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) July 27, 2004

CENTURY BUSINESS SERVICES, INC.
(Exact Name of Registrant as Specified in Its Charter)

## Delaware

(State or Other Jurisdiction of Incorporation or Organization)

22-2769024
(I.R.S. Employer Identification No.)

> 0-25890
(Commission File Number)

6050 Oak Tree Boulevard South, Suite 500
Cleveland, Ohio 44131
(Address of Principal Executive Offices) (Zip Code)
Registrant's Telephone Number, Including Area Code 216-447-9000

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS.
Item 7(c). Exhibits
Exhibit 99.1 Press Release of Century Business Services, Inc. dated July 27, 2004, announcing its financial results for the second quarter ended June 30, 2004.

ITEM 12. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.
On July 27, 2004, Century Business Services, Inc. (CBIZ) announced its earnings for the second quarter ended June 30, 2004. A copy of the press release is filed herewith as Exhibit 99.1. In addition, on July 27, 2004, Century conducted its earnings conference call for the quarter ended June 30, 2004. On this conference call, CBIZ disclosed the following additional information:

A unit within the benefits and insurance segment has experienced significant growth and is expected to generate between $\$ 12$ million and $\$ 15$ million in revenue during 2004. The business unit was not positioned for growth at this rate and suffered system, client service and other operational issues as a result. CBIZ has allocated resources to support the current level of revenue and future growth, and is in the process of implementing new systems including a new client service interface. Revenue adjustments resulting from higher policy
terminations than originally estimated, combined with higher expenses to support growth by this unit resulted in a negative impact to CBIZ consolidated pre-tax earnings of approximately $\$ 900,000$ for the second quarter of 2004 and $\$ 2.5$ million for the first six months of 2004 . The impact on year to date earnings per share was approximately $\$ 0.02$ per share.

CBIZ recorded approximately $\$ 1.3$ million in higher legal expenses in the first half of 2004 over the first half 2003, approximately half of which were incurred in the second quarter, to address several
long-standing litigation issues. Legal expenses are classified as general and administrative expenses.

- To date bank debt is $\$ 42$ million, a reduction of approximately
\$5 million from June 30, 2004.

Barring significant acquisitions or share repurchases, the run rate for interest expense is expected to be approximately $3.5 \%$ on an average balance of about $\$ 40$ million for the balance of the year.

- Tax rate for the full year 2004 is expected to be $41 \%$ - 42\%, down from approximately $42.5 \%$ in prior years. Cash taxes are expected to be between \$8 million and \$10 million for 2004.
- To date, CBIZ has achieved approximately $\$ 5.2$ million in cross-serving revenue towards our full year target of $\$ 9$ million incremental revenue.


## 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 hereunto duly authorized.

CENTURY BUSINESS SERVICES, INC.

Date: August 2, 2004
/s/ WARE H. GROVE
Ware H. Grove
Chief Financial Officer

CONTACT: WARE GROVE
Chief Financial Officer
-or-
LORI NOVICKIS
Corporate Relations
Century Business Services, Inc. Cleveland, Ohio
(216) 447-9000

CBIZ REPORTS SECOND-QUARTER 2004 RESULTS
Cleveland, Ohio (July 27, 2004)--CBIZ (Century Business Services, Inc.) (NASDAQ: CBIZ) today announced its financial results for the second quarter of 2004.

CBIZ reported revenue of $\$ 127.2$ million for the quarter ended June 30, 2004, an increase of approximately $\$ 2.8$ million over last year's second-quarter revenue of $\$ 124.4$ million. Same-unit revenue for the second quarter increased by $3.2 \%$, or $\$ 3.9$ million, compared with a year ago. Revenue from newly acquired operations contributed $\$ 2.6$ million, while divested operations resulted in a revenue decline of $\$ 3.7$ million compared with the second quarter a year ago. Net income from continuing operations for the quarter was $\$ 2.6$ million, or $\$ 0.03$ per diluted share, compared with $\$ 3.6$ million, or $\$ 0.04$ per diluted share, recorded for the second quarter of 2003.

Second-quarter 2003 results include a $\$ 1.8$ million pre-tax gain on sale, primarily related to the sale of Health Administration Services, Inc. in May of 2003. Also included in the second-quarter 2003 results is an impairment charge of approximately $\$ 400,000$ relating to a note receivable which is reflected in other income (expense).

As of June 30, 2004, bank debt stood at $\$ 46.8$ million compared to $\$ 23.4$ million at the end of the first quarter. During the second quarter of 2004 CBIZ completed a tender offer resulting in the repurchase of approximately 7.5 million shares of its common stock for a total cost of approximately $\$ 37.5$ million. In addition, the Company purchased approximately 464,000 shares in the open market. The Company also completed two acquisitions during the second quarter.

For the six-month period ended June 30, 2004, CBIZ reported revenue of $\$ 274.8$ million compared with $\$ 268.6$ million for the six-month period a year ago, an increase of $\$ 6.2$ million. Same-unit revenue increased by $3.8 \%$, or $\$ 9.9$ million, for the first six months. Acquisitions contributed $\$ 5.2$ million to revenue growth for the first six months of 2004 and divested operations accounted for a decline in revenue of $\$ 8.9$ million compared to the first six months a year ago. Net income from continuing operations was $\$ 14.3$ million in 2004 , or $\$ 0.17$ per diluted share, compared with $\$ 13.9$ million for the first six months of 2003 , or $\$ 0.14$ per diluted share.

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"CBIZ continues to make progress," remarked Steven L. Gerard, Chairman and Chief Executive Officer. "During the second quarter, we utilized our cash flow and our strong balance sheet to complete our second share repurchase within the past twelve months. In addition, we acquired two operations that will complement our existing businesses in the Denver, Colorado, and Cleveland, Ohio markets. The pace of our same-unit growth over the past six quarters is encouraging. Operating margins suffered in the second quarter as we incurred higher than anticipated legal expenses to address several long-standing litigation issues and added personnel to our wealth management and benefit services units to support their growth. We also experienced some operating challenges due to the rapid growth of a business unit that is underperforming to our expectations. We are addressing those issues, and are confident we will achieve our full year goal of a $25 \%$ - $30 \%$ increase in earnings per share which we outlined earlier in the year," continued Gerard.

CBIZ will host a conference call today at 11 a.m. (ET) to discuss these results. The call will be webcast in a listen-only mode over the Internet for the media and the public, and can be accessed at www.cbiz.com. Investors and analysts can participate in the conference call by dialing 1-800-559-2403 several minutes before 11:00 a.m. (ET). If you are dialing from outside the United States, dial 1-847-619-6534. A replay of the call will be available starting at 1:00 p.m. (ET) July 27, through midnight (ET), July 30, 2004. The dial-in number for the replay is 1-877-213-9653. If you are listening from outside the United States, dial 1-630-652-3041. The access code for the replay is 9345961. A replay of the webcast will also be available on the Company's web site at www.cbiz.com.

CBIZ is a provider of outsourced business services to small and medium-sized companies throughout the United States. As the largest benefits specialist and one of the largest accounting, valuation and medical practice management companies in the United States, CBIZ provides integrated services in the following areas: accounting and tax; employee benefits; wealth management; property and casualty insurance; payroll; IS consulting; and HR consulting. CBIZ also provides valuation; litigation advisory; government relations; commercial real estate advisory; wholesale life and group insurance; healthcare consulting; medical practice management; worksite marketing; and capital advisory services. These services are provided throughout a network of more than 160 Company offices in 34 states and the District of Columbia.

Forward-looking statements in this release are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected. Such risks and uncertainties include, but are not limited to, the Company's ability to adequately manage its growth; the Company's dependence on the current trend of outsourcing business services; the Company's dependence on the services of its CEO and other key employees; competitive pricing pressures; general business and economic conditions; and changes in governmental regulation and tax laws affecting its insurance business or its business services operations. A more detailed description of such risks and uncertainties can be found in the Company's filings with the Securities and Exchange Commission.

For further information regarding CBIZ, call the Investor Relations Office at (216) 447-9000 or visit www.cbiz.com.

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(1) Certain amounts in the 2003 financial statements have been reclassified to account for discontinued operations.
(2) Corporate general and administrative expense includes legal settlements, which were previously classified as other income (expense), net.
(3) EBIT represents income from continuing operations before income taxes, interest expense, gain on divested operations, and impairment charges for a note receivable related to the divestiture of an operation in 1997. There were no impairment charges related to this note for the three months ended June 30, 2004 and 2003.

EBITDA represents EBIT as defined above before depreciation and amortization expense. The Company has included EBIT and EBITDA data because such data is commonly used as a performance measure by analysts and investors and as a measure of the Company's ability to service debt. EBIT and EBITDA should not be regarded as an alternative or replacement to any measurement of performance under generally accepted accounting principles (GAAP).

CENTURY BUSINESS SERVICES, INC.
FINANCIAL HIGHLIGHTS (UNAUDITED)
SIX MONTHS ENDED JUNE 30, 2004 AND 2003
(In thousands, except percentages and per share data)

|  |  |  | SIX |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 | \% |  | 2003(1) | \% |
| Revenue | \$ | 274,757 | 100.0\% | \$ | 268,570 | 100.0\% |
| Operating expenses |  | 232,326 | 84.6\% |  | 226,296 | 84.3\% |
| Gross margin |  | 42,431 | 15.4\% |  | 42,274 | 15.7\% |
| Corporate general and administrative expense(2) |  | 11,434 | 4.2\% |  | 9,693 | 3.6\% |
| Depreciation and amortization expense |  | 8,129 | 3.0\% |  | 8,581 | 3. $2 \%$ |
| Operating income |  | 22,868 | 8.3\% |  | 24,000 | 8.9\% |
| Other income (expense): |  |  |  |  |  |  |
| Interest expense |  | (669) | -0.2\% |  | (620) | -0.2\% |
| Gain on divested operations, net |  | 917 | 0.3\% |  | 1,784 | 0.7\% |
| Other income (expense), net(2) |  | 831 | 0.3\% |  | $(1,023)$ | -0.4\% |
| Total other income, net |  | 1,079 | 0.4\% |  | 141 | 0.1\% |
| Income from continuing operations before income tax expense |  | 23,947 | 8.7\% |  | 24,141 | 9.0\% |
| Income tax expense |  | 9,660 |  |  | 10,221 |  |
| Income from continuing operations |  | 14,287 | 5.2\% |  | 13,920 | 5.2\% |
| Loss from operations of discontinued businesses, net of tax |  | (324) |  |  | (489) |  |
| Loss on disposal of discontinued businesses, net of tax ... |  | ( |  |  | (183) |  |
| Net income | \$ | 13,963 | 5.1\% | \$ | 13,248 | 4.9\% |
| Diluted earnings per share: |  |  |  |  |  |  |
| Continuing operations . | \$ | 0.17 |  | \$ | 0.14 |  |
| Discontinued operations |  | - |  |  | - |  |
| Net income | \$ | 0.17 |  | \$ | 0.14 |  |
| Diluted shares outstanding |  | 84,038 |  |  | 97,073 |  |
| OTHER DATA FROM CONTINUING OPERATIONS: |  |  |  |  |  |  |
| EBIT(3) | \$ | 23,699 |  | \$ | 24,602 |  |
| EBITDA(3) | \$ | 31,828 |  | \$ | 33,183 |  |

(1) Certain amounts in the 2003 financial statements have been reclassified to account for discontinued operations.
(2) Corporate general and administrative expense includes legal settlements, which were previously classified as other income (expense), net.
(3) EBIT represents income from continuing operations before income taxes, interest expense, gain on divested operations, and impairment charges for a note receivable related to the divestiture of an operation in 1997. Impairment charges for the six months ended June 30,2004 and 2003 were $\$ 0$ and $\$ 1,625$, respectively.

EBITDA represents EBIT as defined above before depreciation and amortization expense. The Company has included EBIT and EBITDA data because such data is commonly used as a performance measure by analysts and investors and as a measure of the Company's ability to service debt. EBIT and EBITDA should not be regarded as an alternative or replacement to any measurement of performance under generally accepted accounting principles (GAAP).

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(In thousands, except percentages and ratios)

|  | THREE MONTHS ENDEDJUNE 30, |  |  |  | SIX MONTHS ENDED <br> JUNE 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 |  | 2003(3) |  | 2004 |  | 2003(3) |
| ReVEnue |  |  |  |  |  |  |  |  |
| Accounting, Tax \& Advisory Services | \$ | 49,679 | \$ | 50,058 | \$ | 120,408 | \$ | 119,032 |
| Benefits \& Insurance Services |  | 38,892 |  | 38,490 |  | 76,932 |  | 78,371 |
| National Practices - Other |  | 17,061 |  | 17,198 |  | 35,358 |  | 34,919 |
| Medical Practice Management |  | 21,519 |  | 18,670 |  | 42,059 |  | 36,248 |
| TOTAL | \$ | 127,151 |  | 124,416 | \$ | 274,757 | \$ | 268,570 |
| GROSS MARGIN |  |  |  |  |  |  |  |  |
| Accounting, Tax \& Advisory Services | \$ | 3,701 | \$ | 4,711 | \$ | 25,093 | \$ | 25,779 |
| Benefits \& Insurance Services |  | 6,851 |  | 7,768 |  | 12,766 |  | 15,566 |
| National Practices - Other |  | 1,636 |  | (375) |  | 3,887 |  | (917) |
| Medical Practice Management ....... |  | 3,705 |  | 3,441 |  | 6,848 |  | 5,864 |
| TOTAL(1) | \$ | 13,700 |  | 14,008 | \$ | 42,431 | \$ | 42,274 |

## SELECT BALANCE SHEET DATA AND RATIOS

|  |  | $\begin{gathered} \text { JUNE 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { DECEMBER 31, } \\ 2003(3) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | \$ | 4,262 | \$ | 3,791 |
| Restricted cash |  | 12,540 |  | 10,880 |
| Accounts receivable, net |  | 118,482 |  | 111, 222 |
| Total current assets before funds held for clients | \$ | 149,997 | \$ | 139,875 |
| Funds held for clients | \$ | 36,203 | \$ | 44,917 |
| Goodwill and other intangible assets | \$ | 171,382 |  | 167,280 |
| TOTAL ASSETS | \$ | 411,222 | \$ | 402,145 |
| Current liabilities before client fund obligations | \$ | 68,726 | \$ | 63,487 |
| Client fund obligations | \$ | 36,203 | \$ | 44,917 |
| Bank debt | \$ | 46,825 | \$ | 14,000 |
| TOTAL LIABILITIES | \$ | 157,940 | \$ | 124,307 |
| Treasury stock | \$ | $(75,004)$ | \$ | $(35,087)$ |
| TOTAL STOCKHOLDERS' EQUITY | \$ | 253,282 | \$ | 277,838 |
| Bank debt to equity |  | 18.5\% |  | 5. $0 \%$ |
| Days sales outstanding(2) |  | 79 |  | 82 |
| Shares outstanding |  | 77,781 |  | 85,371 |
| Basic shares outstanding |  | 81,661 |  | 90,400 |
| Diluted shares outstanding |  | 84,038 |  | 92,762 |

(1) Includes operating expenses recorded by corporate and not directly allocated to the business units of $\$ 2,193$ and $\$ 1,537$ for the three months ended, and $\$ 6,163$ and $\$ 4,018$ for the six months ended June 30, 2004 and 2003, respectively.
(2) Days sales outstanding (DSO) represent accounts receivable at the end of the period (before the allowance for doubtful accounts) divided by daily revenue (year-to-date revenue divided by number of days in the period). The Company has included DSO data because such data is commonly used as a performance measure by analysts and investors and as a measure of the Company's ability to collect on receivables in a timely manner. DSO should not be regarded as an alternative or replacement to any measurement of performance under generally accepted accounting principles (GAAP).
(3) Certain amounts in the 2003 financial statements have been reclassified to account for discontinued operations.

