$ for the three and nine month periods ended September 30, 1998, from $83.3 \%$ and $84.5 \%$ for the three and nine month periods ended September 30, 1998, respectively.

Operating expenses for the business services operations increased to $\$ 53.2$ million and $\$ 152.1$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 22.2$ million and $\$ 60.1$ million for the comparable periods in 1997. Such increase was attributable to business services acquisitions completed in 1998. As a percentage of fees and commissions, operating expenses decreased to $75.7 \%$ and $76.9 \%$ for the three and nine month periods ended September 30, 1998, respectively, from $80.7 \%$ and $82.7 \%$ for the comparable periods in 1997.

Loss and loss adjustment expenses increased to $\$ 6.2$ million and $\$ 17.0$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 6.2$ million and $\$ 15.6$ million for the comparable periods in 1997. Such increase for the nine month period was attributable to increased premium volume for commercial liability coverage and workers compensation. As a percentage of premiums earned, loss and loss adjustment expenses decreased to $53.5 \%$ and $50.9 \%$ for the three and nine month periods ended September 30, 1998, respectively, from $59.7 \%$ and $58.3 \%$ for the comparable periods in 1997 . Such decreases were the result of better than expected incurred loss results for certain lines of business.

Policy acquisition and other expenses increased to $\$ 4.6$ million and $\$ 15.1$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 2.6$ million and $\$ 8.9$ million for the comparable periods in 1997. The increase corresponds primarily to the increase in premium volume and regionalization of the property and casualty operation.

Corporate general and administrative expenses increased to $\$ 3.5$ million and $\$ 6.9$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 1.2$ million and $\$ 2.9$ million for the comparable periods in 1997. Such increase was attributable to the expansion of the corporate function to accommodate the Company's acquisition strategy. In addition, the increase for the three months ended September 30, 1998 was due primarily to external costs incurred in conjunction with acquisitions accounted for as pooling-of-interests, and internal related costs associated with increased acquisition activity. Costs associated with the Company's new cross-selling program also contributed to the increase in the third quarter 1998. Corporate general and administrative expenses represented $4.2 \%$ and $3.1 \%$ of total revenues for the three-month periods ended September 30, 1998 and 1997, respectively, and $2.9 \%$ and $2.7 \%$ for the nine month periods ended September 30, 1998 and 1997, respectively.

Depreciation and amortization expenses increased to $\$ 2.5$ million and $\$ 6.6$ million for the three and nine month periods ended September 30, 1998, respectively, from $\$ 0.6$ million and $\$ 1.9$ million for the comparable periods in 1997. The increase is a result of the increase of goodwill amortization resulting from the acquisitions completed by the Company in 1998 and 1997. As a percentage of total revenues, depreciation and amortization expense was $3.0 \%$ and $1.5 \%$ for the three month periods ended September 30, 1998 and 1997, respectively, and was $2.8 \%$ and $1.8 \%$ for the nine month periods ended September 30, 1998 and 1997, respectively. Such increase was attributable to the implementation of the Company's acquisition strategy.

OTHER

The Company's 1998 condensed consolidated balance sheet includes a net increase in goodwill of $\$ 132.2$ million since December 31, 1997 and relates to goodwill recorded in accordance with APB Opinion No. 16 upon the consummation of thirty-three acquisitions which were accounted for as purchases during 1998. No goodwill is recorded for transactions which are accounted for as poolings-of-interests.

LIQUIDITY AND CAPITAL RESOURCES

During the nine month period ended September 30, 1998, cash and cash equivalents increased $\$ 19.2$ million as cash provided by operating activities of $\$ 13.9$ million and financing activities of $\$ 76.2$ million exceeded cash used in investing activities of $\$ 70.9$ million. The normal seasonal changes occurred between year-end and the end of the third quarter and resulted in increased accounts receivable and premiums receivable. Cash used in investing activities consisted primarily of investment activity, new business acquisitions, and capital expenditures. Cash provided by financing activities consisted primarily of proceeds received from a private placement of 3.8 million shares during the first quarter 1998.

YEAR 2000

The Company's business depends, in part, upon its ability to store, retrieve, process and manage significant databases and, periodically, to expand and upgrade its information processing capabilities. The Company primarily utilizes personal computers and laptops connected to a local area network to satisfy its information processing requirements. Interruption or loss of the Company's information processing capabilities through loss of stored data, security breach, breakdown or malfunction of computer equipment or software systems, telecommunications failure, conversion difficulties or damage to the Company's computer equipment or software systems could have a material adverse effect on the Company's business, financial condition and results of operations. systems that are not Year 2000 compliant. Until recently, many computer programs were written to store only two digits of year-related date information in order to make the storage and manipulation of such data more efficient. Programs which use two-digit date fields, however, may not be able to distinguish between such years as 1900 and 2000. In certain situations, this date limitation could result in system failures or miscalculations, potentially causing disruptions of business processes or system operations.

The Company has been and continues to review the potential overall impact of such Year 2000 risks on the Company's business, financial condition and results of operations. To date, the Company has not encountered any material Year 2000 problems with its computer systems or any other equipment. Based on its ongoing survey of such risks for the Company, its subsidiaries and recently acquired businesses, management estimates that the total cost of the Company's Year 2000 compliance activities will be approximately $\$ 1.0$ to $\$ 2.0$ million. This estimate assumes that all businesses that have been and that may be acquired in the future by the Company will not have significant Year 2000 compliance issues. However, there can be no assurance that actual compliance costs will fall within the range of this estimate, that any future acquisition of a business will not require substantial Year 2000 compliance expenditures or that precautions that the Company has taken to protect itself from or minimize the impact of such events will be adequate. Any damage to the Company's data information processing system, failure of telecommunications links or breach of the security of the Company's computer systems could result in an interruption of the Company's operations or other loss which may not be covered by the Company's insurance. Any such event could have a material adverse effect on the Company's business, financial condition and results of operations.

FORWARD-LOOKING STATEMENTS

Statements included in the Form 10-Q, which are not historical in nature, are forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward looking statements are commonly identified by the use of such terms as "intends", "estimates", "expects", "projects", "anticipates", "seeks", "believes", and "scheduled". Such statements are subject to certain risks, uncertainties or assumptions. Should one or more of these risks or assumptions materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected. Although the Company believes that the assumptions upon which such forward-looking statements are based are reasonable, it can give no assurance that such assumptions will prove to be correct. Important factors that could cause actual results to differ materially from the Company's expectations ("Cautionary Statements") include:
(i) the Company's ability to grow through acquisitions of strategic and complementary businesses; (ii) the Company's ability to finance such acquisitions; (iii) the Company's ability to manage growth; (iv) the Company's ability to integrate the operations of the acquired businesses; (v) the Company's ability to share, retrieve, process and manage significant databases; (vi) the Company's ability to attract and retain experienced personnel; (vii) the Company's ability to manage pricing of its insurance products and adequately reserve for losses; (viii) the impact of current and future laws and governmental regulations affecting the Company's operations; and (ix) market fluctuations in the values or returns on assets in the Company's investment portfolios. All forward-looking statements in this Form 10-Q are expressly qualified by the Cautionary Statements.

ITEM 3. QUANTITATIVE AND QUALITATIVE INFORMATION ABOUT MARKET RISK
The Company does not engage in trading market risk sensitive instruments and does not purchase hedging instruments or "other than trading" instruments that are likely to expose the Company to market risk, whether interest rate, foreign currency exchange, commodity price or equity price risk. The Company has issued no debt instruments, entered into no forward or futures contracts, purchased no options and entered into no swaps. The Company's primary market risk exposure is that of interest rate risk. A change in the Federal Funds Rate, or the Reference Rate set by the Bank of America (San Francisco), would affect the rate at which the Company could borrow funds under its Credit Facility.

## ITEM 2. CHANGES IN SECURITIES

(c) Issuance of unregistered shares during the three months ended September 30, 1998, were as follows:

All transactions listed below involve the issuance of shares of Common Stock by the Company in reliance upon Section 4(2) of the Securities Act of 1933, as amended.

On July 14, 1998, in connection with the acquisition of Mesarvey, Russell \& Co. (MRC), the Company issued 261,422 shares of Common Stock in exchange for all the outstanding shares of MRC.

On July 24, 1998, in connection with the acquisition of Sloan and Letson, Inc., and Sloan \& Letson Investment Advisors, Inc., the Company issued 116,522 shares of Common Stock in exchange for all the outstanding shares of Sloan and Letson, Inc. and Sloan \& Letson Investment Advisors, Inc.

On July 31, 1998, in connection with the acquisition of Rosemont \& Associates, Inc., the Company issued 351,756 shares of Common Stock in exchange for all the outstanding shares of Rosemont \& Associates, Inc.

On August 3, 1998, in connection with the acquisition of Evans \& Evans, Incorporated, the Company paid cash and issued 23,414 shares of Common Stock in exchange for all the outstanding shares of Evans \& Evans, Incorporated.

On August 7, 1998, in connection with the acquisition of Edward Davis, dba Ed Davis/Comprehensive Accounting Services, the Company paid cash and issued 6,667 shares of Common Stock in exchange for certain assets of Edward Davis.

On August 20, 1998, in connection with the acquisition of Highwood Associates, Inc., the Company issued 175,182 shares of Common Stock in exchange for all the outstanding shares of Highwood Associates, Inc.

On August 20, 1998, in connection with the acquisition of Bertram, Vallez, Kaplan \& Talbot, Ltd., the Company paid cash and issued 250,904 shares of Common Stock in exchange for all the outstanding shares of Bertram, Vallez, Kaplan \& Talbot, Ltd.

On August 21, 1998, in connection with the acquisition of Sayler, Soetebier, Lane \& Whitmore, Chartered, the Company issued 52,308 shares of Common Stock in exchange for all the outstanding shares Sayler, Soetebier, Lane \& Whitmore, Chartered.

On August 27, 1998, in connection with the acquisition of Leff, Malone \& Company, the Company paid cash and issued 16,421 shares of Common Stock in exchange for all the outstanding shares of Leff, Malone \& Company.

On August 28, 1998, in connection with the acquisition of Daniel/Pappadakis \& Co., PC, the Company paid cash and issued 78,698 shares of Common Stock in exchange for all the outstanding shares of Daniel/Pappadakis \& Co., PC.

On August 31, 1998, in connection with the acquisition of RS \& A Business Services, Inc., the Company issued 81,081 shares of Common Stock in exchange for all the outstanding shares of RS \& A Business Services, Inc.

On August 31, 1998, in connection with the acquisition of Southern Ohio Benefits Agency, Inc., the Company issued 228,938 shares of Common Stock in exchange for all the outstanding shares of Southern Ohio Benefits Agency, Inc.

On August 31, 1998, in connection with the acquisition of Cornerstone Broker Insurance Services Agency, Ltd., the Company issued 267,094 shares of Common Stock in exchange for all the outstanding shares of Cornerstone Broker Insurance Services Agency, Ltd.

On September 1, 1998, in connection with the acquisition of William K. Groleau \& Associates, Inc., the Company paid cash and issued 27,546 shares of Common Stock in exchange for all the outstanding shares of William K. Groleau \& Associates, Inc.

On September 10 1998, in connection with the acquisition of Gibraltar Real Estate Services Corporation, the Company issued 56 shares of Common Stock in exchange for all the outstanding shares of Gibraltar Real Estate Services Corporation.

On September 18, 1998, in connection with the acquisition of MHM Professional Resources, Inc., the Company paid cash, issued a short term note payable and issued 1,607,742 shares of Common Stock in exchange for all the outstanding shares of MHM Professional Resources, Inc.

On September 23, 1998, in connection with the acquisition of Gottschalk \& Company, Chartered, the Company issued 75,416 shares of Common Stock in exchange for all the outstanding shares of Gottschalk \& Company, Chartered.

On September 28, 1998, in connection with the acquisition of Niederhofer-Henkel \& Co, L.L.C., the Company paid cash and issued 37,190 shares of Common Stock in exchange for all the outstanding shares of Niederhofer-Henkel \& Co, L.L.C.

On September 30, 1998, in connection with the acquisition of Beall, Garner, Screen and Geare, Inc., the Company issued 944,444 shares of Common Stock in exchange for all the outstanding shares of Beall, Garner, Screen and Geare, Inc.

On September 30, 1998, in connection with the acquisition of Regan, Russell, Schickner \& Shah, P.A., the Company issued 189,474 shares of Common Stock in exchange for all the outstanding shares of Regan, Russell, Schickner \& Shah, P.A.

On September 30, 1998, in connection with the acquisition of Meeks, Ross, Paulk and Associates, P.A. the Company issued 90,141 shares of Common Stock in exchange for all the outstanding shares of Meeks, Ross, Paulk and Associates, P.A.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits
27.1 Financial Data Schedule
(b)

Reports on Form 8-K/A
There were no reports on Form 8-K filed during the quarter ended September 30, 1998.

## SIGNATURE

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.

Century Business Services, Inc.
(Registrant)

## Date: November 13, 1998

By: /s/ Charles D. Hamm, Jr.
Charles D. Hamm, Jr.
Chief Financial Officer

## CENTURY BUSINESS SERVICES, INC. AND SUBSIDIARIES

EXHIBIT INDEX

Exhibit Number:
27.1 Financial Data Schedule (SEC only)......................... 15

```
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        JAN-01-1998
            SEP-30-1998
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[^0]:    See the accompanying notes to the condensed consolidated financial statements.

