

REFINITIV

## DELTA REPORT

### 10-Q

CBZ - CBIZ, INC.

10-Q - MARCH 31, 2024 COMPARED TO 10-Q - SEPTEMBER 30, 2023

The following comparison report has been automatically generated

**TOTAL DELTAS** 1077

■ CHANGES	366
■ DELETIONS	448
■ ADDITIONS	263

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended **September 30, 2023** **March 31, 2024**

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 1-32961

**CBIZ, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of incorporation or organization)

**6801 Brecksville Rd, Door N, 5959 Rockside Woods, N. Suite 600 Independence, Ohio**

(Address of principal executive offices)

**22-2769024**

(I.R.S. Employer  
Identification No.)

**44131**

(Zip Code)

**(216) 447-9000**

(Registrant's telephone number, including area code)

**Not Applicable**

(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.01 Par Value	CBZ	New York Stock Exchange

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 during the preceding 12 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  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

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

<u>Class of Common Stock</u>	<u>Outstanding at October 23, 2023 April 19, 2024</u>
Common Stock, <u>par value</u> \$0.01 per share	<u>49,841,832</u> <u>50,112,138</u>

## CBIZ, INC. AND SUBSIDIARIES

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**PART I – FINANCIAL INFORMATION**

**Item 1. Financial Statements**

**CBIZ, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited)**  
**(In thousands)**

	September 30, 2023	December 31, 2022	
	March 31, 2024	March 31, 2024	December 31, 2023
<b>ASSETS</b>	<b>ASSETS</b>		
ASSETS			
ASSETS			
Current assets: Current assets:			
Current assets:			
Current assets:			
Cash and cash equivalents			
Cash and cash equivalents			
Cash and cash equivalents	Cash and cash equivalents	\$ 1,415	\$ 4,697
Restricted cash	Restricted cash	38,229	28,487
Accounts receivable, net	Accounts receivable, net	465,848	334,498
Other current assets	Other current assets	37,879	29,431
Current assets before funds held for clients	Current assets before funds held for clients	543,371	397,113
Funds held for clients	Funds held for clients	122,531	171,313
<b>Total current assets</b>	<b>Total current assets</b>	<b>665,902</b>	<b>568,426</b>
Non-current assets: Non-current assets:			
Property and equipment, net	Property and equipment, net	55,291	45,184
Property and equipment, net	Property and equipment, net		
Goodwill and other intangible assets, net	Goodwill and other intangible assets, net	1,014,607	951,702
Assets of deferred compensation plan	Assets of deferred compensation plan	130,284	118,862
Right-of-use assets, net	Right-of-use assets, net	193,552	184,043
Other non-current assets	Other non-current assets	14,858	10,907
<b>Total non-current assets</b>	<b>Total non-current assets</b>	<b>1,408,592</b>	<b>1,310,698</b>
<b>Total assets</b>	<b>Total assets</b>	<b>\$2,074,494</b>	<b>\$1,879,124</b>
<b>LIABILITIES</b>	<b>LIABILITIES</b>		
Current liabilities: Current liabilities:			
Current liabilities:			
Current liabilities:			
Accounts payable			
Accounts payable			

Accounts payable	Accounts payable	\$ 80,609	\$ 80,725
Income taxes payable	Income taxes payable	16,184	1,607
Accrued personnel costs	Accrued personnel costs	118,289	130,456
Contingent purchase price liabilities	Contingent purchase price liabilities	70,129	63,262
Operating lease liabilities	Operating lease liabilities	36,488	36,358
Other current liabilities	Other current liabilities	28,837	26,532
Current liabilities before client fund obligations	Current liabilities before client fund obligations	350,536	338,940
Client fund obligations	Client fund obligations	123,910	173,467
<b>Total current liabilities</b>	<b>Total current liabilities</b>	<b>474,446</b>	<b>512,407</b>
<b>Non-current liabilities:</b>	<b>Non-current liabilities:</b>		
Bank debt	Bank debt	394,700	265,700
Debt issuance costs	Debt issuance costs	(1,692)	(2,046)
Total long-term debt, net	Total long-term debt, net	393,008	263,654
Income taxes payable	Income taxes payable	2,029	2,211
Deferred income taxes, net	Deferred income taxes, net	31,749	24,763
Deferred compensation plan obligations	Deferred compensation plan obligations	130,284	118,862
Contingent purchase price liabilities	Contingent purchase price liabilities	49,885	68,748
Lease liabilities	Lease liabilities	181,834	174,454
Other non-current liabilities	Other non-current liabilities	665	573
<b>Total non-current liabilities</b>	<b>Total non-current liabilities</b>	<b>789,454</b>	<b>653,265</b>
<b>Total liabilities</b>	<b>Total liabilities</b>	<b>1,263,900</b>	<b>1,165,672</b>
<b>STOCKHOLDERS' EQUITY</b>	<b>STOCKHOLDERS' EQUITY</b>		
Common stock	Common stock	1,374	1,363
Common stock	Common stock		
Additional paid in capital	Additional paid in capital	828,864	799,147
Retained earnings	Retained earnings	867,821	734,116
Treasury stock	Treasury stock	(891,880)	(824,778)

Accumulated other comprehensive income	Accumulated other comprehensive income	4,415	3,604
<b>Total stockholders' equity</b>	<b>Total stockholders' equity</b>	<b>810,594</b>	<b>713,452</b>
Total liabilities and stockholders' equity	Total liabilities and stockholders' equity	<u><u>\$2,074,494</u></u>	<u><u>\$1,879,124</u></u>

See the accompanying notes to the unaudited condensed financial statements

**CBIZ, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (Unaudited)**  
 (In thousands, except per share data)

	Three Months Ended		Nine Months Ended	
	September 30, 2023	2022	September 30, 2023	2022
Three Months Ended				
March 31,				
Three Months Ended				
March 31,				
Three Months Ended				
March 31,				
2024				
2024				
2024				
<b>Revenue</b>				
<b>Revenue</b>				
<b>Revenue</b>	<b>Revenue</b>	<b>\$ 410,539</b>	<b>\$ 363,262</b>	<b>\$ 1,263,647</b>
Operating expenses	Operating expenses	342,148	306,017	1,027,146
Operating expenses				886,052
Operating expenses				
<b>Gross margin</b>	<b>Gross margin</b>	<b>68,391</b>	<b>57,245</b>	<b>236,501</b>
Gross margin				230,884
<b>Gross margin</b>				
<b>Gross margin</b>				
Corporate general and administrative expenses				
Corporate general and administrative expenses				
Corporate general and administrative expenses	Corporate general and administrative expenses	13,136	15,893	44,527
Operating income	Operating income	55,255	41,352	191,974
Operating income				187,756
<b>Operating income</b>				
<b>Operating income</b>				
Other (expense) income:	Other (expense) income:			
Other (expense) income:				
Other (expense) income:	Other (expense) income:			
Interest expense	Interest expense	(5,848)	(2,305)	(15,023)
Interest expense				(5,209)
Interest expense				
Gain on sale of operations, net				
Gain on sale of operations, net				

Gain on sale of operations, net	Gain on sale of operations, net	77	176	176	311
Other (expense) income, net		(2,288)	(2,622)	8,245	(24,932)
Total other expense, net		(8,059)	(4,751)	(6,602)	(29,830)
Other income, net					
Other income, net					
Other income, net					
Total other income, net					
Total other income, net					
Total other income, net					
<b>Income before income tax expense</b>					
<b>Income before income tax expense</b>					
<b>Income before income tax expense</b>	<b>Income before income tax expense</b>				
tax expense	tax expense	47,196	36,601	185,372	157,926
Income tax expense	Income tax expense	13,514	9,131	51,667	41,074
Income tax expense					
Income tax expense					
<b>Net Income</b>	<b>Net Income</b>	<b>33,682</b>	<b>27,470</b>	<b>133,705</b>	<b>116,852</b>
<b>Net Income</b>					
<b>Net Income</b>					
<b>Earnings per share:</b>					
<b>Earnings per share:</b>	<b>Earnings per share:</b>				
Earnings per share:	Earnings per share:				
Basic	Basic	\$ 0.68	\$ 0.53	\$ 2.67	\$ 2.25
Basic					
Basic					
Diluted					
Diluted					
Diluted	Diluted	\$ 0.67	\$ 0.53	\$ 2.64	\$ 2.22
Basic weighted average shares outstanding	Basic weighted average shares outstanding	49,838	51,457	50,054	51,827
Basic weighted average shares outstanding					
Basic weighted average shares outstanding					
Diluted weighted average shares outstanding					
Diluted weighted average shares outstanding					
Diluted weighted average shares outstanding	Diluted weighted average shares outstanding	50,371	52,238	50,644	52,720
Comprehensive income:	Comprehensive income:				
Comprehensive income:					
Net income	Net income	\$ 33,682	\$ 27,470	\$ 133,705	\$ 116,852
Other comprehensive income, net of tax		487	2,179	811	4,584
Net income					
Net income					
Other comprehensive income (loss), net of tax					
Other comprehensive income (loss), net of tax					
Other comprehensive income (loss), net of tax					

Comprehensive income	Comprehensive income	\$ 34,169	\$ 29,649	\$ 134,516	\$ 121,436
<b>Comprehensive income</b>					
<b>Comprehensive income</b>					

See the accompanying notes to the unaudited condensed financial statements

**CBIZ, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY (Unaudited)**  
(In thousands)

	Issued		Accumulated						
	Common	Treasury	Common	Paid-In	Retained	Treasury	Other		
	Shares	Shares	Stock	Capital	Earnings	Stock	Comprehensive Income	Totals	
June 30, 2023	137,081	87,259	\$ 1,371	\$ 818,693	\$ 834,139	\$ (882,088)	\$ 3,928	\$ 776,043	
<b>December 31, 2023</b>									
Net income	Net income	—	—	—	33,682	—	—	33,682	
Other comprehensive income	Other comprehensive income	—	—	—	—	—	487	487	
Share repurchases	—	176	—	—	—	(9,472)	—	(9,472)	
Indirect repurchase of shares for minimum tax withholding									
Indirect repurchase of shares for minimum tax withholding									
Indirect repurchase of shares for minimum tax withholding	Indirect repurchase of shares for minimum tax withholding	—	4	—	—	—	(224)	—	(224)
Restricted stock units and awards	Restricted stock units and awards	9	—	1	(1)	—	—	—	—
Performance share units									
Stock options exercised	212	—	1	4,122	—	—	—	4,123	
Stock-based compensation									
Stock-based compensation									
Stock-based compensation	Stock-based compensation	—	—	—	3,102	—	—	—	3,102
Business acquisitions	Business acquisitions	54	—	1	2,798	—	—	—	2,799
Excise tax on share repurchases	—	—	—	150	—	(96)	—	54	
September 30, 2023	137,356	87,439	\$ 1,374	\$ 828,864	\$ 867,821	\$ (891,880)	\$ 4,415	\$ 810,594	
March 31, 2024									
March 31, 2024									
March 31, 2024									

				Accumulated					
				Additional			Other		
		Common	Treasury	Common	Paid-In	Retained	Treasury	Comprehensive	
		Shares	Shares	Stock	Capital	Earnings	Stock	Income	Totals
June 30, 2022		135,823	84,221	\$ 1,358	\$ 781,142	\$ 718,144	\$ (737,559)	\$ 1,438	\$ 764,523
Issued				Accumulated					
Common				Additional			Other		
Shares				Common	Paid-In	Retained	Treasury	Comprehensive	
December 31,				Accumulated					
2022				Additional			Other		
Net income	Net income	—	—	—	—	27,470	—	—	27,470
Other comprehensive income	—	—	—	—	—	—	—	2,179	2,179
Other comprehensive loss									
Share repurchases	Share repurchases	—	744	—	—	—	(32,422)	—	(32,422)
Indirect repurchase of shares for minimum tax withholding									
Restricted stock units and awards	Restricted stock units and awards	1	—	—	—	—	—	—	—
Performance share units									
Stock options exercised	Stock options exercised	254	—	2	4,096	—	—	—	4,098
Stock-based compensation	Stock-based compensation	—	—	—	5,559	—	—	—	5,559
Business acquisitions	Business acquisitions	68	—	1	2,717	—	—	—	2,718
September 30, 2022		136,146	84,965	\$ 1,361	\$ 793,514	\$ 745,614	\$ (769,981)	\$ 3,617	\$ 774,125
March 31, 2023									

See the accompanying notes to the unaudited condensed consolidated financial statement

**CBIZ, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY (Unaudited)**  
**(In thousands)**

		Issued		Accumulated					
		Common	Treasury	Common	Paid-In	Retained	Treasury	Comprehensive	Other
		Shares	Shares	Stock	Capital	Earnings	Stock	Income	Totals
December 31, 2022		136,295	86,115	\$ 1,363	\$ 799,147	\$ 734,116	\$ (824,778)	\$ 3,604	\$ 713,452
Net income		—	—	—	—	133,705	—	—	133,705
Other comprehensive income		—	—	—	—	—	—	811	811
Share repurchases		—	1,151	—	—	—	(58,000)	—	(58,000)
Indirect repurchase of shares for minimum tax withholding		—	173	—	—	—	(8,448)	—	(8,448)
Restricted stock units and awards		153	—	2	(2)	—	—	—	—
Performance share units		244	—	2	(2)	—	—	—	—
Stock options exercised		433	—	4	8,371	—	—	—	8,375

Stock-based compensation	—	—	—	9,721	—	—	—	9,721
Business acquisitions	231	—	3	11,092	—	—	—	11,095
Excise tax on share repurchases	—	—	—	537	—	(654)	—	(117)
<b>September 30, 2023</b>	<b>137,356</b>	<b>87,439</b>	<b>\$ 1,374</b>	<b>\$ 828,864</b>	<b>\$ 867,821</b>	<b>\$ (891,880)</b>	<b>\$ 4,415</b>	<b>\$ 810,594</b>

	Issued		Additional					Accumulated		
	Common Shares	Treasury Shares	Common Stock		Paid-In Capital		Retained Earnings	Treasury Stock	Comprehensive (Loss) Income	Other
										Totals
<b>December 31, 2021</b>	<b>135,187</b>	<b>83,149</b>	<b>\$ 1,352</b>	<b>\$ 770,117</b>	<b>\$ 628,762</b>	<b>\$ (694,716)</b>	<b>\$ (967)</b>	<b>\$ 704,548</b>		
Net income	—	—	—	—	—	116,852	—	—	—	116,852
Other comprehensive income	—	—	—	—	—	—	—	—	4,584	4,584
Share repurchases	—	1,628	—	—	—	—	(67,976)	—	—	(67,976)
Indirect repurchase of shares for minimum tax withholding	—	188	—	—	—	—	(7,289)	—	—	(7,289)
Restricted stock units and awards	120	—	1	(1)	—	—	—	—	—	—
Performance share units	211	—	2	(2)	—	—	—	—	—	—
Stock options exercised	541	—	5	7,989	—	—	—	—	—	7,994
Stock-based compensation	—	—	—	11,987	—	—	—	—	—	11,987
Business acquisitions	87	—	1	3,424	—	—	—	—	—	3,425
<b>September 30, 2022</b>	<b>136,146</b>	<b>84,965</b>	<b>\$ 1,361</b>	<b>\$ 793,514</b>	<b>\$ 745,614</b>	<b>\$ (769,981)</b>	<b>\$ 3,617</b>	<b>\$ 774,125</b>		

See the accompanying notes to the unaudited condensed consolidated financial statements

**CBIZ, INC. AND SUBSIDIARIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)**  
**(In thousands)**

		Nine Months Ended September 30,			
		2023	2022		
		Three Months Ended March 31,		Three Months Ended March 31,	
		2024	2024	2024	2023
<b>Cash flows</b>	<b>Cash flows</b>				
<b>from operating</b>	<b>from operating</b>				
<b>activities:</b>	<b>activities:</b>				
Net income	Net income	\$133,705	\$116,852		
<i>Adjustments to reconcile net income to net cash provided by operating activities:</i>					
<i>Adjustments to reconcile net income to net cash used in operating activities:</i>					
Depreciation and amortization expense					
Depreciation and amortization expense					
Depreciation and amortization expense	Depreciation and amortization expense	26,965	24,707		

Gain on sale of operations, net	Gain on sale of operations, net	(176)	(311)
Bad debt expense, net of recoveries	Bad debt expense, net of recoveries	1,011	1,295
Adjustment to contingent earnout liability	Adjustment to contingent earnout liability	2,071	1,917
Stock-based compensation expense	Stock-based compensation expense	9,721	11,987
Deferred income taxes	Deferred income taxes	6,689	5,690
Deferred income taxes			
Deferred income taxes			
Other, net	Other, net	(1,156)	(2,096)
<i>Changes in assets and liabilities, net of acquisitions and divestitures:</i>	<i>Changes in assets and liabilities, net of acquisitions and divestitures:</i>		
Accounts receivable, net			
Accounts receivable, net			
Accounts receivable, net	Accounts receivable, net	(121,249)	(125,700)
Other assets	Other assets	(8,222)	(2,610)
Accounts payable	Accounts payable	(1,057)	6,203
Income taxes payable	Income taxes payable	14,414	12,709
Accrued personnel costs	Accrued personnel costs	(12,593)	18,863
Other liabilities	Other liabilities	7,131	(9,447)
<b>Net cash provided by operating activities</b>		<b>57,254</b>	<b>60,059</b>
Net cash used in operating activities			
<b>Net cash used in operating activities</b>			
Net cash used in operating activities			
<b>Cash flows from investing activities:</b>	<b>Cash flows from investing activities:</b>		
Business acquisitions and purchases of client lists, net of cash acquired			
Business acquisitions and purchases of client lists, net of cash acquired			

Business acquisitions and purchases of client lists, net of cash acquired	Business acquisitions and purchases of client lists, net of cash acquired	(53,110)	(79,289)
Purchases of client fund investments	Purchases of client fund investments	(2,472)	(19,771)
Proceeds from the sales and maturities of client fund investments	Proceeds from the sales and maturities of client fund investments	6,815	11,500
Proceeds from sales of divested operations	Proceeds from sales of divested operations	1,696	2,906
Change in funds held for clients	Change in funds held for clients	875	(171)
Additions to property and equipment	Additions to property and equipment	(19,035)	(6,030)
Other, net	Other, net	(11,399)	(4,695)
<b>Net cash used in investing activities</b>	<b>Net cash used in investing activities</b>	<b>(76,630)</b>	<b>(95,550)</b>
<b>Cash flows from financing activities:</b>	<b>Cash flows from financing activities:</b>		
Proceeds from bank debt	Proceeds from bank debt	975,300	655,500
Proceeds from bank debt	Proceeds from bank debt		
Payment of bank debt	Payment of bank debt	(846,300)	(539,700)
Payment for acquisition of treasury stock	Payment for acquisition of treasury stock	(57,736)	(65,976)
Indirect repurchase of shares for minimum tax withholding	Indirect repurchase of shares for minimum tax withholding	(8,448)	(7,289)
Changes in client funds obligations	Changes in client funds obligations	(49,557)	(30,024)
Proceeds from exercise of stock options	Proceeds from exercise of stock options	8,375	7,994
Payment of contingent consideration for acquisitions and client lists	Payment of contingent consideration for acquisitions and client lists	(40,076)	(12,408)
Other, net		—	(2,072)
<b>Net cash (used in) provided by financing activities</b>	<b>(18,442)</b>	<b>6,025</b>	

Net cash provided by financing activities			
Net cash provided by financing activities			
Net cash provided by financing activities			
Net decrease in cash, cash equivalents and restricted cash	Net decrease in cash, cash equivalents and restricted cash		
		(37,818)	(29,466)
Cash, cash equivalents and restricted cash at beginning of year	Cash, cash equivalents and restricted cash at beginning of year	160,145	150,474
Cash, cash equivalents and restricted cash at end of period	Cash, cash equivalents and restricted cash at end of period	\$122,327	\$121,008
Reconciliation of cash, cash equivalents and restricted cash to the Condensed Consolidated Balance Sheets:			

Reconciliation of cash, cash equivalents and restricted cash to the Condensed Consolidated Balance Sheets:

Reconciliation of cash, cash equivalents and restricted cash to the Condensed Consolidated Balance Sheets:

Cash and cash equivalents	Cash and cash equivalents	\$ 1,415	\$ 2,040
Restricted cash	Restricted cash	38,229	39,555
Cash equivalents included in funds held for clients	Cash equivalents included in funds held for clients	82,683	79,413
Total cash, cash equivalents and restricted cash	Total cash, cash equivalents and restricted cash	\$122,327	\$121,008

See the accompanying notes to the unaudited condensed consolidated financial statements

**CBIZ, INC. AND SUBSIDIARIES**  
**NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)**

**NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Selected Terms Used in Notes to the Condensed Consolidated Financial Statements**

**ASA** – Administrative Service Agreement

**ASC** – Accounting Standards Codification

**ASU** – Accounting Standards Update

**CPA firm** – Certified Public Accounting firm

**FASB** – The Financial Accounting Standards Board

**GAAP** – United States Generally Accepted Accounting Principles

**SOFR** – Secured Overnight Financing Rate

**LIBOR** – London Interbank Offered Rate

**SEC** – United States Securities and Exchange Commission

**Description of Business:** CBIZ, Inc. is a diversified services company which, acting through its subsidiaries, has been providing professional business services since 1996, primarily to small and medium-sized businesses, as well as individuals, governmental entities, and not-for-profit enterprises throughout the United States and parts of Canada. CBIZ, Inc. manages and reports its operations along three practice groups: Financial Services, Benefits and Insurance Services and National Practices. A further description of products and services offered by each of the practice groups is provided in Note **12,11**, Segment Disclosures, to the accompanying unaudited condensed consolidated financial statements.

**Effective April 1, 2023** During the three months ended March 31, 2024, CBIZ formed Rockside Insurance Company, we completed the acquisitions of Erickson, Brown & Kloster, LLC ("EBK") and ComputData, Inc. ("Rockside" CompuData), a captive insurance company licensed in Vermont. Rockside, wholly owned by CBIZ, provides insurance coverages our Financial Services practice group for a portion total aggregated purchase price of \$37.3 million, including \$13.5 million recorded as contingent consideration. For the retention deductibles three months ended March 31, 2024, we recorded \$4.6 million in total revenue from CBIZ's certain insurance programs with third party insurers, those acquisitions. Neither acquisition is considered material, individually or in the aggregate.

**Basis of Consolidation:** The accompanying unaudited condensed consolidated financial statements include the operations of CBIZ, Inc. and all of its wholly-owned subsidiaries ("CBIZ", the "Company", "we", "us", or "our"), after elimination of all intercompany balances and transactions. These unaudited condensed consolidated financial statements do not reflect the operations or accounts of variable interest entities as the impact is not material to the financial condition, results of operations or cash flows of CBIZ.

**Unaudited Interim Financial Statements:** The unaudited condensed consolidated financial statements have been prepared in accordance with GAAP and applicable rules and regulations of the **Securities and Exchange Commission (the "SEC") SEC** regarding interim financial reporting. Certain information and note disclosures normally included in the financial statements prepared in accordance with GAAP have been condensed or omitted pursuant to such rules and regulations. As such, the information included in this **quarterly report** **Quarterly Report** on Form 10-Q should be read in conjunction with the consolidated financial statements and accompanying notes included in our Annual Report on Form 10-K for the fiscal year ended **December 31, 2022** **December 31, 2023**.

In the opinion of CBIZ management, the accompanying unaudited condensed consolidated financial statements reflect all normal recurring adjustments necessary to present fairly the financial condition, results of operations, and cash flows for the interim periods presented, but are not necessarily indicative of the results of operations to be anticipated for the full year ending **December 31, 2023** **December 31, 2024**.

**Use of Estimates:** The preparation of unaudited condensed consolidated financial statements in conformity with GAAP requires us to make estimates and assumptions that affect the amounts reported and disclosed in the financial statements and the accompanying notes. Changes in circumstances could cause actual results to differ materially from these estimates.

**Changes in Accounting Policies:** We have consistently applied the accounting policies for the periods presented as described in Note 1, Basis of Presentation and Significant Accounting Policies, to the

consolidated financial statements contained in our Annual Report on Form 10-K for the fiscal year ended **December 31, 2022** **December 31, 2023**.

**Reclassifications:** Certain prior period amounts have been reclassified to conform to current year's presentation.

## NOTE 2. NEW ACCOUNTING PRONOUNCEMENTS

The FASB ASC is the sole source of authoritative GAAP other than the SEC issued rules and regulations that apply only to SEC registrants. The FASB issues an ASU to communicate changes to the FASB ASC. We assess and review the impact of all issued ASUs. During the **nine** **three** months ended **September 30, 2023** **March 31, 2024**, we have implemented all new ASUs that are in effect and that may impact our consolidated financial statements.

### Accounting Standards Adopted in 2023

In August 2023, the FASB issued ASU No. 2023-04, **Liabilities (Topic 405): Amendments to SEC Paragraphs Pursuant to SEC Staff Accounting Bulletin No. 121**, which amended and added various SEC paragraphs in the ASC to reflect the issuance of SEC Staff Bulletin No. 121. We adopted ASU No. 2023-04 upon issuance and the adoption had no material impact on our condensed consolidated financial statements and related disclosures.

In July 2023, the FASB issued ASU No. 2023-03, **Presentation of Financial Statements (Topic 205), Income Statement - Reporting Comprehensive Income (Topic 220), Distinguishing Liabilities from Equity (Topic 480), Equity (Topic 505), and Compensation - Stock Compensation (Topic 718): Amendments to SEC Paragraphs Pursuant to SEC Staff Accounting Bulletin No. 120, SEC Staff Announcement at the March 24, 2022 EITF Meeting, and Staff Accounting Bulletin Topic 6.B, Accounting Series Release 280 - General Revision of Regulation S-X: Income or Loss Applicable to Common Stock**, which amended and added various SEC paragraphs in the ASC to reflect the issuance of SEC Staff Bulletin No. 120. We adopted ASU No. 2023-04 upon issuance and the adoption had no material impact on our condensed consolidated financial statements and related disclosures.

## NOTE 3. ACCOUNTS RECEIVABLE, NET

Accounts receivable, less allowance for doubtful accounts, reflects the net realizable value of receivables and approximates fair value. Unbilled revenue is recorded at estimated net realizable value. Assessing the collectability of the receivables (billed and unbilled) requires management judgment based on a combination of factors, including but not limited to, an evaluation of our historical incurred loss experience, credit-worthiness of our clients, age of the trade receivable balance, current economic conditions that may affect a client's ability to pay, and reasonable and supportable forecasts. Receivables are charged-off against the allowance when the balance is deemed uncollectible.

Accounts receivable, net, at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023** was as follows (in thousands):

	September 30, 2023	December 31, 2022		
	March 31, 2024		March 31, 2024	December 31, 2023
Trade accounts receivable	Trade accounts receivable	\$301,331	\$267,409	
Unbilled revenue, at net realizable value	Unbilled revenue, at net realizable value	189,287	87,890	
Total accounts receivable	Total accounts receivable	490,618	355,299	
Allowance for doubtful accounts	Allowance for doubtful accounts	(24,770)	(20,801)	
Accounts receivable, net	Accounts receivable, net	\$465,848	\$334,498	

Changes to the allowance for doubtful accounts for the **nine three** months ended **September 30, 2023** **March 31, 2024** and twelve months ended **December 31, 2022** **December 31, 2023** were as follows (in thousands):

	September 30, 2023	December 31, 2022		
	March 31, 2024		March 31, 2024	December 31, 2023
Balance at beginning of period	Balance at beginning of period	\$(20,801)	\$(16,158)	
Provision	Provision	(8,867)	(13,545)	
Charge-offs, net of offs, net of recoveries	Charge-offs, net of offs, net of recoveries	4,898	8,902	
Allowance for doubtful accounts	Allowance for doubtful accounts	\$(24,770)	\$(20,801)	

#### NOTE 4. DEBT AND FINANCING ARRANGEMENTS

On May 4, 2022, we entered into a credit facility (the "2022 credit facility" or **2022 Credit Facility** - Our primary financing arrangement is the "credit facility"), which amended and restated the 2018 **2022** credit facility. The 2022 credit facility increased our has a borrowing capacity from \$400 million to of \$600 million, providing and provides us with the capital necessary to meet our working capital needs as well as the flexibility to continue with our strategic initiatives, including business acquisitions and share repurchases. Other important key terms of the 2022 credit facility included: (i) an accordion feature that permits lenders to extend an additional \$200 million at later date; (ii) no change in pricing from the 2018 credit facility; (iii) upsizing of baskets and various sublimits to reflect the increased size of the Company's business; (iv) a swing line facility increase from \$25 million to \$50 million, providing for same-day funds to cover daily liquidity needs; and (v) base interest rate amended from LIBOR to Term SOFR.

The 2022 credit facility matures on May 4, 2027. The balance outstanding under the 2022 credit facility was \$394.7 million \$437.8 million and \$265.7 million \$312.4 million at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, respectively.

The combined effective interest rates under the 2018 and 2022 credit facilities, facility, including the impact of interest rate swaps associated with those the 2022 credit facilities, facility, for the **nine three** months ended **September 30, 2023** **March 31, 2024** and 2022 were 2023 was as follows:

Nine Months Ended  
September 30,

	2023	2022
	Three Months Ended March 31,	Three Months Ended March 31,
	Three Months Ended March 31,	Three Months Ended March 31,
	2024	2024
	2024	2024
Weighted average rates		
Weighted average rates		
Weighted average rates	Weighted average rates	5.16%
Range of effective rates	Range of effective rates	1.93% - 8.00%
Range of effective rates		2.29%
Range of effective rates		1.08% - 4.18%

We had approximately **\$195.0 million** **\$147.9 million** of available funds under the 2022 credit facility at **September 30, 2023** **March 31, 2024**, net of outstanding letters of credit of **\$4.4 million** **\$3.2 million**. Available funds under the **2022** credit facility are based on a multiple of earnings before interest, taxes, depreciation and amortization as defined in the **2022** credit facility, and are reduced by letters of credit, other indebtedness and outstanding borrowings under the **2022** credit facility. Under the **2022** credit facility, loans are charged an interest rate consisting of a base rate or **Term** **SOFR** plus an applicable margin, letters of credit are charged based on the same applicable margin, and a commitment fee is charged on the unused portion of the **2022** credit facility.

The **2022** credit facility contains certain restrictive covenants customary for facilities of this type, including restrictions on indebtedness, liens or other encumbrances, making certain payments, investments, or to sell or otherwise dispose of a substantial portion of assets, or to merge or consolidate with an unaffiliated entity. The **2022** credit facility also limits our ability to make dividend payments. Historically, we have not paid cash dividends on our common stock. Our Board of Directors has discretion over the payment and level of dividends on common stock, subject to the limitations of the **2022** credit facility and applicable law. The **2022** credit facility contains a provision that, in the event of a defined change in control, the **2022** credit facility may be terminated. In addition, the **2022** credit facility contains financial covenants that require us to meet certain requirements with respect to (i) a total leverage ratio and (ii) minimum interest coverage ratio which may limit our ability to borrow up to the total commitment amount. As of **September 30, 2023** **March 31, 2024**, we are in compliance with all covenants.

Refer to the Annual Report on Form 10-K for the year ended December 31, 2023 for further discussion on the **2022** credit facility.

**Other Line of Credit** - We have an unsecured \$20.0 million line of credit by and among CBIZ Benefits and Insurance, Inc. and Huntington National Bank. We utilize this line to support our short-term funding requirements of payroll client fund obligations due to the investment of client funds, rather than liquidating client funds that have already been invested in available-for-sale securities. The line of credit, which was renewed on August 3, 2023 and will terminate on August 1, 2024, did not have a balance outstanding at **September 30, 2023** **March 31, 2024**.

**Interest Expense** - Interest expense, including amortization of deferred financing costs, commitment fees, line of credit fees, and other applicable bank charges, for the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** was as follows (in thousands):

	Three Months Ended September 30,	
	2023	2022
Credit facilities	\$ 5,848	\$ 2,301
Other line of credit	—	4
<b>Total</b>	<b>\$ 5,848</b>	<b>\$ 2,305</b>

	Three Months Ended March 31,
	Three Months Ended March 31,
	Three Months Ended March 31,
	2024
	2024
	2024
Credit facilities	
Credit facilities	
Credit facilities	
Other	
Other	
Other	

Total		
Total		
Total		
Nine Months Ended September 30,		
	2023	2022
Credit facilities	\$ 14,986	\$ 5,204
Other line of credit	—	5
Other	37	—
Total	<u><u>\$ 15,023</u></u>	<u><u>\$ 5,209</u></u>

#### NOTE 5. COMMITMENTS AND CONTINGENCIES

**Letters of Credit and Guarantees** - We provide letters of credit to landlords (lessors) of our leased premises in lieu of cash security deposits, which totaled \$4.4 million \$3.2 million and \$5.0 million \$3.5 million at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, respectively. In addition, we provide license bonds to various state agencies to meet certain licensing requirements. The amount of license bonds outstanding was \$2.3 million and \$2.3 million at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, respectively.

**Legal Proceedings** - On December 19, 2016, CBIZ Operations, Inc. ("CBIZ Operations") was named as a defendant in a lawsuit filed by Zotec Partners, LLC ("Zotec") in the Marion County Indiana Superior Court. After various amendments, the lawsuit asserted claims under Indiana law for securities, statutory and common law fraud or deception, unjust enrichment, breach of contract, and vicarious liability against CBIZ Operations and a former employee of CBIZ MMP in connection with the sale of the CBIZ MMP medical billing practice to Zotec. The plaintiff claimed that CBIZ Operations had a duty to disclose

the fact, unknown to employees of CBIZ Operations at the time of the transaction, that the former employee had a financial arrangement with a Zotec vendor at the time CBIZ Operations sold CBIZ MMP to Zotec. The plaintiff sought damages of up to \$177.0 million out of the \$200.0 million transaction price. Trial was held in October 2021. The jury found in favor of CBIZ on all fraud, contract and other claims before it. On November 14, 2022, the trial court ruled in favor of CBIZ and against Zotec's claim for statutory securities fraud. The court also ruled in favor of CBIZ on its counterclaim for indemnification under contract. The trial court has scheduled conducted a hearing for November 2, 2023 on December 12, 2023, to consider evidence regarding the amount of damages owed by Zotec to CBIZ on the counterclaim. On March 12, 2024, the court awarded CBIZ \$3.1 million on its counterclaim. On April 10, 2024, Zotec filed a notice of appeal.

On November 10, 2023, CBIZ was named as a defendant in a putative class action lawsuit in the United States District Court for the District of Massachusetts by an individual claiming to be an employee of a CBIZ client whose personally identifiable information ("PII") was compromised and stolen during a cyberattack CBIZ experienced on or about May 31, 2023. As a result of this incident, hackers were able to access and download certain files from CBIZ's MOVEit Transfer server. The lawsuit alleges that CBIZ and Progress Software Corporation, the owner of MOVEit Transfer, failed to adequately secure and safeguard the individual's, and similarly situated employees of CBIZ's clients, PII from unauthorized access. The lawsuit seeks various remedies, including actual, compensatory, and punitive damages, along with injunctive relief, costs, and attorneys' fees.

On December 8, 2023, CBIZ was named as a defendant in a second putative class action lawsuit in the United States District Court for the District of Massachusetts by an individual making similar claims and seeking similar remedies as in the first lawsuit regarding the cyberattack CBIZ experienced on or about May 31, 2023.

Both cases were transferred into a multidistrict litigation, styled as In Re: MOVEit Customer Data Security Breach Litigation, pending in the United States District Court for the District of Massachusetts (the "MDL"). To date, the MDL has over 180 cases against over 100 different defendants, all with claims arising out of the cyberbreach by hackers of Progress Software Corporation's MOVEit Transfer software. The cases in the MDL, including the cases against CBIZ, are in their earliest stages, with a stay in place until the MDL Court issues a scheduling order. Due to the early stage of litigation, the Company is not able to determine or predict the ultimate outcome of these lawsuits nor reasonably provide an estimate or range of the possible outcome or losses, if any.

In addition to the item items disclosed above, the Company is, from time to time, subject to claims and lawsuits arising in the ordinary course of business. We cannot predict the outcome of all such matters or estimate the possible loss, if any. Although the proceedings are subject to uncertainties in the litigation process and the ultimate disposition of these proceedings is not presently determinable, we intend to vigorously defend these matters.

Refer to the Annual Report on Form 10-K for the year ended December 31, 2023 for further discussion on the Company's commitments and contingencies.

#### NOTE 6. FINANCIAL INSTRUMENTS

**Available-For-Sale Debt Securities** - In connection with certain services provided by our payroll operations, we collect funds from our clients' accounts in advance of paying client obligations. These funds held for clients are segregated and invested in accordance with our investment policy, which requires all investments carry an investment grade rating at the time of initial investment. These investments, primarily consisting of corporate and municipal bonds, are classified as available-for-sale and are included in the "Funds held for clients" line item on the accompanying unaudited Condensed Consolidated Balance Sheets. The par value of these investments totaled \$39.0 million and \$40.0 million at March 31, 2024 and \$44.4 million at September 30, 2023 and December 31, 2022 December 31, 2023, respectively, and these investments have maturity or callable dates ranging from October 2023 April 2024 through November 2025, January 2026.

At September 30, 2023 March 31, 2024, unrealized losses on the securities were not material and have not been recognized as a credit loss because the bonds are investment grade quality and management is not required or does not intend to sell prior to an expected recovery in value. The bond issuers continue to make timely principal and interest payments.

The following table summarizes activities related to these investments for the **nine** **three** months ended **September 30, 2023** **March 31, 2024** and the twelve months ended **December 31, 2022** **December 31, 2023** (in thousands):

		Nine Months Ended September 30, 2023			Twelve Months Ended December 31, 2022		
		Three Months Ended March 31, 2024			Three Months Ended March 31, 2024		
		Three Months Ended March 31, 2024			Three Months Ended March 31, 2024		
Fair value at beginning of period							
Fair value at beginning of period							
Fair value at beginning of period	Fair value at beginning of period	\$	43,485		\$	38,670	
Purchases	Purchases		2,472			19,771	
Purchases							
Purchases							
Redemptions							
Redemptions							
Redemptions	Redemptions		(3,310)			(5,630)	
Maturities	Maturities		(3,505)			(6,770)	
Maturities							
Maturities							
Change in bond premium							
Change in bond premium							
Change in bond premium	Change in bond premium		(527)			(645)	
Fair market value adjustment	Fair market value adjustment		713			(1,911)	
Fair market value adjustment							
Fair market value adjustment							
Fair value at end of period	Fair value at end of period	\$	39,328		\$	43,485	
Fair value at end of period							
Fair value at end of period							

In addition to the available-for-sale debt securities discussed above, we also held other depository assets in the amount of **\$0.5 million** **\$2.1 million** and **\$0.9 million** **\$1.0 million** at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, respectively. Those depository assets are classified as Level 1 in the fair value hierarchy.

**Interest Rate Swaps** - We utilize interest rate swaps to manage interest rate risk exposure associated with our floating-rate debt under the 2022 credit facility, or the forecasted acquisition of such liability. We do not purchase or hold any derivative instruments for trading or speculative purposes. Refer to the Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023** for further discussion on our interest rate swaps.

During the first quarter of 2023, we entered into a new 5-year interest rate swap with a notional value of \$25.0 million and fixed rate of 3.669%. During the second quarter of 2023, one interest rate swap expired with a notional value of \$15.0 million. As of September 30, 2023, we have four interest rate swaps outstanding. Under the terms of the interest rate swaps, we pay interest at a fixed rate of interest plus applicable margin as stated in the amended agreements, and receive interest that varies with the one-month Term SOFR.

The following table summarizes our outstanding interest rate swaps and their classification in the accompanying unaudited Condensed Consolidated Balance Sheets at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023** (amounts in thousands):

September 30, 2023								March 31, 2024								March 31, 2024													
Notional Amount		Fixed Rate		Expiration		Fair Value		Sheet Location		Notional Amount		Fixed Rate		Expiration		Fair Value		Sheet Location		Notional Amount		Fixed Rate		Expiration		Fair Value		Sheet Location	
Interest swap	Interest swap	Notional amount	Fixed rate	Expiration		Fair value	Sheet location	Notional amount	Fixed rate	Expiration		Fair value	Sheet location	Notional amount	Fixed rate	Expiration		Fair value	Sheet location	Notional amount	Fixed rate	Expiration		Fair value	Sheet location				
Interest rate swap	Interest rate swap	\$50,000	0.834 %	4/14/2025	\$3,139	asset swap	\$50,000	0.834	0.834 %	4/14/2025	\$2,089	asset	Other non-current asset																

Interest rate swap	Interest swap	\$30,000	1.186 %	12/14/2026	\$2,973	asset	swap	\$30,000	1.186	1.186 %	12/14/2026	\$	2,357	Other non-current asset	Other non-current asset
Interest rate swap	Interest swap	\$20,000	2.450 %	8/14/2027	\$1,390	asset	swap	\$20,000	2.450	2.450 %	8/14/2027	\$	1,051	Other non-current asset	Other non-current asset
Interest rate swap	Interest swap	\$25,000	3.669 %	4/14/2028	\$ 681	asset	swap	\$25,000	3.669	3.669 %	4/14/2028	\$	322	Other non-current asset	Other non-current asset
Interest rate swap							swap	\$25,000	4.488	%	10/14/2028		\$(538)	Other non-current liability	Other non-current liability
December 31, 2022															
						Balance									
						Notional Amount	Fixed Rate	Expiration	Fair Value	Sheet Location					
December 31, 2023															
						Notional Amount			Notional Amount	Fixed Rate		Expiration		Fair Value	Sheet Location
Interest rate swap	Interest swap					\$50,000			0.834 %			4/14/2025		\$2,282	Other non-current asset
Interest rate swap	Interest swap	\$15,000	2.571 %	6/1/2023	\$ 133	asset	swap	\$30,000	1.186	1.186 %	12/14/2026	\$	2,125	Other non-current asset	Other non-current asset
Interest rate swap	Interest swap	\$50,000	0.834 %	4/14/2025	\$3,726	asset	swap	\$20,000	2.450	2.450 %	8/14/2027	\$	784	asset	Other non-current asset
Interest rate swap	Interest swap	\$30,000	1.186 %	12/14/2026	\$2,871	asset	swap	\$25,000	3.669	3.669 %	4/14/2028	\$	(129)	liability	Other non-current liability
Interest rate swap	Interest swap	\$20,000	2.450 %	8/14/2027	\$1,079	asset	swap	\$25,000	4.488	4.488 %	10/14/2028	\$	(1,063)	liability	Other non-current liability

Refer to Note 7, Fair Value Measurements, for additional disclosures regarding fair value measurements.

The following table summarizes the effects of the interest rate swaps on the accompanying unaudited Condensed Consolidated Statements of Comprehensive Income for the three and nine months ended

September 30, March 31, 2024 and 2023 and 2022 (in thousands):

		Gain Recognized in AOCI, net of tax		Gain (Loss) Reclassified from AOCI into Expense	
		Three Months Ended		Three Months Ended	
		September 30,	September 30,	2023	2022
Interest rate swaps		\$ 1,163	\$ 2,815	\$ 1,122	\$ 220

	Nine Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
	\$ 2,635	\$ 6,009	\$ 3,092	\$ (278)
Interest rate swaps				
		Gain (Loss) Recognized in AOCI, net of tax		Gain Reclassified from AOCI into Expense
		Three Months Ended March 31,		Three Months Ended March 31,
		2024	2023	2024
Interest rate swaps		\$ 1,854	\$ (715)	\$ 1,191
				\$ 897

#### NOTE 7. FAIR VALUE MEASUREMENTS

The following table summarizes our assets and (liabilities) at September 30, 2023 March 31, 2024 and December 31, 2022 December 31, 2023, respectively, that are measured at fair value on a recurring basis subsequent to initial recognition and indicates the fair value hierarchy of the valuation techniques utilized by us to determine such fair value (in thousands):

	Level		September 30, 2023		December 31, 2022	
	Level					
	Level					
	Level					
Deferred compensation plan assets						
Deferred compensation plan assets						
Deferred compensation plan assets	Deferred compensation plan assets	1	\$ 130,284		\$ 118,862	
Available-for-sale debt securities	Available-for-sale debt securities	1	39,328			43,485
Available-for-sale debt securities						
Available-for-sale debt securities						
Other depository assets						
Other depository assets	Other depository assets	1	519			868
Deferred compensation plan liabilities	Deferred compensation plan liabilities	1	(130,284)			(118,862)
Deferred compensation plan liabilities						
Deferred compensation plan liabilities						
Interest rate swaps	Interest rate swaps	2	8,183			7,809
Interest rate swaps						
Interest rate swaps						
Bank debt						
Bank debt						
Bank debt						
Contingent purchase price liabilities	Contingent purchase price liabilities	3	(120,014)			(132,010)
Contingent purchase price liabilities						
Contingent purchase price liabilities						

During the nine three months ended September 30, 2023 March 31, 2024 and 2022, 2023, there were no transfers between the valuation hierarchy Levels 1, 2 and 3.

The following table summarizes the change in Level 3 fair values of our contingent purchase price liabilities for the nine three months ended September 30, 2023 March 31, 2024 and 2022 2023 (pre-tax basis) basis, in thousands):

	2024		2023	
	\$		\$	
Beginning balance – December 31			\$ (114,946)	\$ (132,010)
Additions from business acquisitions			(13,522)	(24,840)

Settlement of contingent purchase price liabilities	34,716	31,724
Change in fair value of contingencies	70	(10)
Change in net present value of contingencies	(504)	(620)
Ending balance – March 31	\$ (94,186)	\$ (125,756)

The following table summarizes the changes in contingent purchase price consideration for previous acquisitions and contingent payments made for previous business acquisitions in the three months ended March 31, 2024 and 2023, respectively (in thousands):

	2023	2022
Beginning balance – December 31	\$ (132,010)	\$ (79,139)
Additions from business acquisitions	(32,142)	(74,199)
Settlement of contingent purchase price liabilities	46,209	14,047
Change in fair value of contingencies	58	461
Change in net present value of contingencies	(2,129)	(2,378)
Ending balance – September 30	\$ (120,014)	\$ (141,208)

	Three Months Ended March 31,	
	2024	2023
Net expense	\$ 434	\$ 630
Cash settlement paid	\$ 30,957	\$ 28,434
Shares issued (number)	60	70

Contingent purchase price liabilities result from our business acquisitions and are recorded at fair value at the time of acquisition and are presented as "Contingent purchase price liabilities — current" and "Contingent purchase price liabilities — non-current" in Annual Report on Form 10-K for the accompanying unaudited Condensed Consolidated Balance Sheets. We estimate year ended December 31, 2023 for further discussion on the fair value measurements and classification of our contingent purchase price liabilities using a probability-weighted discounted cash flow model. This fair value measure is based on significant inputs not observed in the market financial assets and thus represents a Level 3 measurement. Fair value measurements characterized within Level 3 of the fair value hierarchy are measured based on unobservable inputs that are supported by little or no market activity and reflect our own assumptions in measuring fair value.

We probability weight risk-adjusted estimates of future performance of acquired businesses, then calculate the contingent purchase price based on the estimates and discount them to present value representing management's best estimate of fair value. The fair value of the contingent purchase price liabilities is reassessed quarterly based on assumptions provided by practice group leaders and business unit controllers together with our corporate finance department. Any change in the fair value estimate is recorded in the earnings of that period. Refer to Note 11, Business Combinations, for further discussion of our acquisitions and contingent purchase price liabilities.

The carrying amounts of our cash and cash equivalents, accounts receivable and accounts payable approximate fair value because of the short maturity of these instruments, and the carrying value of bank debt approximates fair value as the interest rate on the bank debt is variable and approximates current market rates. As a result, the fair value measurement of our bank debt is considered to be Level 2 under the fair value hierarchy.

#### NOTE 8. OTHER COMPREHENSIVE INCOME

The following table is a summary of other comprehensive income and discloses the tax impact of each component of other comprehensive income for the three and nine months ended September 30, 2023 March 31, 2024 and 2022 2023 (in thousands):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2023	2022	2023	2022
Net unrealized gain (loss) on available-for-sale securities, net of income taxes <sup>(1)</sup>	\$ 172	\$ (457)	\$ 510	\$ (1,614)
Net unrealized gain on interest rate swaps, net of income taxes <sup>(2)</sup>	321	2,647	316	6,218
Foreign currency translation	(6)	(11)	(15)	(20)
Total other comprehensive income	\$ 487	\$ 2,179	\$ 811	\$ 4,584

	Three Months Ended	
	March 31,	
	2024	2023
Net unrealized gain on available-for-sale securities, net of taxes <sup>(1)</sup>	\$ 56	\$ 179
Net unrealized gain (loss) on interest rate swaps, net of taxes <sup>(2)</sup>	960	(1,388)

Foreign currency translation	2	(4)
Total other comprehensive income (loss)	\$ 1,018	\$ (1,213)

(1) Net of income tax expense of **\$68** **\$21** and income tax benefit of **\$171** **\$71** for the three months ended **September 30, 2023** **March 31, 2024** and **2022**, respectively, and net of income tax expense of \$203 and income tax benefit of \$604 for the nine months ended September 30, 2023 and 2022, 2023, respectively.

(2) Net of income tax expense of **\$108** **\$322** and income tax **expense** **benefit** of **\$863** **\$463** for the three months ended **September 30, 2023** **March 31, 2024** and **2022**, respectively, and net of income tax expense of \$94 and income tax expense of \$2,041 for the nine months ended September 30, 2023 and 2022, 2023, respectively.

#### NOTE 9. EMPLOYEE STOCK PLANS

On May 10, 2023, the shareholders of the Company approved an amendment to the 2019 Stock Omnibus Incentive Plan (the "2019 Plan"). The amendment added 1.5 million shares to the total number of shares that may be issued under the 2019 Plan. All other respects of the 2019 Plan remain unchanged. The 2019 Plan, which expires in 2029, permits the grant of various forms of stock-based awards. A maximum of 4.6 million stock options, restricted stock or other stock-based compensation awards may be granted. The terms and vesting schedules for the stock-based awards vary by type and date of grant. Shares subject to award under the 2019 Plan may be either authorized but unissued shares of our common stock or treasury shares. Refer to the Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023** for further discussion on the 2019 Plan.

Compensation expense for stock-based awards recognized during the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** was as follows (in thousands):

	Three Months Ended			Nine Months Ended				
	September 30,		2023	September 30,		2022		
	2023	2022		2023	2022			
<b>Three Months Ended</b>								
March 31,								
<b>Three Months Ended</b>								
March 31,								
<b>Three Months Ended</b>								
March 31,								
<b>2024</b>								
<b>2024</b>								
<b>2024</b>								
<b>Stock options</b>								
<b>Stock options</b>								
Stock options	Stock options	\$ —	\$ —	\$ 768	\$ 248			
Restricted stock units and awards	Restricted stock units and awards	1,452	1,188	4,066	4,015			
<b>Restricted stock units and awards</b>								
<b>Restricted stock units and awards</b>								
<b>Performance share units</b>								
<b>Performance share units</b>								
Performance share units	Performance share units	1,650	4,371	4,887	7,724			
Total stock-based compensation expense	Total stock-based compensation expense	\$ 3,102	\$ 5,559	\$ 9,721	\$ 11,987			
<b>Total stock-based compensation expense</b>								
<b>Total stock-based compensation expense</b>								

**Stock Options and Restricted Stock Units and Awards** – The Company did not grant any stock options during the three months ended March 31, 2024.

The following table presents our stock options and restricted stock units and awards activity during the **nine** three months ended **September 30, 2023** **March 31, 2024** (in thousands, except per share data):

	Stock Options	Restricted Stock Units and Awards
--	---------------	-----------------------------------

		Number of Options	Weighted Average Exercise Price Per Share	Number of Shares	Weighted Average Grant-Date Fair Value (1)
<b>Restricted Stock Units and Awards</b>					
<b>Restricted Stock Units and Awards</b>					
<b>Restricted Stock Units and Awards</b>					
		Number of Shares			
		Number of Shares			
		Number of Shares			
		Number of Shares			
Outstanding at beginning of year					
Outstanding at beginning of year					
Outstanding at beginning of year	Outstanding at beginning of year	553	\$ 21.03	277	\$ 32.62
Granted	Granted	50	\$ 48.40	109	\$ 48.64
Granted					
Granted					
Exercised or released	Exercised or released	(433)	\$ 19.34	(163)	\$ 31.63
Outstanding at September 30, 2023					
Outstanding at September 30, 2023					
170		\$ 33.36		223	\$ 41.19
Exercisable at September 30, 2023					
Exercised or released					
Exercised or released					
Expired or canceled					
Expired or canceled					
Expired or canceled					
Outstanding at March 31, 2024					
Outstanding at March 31, 2024					
Outstanding at March 31, 2024					
Exercisable at March 31, 2024					
Exercisable at March 31, 2024					
Exercisable at March 31, 2024					

(1) Represents weighted average market value of the shares; awards are granted at no cost to the recipients.

CBIZ utilized the Black-Scholes-Merton options pricing model to determine the fair value of stock options on the date of grant. The per-share fair value of stock options granted on February 8, 2023 was \$15.35. The following weighted average assumptions were utilized:

- (1) The expected volatility assumption was determined based upon the historical volatility of CBIZ's stock price using daily price intervals.
- (2) The expected option life was determined based upon CBIZ's historical data using a midpoint scenario, which assumes all options are exercised halfway between the expiration date and the weighted average time it takes the option to vest.
- (3) The risk-free interest rate assumption was based upon zero-coupon U.S. treasury bonds with a term approximating the expected life of the respective options.
- (4) The expected dividend yield assumption was determined in view of CBIZ's historical and estimated dividend payouts.

**Performance Share Units ("PSUs")** – PSUs are earned based on our financial performance over a contractual term of three years and the associated expense is recognized over that period based on the fair value of the award. A three-year cliff vesting schedule of the PSUs is dependent upon the Company's performance relative to pre-established goals based on an earnings per share target (weighted 70%) and total growth in revenue (weighted 30%). The fair value of PSUs is calculated using the market value of a share of our common stock on the date of grant. For performance achieved above specified levels, the recipient may earn additional shares of stock, not to exceed 200% of the number of PSUs initially granted.

The following table presents our PSUs activity during the **nine three** months ended **September 30, 2023** **March 31, 2024** (in thousands, except per share data):

		Performance	Share Units	Weighted Average Grant-Date Fair Value	Per Unit (1)
		Performance			
		Share Units			
		Performance			
		Share Units			
		Performance			
		Share Units			
Outstanding at beginning of year					
Outstanding at beginning of year					
Outstanding at beginning of year	Outstanding at beginning of year				
Granted	Granted	482		\$	28.84
Granted		88		\$	48.40
Granted					
Vested	Vested	(244)		\$	25.75
Adjustments for performance results (2)		138		\$	27.68
Vested					
Vested					
Outstanding at September 30, 2023		464		\$	33.84
Canceled					
Canceled					
Canceled					
Outstanding at March 31, 2024					
Outstanding at March 31, 2024					
Outstanding at March 31, 2024					

(1) Represents weighted average market value of the performance share units; PSUs are granted at no cost to the recipients.

(2) Represents the change in the number of performance awards earned based on performance achievement for the performance period.

#### NOTE 10. EARNINGS PER SHARE

The following table sets forth the computation of basic and diluted earnings per share for the three and nine months ended September 30, 2023 March 31, 2024 and 2022 (in thousands, except per share data):

	Three Months Ended		Nine Months Ended	
	September 30,	2023	September 30,	2023
	Three Months Ended		Three Months Ended	
	March 31,		March 31,	
	Three Months Ended		Three Months Ended	
	March 31,		March 31,	
	Three Months Ended		Three Months Ended	
	March 31,		March 31,	
	2024		2024	
	2024		2024	
<u>Numerator:</u>				
<u>Numerator:</u>				
<u>Numerator:</u>	<u>Numerator:</u>			
Net Income	Net Income	\$ 33,682	\$ 27,470	\$ 133,705
Net Income				\$ 116,852
Net Income				
<u>Denominator:</u>				

Denominator:					
Denominator:	Denominator:				
Basic	Basic				
Basic					
Basic					
Weighted average common shares outstanding					
Weighted average common shares outstanding					
Weighted average common shares outstanding	Weighted average common shares outstanding	49,838	51,457	50,054	51,827
Diluted	Diluted				
Diluted					
Diluted					
Stock options (1)					
Stock options (1)					
Stock options (1)	Stock options (1)	148	434	206	523
Restricted stock units and awards (1)	Restricted stock units and awards (1)	96	118	95	141
Performance share units		277	205	277	205
Restricted stock units and awards (1)					
Restricted stock units and awards (1)					
Contingent shares (2)					
Contingent shares (2)					
Contingent shares (2)	Contingent shares (2)	12	24	12	24
Diluted weighted average common shares outstanding (3)	Diluted weighted average common shares outstanding (3)	50,371	52,238	50,644	52,720
Diluted weighted average common shares outstanding (3)					
Diluted weighted average common shares outstanding (3)					
Basic earnings per share					
Basic earnings per share					
Basic earnings per share	Basic earnings per share	\$ 0.68	\$ 0.53	\$ 2.67	\$ 2.25
Diluted earnings per share	Diluted earnings per share	\$ 0.67	\$ 0.53	\$ 2.64	\$ 2.22
Diluted earnings per share					
Diluted earnings per share					

(1) A total of 60,400 thousand and 80 thousand shares of stock-based awards were excluded from the calculation of diluted earnings per share for nine months ended September 30, 2023, March 31, 2024 and 2023, respectively, as their effect would be anti-dilutive. A total of 72 thousand shares of stock-based awards were excluded from the calculation of diluted earnings per share for the nine months ended September 30, 2022, as their effect would be anti-dilutive. No stock-based awards were excluded from the calculation of diluted earnings per share for the three months ended September 30, 2023 and 2022, as their effect was dilutive.

(2) Contingent shares represent additional shares to be issued for purchase price earned by former owners of businesses acquired by us once future considerations have been met. Refer to Note 11, Business Combinations, for further details.

(3) The denominator used in calculating diluted earnings per share did not include 187,254 thousand and 326 thousand PSUs for both the three and nine months ended September 30, 2023, March 31, 2024, and the denominator used in calculating diluted earnings per share did not include 237 thousand PSUs for both the three and nine months ended September 30, 2022, 2023, respectively. The performance conditions associated with these performance share units PSUs

were not met and consequently none of these PSUs were considered as issuable for the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022, 2023**.

#### **NOTE 11. BUSINESS COMBINATIONS**

##### **Business Combinations**

During the nine months ended September 30, 2023, we completed the following acquisitions:

- Effective January 1, 2023, we acquired all of the assets of Danenhauer and Danenhauer, Inc ("Danenhauer and Danenhauer"). Danenhauer and Danenhauer, based in California, is a provider of forensic accounting, business valuation, expert witness testimony, and other services for businesses and individuals. Operating results for Danenhauer and Danenhauer are reported in the Financial Services practice group.
- Effective February 1, 2023, we acquired the non-attest assets of Somerset CPAs and Advisors ("Somerset"). Somerset, based in Indianapolis, Indiana, is a provider of a full range of accounting, tax, and financial advisory services to clients in a wide array of industries. Operating results for Somerset are reported in the Financial Services practice group.
- Effective June 1, 2023, we acquired all of the assets of Pivot Point Security ("PPS"). PPS, based in Hamilton, New Jersey, is a provider of cyber and information security, and compliance services for small and middle market businesses. Operating results for PPS are reported in the Financial Services practice group.
- Effective June 1, 2023, we acquired all of the assets of Ickovic and Co. PC ("Ickovic and Co."). Ickovic and Co., based in Denver, Colorado, is a provider of bespoke services and solutions for high-net-worth individuals, business owners and executives. Operating results for Ickovic and Co. are reported in the Financial Services practice group.
- Effective July 1, 2023, we acquired all of the assets of American Pension Advisors, Ltd. ("APA"). APA, based in Indianapolis, Indiana, is a provider of full-service retirement plan consulting and administration assisting more than 1,200 clients in the design, implementation, and administration of all types of retirement plans including 401(k), 403(b), 457(b), defined benefit and cash balance. Operating results for APA are reported in the Benefits and Insurance Services practice group.

During the nine months ended September 30, 2022, we completed the following acquisition:

- Effective January 1, 2022, we acquired all of the non-attest assets of Marks Paneth LLP ("Marks Paneth"). Marks Paneth, based in New York City, is a provider of a full range of accounting, tax and consulting services to a wide range of industries. Marks Paneth is included as a component of our Financial Services practice group. Operating results are reported in the Financial Services practice group.
- Effective July 1, 2022, we acquired substantially all the assets of Stinnett & Associates, LLC ("Stinnett"). Stinnett, located in Tulsa, Oklahoma, is a professional advisory firm and certified Women's Business Enterprise providing internal audit, Sarbanes-Oxley compliance, cybersecurity reviews, business continuity and disaster recovery, and fraud investigations to businesses of all sizes including Fortune 1000 organizations in a variety of industries. Operating results are reported in the Financial Services practice group.

The acquisitions of Danenhauer and Danenhauer, Somerset, PPS, Ickovic and Co., and APA (together, the "2023 Acquisitions") are expected to add approximately \$67.3 million annualized revenue in 2023. For the nine months ended September 30, 2023, we recorded approximately \$3.1 million in non-recurring transaction, retention and integration related costs associated with the Somerset acquisition. Pro forma results of operations for these acquisitions have not been presented because the effects of these acquisitions were not material, either individually or in aggregate, to our total revenue and net income for the three and nine months ended September 30, 2023 and 2022, respectively.

The following table summarizes the consideration and purchase price allocation for the acquisitions completed during the nine months ended September 30, 2023 and 2022, respectively (in thousands):

	2023	2022
Common stock issued (number)	102	42
Common stock value	\$ 4,796	\$ 1,668
Cash paid	53,027	79,141
Recorded contingent consideration	32,142	74,199
Total recorded purchase price	<u>\$ 89,965</u>	<u>\$ 155,008</u>
Accounts receivable acquired	8,539	20,429
Fixed assets acquired	1,108	1,933
Identifiable intangible assets acquired	35,267	53,400
Operating lease right-of-use asset acquired	14,972	49,291
Other assets acquired	1,163	1,693
Operating lease liability acquired - current	(1,080)	(5,860)
Other current liabilities acquired	(1,366)	(1,594)
Operating lease liability acquired - non-current	(13,892)	(43,431)
Goodwill	45,254	79,147

Total net assets acquired	\$ 89,965	\$ 155,008
Maximum potential contingent consideration	\$ 33,845	\$ 77,075

Provisional estimates of fair value are established at the time of each acquisition and are subsequently reviewed within the first year of operations subsequent to the acquisition date to determine the necessity for adjustments. Fair value estimates of the 2023 Acquisitions were provisional as of September 30, 2023, primarily related to the value established for certain identifiable intangible assets and contingent purchase price consideration.

The following table summarizes the goodwill and intangible asset amounts resulting from those acquisitions for the nine months ended September 30, 2023 and 2022, respectively (in thousands):

	Nine Months Ended September 30,			
	2023		2022	
	Financial Services	Benefits and Insurance	Financial Services	Benefits and Insurance
Goodwill	\$ 41,322	\$ 3,932	\$ 79,147	\$ —
Client list	33,196	2,053	53,400	—
Other intangibles	18	—	—	—
Total	\$ 74,536	\$ 5,985	\$ 132,547	\$ —

Goodwill is calculated as the difference between the aggregated purchase price and the fair value of the net assets acquired. Goodwill represents the value of expected future earnings and cash flows, as well as the synergies created by the integration of the new businesses within our organization, including cross-selling opportunities expected with our Financial Services practice group and the Benefits and Insurance Services practice group, to help strengthen our existing service offerings and expand our market position. Goodwill related to these acquisitions is deductible for tax purposes. Client lists from the aforementioned acquisitions have an expected life up to 10 years, and other intangibles, primarily non-compete agreements, have an expected life of 3 years. Client lists and non-compete agreements are valued using a discounted cash flow model based on management estimates of future cash flows from such assets.

The following table summarizes the changes in contingent purchase price consideration for previous acquisitions and contingent payments made for previous business acquisitions in the three and nine months ended September 30, 2023 and 2022, respectively (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023		2022	
	2023	2022	2023	2022
Net expense	\$ 626	\$ 440	\$ 2,071	\$ 1,917
Cash settlement paid	\$ 10,103	\$ 4,167	\$ 39,910	\$ 12,289
Shares issued (number)	54	26	129	45

#### Divestitures and Sales of Assets

Sales of assets are recorded as "Other (expense) income, net" in the accompanying Consolidated Statements of Comprehensive Income. During the three and nine months ended September 30, 2023, we recorded a gain of \$1.4 million and \$1.5 million, respectively, related to the sale of one technology asset in the Financial Services practice group. During the three and nine months ended September 30, 2022, we sold one book of business for \$2.5 million in the Benefits and Insurance Services practice group and recorded a gain of \$2.4 million.

#### **NOTE 12.11. SEGMENT DISCLOSURES**

Our business units have been aggregated into three practice groups: Financial Services, Benefits and Insurance Services and National Practices. The business units have been aggregated based on the following factors: similarity of the products and services provided to clients; similarity of the regulatory environment in which they operate; and similarity of economic conditions affecting long-term performance. The business units are managed along these segment lines. A general description of services provided by each practice group is provided in the table below.

Financial Services	Benefits and Insurance Services	National Practices
Accounting and Tax	Employee Benefits Consulting	Information Technology Managed Networking and Hardware Services
Financial Advisory	Payroll / Human Capital Management	Healthcare Consulting
Valuation	Property and Casualty Insurance	
Risk and Advisory Services	Retirement and Investment Services	
Government Healthcare Consulting		

**Corporate and Other** - Included in Corporate and Other are operating expenses that are not directly allocated to the individual business units. These expenses primarily consist of certain health care costs, gains or losses attributable to assets held in our non-qualified deferred compensation plan, stock-based compensation, consolidation and integration charges, certain professional fees, certain advertising costs and other various expenses.

Accounting policies of the practice groups are the same as those described in Note 1, Basis of Presentation and Significant Accounting Policies, to the Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023**. Upon consolidation, intercompany accounts and transactions are eliminated, thus inter-

segment revenue is not included in the measure of profit or loss for the practice groups. Performance of the practice groups is evaluated on income (loss) before income tax expense (benefit) excluding those costs listed above, which are reported in the "Corporate and Other".

Segment information for the three and nine months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** is presented below. We do not manage our assets on a segment basis, therefore segment assets are not presented below.

The following table disaggregates our revenue by source (in thousands):

		Three Months Ended September 30, 2023			
		Financial Services	Benefits and Insurance Services	National Practices	Consolidated
Three Months Ended March 31, 2024					
Three Months Ended March 31, 2024					
Three Months Ended March 31, 2024					
		Financial Services			
		Financial Services			
		Financial Services			
Accounting, tax, advisory and consulting					
Accounting, tax, advisory and consulting					
Accounting, tax, advisory and consulting	Accounting, tax, advisory and consulting	\$ 298,372	—	—	\$ 298,372
Core benefits and insurance services	Core benefits and insurance services	—	95,951	—	95,951
Core benefits and insurance services					
Core benefits and insurance services					
Non-core benefits and insurance services					
Non-core benefits and insurance services					
Non-core benefits and insurance services	Non-core benefits and insurance services	—	4,336	—	4,336
Managed networking, hardware services	Managed networking, hardware services	—	—	9,205	9,205
Managed networking, hardware services					
National practices consulting					
National practices consulting					
National practices consulting	National practices consulting	—	—	2,675	2,675
<b>Total revenue</b>	<b>Total revenue</b>	<b>\$ 298,372</b>	<b>\$ 100,287</b>	<b>\$ 11,880</b>	<b>\$ 410,539</b>
<b>Total revenue</b>	<b>Total revenue</b>				
<b>Total revenue</b>	<b>Total revenue</b>				

Three Months Ended September 30, 2022				Three Months Ended March 31, 2023			
		Benefits and				Three Months Ended March 31, 2023	
		Financial Services	Insurance Services	National Practices	Consolidated		
Accounting, tax, advisory and consulting	Financial Services	\$259,998	—	—	\$ 259,998		
Core benefits and insurance services	Financial Services	—	88,364	—	88,364		
Non-core benefits and insurance services	Financial Services	—	3,703	—	3,703		
Managed networking, hardware services	Financial Services	—	—	8,514	8,514		
National practices consulting	Financial Services	—	—	2,683	2,683		
<b>Total revenue</b>	<b>Total revenue</b>	<b>\$259,998</b>	<b>\$92,067</b>	<b>\$11,197</b>	<b>\$ 363,262</b>		

Nine Months Ended September 30, 2023					
		Financial Services		Benefits and Insurance Services	
		Financial Services	Insurance Services	National Practices	Consolidated
Accounting, tax, advisory and consulting	\$ 932,388	—	—	—	\$ 932,388
Core benefits and insurance services	—	283,599	—	—	283,599
Non-core benefits and insurance services	—	12,580	—	—	12,580
Managed networking, hardware services	—	—	—	27,226	27,226
National practices consulting	—	—	—	7,854	7,854
<b>Total revenue</b>	<b>\$ 932,388</b>	<b>\$ 296,179</b>	<b>\$ 35,080</b>	<b>\$ 1,263,647</b>	

  

Nine Months Ended September 30, 2022					
		Financial Services		Benefits and Insurance Services	
		Financial Services	Insurance Services	National Practices	Consolidated
Accounting, tax, advisory and consulting	\$ 808,052	—	—	—	\$ 808,052
Core benefits and insurance services	—	264,666	—	—	264,666
Non-core benefits and insurance services	—	11,595	—	—	11,595
Managed networking, hardware services	—	—	—	24,768	24,768
National practices consulting	—	—	—	7,855	7,855
<b>Total revenue</b>	<b>\$ 808,052</b>	<b>\$ 276,261</b>	<b>\$ 32,623</b>	<b>\$ 1,116,936</b>	

Segment information for the three months ended **September 30, 2023** **March 31, 2024** and **2022** **2023** was as follows (in thousands):

Three Months Ended September 30, 2023

		Benefits and Insurance Services		National Practices		Corporate and Other		Total				
		Financial Services	Insurance Services	National Practices	Corporate and Other							
Three Months Ended March 31, 2024												
Three Months Ended March 31, 2024												
Three Months Ended March 31, 2024												
		Financial Services	Financial Services	Financial Services	Financial Services	Financial Services	Financial Services					
Revenue												
Revenue												
Revenue	Revenue	\$ 298,372	\$ 100,287	\$ 11,880	\$ —	\$ 410,539						
Operating expenses	Operating expenses	249,680	79,636	10,667	2,165	342,148						
Operating expenses												
Operating expenses												
Gross margin	Gross margin	48,692	20,651	1,213	(2,165)	68,391						
Gross margin												
Gross margin												
Corporate general and administrative expenses												
Corporate general and administrative expenses												
Corporate general and administrative expenses	Corporate general and administrative expenses	—	—	—	13,136	13,136						
Operating income (loss)	Operating income (loss)	48,692	20,651	1,213	(15,301)	55,255						
Operating income (loss)												
Operating income (loss)												
Other income (expense):												
Other income (expense):												
Other income (expense):	Other income (expense):											
Interest expense	Interest expense	—	—	—	(5,848)	(5,848)						
Gain on sale of operations, net	Gain on sale of operations, net	77	—	—	—	77						
Interest expense												
Interest expense												
Other income (expense), net	Other income (expense), net	1,497	267	—	(4,052)	(2,288)						
Total other income (expense), net		1,574	267	—	(9,900)	(8,059)						
Income (loss) before income tax expense	\$ 50,266	\$ 20,918	\$ 1,213	\$ (25,201)	\$ 47,196							
Other income, net												
Other income, net												
Other income, net												
Total other income, net												

Total other income, net
Total other income, net
Income before income tax expense
Income before income tax expense
Income before income tax expense

	Three Months Ended March 31, 2023				
	Benefits and Insurance Services		National Practices		Corporate and Other
	Financial Services				Total
Revenue	\$ 343,086	\$ 100,054	\$ 11,466	\$ —	\$ 454,606
Operating expenses	244,443	76,923	10,583	9,062	341,011
Gross margin	98,643	23,131	883	(9,062)	113,595
Corporate general and administrative expenses	—	—	—	15,598	15,598
Operating income (loss)	98,643	23,131	883	(24,660)	97,997
Other income (expense):					
Interest expense	—	(1)	—	(3,640)	(3,641)
Gain on sale of operations, net	99	—	—	—	99
Other income, net	255	177	—	4,680	5,112
Total other income, net	354	176	—	1,040	1,570
Income (loss) before income tax expense	\$ 98,997	\$ 23,307	\$ 883	\$ (23,620)	\$ 99,567

	Three Months Ended September 30, 2022				
	Benefits and Insurance Services		National Practices		Corporate and Other
	Financial Services				Total
Revenue	\$ 259,998	\$ 92,067	\$ 11,197	\$ —	\$ 363,262
Operating expenses	220,337	73,321	9,743	2,616	306,017
Gross margin	39,661	18,746	1,454	(2,616)	57,245
Corporate general and administrative expenses	—	—	—	15,893	15,893
Operating income (loss)	39,661	18,746	1,454	(18,509)	41,352
Other income (expense):					
Interest expense	—	(4)	—	(2,301)	(2,305)
Gain on sale of operations, net	176	—	—	—	176
Other income (expense), net	103	2,402	8	(5,135)	(2,622)
Total other income (expense), net	279	2,398	8	(7,436)	(4,751)
Income (loss) before income tax expense	\$ 39,940	\$ 21,144	\$ 1,462	\$ (25,945)	\$ 36,601

Segment information for the nine months ended September 30, 2023 and 2022 was as follows (in thousands):

	Nine Months Ended September 30, 2023				
	Benefits and Insurance Services		National Practices		Corporate and Other
	Financial Services				Total
Revenue	\$ 932,388	\$ 296,179	\$ 35,080	\$ —	\$ 1,263,647
Operating expenses	737,568	234,933	31,795	22,850	1,027,146
Gross margin	194,820	61,246	3,285	(22,850)	236,501
Corporate general and administrative expenses	—	—	—	44,527	44,527

Operating income (loss)	194,820	61,246	3,285	(67,377)	191,974
Other income (expense):					
Interest expense	—	(1)	—	(15,022)	(15,023)
Gain on sale of operations, net	176	—	—	—	176
Other income, net	1,987	597	1	5,660	8,245
Total other income (expense), net	2,163	596	1	(9,362)	(6,602)
Income (loss) before income tax expense	<u>\$ 196,983</u>	<u>\$ 61,842</u>	<u>\$ 3,286</u>	<u>\$ (76,739)</u>	<u>\$ 185,372</u>

	Nine Months Ended September 30, 2022				
	Benefits and		Corporate		
	Financial Services	Insurance Services	National Practices	and Other	Total
Revenue	\$ 808,052	\$ 276,261	\$ 32,623	\$ —	\$ 1,116,936
Operating expenses (income)	639,780	220,998	29,218	(3,944)	886,052
Gross margin	168,272	55,263	3,405	3,944	230,884
Corporate general and administrative expenses	—	—	—	43,128	43,128
Operating income (loss)	168,272	55,263	3,405	(39,184)	187,756
Other income (expense):					
Interest expense	—	(5)	—	(5,204)	(5,209)
Gain on sale of operations, net	311	—	—	—	311
Other income (expense), net	274	2,366	9	(27,581)	(24,932)
Total other income (expense), net	585	2,361	9	(32,785)	(29,830)
Income (loss) before income tax expense	<u>\$ 168,857</u>	<u>\$ 57,624</u>	<u>\$ 3,414</u>	<u>\$ (71,969)</u>	<u>\$ 157,926</u>

#### NOTE 13. SUBSEQUENT EVENTS

Subsequent to September 30, 2023, and up to October 24, 2023, we repurchased approximately 0.1 million shares of our common stock in the open market at a total cost of approximately \$4.3 million.

Effective October 16, 2023, we entered into a new 5-year interest rate swap with a notional value of \$25 million and fixed rate of 4.488%.

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

Unless the context otherwise requires, references in this Quarterly Report on Form 10-Q to "we", "us", "our", "CBIZ" or the "Company" shall mean CBIZ, Inc., a Delaware corporation, and its operating subsidiaries.

The following discussion is intended to assist in the understanding of our financial position at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, results of operations for the three **and nine** months ended **September 30, 2023** **March 31, 2024** and **2022, 2023**, and cash flows for the **nine** **three** months ended **September 30, 2023** **March 31, 2024** and **2022, 2023**, and should be read in conjunction with the unaudited condensed consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q and with our Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023**. This discussion and analysis contains forward-looking statements and should also be read in conjunction with the disclosures and information contained in "Forward-Looking Statements" included elsewhere in this Quarterly Report on Form 10-Q and in "Item 1A. Risk Factors" included in the Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023**.

#### OVERVIEW

We provide professional business services, products and solutions that help our clients grow and succeed by better managing their finances and employees. These services are primarily provided to small and medium-sized businesses, of various sizes, as well as individuals, governmental entities and not-for-profit enterprises throughout the United States and parts of Canada. We deliver integrated services through three practice groups: Financial Services, Benefits and Insurance Services, and National Practices. Refer to Note **12, 11**, Segment Disclosures, to the accompanying unaudited condensed consolidated financial statements for a general description of services provided by each practice group.

Refer to the Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023** for further discussion of our business and strategies, as well as the external relationships and regulatory factors that currently impact our operations.

#### EXECUTIVE SUMMARY

Revenue for the three months ended **September 30, 2023** **March 31, 2024** increased by **\$47.3 million** **\$39.7 million**, or **13.0% 8.7%**, to **\$410.5 million** **\$494.3 million** from **\$363.3 million** **\$454.6 million** for the same period in **2022, 2023**. Same-unit revenue increased by approximately **\$30.2 million** **\$26.9 million**, or **8.3% 5.9%**, as compared to the same period in **2022, 2023**. Revenue from newly acquired operations, net of divestitures, contributed **\$17.1 million** **\$12.8 million**, or **4.7% 2.8%**, of incremental revenue for the three months ended **September 30, 2023** **March 31, 2024** as compared to the same period in **2022**.

Revenue for the nine months ended **September 30, 2023** increased by **\$146.7 million**, or **13.1%**, to **\$1,263.6 million** from **\$1,116.9 million** for the same period in **2022**. Same-unit revenue increased by approximately **\$84.1 million**, or **7.5%**, as compared to the same period in **2022**. Revenue from newly acquired operations, net of divestitures, contributed **\$62.6 million** to **\$1,263.6 million** for the same period in **2022**.

million, or 5.6%, of incremental revenue for the nine months ended September 30, 2023 as compared to the same period in 2022. A detailed discussion of revenue by practice group is included under "Operating Practice Groups".

Net income was \$33.7 million \$76.9 million, or **\$0.67** \$1.53 per diluted share, in the **third** **first** quarter of **2023**, 2024, compared to **\$27.5 million** \$73.2 million, or **\$0.53** \$1.44 per diluted share, in the **third** **first** quarter of **2022**. For the nine months ended September 30, 2023, net income was \$133.7 million, or \$2.64 per diluted share, compared to \$116.9 million, or \$2.22 per diluted share, for the same period in 2022. **2023**. Refer to "Results of Operations" for a detailed discussion of the components of net income.

## **Strategic Use of Capital**

Our first priority for use of capital is to make strategic acquisitions. We also have the financing flexibility and the capacity to actively repurchase shares of our common stock. We believe that repurchasing shares of our common stock can be a prudent use of our financial resources, and that investing in our stock is an attractive use of capital and an efficient means to provide value to our stockholders. During the nine three months ended September 30, 2023 March 31, 2024, we completed five two acquisitions for \$53.0 million \$21.3 million in cash. We also repurchased 1.3 million 0.2 million shares of our common stock on open market as well as for tax withholding purposes at a total cost of approximately \$66.4 million \$11.2 million in the nine three months ended September 30, 2023 March 31, 2024. Refer to Note 11, Business Combinations, to the accompanying unaudited condensed consolidated financial statements for further discussion on acquisitions.

During the first quarter of 2023/2024, the CBIZ Board of Directors authorized the purchase of up to 5.0 million shares of our common stock under our Share Repurchase Program (the "Share Repurchase Program"), which may be suspended or discontinued at any time and expires on April 1, 2024/March 31, 2025. The shares may be purchased in the open market, in privately negotiated transactions, and pursuant to Rule 10b5-1 trading plans, which plans. Privately negotiated transactions may include purchases from our employees, officers and directors, in accordance with the Securities and Exchange Commission (the "SEC") rules. CBIZ management will determine the timing and amount of the transactions based on its evaluation of market conditions and other factors.

## RESULTS OF OPERATIONS

### *Revenue*

The following tables summarize total revenue for the three and nine months ended September 30, 2023 March 31, 2024 and 2022; 2023:

Benefits  
and  
Insurance  
Services  
National  
Practices  
National  
Practices  
National  
Practices  
Total  
CBIZ  
Total  
CBIZ  
Total  
CBIZ

Nine Months Ended September 30,						
	% of 2023 Total		% of 2022 Total		\$ Change	% Change
(Amounts in thousands, except percentages)						
Financial Services	\$ 932,388	73.8 %	\$ 808,052	72.3 %	\$124,336	15.4 %
Benefits and Insurance Services	296,179	23.4 %	276,261	24.7 %	19,918	7.2 %
National Practices	35,080	2.8 %	32,623	3.0 %	2,457	7.5 %
Total CBIZ	<u>\$1,263,647</u>	<u>100.0 %</u>	<u>\$1,116,936</u>	<u>100.0 %</u>	<u>\$146,711</u>	<u>13.1 %</u>

A detailed discussion of same-unit revenue by practice group is included under "Operating Practice Groups."

#### **Non-qualified Deferred Compensation Plan**

We sponsor a non-qualified deferred compensation plan, under which a CBIZ employee's compensation deferral is held in a rabbi trust and invested accordingly as directed by the employee. Income and expenses related to the non-qualified deferred compensation plan, which are recorded in "Corporate and Other" for segment reporting purposes, are included in "Operating expenses", "Gross margin" and "Corporate general and administrative expenses" and are directly offset by deferred compensation gains or losses in "Other income (expense), net" in the accompanying unaudited Condensed Consolidated Statements of Comprehensive Income. The non-qualified deferred compensation plan has no impact on "Income before income tax expense" or diluted earnings per share.

Income and expenses related to the deferred compensation plan for the three and nine months ended September 30, 2023 March 31, 2024 and 2022 2023 are as follows:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023		2022	
	(Amounts in thousands)			
Operating (income) expenses	\$ (3,009)	\$ (3,995)	\$ 6,853	\$ (23,000)
Corporate general and administrative (income) expenses	(452)	(697)	821	(3,319)
Other (expense) income, net	(3,461)	(4,692)	7,674	(26,319)

	Three Months Ended March 31,	
	2024	
	(Amounts in thousands)	
Operating expenses	\$ 8,576	\$ 4,760
Corporate general and administrative expenses	1,057	642
Other income, net	9,633	5,402

Excluding the impact of the above-mentioned income and expenses related to the deferred compensation plan, the operating results for the three and nine months ended September 30, 2023 March 31, 2024 and 2022 2023 are as follows:

	Three Months Ended March 31,							
	2024				2023			
	(Amounts in thousands, except percentages)							
	As Reported	Deferred	Compensation Plan	Adjusted	% of Revenue	As Reported	Deferred	Compensation Plan
Gross margin	\$ 117,812	\$ 8,576	\$ 126,388	25.6 %	\$ 113,595	\$ 4,760	\$ 118,355	26.0 %
Operating income	99,101	9,633	108,734	22.0 %	97,997	5,402	103,399	22.7 %
Other income (expense), net	9,424	(9,633)	(209)	— %	5,112	(5,402)	(290)	(0.1)%
Income before income tax expense	104,014	—	104,014	21.0 %	99,567	—	99,567	21.9 %

	Three Months Ended September 30,							
	2023				2022			
	(Amounts in thousands, except percentages)							
	As Reported	Deferred	Compensation Plan	Adjusted	% of Revenue	As Reported	Deferred	Compensation Plan
Gross margin	\$ 68,391	\$ (3,009)	\$ 65,382	15.9 %	\$ 57,245	\$ (3,995)	\$ 53,250	14.7 %
Operating income	55,255	(3,461)	51,794	12.6 %	41,352	(4,692)	36,660	10.1 %
Other (expense) income, net	(2,288)	3,461	1,173	0.3 %	(2,622)	4,692	2,070	0.6 %
Income before income tax expense	47,196	—	47,196	11.5 %	36,601	—	36,601	10.1 %

	Nine Months Ended September 30,							
	2023				2022			
	(Amounts in thousands, except percentages)							
	As Reported	Deferred	Compensation Plan	Adjusted	% of Revenue	As Reported	Deferred	Compensation Plan
Gross margin	\$ 236,501	\$ 6,853	\$ 243,354	19.3 %	\$ 230,884	\$ (23,000)	\$ 207,884	18.6 %
Operating income	191,974	7,674	199,648	15.8 %	187,756	(26,319)	161,437	14.5 %
Other income (expense), net	8,245	(7,674)	571	— %	(24,932)	26,319	1,387	0.1 %
Income before income tax expense	185,372	—	185,372	14.7 %	157,926	—	157,926	14.1 %

### Operating Expenses

	Three Months Ended September 30,							
	2023				2022			
	(Amounts in thousands, except percentages)							
	As Reported	Deferred	Compensation Plan	Adjusted	% of Revenue	As Reported	Deferred	Compensation Plan
Operating expenses by segment:								
Financial Services	\$ 249,680	\$ 220,337	\$ 29,343	13.3 %				
Benefits and Insurance Services	79,636	73,321	6,315	8.6 %				
National Practices	10,667	9,743	924	9.5 %				
Corporate and Other	2,165	2,616	(451)	(17.2)%				
Total Operating expenses	\$ 342,148	\$ 306,017	\$ 36,131	11.8 %				
Operating expenses % of revenue	83.3 %	84.2 %						
Operating expenses excluding deferred compensation	\$ 345,157	\$ 310,012	\$ 35,145	11.3 %				
Operating expenses excluding deferred compensation % of revenue	84.1 %	85.3 %						

Three Months Ended March 31,

Three Months Ended March 31,

Three Months Ended March 31,

2024

2024

2024

(Amounts in thousands, except percentages)

(Amounts in thousands, except percentages)

(Amounts in thousands, except percentages)

Operating expenses by segment:

Operating expenses by segment:

Operating expenses by segment:

Financial Services

Financial Services

Financial Services

Benefits and

Insurance Services

Benefits and

Insurance Services

Benefits and Insurance Services

Benefits and

Insurance Services

National Practices

National Practices

National Practices

Corporate and Other

Corporate and Other

Corporate and Other

Total Operating expenses

Total Operating expenses

Total  
Operating expenses  
Operating expenses % of revenue  
Operating expenses % of revenue  
Operating expenses % of revenue  
Operating expenses excluding deferred compensation  
Operating expenses excluding deferred compensation  
Operating expenses excluding deferred compensation % of revenue  
Operating expenses excluding deferred compensation % of revenue  
Operating expenses excluding deferred compensation % of revenue

Nine Months Ended September 30,

	2023	2022	\$ Change	% Change
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(Amounts in thousands, except percentages)

Operating expenses (income) by segment:	Financial Services	\$ 737,568	\$ 639,780	\$ 97,788	15.3 %
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Benefits and Insurance Services	234,933	220,998	13,935	6.3 %
National Practices	31,795	29,218	2,577	8.8 %
Corporate and Other	22,850	(3,944)	26,794	N/M
<b>Total Operating expenses</b>	<b>\$ 1,027,146</b>	<b>\$ 886,052</b>	<b>\$ 141,094</b>	<b>15.9 %</b>
Operating expenses % of revenue	81.3	% 79.3	%	
Operating expenses excluding deferred compensation	\$ 1,020,293	\$ 909,052	\$ 111,241	12.2 %
Operating expenses excluding deferred compensation				
% of revenue	80.7	% 81.4	%	

**Three months ended September 30, 2023** **March 31, 2024 compared to September 30, 2022** **March 31, 2023**. Total operating expenses for the three months ended **September 30, 2023** **March 31, 2024** increased by **\$36.1 million** **\$35.5 million**, or **11.8%** **10.4%**, to **\$342.1 million** **\$376.5 million** as compared to **\$306.0 million** **\$341.0 million** in the same period of **2022** **2023**. The non-qualified deferred compensation plan decreased increased operating expenses by **\$3.0 million** **\$8.6 million** for the three months ended **September 30, 2023** **March 31, 2024**, and by **\$4.0 million** **\$4.8 million** during the same period in **2022** **2023**. Excluding the non-qualified deferred compensation expenses, which were recorded in "Corporate and Other" for segment reporting purposes, operating expenses would have been **\$345.2 million** **\$367.9 million** and **\$310.0 million** **\$336.3 million**, or **84.1%** **74.4%** and **85.3%** **74.0%** of revenue, for the three months ended **September 30, 2023** **March 31, 2024** and **2022**, **2023**, respectively. In addition, operating expenses for the three months ended **September 30, 2023** **March 31, 2024** included approximately **\$0.6 million** **\$0.1 million** non-recurring integration costs associated with the **Somerset acquisition**, **two acquisitions completed in 2024**, and operating expenses for the three months ended **September 30, 2022** **March 31, 2023** included **\$1.3 million** **\$0.4 million** non-recurring integration and retention costs associated with the **Marks Paneth Somerset CPAs and Advisors ("Somerset") acquisition**.

The majority of our operating expenses relate to personnel costs, which include (i) salaries and benefits, (ii) commissions paid to producers, (iii) incentive compensation, and (iv) stock-based compensation. Excluding the impact of deferred compensation, which was recorded in "Corporate and Other" for segment reporting purposes, operating expenses increased by approximately **\$35.1 million** **\$31.7 million** during the three months ended **September 30, 2023** **March 31, 2024** as compared to the same period in **2022** **2023**, driven by **\$28.0 million** **\$23.0 million** higher personnel costs (of which **\$12.2 million** **\$7.5 million** was the result of acquisitions), **\$2.2 million** **\$2.0 million** higher travel and entertainment facility costs, **\$1.8 million** higher professional services costs, **\$1.6 million** higher technology related costs, **\$1.4 million** higher facility direct costs, **\$0.9 million** **\$1.3 million** higher travel and entertainment costs, and **\$0.7 million** higher depreciation and amortization expense, and **\$0.7 million** higher marketing expense, as well as **\$0.1 million** **\$0.6 million** higher discretionary spending to support business growth. Personnel costs are discussed in further detail under "Operating Practice Groups".

**Nine months ended September 30, 2023 compared to September 30, 2022.** Total operating expenses for the nine months ended **September 30, 2023** increased by **\$141.1 million**, or **15.9%**, to **\$1,027.1 million** as compared to **\$886.1 million** in the same period of **2022**. The non-qualified deferred compensation plan increased operating expenses by **\$6.9 million** for the nine months ended **September 30, 2023**, but decreased operating expenses by **\$23.0 million** during the same period in **2022**. Excluding the impact of deferred compensation, which was recorded in "Corporate and Other" for segment reporting purposes, operating expenses would have been **\$1,020.3 million** and **\$909.1 million**, or **80.7%** and **81.4%** of revenue, for the nine months ended **September 30, 2023** and **2022**, respectively, an increase of **\$111.2 million** as compared to the same period in **2022**. In addition, operating expense for the nine months ended **September 30, 2023** included approximately **\$1.5 million** non-recurring integration costs related to the **Somerset acquisition**, and operating expenses for the nine months ended **September 30, 2022** included **\$8.0 million** non-recurring integration and retention costs associated with the **Marks Paneth acquisition**. The increase in operating expense was driven by personnel costs increase of **\$92.8 million** (of which **\$38.3 million** was the result of acquisitions), **\$7.2 million** higher travel and entertainment costs, **\$3.8 million** higher technology related costs, **\$2.8 million** higher facility costs, **\$2.4 million** higher depreciation and amortization expense, and **\$1.8 million** higher marketing costs, as well as **\$0.4 million** increase in other discretionary spending to support business growth. Personnel costs are discussed in further detail under "Operating Practice Groups".

#### Corporate General & Administrative ("G&A") Expenses

	Three Months Ended September 30,		
	2023	2022	\$ Change
			% Change

(Amounts in thousands, except percentages)						
G&A expenses	\$ 13,136	\$ 15,893	\$ (2,757)			(17.3)%
G&A expenses % of revenue	3.2 %	4.4 %				
G&A expenses excluding deferred compensation	\$ 13,588	\$ 16,590	\$ (3,002)			(18.1)%
G&A expenses excluding deferred compensation % of revenue	3.3 %	4.6 %				

Three Months Ended March 31,		Three Months Ended March 31,			
2024		2024	2023	\$ Change	% Change
(Amounts in thousands, except percentages)					
G&A expenses		\$ 18,711	\$ 15,598	\$ 3,113	20.0 %
G&A expenses % of revenue					
G&A expenses excluding deferred compensation					
G&A expenses excluding deferred compensation % of revenue					
G&A expenses		\$ 17,654	\$ 14,956	\$ 2,698	18.0 %
G&A expenses % of revenue					
Nine Months Ended September 30,					
		\$	%		
2023		2022	Change	Change	
(Amounts in thousands, except percentages)					
G&A expenses	\$ 44,527	\$ 43,128	\$ 1,399	3.2 %	
G&A expenses % of revenue	3.5 %	3.9 %			
G&A expenses excluding deferred compensation					
G&A expenses excluding deferred compensation % of revenue					
G&A expenses	\$ 43,706	\$ 46,447	\$ (2,741)	(5.9)%	
G&A expenses % of revenue	3.5 %	4.2 %			

**Three months ended September 30, 2023** **March 31, 2024** compared to **September 30, 2022** **March 31, 2023**. The deferred compensation plan decreased increased G&A expenses by **\$0.5** **\$1.1** million for the three months ended **September 30, 2023** **March 31, 2024**, and decreased increased G&A expenses by **\$0.7** **\$0.6** million during the same period in **2022** **2023**. G&A expenses, excluding the impact of the deferred compensation

plan, would have been **\$13.6** **\$17.7** million, or 3.6% of revenue, for the three months ended March 31, 2024, compared to **\$15.0** million, or 3.3% of revenue, for the **three months ended September 30, 2023**, compared to **\$16.6** million, or 4.6% of revenue, for the same period in **2022**, a decrease **2023**, an increase of approximately **\$3.0** million **\$2.7** million. The **decrease** **increase** was primarily driven by **\$4.0** million lower personnel costs offset by **\$0.8** million **\$2.2** million higher legal and other professional related services costs, **\$0.2** million higher personnel costs, and **\$0.1** million higher depreciation costs, as well as **\$0.2** million higher other discretionary costs, spending to support business growth. G&A

expense for the three months ended **September 30, 2022** **March 31, 2024** included approximately \$3.9 million cumulative adjustments to a certain performance-based compensation program, which did not recur \$0.5 million non-recurring transaction and integration costs associated with the two acquisitions completed in 2023.

**Nine months ended September 30, 2023 compared to September 30, 2022.** The deferred compensation plan increased G&A expense by \$0.8 million for the nine months ended September 30, 2023, but decreased G&A expenses by \$3.3 million during the same period in 2022. G&A expenses, excluding the impact of the deferred compensation plan, would have been \$43.7 million, or 3.5% of revenue, for the nine months ended September 30, 2023, compared to \$46.4 million, or 4.2% of revenue, for the same period in 2022, a decrease of approximately \$2.7 million. The decrease was primarily driven by \$3.2 million lower personnel costs offset by \$0.5 million higher legal 2024, and other professional related costs. G&A expense for the **nine three** months ended **September 30, 2022** **March 31, 2023** included approximately \$3.9 million cumulative adjustments to a certain performance-based compensation program, which did not recur in 2023. In addition, G&A expense for the nine months ended September 30, 2023 included a \$1.5 million \$1.2 million non-recurring transaction and integration costs related to associated with the Somerset acquisition. G&A expense for the nine months ended September 30, 2022 included a \$1.9 million non-recurring transaction and integration costs related to the Marks Paneth acquisition.

#### Other Income (Expense), Net

	Three Months Ended September 30,				%	
			Change			
	2023	2022	\$	%		
(Amounts in thousands, except percentages)						
Interest expense	\$ (5,848)	\$ (2,305)	\$ (3,543)	153.7 %		
Gain on sale of operations, net	77	176	(99)	(56.3)%		
Other expense, net <sup>(1)</sup>	(2,288)	(2,622)	334	(12.7)%		
<b>Total other expense, net</b>	<b>\$ (8,059)</b>	<b>\$ (4,751)</b>	<b>\$ (3,308)</b>	<b>69.6 %</b>		
Nine Months Ended September 30,						
			Change		%	
	2023	2022	\$	%		
			Change			
(Amounts in thousands, except percentages)						
Interest expense	\$ (15,023)	\$ (5,209)	\$ (9,814)	188.4 %		
Gain on sale of operations, net	176	311	(135)	(43.4)%		
Other income (expense), net <sup>(2)</sup>	8,245	(24,932)	33,177	(133.1)%		
<b>Total other expense, net</b>	<b>\$ (6,602)</b>	<b>\$ (29,830)</b>	<b>\$ 23,228</b>	<b>(77.9)%</b>		

<sup>(1)</sup>Other expense, net includes a net loss of \$3.5 million during the three months ended September 30, 2023, and a net loss of \$4.7 million for the same period in 2022, associated with the value of investments held in a rabbi trust related to the deferred compensation plan, which were recorded in "Corporate and Other" for segment reporting purposes. The adjustments to the investments held in a rabbi trust related to the deferred compensation plan are offset by a corresponding increase or decrease to compensation expense, which is recorded as "Operating expenses" and "G&A expenses." The deferred compensation plan has no impact on "Income before income tax expense" or diluted earnings per share. In addition, included in Other expense, net for the three months ended September 30, 2023 and 2022, is expense of \$0.6 million and \$0.4 million respectively, related to net changes in the fair value of contingent consideration related to prior acquisitions.

<sup>(2)</sup>Other income (expense), net includes a net gain of \$7.7 million during the nine months ended September 30, 2023, compared to a net loss of \$26.3 million for the same period in 2022, associated with the value of investments held in a rabbi trust related to the deferred compensation plan, which were recorded in "Corporate and Other" for segment reporting purposes. The adjustments to the investments held in a rabbi trust related to the deferred compensation plan are offset by a corresponding increase or decrease to compensation expense, which is recorded as "Operating expenses" and "G&A expenses." The deferred compensation plan has no impact on "Income before income tax expense" or diluted earnings per share. In addition, included in Other income (expense), net for the nine months ended September 30, 2023 and 2022, is expense of \$2.1 million and \$1.9 million, respectively, related to net changes in the fair value of contingent consideration related to prior acquisitions.

	Three Months Ended March 31,				%	
			Change			
	2024	2023	\$	%		
(Amounts in thousands, except percentages)						
Interest expense	\$ (4,511)	\$ (3,641)	\$ (870)	23.9 %		
Gain on sale of operations, net	—	99	(99)	(100.0)%		
Other income, net <sup>(1)</sup>	9,424	5,112	4,312	84.4 %		
<b>Total other income, net</b>	<b>\$ 4,913</b>	<b>\$ 1,570</b>	<b>\$ 3,343</b>	<b>N/M</b>		

<sup>(1)</sup>Other income, net includes a net gain of \$9.6 million during the three months ended March 31, 2024, and a net gain of \$5.4 million for the same period in 2023, associated with the value of investments held in a rabbi trust related to the deferred compensation plan, which were recorded in "Corporate and Other" for segment reporting purposes. The adjustments to the investments held in a rabbi trust related to the deferred compensation plan are offset by a corresponding increase or decrease to compensation expense, which is recorded as "Operating expenses" and "G&A expenses." The deferred compensation plan has no impact on "Income before income tax expense" or diluted earnings per share. In addition, included in Other income, net for the three months ended March 31, 2024 and 2023, is expense of \$0.4 million and \$0.6 million, respectively, related to net changes in the fair value of contingent consideration related to prior acquisitions.

#### Interest Expense

**Three and nine months ended September 30, 2023 March 31, 2024 compared with September 30, 2022 March 31, 2023.** Our primary financing arrangement is the credit facility which was amended and restated in May 2022. During the three months ended September 30, 2023 March 31, 2024, our average debt balance and weighted average effective interest rate was \$398.3 million \$325.6 million and 5.53% 5.23%, compared to \$273.2 million \$302.2 million and 2.97% 4.54% for the same period of 2022 2023. The increase in interest expense for the three months ended September 30, 2023 March 31, 2024 as compared to the same period in 2022 2023 was primarily driven by a higher average debt balance as well as a higher weighted average effective interest rate.

During the nine months ended September 30, 2023, our average debt balance and interest rate was \$368.2 million and 5.16% compared to \$267.2 million and 2.29% for the same period of 2022. The increase in interest expense for the nine months ended September 30, 2023 as compared to the same period in 2022 was primarily driven by a higher average debt balance as well as a higher weighted average effective interest rate.

Our indebtedness is further discussed in Note 4, Debt and Financing Arrangements, to the accompanying unaudited condensed consolidated financial statements.

#### Other Income, (Expense), Net

**Three and nine months ended September 30, 2023 March 31, 2024 compared with September 30, 2022 March 31, 2023.** For the three months ended September 30, 2023 March 31, 2024, other expense, income, net includes a net loss gain of \$3.5 million \$9.6 million associated with the non-qualified deferred compensation plan. For the same period in 2022, 2023, other expense, income, net includes a net loss gain of \$4.7 million \$5.4 million associated with the non-qualified deferred compensation plan. Excluding the impact of the deferred compensation plan, the three months ended September 30, 2023 March 31, 2024 and 2022, 2023 would have resulted in a net income position expense of \$1.2 million \$0.2 million and \$2.1 million \$0.3 million, respectively, primarily due to gains of \$1.4 million and \$2.4 million related to the sale of certain assets during the three months ended September 30, 2023 and 2022, respectively.

For the nine months ended September 30, 2023, other income (expense), net includes a net gain of \$7.7 million lower expenses associated with the non-qualified deferred compensation plan. For net change in the same period in 2022, other (expense) income, net includes a net loss fair value of \$26.3 million associated with the non-qualified deferred compensation plan. Excluding the impact of the deferred compensation plan, the nine months ended September 30, 2023 and 2022 would have resulted in a net income position of \$0.6 million and \$1.4 million, respectively, primarily due to gains of \$1.5 million and \$2.4 million contingent consideration related to the sale of certain assets during the nine months ended September 30, 2023 and 2022, respectively.

Our gain from sale of assets is further discussed in Note 11, Business Combinations, to the accompanying unaudited condensed consolidated financial statements, prior acquisitions.

#### Income Tax Expense

Three Months Ended September 30,				Three Months Ended March 31,				
	2023	2022	Change		2024	2023	Change	
(Amounts in thousands, except percentages)								
Three Months Ended March 31,				Three Months Ended March 31,				
(Amounts in thousands, except percentages)								
Income tax expense	\$ 13,514	\$ 9,131	\$ 4,383	48.0 %	\$ 27,130	\$ 26,407	\$ 723	2.7 %
Effective tax rate	28.6 %	24.9 %						
Nine Months Ended September 30,				Nine Months Ended September 30,				
	2023	2022	Change		2024	2023	Change	
(Amounts in thousands, except percentages)								
Income tax expense	\$ 51,667	\$ 41,074	\$ 10,593	25.8 %				
Effective tax rate	27.9 %	26.0 %						

**Three and nine months ended September 30, 2023 March 31, 2024 compared with September 30, 2022 March 31, 2023.** The effective tax rate for the three months ended September 30, 2023 March 31, 2024 was 28.6% 26.1%, compared to an effective tax rate of 24.9% 26.5% for the comparable period in 2022, 2023. The increase decrease in the effective tax rate was primarily due to a smaller proportional tax benefit as compared to pre-tax income related to stock-based compensation expense during the three months ended September 30, 2023 as compared to the same quarter in 2022. The effective tax rate further increased due to the tax effect of higher lower non-deductible expenses and higher lower state tax expense expenses relative to pre-tax income during the third first quarter of 2023 2024 as compared to the same period in 2022, 2023.

The effective tax rate for the nine months ended September 30, 2023 was 27.9%, compared to an effective tax rate of 26.0% for the same period in 2022. The increase in the effective tax rate year over year was primarily due to the effect of higher pre-tax income on our tax benefit related to stock-based compensation. In addition, we incurred higher non-deductible expenses and higher state tax expense during the nine months ended September 30, 2023 as compared to the same period in 2022 which also contributed to the increase in the effective tax rate.

### Operating Practice Groups

We deliver our integrated services through three practice groups: Financial Services, Benefits and Insurance Services, and National Practices. A description of these groups' operating results and factors affecting their businesses is provided below.

Same-unit revenue represents total revenue adjusted to reflect comparable periods of activity for acquisitions and divestitures. Divested operations represent operations that did not meet the criteria for treatment as discontinued operations.

### Financial Services

Three Months Ended September 30,															
						\$			%						
		2023	2022			Change			Change						
(Amounts in thousands, except percentages)															
Three Months Ended March 31,															
Three Months Ended March 31,															
Three Months Ended March 31,															
		2024	2024												
		2024	2024												
(Amounts in thousands, except percentages)															
(Amounts in thousands, except percentages)															
(Amounts in thousands, except percentages)															
Revenue	Revenue														
Revenue	Revenue														
Same-unit	Same-unit	\$	281,923	\$	259,998	\$	21,925	8.4	%						
Same-unit	Same-unit														
Acquired businesses	Acquired businesses														
Acquired businesses	Acquired businesses														
Acquired businesses	Acquired businesses		16,449		—		16,449		N/M						
Total revenue	Total revenue	\$	298,372	\$	259,998	\$	38,374	14.8	%						
Total revenue	Total revenue														
Operating expenses	Operating expenses														
Operating expenses	Operating expenses														
Operating expenses	Operating expenses		249,680		220,337		29,343	13.3	%						
Gross margin /	Gross margin /														
Operating income	Operating income	\$	48,692	\$	39,661	\$	9,031	22.8	%						
Gross margin /	Gross margin /														
Operating income	Operating income														
Gross margin / Operating income	Gross margin / Operating income														
Gross margin / Operating income	Gross margin / Operating income														
Total other income, net	Total other income, net														
Total other income, net	Total other income, net														
Total other income, net	Total other income, net		1,574		279		1,295		N/M						
Income before income tax expense	Income before income tax expense														
Income before income tax expense	Income before income tax expense														
Gross margin percent	Gross margin percent														
Gross margin percent	Gross margin percent														

Gross margin percent	Gross margin percent	16.3 %		15.3 %		Nine Months Ended September 30,								
		2023		2022		\$ Change		% Change						
		(Amounts in thousands, except percentages)												
<b>Revenue</b>														
Same-unit	\$ 870,442	\$	808,052	\$	62,390	7.7	%							
Acquired businesses	61,946		—		61,946			N/M						
Total revenue	\$ 932,388	\$	808,052	\$	124,336	15.4	%							
Operating expenses	737,568		639,780		97,788	15.3	%							
Gross margin / Operating income	\$ 194,820	\$	168,272	\$	26,548	15.8	%							
Total other income, net	2,163		585		1,578			N/M						
Income before income tax expenses	196,983		168,857		28,126	16.7	%							
Gross margin percent	20.9 %		20.8 %											

**Three months ended September 30, 2023** **March 31, 2024** compared to **September 30, 2022** **March 31, 2023**

#### Revenue

The Financial Services practice group revenue for the three months ended **September 30, 2023** **March 31, 2024** grew by **14.8% 8.6%** to **\$298.4 million** **\$372.6 million** from **\$260.0 million** **\$343.1 million** during the same period in **2022** **2023**. Same-unit revenue grew by **\$21.9 million** **\$17.5 million**, or **8.4% 5.1%**, across all product lines, primarily driven by those units that provide traditional accounting and tax-related services, which increased **\$12.0 million** **\$10.1 million**, an increase of approximately **\$6.3 million** **\$4.7 million** in government healthcare compliance business, and an increase of approximately **\$2.7 million** in those units that provide project-oriented advisory services, and an increase of approximately **\$3.6 million** in government healthcare compliance business services. The impact of acquired businesses contributed **\$16.4 million** **\$12.1 million**, or **5.5% 3.2%** of 2023 revenue, of which Somerset contributed **\$14.2 million**, or **4.8%** of the Financial Services practice group's revenue for the three months ended September 30, 2023. 2024 revenue.

We provide a range of services to affiliated CPA firms under joint referral and administrative service agreements ("ASAs"). Fees earned under the ASAs are recorded as revenue in the accompanying Condensed Consolidated Statements of Comprehensive Income and were approximately **\$60.5 million** **\$87.8 million** and **\$54.1 million** **\$84.8 million** for the three months ended **September 30, 2023** **March 31, 2024** and **2022** **2023**, respectively.

#### Operating Expenses

Operating expenses increased by **\$29.3 million** **\$21.1 million**, or **13.3% 8.6%**, as compared to the same period last year. Personnel costs increased by **\$22.4 million** **\$13.8 million**, of which acquisitions contributed approximately **\$11.8 million** **\$7.0 million** to the increase. Compared to the same period in 2022, travel and entertainment costs, technology direct costs, corporate allocated professional services costs, technology costs, depreciation and amortization costs, facility corporate allocated costs, marketing travel and entertainment costs, bad debt costs, and direct marketing costs increased by approximately **\$1.6 million** **\$1.7 million**, **\$1.6 million**, **\$1.5 million** **\$1.1 million**, **\$1.0 million** **\$0.8 million**, **\$0.9 million** **\$0.6 million**, **\$0.6 million**, **\$0.5 million**, **\$0.2 million**, and **\$0.3 million** **\$0.2 million**, respectively. Other discretionary costs, net decreased by approximately **\$0.5 million**, primarily driven by lower professional fees and recruiting costs. Operating expenses as a percentage of revenue increased slightly to **83.7% 71.3%** for the three months ended **September 30, 2023** **March 31, 2024** from **84.7% 71.2%** of revenue for the prior year quarter.

**Nine months ended September 30, 2023 compared to September 30, 2022**

#### Revenue

Revenue for the nine months ended September 30, 2023 grew by **15.4%** to **\$932.4 million** from **\$808.1 million** during the same period in 2022. Same-unit revenue grew by **\$62.4 million**, or **7.7%**, across all service lines, primarily driven by those units that provide traditional accounting and tax-related services, which increased **\$45.3 million**, an increase of approximately **\$14.0 million** in those units that provide project-oriented advisory services, and an increase of approximately **\$3.1 million** in government healthcare compliance business. The impact of acquired businesses contributed **\$61.9 million**, or **6.6%** of 2023 revenue, of which Somerset and Stinnett contributed a total of **\$58.5 million**, or **6.3%** of Financial Services practice group's revenue for the nine months ended September 30, 2023.

Fees earned under the ASAs, as described above, were approximately **\$211.2 million** and **\$191.1 million** for the nine months ended September 30, 2023 and 2022, respectively.

#### Operating Expenses

Operating expenses increased by **\$97.8 million**, or **15.3%**, as compared to the same period last year. Personnel costs increased by **\$79.0 million**, of which acquisitions contributed approximately **\$37.9 million** to the increase. Compared to the same period in 2022, corporate allocated costs, travel and entertainment costs, technology costs, depreciation and amortization costs, facility costs, direct costs, and marketing costs increased by approximately **\$4.8 million**, **\$4.8 million**, **\$3.1 million**, **\$2.5 million**, **\$1.7 million**, **\$1.2 million**, and **\$1.0 million**, respectively. Other discretionary costs, net, decreased by approximately **\$0.3 million** primarily due to lower recruiting and other professional services costs. Operating expense as a percentage of revenue increased to **79.1%** during the nine months ended September 30, 2023 from **79.2%** of revenue during the same period in 2022.

#### Benefits and Insurance Services

	Three Months Ended September 30,			
	2023		2022	
	\$	%	\$	%

	(Amounts in thousands, except percentages)				
Revenue					
Same-unit	\$ 99,613	\$ 92,067	\$ 7,546		8.2 %
Acquired businesses	674	—	674		
Total revenue	\$ 100,287	\$ 92,067	\$ 8,220		8.9 %
Operating expenses	79,636	73,321	6,315		8.6 %
Gross margin / Operating income	\$ 20,651	\$ 18,746	\$ 1,905		10.2 %
Total other income (expense), net	267	2,398	(2,131)		(88.9)%
Income before income tax expense	20,918	21,144	(226)		(1.1)%
Gross margin percent	20.6 %	20.4 %			

	Three Months Ended March 31,		Three Months Ended March 31,	
	2024		2024	2023
	(Amounts in thousands, except percentages)			
Revenue				
Same-unit				
Same-unit				
Same-unit		\$ 107,646	\$ 100,054	\$ 7,592
Acquired businesses		762	—	762
Total revenue				
Total revenue		\$ 108,408	\$ 100,054	\$ 8,354
Operating expenses		83,637	76,923	6,714
Gross margin / Operating income		\$ 24,771	\$ 23,131	\$ 1,640
Total other income, net		44	176	(132)
Income before income tax expense				
		24,815	23,307	1,508
Gross margin percent				6.5 %
	Nine Months Ended September 30,			
	2023	2022	\$ Change	% Change
	(Amounts in thousands, except percentages)			
Revenue				
Same-unit	\$ 295,505	\$ 276,261	\$ 19,244	7.0 %
Acquired businesses	674	—	674	
Total revenue	\$ 296,179	\$ 276,261	\$ 19,918	7.2 %
Operating expenses	234,933	220,998	13,935	6.3 %
Gross margin/Operating income	\$ 61,246	\$ 55,263	\$ 5,983	10.8 %

Total other income (expense), net	596	2,361	(1,765)	(74.8)%
Income before income tax expenses	61,842	57,624	4,218	7.3 %
Gross margin percent	20.7 %	20.0 %		

Three months ended September 30, 2023 March 31, 2024 compared to September 30, 2022 March 31, 2023

#### Revenue

The Benefits and Insurance Services practice group revenue increased by \$8.2 million \$8.4 million, or 8.9% 8.3%, to \$100.3 million \$108.4 million during the three months ended September 30, 2023 March 31, 2024 compared to \$92.1 million \$100.1 million for the same period in 2022, 2023. Same-unit revenue grew by \$7.5 million \$7.6 million, or 8.2% 7.6%, across almost all of the major service lines, primarily driven by \$3.4 million a \$4.5 million increase in the employee benefit and retirement benefit services lines, \$2.3 million a \$2.6 million increase in the property and casualty services, and \$1.0 million a \$0.7 million increase in the payroll-related services, partially offset by an approximately \$0.2 million decrease from other project-based services. In addition, revenue from payroll-related services increased by approximately \$0.9 million.

#### Operating Expenses

Operating expenses increased by \$6.3 million \$6.7 million, or 8.6% 8.7%, when compared to the same period last year. Personnel costs increased by \$5.6 million \$6.0 million, of which acquisitions contributed approximately \$0.4 million, primarily due to timing the impact of annual merit increases as well as investment in producers. Compared to the same period in 2022, 2023, professional services costs, corporate allocated costs, technology costs, direct costs, travel and entertainment cost, technology costs, as well as marketing and facility costs increased by approximately \$0.6 million, \$0.3 million, \$0.2 million, \$0.2 million, \$0.1 million, \$0.1 million, and \$0.1 million, respectively. The increase in operating expenses respectively, and was partially offset by \$0.3 million \$0.2 million lower bad debt expense \$0.3 million lower depreciation and amortization costs as well as \$0.1 million lower facility costs as compared to the same period in 2022, 2023. In addition, other miscellaneous discretionary costs, increased net decreased by approximately \$0.2 million to support business growth. \$0.1 million. Operating expenses as a percentage of revenue increased slightly decreased to 79.4% 77.2% for the quarter ended September 30, 2023 March 31, 2024 from 79.6% 76.9% of revenue for the same period in 2022.

Nine months ended September 30, 2023 compared to September 30, 2022

#### Revenue

The Benefits and Insurance Services practice group revenue increased by \$19.9 million, or 7.2%, to \$296.2 million during the nine months ended September 30, 2023 compared to \$276.3 million for the same period in 2022. Same-unit revenue grew by \$19.2 million, or 7.0%, across almost all of the major service lines, primarily driven by \$9.5 million increase in employee benefit and retirement benefit services lines, \$5.1 million increase in the property and casualty services, and \$3.7 million increase in payroll-related services. In addition, revenue from other project-based services increased by approximately \$0.9 million.

#### Operating Expenses

Operating expenses increased by \$13.9 million, or 6.3%, when compared to the same period last year, primarily driven by approximately a \$12.2 million increase in personnel costs due to timing of annual merit increases, bonus accrual, as well as investment in producers. Compared to the same period in 2022, corporate allocated costs, travel and entertainment cost, technology costs, marketing costs, as well as direct costs increased by approximately \$1.7 million, \$1.3 million, \$0.4 million, \$0.3 million, and \$0.2 million, respectively. The increase in operating expenses was offset by \$0.9 million lower depreciation and amortization costs, \$0.9 million lower bad debt expense as well as \$0.6 million lower facility costs, as compared to the same period in 2022. In addition, other miscellaneous discretionary costs increased by approximately \$0.2 million to support business growth. Operating expense as a percentage of revenue slightly improved to 79.3% during the nine months ended September 30, 2023 from 80.0% of revenue for the same period in 2022, 2023.

#### National Practices

2024	Three Months Ended March 31,		Three Months Ended March 31,		
			2024	2023	\$
	(Amounts in thousands, except percentages)	(Amounts in thousands, except percentages)			Change
Same-unit revenue	Same-unit revenue		\$ 13,259	\$ 11,466	\$ 1,793
Operating expenses	Operating expenses		11,933	10,583	1,350
Gross margin / Operating income	Gross margin / Operating income		\$ 1,326	\$ 883	\$ 443
					50.2 %

Income before income tax expense				
Income before income tax expense				
Income before income tax expense				
Gross margin percent	1,326	883	443	50.2 %

Three Months Ended September 30,

	2023	2022	\$ Change	% Change
(Amounts in thousands, except percentages)				
Same-unit revenue	\$ 11,880	\$ 11,197	\$ 683	6.1 %
Operating expenses	10,667	9,743	924	9.5 %
Gross margin / Operating income	\$ 1,213	\$ 1,454	\$(241)	(16.6)%
Total other income, net	—	8	(8)	N/M
Income before income tax expense	1,213	1,462	(249)	(17.0)%
Gross margin percent	10.2 %	13.0 %		

Nine Months Ended September 30,

	2023	2022	\$ Change	% Change
(Amounts in thousands, except percentages)				
Same-unit revenue	\$ 35,080	\$ 32,623	\$ 2,457	7.5 %
Operating expenses	31,795	29,218	2,577	8.8 %
Gross margin / Operating income	\$ 3,285	\$ 3,405	\$ (120)	(3.5)%
Total other income, net	1	9	(8)	N/M
Income before income tax expenses	3,286	3,414	(128)	(3.7)%
Gross margin percent	9.4 %	10.4 %		

Three and nine months ended September 30, 2023 March 31, 2024 compared with September 30, 2022 March 31, 2023

Revenue and Operating Expenses

The National Practices group is primarily driven by a cost-plus contract with a single client, which has existed since 1999. The cost-plus contract is a five-year contract with the most recent renewal through December 31, 2023 December 31, 2028. The Company is in the process of renewing the contract. Revenues from this single client accounted for approximately 75% of the National Practice group's revenue. During

the three and nine months ended September 30, 2023 March 31, 2024, revenue increased by \$0.7 million \$1.8 million, or 6.1% 15.6%, and \$2.5 million, or 7.5%, respectively, while operating expenses increased by \$0.9 million \$1.4 million, or 9.5%, and \$2.6 million, or 8.8%, respectively.

12.8%.

#### Corporate and Other

Corporate and Other are operating expenses that are not directly allocated to the individual business units. These expenses primarily consist of certain health care costs, gains or losses attributable to assets held in our non-qualified deferred compensation plan, stock-based compensation, consolidation and integration charges, certain professional fees, certain advertising costs and other various expenses.

	Three Months Ended September 30,			
	2023	2022	\$ Change	% Change
			(Amounts in thousands, except percentages)	
Operating expenses (income)	\$ 2,165	\$ 2,616	(451)	(17.2)%
Corporate general and administrative expenses	13,136	15,893	(2,757)	(17.3)%
Operating loss	(15,301)	(18,509)	3,208	(17.3)%
Total other expense, net	(9,900)	(7,436)	(2,464)	33.1 %
Loss before income tax expense	(25,201)	(25,945)	744	(2.9)%

	Nine Months Ended September 30,			
	2023	2022	\$ Change	% Change
			(Amounts in thousands, except percentages)	
Operating expenses (income)	\$ 22,850	\$ (3,944)	26,794	N/M
Corporate general and administrative expenses	44,527	43,128	1,399	3.2 %
Operating loss	(67,377)	(39,184)	(28,193)	72.0 %
Total other expense, net	(9,362)	(32,785)	23,423	(71.4)%
Loss before income tax expenses	(76,739)	(71,969)	(4,770)	6.6 %

	Three Months Ended March 31,			
	2024	2023	\$ Change	% Change
			(Amounts in thousands, except percentages)	
Operating expenses	\$ 15,354	\$ 9,062	6,292	69.4 %
Corporate general and administrative expenses	18,711	15,598	3,113	20.0 %
Operating loss	(34,065)	(24,660)	(9,405)	38.1 %
Total other income, net	4,783	1,040	3,743	359.9 %
Loss before income tax expense	(29,282)	(23,620)	(5,662)	24.0 %

#### Three months ended September 30, 2023 March 31, 2024 compared to September 30, 2022 March 31, 2023

Total operating expenses decreased increased by \$0.5 million \$6.3 million during the three months ended September 30, 2023 March 31, 2024, as compared to the same period in 2022, 2023. The non-qualified deferred compensation plan decreased increased operating expenses by \$3.0 million \$8.6 million for the three months ended September 30, 2023 March 31, 2024 and by \$4.0 million \$4.8 million during the same period in 2022, 2023. Excluding the non-qualified deferred compensation expenses, operating expenses decreased increased by \$1.4 million \$2.5 million during the three months ended September 30, 2023 March 31, 2024, as compared to the same period in 2022, 2023. The decrease increase was primarily driven by lower higher personnel costs.

Total corporate general and administrative expenses decreased increased by \$2.8 million \$3.1 million, or 17.3% 20.0%, during the three months ended September 30, 2023 March 31, 2024, as compared to the same period in 2022, 2023. The non-qualified deferred compensation plan decreased increased corporate general and administrative expenses by \$0.5 million \$1.1 million for the three months ended September 30, 2023 March 31, 2024 and by \$0.7 million \$0.6 million during the same period in 2022, 2023. Excluding the non-

qualified deferred compensation expenses, corporate general and administrative expense decreased increased by approximately **\$3.0 million** **\$2.7 million**. The decrease increase was primarily driven by **\$4.0 million** lower personnel costs offset by **\$0.8 million** **\$2.2 million** higher legal and other professional related services costs, **\$0.2 million** higher personnel costs, and **\$0.1 million** higher depreciation costs, as well as **\$0.2 million** higher other discretionary costs spending to support business growth. G&A expense for the three months ended **September 30, 2022** **March 31, 2024** included approximately **\$3.9 million** cumulative adjustments to certain performance-based compensation program, which did not recur **\$0.5 million** non-recurring transaction and integration costs associated with the two acquisitions completed in **2023**, **2024**, and G&A expense for the three months ended **March 31, 2023** included approximately **\$1.2 million** non-recurring transaction and integration costs associated with the Somerset acquisition.

Total other expense, income, net increased by **\$2.5 million** **\$3.7 million** during the three months ended **September 30, 2023** **March 31, 2024**, as compared to the same period in **2022**, **2023**. For the three months ended **September 30, 2023** **March 31, 2024**, total other expense, income, net includes a net loss gain of **\$3.5 million** **\$9.6 million** associated with the non-qualified deferred compensation plan. For the same period in **2022**, **2023**, total other expense, income, net includes a net loss gain of **\$4.7 million** **\$5.4 million** associated with the non-qualified deferred compensation plan. Excluding the impact of the non-qualified deferred compensation plan, total other expense, income, net would have been **\$6.4 million** **\$4.9 million** of expense in **2024** and **\$4.4 million** of expense in **2023**, and **\$2.7 million** in **2022**, a net change of **\$3.7 million** **\$0.5 million** primarily attributed to **\$3.5 million** **\$0.9 million** higher interest expense in **2023** **2024** as compared to **2022** as well as **2023**, offset by **\$0.4 million** decrease in expenses driven by **\$0.2 million** higher lower net changes in the fair value of contingent consideration related to prior acquisitions.

#### **Nine months ended September 30, 2023 compared to September 30, 2022**

Total operating expenses increased by **\$26.8 million** during the nine months ended September 30, 2023, as compared to the same period in **2022**. The non-qualified deferred compensation plan increased operating expenses by **\$6.9 million** for the nine months ended September 30, 2023, but decreased operating expenses by **\$23.0 million** during the same period in **2022**. Excluding the non-qualified deferred compensation expenses, operating expenses decreased by approximately **\$3.1 million**, primarily driven by lower personnel costs.

Total G&A expenses increased by **\$1.4 million**, or **3.2%**, during the nine months ended September 30, 2023, as compared to the same period in **2022**. The non-qualified deferred compensation plan increased G&A expenses by **\$0.8 million** for the nine months ended September 30, 2023, but decreased G&A expense by **\$3.3 million** during the same period in **2022**. Excluding the non-qualified deferred compensation expenses, G&A expense decreased by **\$2.7 million**. The decrease was primarily driven by **\$3.2 million** lower personnel costs offset by **\$0.5 million** higher legal and other professional related costs. G&A expense for the nine months ended September 30, **2022** included approximately **\$3.9 million** cumulative adjustments to certain performance-based compensation program, which did not recur in **2023**. In addition, G&A expense for the nine months ended September 30, **2023** included a **\$1.5 million** non-recurring transaction and integration costs related to the Somerset acquisition. G&A expense for the nine months ended September 30, **2022** included a **\$1.9 million** non-recurring transaction and integration costs related to the Marks Paneth acquisition.

Total other expense, net decreased by **\$23.4 million** during the nine months ended September 30, 2023, as compared to the same period in **2022**. Total other expense, net for the nine months ended September 30, 2023 includes a net gain of **\$7.7 million** associated with the non-qualified deferred compensation plan. For the same period in **2022**, total other expense, net includes a net loss of **\$26.3 million** associated with the non-qualified deferred compensation plan. Excluding the impact of the non-qualified deferred compensation plan, total other expense, net would have been **\$17.0 million** in **2023** and **\$6.5 million** in **2022**, an increase of **\$10.5 million**, primarily due to **\$9.8 million** higher interest expense due to higher average outstanding balance and interest rates during **2023** as compared to **2022** as well as **\$0.7 million** increase in miscellaneous expenses.

#### **LIQUIDITY**

Our principal sources of liquidity are cash generated from operating activities and financing activities. Our cash flows from operating activities are driven primarily by our operating results and changes in our working capital requirements while our cash flows from financing activities are dependent upon our ability to access credit or other capital. We historically maintain low cash levels and apply any available cash to pay down the outstanding debt balance.

We historically experience a use of cash to fund working capital requirements during the first quarter of each fiscal year. This is primarily due to the seasonal accounting and tax services period under the Financial Services practice group, as well as payment of accrued employees' incentives programs. Upon completion of the seasonal accounting and tax services period, cash provided by operations during the remaining three quarters of the fiscal year substantially exceeds the use of cash in the first quarter of the fiscal year.

Accounts receivable balances increase in response to the first **nine** **three** months' revenue generated by the Financial Services practice group. A significant amount of this revenue is billed and collected in subsequent quarters. Days sales outstanding ("DSO") represent accounts receivable and unbilled revenue (net of realization adjustments) at the end of the period, divided by trailing twelve months' daily revenue. We provide DSO data because such data is commonly used as a performance measure by analysts and investors and as a measure of our ability to collect on receivables in a timely manner. DSO was **96** **101** days and **93** **94** days at **September 30, 2023** **March 31, 2024** and **2022**, **2023**. DSO at **December 31, 2022** **December 31, 2023** was **74** **78** days.

The following table presents selected cash flow information. For additional details, refer to the accompanying Condensed Consolidated Statements of Cash Flows.

Nine Months Ended September 30,			
	2023	2022	
(Amounts in thousands)			
Net cash provided by operating activities	\$ 57,254	\$ 60,059	
Three Months Ended March 31,			
		Three Months Ended March 31,	
		Three Months Ended March 31,	
		2024	
		2024	
		2024	
(Amounts in thousands)			
		(Amounts in thousands)	

(Amounts in thousands)			
Net cash used in operating activities			
Net cash used in operating activities			
Net cash used in operating activities			
Net cash used in investing activities	Net cash used in investing activities	(76,630)	(95,550)
Net cash (used in) provided by financing activities		(18,442)	6,025
Net cash used in investing activities			
Net cash used in investing activities			
Net cash provided by financing activities			
Net cash provided by financing activities			
Net cash provided by financing activities			
Net decrease in cash, cash equivalents and restricted cash	Net decrease in cash, cash equivalents and restricted cash	\$ (37,818)	\$ (29,466)
Net decrease in cash, cash equivalents and restricted cash			
Net decrease in cash, cash equivalents and restricted cash			

**Operating Activities** - Cash provided by used in operating activities was \$57.3 million \$63.7 million during the nine three months ended September 30, 2023 March 31, 2024, primarily consisted of working capital use of \$155.9 million, which was offset by net income of \$133.7 million \$76.9 million and certain non-cash items, such as depreciation and amortization expense of \$27.0 million \$9.5 million, deferred income tax of \$6.7 million \$2.1 million, and stock-based compensation expense of \$9.7 million \$2.6 million. The cash inflow Cash used in operating activities was offset by \$44.5 million during the three months ended March 31, 2023 and primarily consisted of working capital use of \$121.6 million. Cash provided \$133.9 million, which was offset by operating activities was \$60.1 million during the nine months ended September 30, 2022 and primarily consisted of net income of \$116.9 million \$73.2 million and certain non-cash items, such as depreciation and amortization expense of \$24.7 million \$8.6 million, deferred income tax of \$5.7 million \$2.6 million, and stock-based compensation expense of \$12.0 million. The cash inflow was offset by working capital use of \$100.0 million \$3.8 million.

**Investing Activities** - Cash used in investing activities during the nine three months ended September 30, 2023 March 31, 2024 was \$76.6 million \$28.7 million and consisted primarily of \$53.1 million \$21.3 million used for business acquisitions, \$19.0 million \$5.1 million in capital expenditures, and \$11.4 million \$2.2 million in other investing activities primarily related to acquisition related working capital adjustment payments and notes receivable. The net cash flow related to funds held for clients and other activities were immaterial. Cash used in investing activities during the three months ended March 31, 2023 was \$45.9 million and consisted primarily of \$39.1 million used for business acquisitions, \$3.6 million in capital expenditures, and \$3.9 million in other investing activities primarily related to working capital payments and notes receivable. The use of cash was offset by \$5.2 million \$0.6 million net cash inflow related to funds held for clients \$1.5 million related to the sale of one technology asset and \$0.2 million in other cash payments related to certain prior divestitures. Cash used in investing activities during the nine months ended September 30, 2022 was \$95.6 million and consisted primarily of \$79.3 million used for business acquisitions, \$6.0 million in capital expenditures, \$8.4 million net activity related to funds held for clients, and \$4.7 million in other activities related to working capital payments and notes receivable. The use of cash was offset by \$2.9 million cash inflow primarily related to \$2.5 million proceeds from the sale of a small book of business as well as receipts of cash payments related to certain prior divestitures. activities.

The balances in funds held for clients and client fund obligations can fluctuate with the timing of cash receipts and the related cash payments. The nature of these accounts is further described in Note 1, Basis of Presentation and Significant Accounting Policies, to the consolidated financial statements included in our Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023.

**Financing Activities** - Cash used in provided by financing activities during the nine three months ended September 30, 2023 March 31, 2024 was \$18.4 million \$71.2 million and primarily consisted of \$66.2 \$125.4 million in net proceeds from the credit facility, partially offset by \$11.2 million cash used in share repurchases for tax withholding purposes, a \$49.6 million \$11.9 million net decrease in client fund obligations and \$40.1 \$31.1 million in contingent consideration payments related to prior acquisitions. The use Cash provided by financing activities during the three months ended March 31, 2023 was \$61.8 million and primarily consisted of cash was partially offset by \$129.0 million \$138.0 million in net proceeds from the credit facility and \$8.4 million proceeds from exercise of stock options. Cash provided by financing activities during the nine months ended September 30, 2022 was \$6.0 million and primarily consisted of \$115.8 million in net proceeds from the credit facility and \$8.0 million \$3.6 million proceeds from exercise of stock options, partially offset by \$73.3 million \$28.0 million in share repurchases, \$30.0 million a \$23.3 million net decrease in client fund obligations \$12.4 million and \$28.6 million in contingent consideration payments related to prior acquisitions and \$2.1 million paid as deferred financing costs related to the 2022 credit facility, acquisitions.

## CAPITAL RESOURCES

**Credit Facility** - At September 30, 2023 March 31, 2024, we had \$394.7 million \$437.8 million outstanding under the 2022 credit facility as well as \$4.4 million \$3.2 million outstanding letters of credit. Available funds under the 2022 credit facility, based on the terms of the commitment, were approximately \$195.0 million \$147.9 million at September 30, 2023 March 31, 2024. The weighted average interest rate under the 2022 credit facility was 5.16% 5.23% during the nine three months ended September 30, 2023 March 31, 2024, compared to 2.29% 4.54% for the same period in 2022 2023. The 2022 credit facility allows for the allocation of funds for future strategic initiatives, including acquisitions and the repurchase of our common stock, subject to the terms and conditions of the 2022 credit facility.

**Debt Covenant Compliance** - Under the 2022 credit facility, we are required to meet certain financial covenants with respect to (i) total leverage ratio and (ii) minimum interest charge coverage ratio. We are in compliance with our financial covenants as of **September 30, 2023** **March 31, 2024**. Our ability to service our debt and to fund future strategic initiatives will depend upon our ability to generate cash in the future. For further discussion regarding our 2022 credit facility

and debt, refer to Note 4, Debt and Financing Arrangements, to the accompanying unaudited condensed consolidated financial statements.

**Use of Capital** - Our first priority for use of capital is to make strategic acquisitions. We also have the financing flexibility and the capacity to actively repurchase shares of our common stock. We believe that repurchasing shares of our common stock can be a prudent use of our financial resources, and that investing in our stock is an attractive use of capital and an efficient means to provide value to our stockholders. During the **nine** **three** months ended **September 30, 2023** **March 31, 2024**, we completed **five** **two** acquisitions for **\$53.0 million** **\$21.3 million** in cash. We also repurchased **1.3 million** **0.2 million** shares of our common stock at a total cost of approximately **\$66.4 million** **\$11.2 million** during the **nine** **three** months ended **September 30, 2023** **March 31, 2024**. Refer to Note 11, Business Combinations, to the accompanying unaudited condensed consolidated financial statements for further discussion on acquisitions.

**Cash Requirements for 2023** - Cash requirements for the remainder of **2023** **2024** and **beyond** will include acquisitions, interest payments on debt, seasonal working capital requirements, contingent purchase price payments for previous acquisitions, share repurchases, **income tax payments**, and capital expenditures. We believe that cash provided by operations, as well as available funds under our **2022** credit facility will be sufficient to meet cash requirements. **requirements for the remainder of 2024 and beyond.**

#### OFF-BALANCE SHEET ARRANGEMENTS

We maintain administrative service agreements with independent CPA firms (as described more fully under **Item 1**, "Business – Financial Services" and in Note 1, Basis of Presentation and Significant Accounting Policies, to the consolidated financial statements included in our Annual Report on Form 10-K for the year ended **December 31, 2022** **December 31, 2023**), which qualify as variable interest entities. The accompanying unaudited condensed consolidated financial statements do not reflect the operations or accounts of variable interest entities as the impact is not material to the financial condition, results of operations, or cash flows of CBIZ.

We provide letters of credit to landlords (lessors) of our leased premises in lieu of cash security deposits, which totaled **\$4.4 million** **\$3.2 million** and **\$5.0 million** **\$3.5 million** at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, respectively. In addition, we provide license bonds to various state agencies to meet certain licensing requirements. The amount of license bonds outstanding was \$2.3 million and \$2.3 million at **September 30, 2023** **March 31, 2024** and **December 31, 2022** **December 31, 2023**, respectively.

We have various agreements under which we may be obligated to indemnify the other party with respect to certain matters. Generally, these indemnification clauses are included in contracts arising in the normal course of business under which we customarily agree to hold the other party harmless against losses arising from a breach of representations, warranties, covenants or agreements, related to matters such as title to assets sold and certain tax matters. Payment by us under such indemnification clauses is generally conditioned upon the other party making a claim. Such claims are typically subject to challenge by us and to dispute resolution procedures specified in the particular contract. Further, our obligations under these agreements may be limited in terms of time and/or amount and, in some instances, we may have recourse against third parties for certain payments made by us. It is not possible to predict the maximum potential amount of future payments under these indemnification agreements due to the conditional nature of our obligations and the unique facts of each particular agreement. Historically, we have not made any payments under these agreements that have been material individually or in the aggregate. As of **September 30, 2023** **March 31, 2024**, we are not aware of any material obligations arising under indemnification agreements that would require payment.

#### CRITICAL ACCOUNTING POLICIES AND ESTIMATES

The SEC defines critical accounting policies as those that are most important to the portrayal of a company's financial condition and results and that require management's most difficult, subjective or complex judgments, often as a result of the need to make estimates about the effect of matters that are inherently uncertain.

Our discussion and analysis of our results of operations, financial condition and liquidity are based upon our unaudited condensed consolidated financial statements, which have been prepared in accordance with U.S. generally accepted accounting principles. The preparation of these financial statements requires us to make estimates and judgments that affect the amounts of assets and liabilities, revenues and expenses and disclosure of contingent assets and liabilities as of the date of the unaudited condensed consolidated financial statements. As more information becomes known, these estimates and assumptions could change, which would have an impact on actual results that may differ materially from these estimates and judgments under different assumptions. We have not made any changes to our critical accounting policies and estimates as previously disclosed in our Annual Report on Form 10-K for the fiscal year ended **December 31, 2022** **December 31, 2023**.

#### NEW ACCOUNTING PRONOUNCEMENTS

Refer to Note 2, New Accounting Pronouncements, to the accompanying unaudited condensed consolidated financial statements for a discussion of recently issued accounting pronouncements.

#### FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). All statements other than statements of historical fact included in this Quarterly Report on **Form 10-Q**, including without limitation, "Management's Discussion and Analysis of Financial Condition and Results of Operations" regarding our financial position, business strategy and plans and objectives for future performance are forward-looking statements. You can identify these statements by the fact that they do not relate strictly to historical or current facts. Forward-looking statements are commonly identified by the use of such terms and phrases as "intends", "believes", "estimates", "expects", "projects", "anticipates", "foreseeable future", "seeks", and words or phrases of similar import in connection with any discussion of future operating or financial performance. In particular, these include statements relating to future actions, future performance or results of current and anticipated services, sales efforts, expenses, and financial results.

From time to time, we may also provide oral or written forward-looking statements in other materials we release to the public. Any or all of our forward-looking statements in this Quarterly Report on Form 10-Q and in any other public statements that we make, 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: we may be more sensitive to revenue fluctuations than other companies, which could result in fluctuations in the impact of COVID-19 on the Company's business and operations and those market price of our clients; the Company's ability to adequately manage and sustain its growth; the Company's dependence on common stock; payments on the current trend of outsourcing business services; the Company's dependence on accounts receivable may be slower than expected, or amounts due on receivables or notes may not be fully collectible; we are dependent on the services of its CEO our executive officers, other key employees, producers and service personnel, the loss of whom may have a material adverse effect on our business, financial condition and results of operations; restrictions imposed by independence requirements and conflict of interest rules may limit our ability to provide services to clients of the attest firms with which we have contractual relationships and the ability of such attest firms to provide attestation services to our clients; our goodwill and intangible assets could become impaired, which could lead to material non-cash charges against earnings; certain liabilities resulting from acquisitions are estimated and could lead to a material non-cash impact on earnings; governmental regulations and interpretations are subject to changes, which could have a material adverse effect on our clients, our business, our business services operations, our business models, or our revenue; changes in the United States healthcare or public health environment, including new healthcare legislation or regulations, may adversely affect the revenue and margins in our or our clients' businesses; we are subject to risks relating to processing customer transactions for our payroll and other key employees; transaction processing businesses; cyber-attacks or other security breaches involving our computer systems or the systems of one or more of our vendors or clients could materially and adversely affect our business; we are subject to risk as it relates to software that we license from third parties; we could be held liable for errors and omissions, contract claims, or other litigation judgments or expenses; the future issuance of additional shares could adversely affect the price of our common stock; our principal stockholders may have substantial control over our operations; we require a significant amount of cash for interest payments on our debt and to expand our business as planned; terms of our credit facility may adversely affect our ability to run our business and/or reduce stockholder returns; our failure to satisfy covenants in our debt instruments could cause a default under those instruments; we are reliant on information processing systems and any failure of these systems could have a material adverse effect on our business, financial condition and results of operations; we may not be able to acquire and finance additional businesses which may limit our ability to pursue our business strategy; the business services industry is competitive, pricing pressures, general and fragmented; if we are unable to compete effectively, our business, financial condition and economic conditions, and changes in results of operations may be negatively impacted; there is volatility in governmental regulation and tax laws affecting the Company's insurance business or its business service operations, our stock price. Such forward-looking statements can be affected by inaccurate assumptions we might make or by known or unknown risks and uncertainties. Should one or more of these risks materialize, or should the underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected.

Consequently, no forward-looking statement can be guaranteed. A more detailed description of risk factors may be found in "Item 1A, Risk Factors" of this Quarterly Report on Form 10-Q and in "Item 1A, Risk Factors" of our Annual Report on Form 10-K for the year ended December 31, 2022 December 31, 2023. Except as required by the federal securities laws, we undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise. You are advised, however, to consult any further disclosures we make on related subjects in our filings with the SEC, such as quarterly, periodic and annual reports.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Our floating rate debt under the 2022 credit facility exposes us to interest rate risk. Interest rate risk results when the maturity or repricing intervals of interest-earning assets and interest-bearing liabilities are different. A change in the Federal Funds Rate, or the reference rate set by Bank of America, N.A., would affect the rate at which we could borrow funds under the 2022 credit facility. The balance outstanding under our 2022 credit facility at September 30, 2023 March 31, 2024 was \$394.7 million \$437.8 million, of which \$269.7 million \$287.8 million is subject to rate risk. If market rates were to increase or decrease 100 basis points from the levels at September 30, 2023 March 31, 2024, interest expense would increase or decrease approximately \$2.7 million \$2.9 million annually.

We do not engage in trading market risk sensitive instruments. We periodically use interest rate swaps to manage interest rate risk exposure. The interest rate swaps effectively modify our exposure to interest rate risk, primarily through converting portions of our floating rate debt under the credit facility to a fixed rate basis. These agreements involve the receipt or payment of floating rate amounts in exchange for fixed rate interest payments over the life of the agreements without an exchange of the underlying principal amounts.

At September 30, 2023 As of March 31, 2024, we had four interest rate swaps with notional values, fixed rates of interest and expiration dates of (i) \$50.0 million - 0.834% - April, 2025, (ii) \$30.0 million - 1.186% - December, 2026, (iii) \$20.0 million - 2.450% - August, 2027 and (iv) \$25.0 million - 3.669% - April, 2028, respectively, outstanding (in thousands):

	March 31, 2024			
	Notional Amount	Fixed Rate	Expiration	
Interest rate swap	\$ 50,000	0.834 %	4/14/2025	
Interest rate swap	\$ 30,000	1.186 %	12/14/2026	
Interest rate swap	\$ 20,000	2.450 %	8/14/2027	
Interest rate swap	\$ 25,000	3.669 %	8/14/2027	
Interest rate swap	\$ 25,000	4.488 %	10/14/2028	

Management will continue to evaluate the potential use of interest rate swaps as we deem appropriate under certain operating and market conditions. We do not enter into derivative instruments for trading or speculative purposes.

In connection with the services provided by our payroll operations, funds collected from our clients' accounts in advance are segregated and may be invested in short-term investments, such as corporate and municipal bonds. In accordance with our investment policy, all investments carry an investment grade rating at the time of the initial acquisition, and are classified as available-for-sale securities. At each respective balance sheet date, these investments are adjusted to fair value with fair value adjustments being recorded to other comprehensive income or loss and reflected in the accompanying Condensed Consolidated Statements of Comprehensive Income for the respective period. If an investment is deemed to be other-than-temporarily impaired due to credit loss, then the adjustment is recorded to "Other (expense) income, net" in the accompanying Condensed Consolidated Statements of Comprehensive Income. Refer to Note 6, Financial Instruments, and Note 7, Fair Value Measurements, to the accompanying unaudited condensed consolidated financial statements for further discussion regarding these investments and the related fair value assessments.

#### ITEM 4. CONTROLS AND PROCEDURES

##### (a) Disclosure Controls and Procedures

###### *Evaluation of Disclosure Controls and Procedures*

Management has evaluated the effectiveness of our disclosure controls and procedures ("Disclosure Controls") as of the end of the period covered by this report. This evaluation ("Controls Evaluation") was done with the participation of the Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO"). Disclosure Controls are controls and other procedures of an issuer that are designed to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms. Disclosure Controls include, without limitation, controls and procedures designed to ensure that information required to be disclosed by us in the reports that we file under the Exchange Act is accumulated and communicated to management, including the CEO and CFO as appropriate, to allow timely decisions regarding required disclosure.

###### ***Limitations on the Effectiveness of Controls***

Management, including our CEO and CFO, does not expect that our Disclosure Controls or our internal control over financial reporting will prevent all errors and all fraud. Although our Disclosure Controls are designed to provide reasonable assurance of achieving their objective, a control system, no matter how well conceived and operated, can provide only reasonable, but not absolute, assurance that the objectives of a control system are met. Further, any control system reflects limitations on resources, and the benefits of a control system must be considered relative to its costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within CBIZ have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty and that breakdowns can occur because of simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people, or by management override of a control. A design of a control system is also based upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions; over time, controls may become inadequate because of changes in conditions, or the degree of compliance with the policies or procedures may deteriorate. Because of the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and may not be detected.

###### **Conclusions**

Our Disclosure Controls are designed to provide reasonable assurance of achieving their objectives and, based upon the Controls Evaluation, our CEO and CFO have concluded that as of the end of the period covered by this report, CBIZ's Disclosure Controls were effective at that reasonable assurance level.

##### (b) Internal Control over Financial Reporting

On February 1, 2023, we completed the Somerset acquisition. We are in the process of integrating Somerset into our system of internal control over financial reporting. Except for the Somerset acquisition, there have been no changes to our internal control over financial reporting during the quarter ended September 30, 2023 March 31, 2024 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## **PART II – OTHER INFORMATION**

#### ITEM 1. LEGAL PROCEEDINGS

Information regarding certain legal proceedings in which From time to time, we are involved is incorporated by reference from Note 5, Commitments and Contingencies, in various legal proceedings relating to claims arising out of our operations. As of the accompanying condensed consolidated date hereof, we are not engaged in any legal proceedings that are reasonably expected, individually or in the aggregate, to have a material adverse effect on our business, financial statements, condition, results of operations or cash flows.

#### ITEM 1A. RISK FACTORS

In addition to the other information set forth in this Quarterly Report on Form 10-Q, you should carefully consider the factors discussed under "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2022 as filed with the SEC, as updated by the Company's Quarterly Report on Form 10-Q for the three months ended June 30, 2023 December 31, 2023 as filed with the SEC. These risks could materially and adversely affect the business, financial condition and results of operations of CBIZ. There have been no material changes to the risk factors disclosed under "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2023.

#### ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

##### (a) Recent sales of unregistered securities

During the nine three months ended September 30, 2023 March 31, 2024, approximately 129 thousand shares of our common stock were issued as payment for contingent consideration for previous acquisitions. The foregoing shares were issued in transactions not involving a public offering in reliance on the exemption from registration afforded by Section 4(a)(2) of the Securities Act. The persons to whom the shares were issued had access to full information about the Company and represented that they acquired the shares for their own account and not for the purpose of distribution. The certificates for the shares contain a restrictive legend advising that the shares may not be offered for sale, sold, or otherwise transferred without having first been registered under the Securities Act or pursuant to an exemption from the Securities Act.

##### (b) Issuer purchases of equity securities

On February 7, 2023 February 7, 2024, our Board of Directors authorized the continuation of the Share Repurchase Program, which has been renewed annually for the past nineteen twenty years. It was effective beginning April 1, 2023 March 31, 2024, and to which the amount of shares to be purchased was reset to five million, and expires one year from the effective date. The Share Repurchase Program This authorization allows us to purchase shares of our common stock (i) in the open market, (ii) in privately negotiated transactions, and/or (iii) under Rule 10b5-1 trading plans.

Privately negotiated transactions may include purchases from our employees, Officers officers and Directors, directors, in accordance with SEC rules. Rule 10b5-1 trading plans allow for repurchases during periods when we would not normally be active in the trading market due to regulatory restrictions. The Share Repurchase Program does not obligate us

to acquire any specific number of shares and may be suspended at any time.

Shares repurchased under the Share Repurchase Program during the three months ended **September 30, 2023** **March 31, 2024** (reported on a trade-date basis) are summarized in the table below (amounts in thousands, except per share data). Average price paid per share includes fees and commissions.

Issuer Purchases of Equity Securities						
Third Quarter Purchases	Total	Average		Total Number of Shares	Maximum Number of Shares That May Yet Be Purchased Under the Plan	
	Number of Shares Purchased	Price Paid Per Share	Purchased as Part of Publicly Announced Plan	Shares That May Yet Be Purchased Under the Plan		
July 1 – July 31, 2023	5	\$ 52.67		5		4,448
August 1 – August 31, 2023	82	\$ 54.27		82		4,366
September 1 – September 30, 2023	93	\$ 53.65		93		4,273
Third quarter purchases	180	\$ 53.91		180		

Issuer Purchases of Equity Securities						
First Quarter Purchases	Total	Average		Total Number of Shares	Maximum Number of Shares That May Yet Be Purchased Under the Plan	
	Number of Shares Purchased	Price Paid Per Share	Purchased as Part of Publicly Announced Plan	Shares That May Yet Be Purchased Under the Plan		
January 1 – January 31, 2024	—	\$ —		—		4,138
February 1 – February 29, 2024	170	\$ 66.00		170		3,968
March 1 - March 31, 2024	—	\$ —		—		3,968
First Quarter Purchases	170	\$ 66.00		170		

According to the terms of our 2022 credit facility, our ability to declare or make any dividend payments is limited. Refer to Note 4, Debt and Financing Arrangements, to the condensed consolidated financial statements for a description of working capital restrictions and limitations on the payment of dividends.

### ITEM 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable.

### ITEM 4. MINE SAFETY DISCLOSURES

Not applicable.

### ITEM 5. OTHER INFORMATION

Based on the previously reported voting results at the Company's annual meeting of stockholders on the advisory proposal on the frequency of say-on-pay votes, the Company will continue to include an advisory vote on named executive officer compensation every one (1) year until the next required vote on the frequency of shareholder advisory votes on the compensation of named executive officers.

During the quarter period ended **September 30, 2023** **March 31, 2024**, no director or officer of the Company adopted or terminated any contract, instruction or written plan for the purchase or sale of securities of the Company intended to satisfy the affirmative defense condition of Rule 10b5-1(c) of the Exchange Act or any "non-Rule 10b5-1 trading arrangement" (as defined in the Exchange Act).

### Item 6. Exhibits

10.1 *	<a href="#">Amendment to Loan Agreement by and among CBIZ Benefit and Insurance Services, Inc. and the Huntington National Bank.</a>
31.1 *	<a href="#">Certification of Chief Executive Officer Pursuant to Section 302 of the Sarbanes Oxley Act of 2002.</a>
31.2 *	<a href="#">Certification of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</a>
32.1 **	<a href="#">Certification of Chief Executive Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</a>
32.2 **	<a href="#">Certification of Chief Financial Officer Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.</a>
101.INS	XBRL Instance Document - the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document*
101.SCH	Inline XBRL Taxonomy Extension Schema Document*
101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document*
101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document*
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document*
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document*
104	Cover Page Interactive Data File (formatted as Inline XBRL and contained in the Exhibit 101 attachments)

\* Indicates documents filed herewith.

\*\* Indicates document furnished herewith.

#### 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.

CBIZ, Inc.  
(Registrant)

Date: October 26, 2023 April 25, 2024

By: /s/ Ware H. Grove

Ware H. Grove  
Chief Financial Officer  
Duly Authorized Officer and Principal Financial Officer

#### **FIFTH AMENDMENT TO LOAN AGREEMENT**

**THIS FIFTH AMENDMENT TO LOAN AGREEMENT** ("this Fifth Amendment") is made and entered into as of August 3, 2023, by and between CBIZ BENEFITS & INSURANCE SERVICES, INC., a Missouri corporation (the "Borrower"), and THE HUNTINGTON NATIONAL BANK, a national banking association (the "Lender").

##### **Recitals:**

A. The Borrower and the Lender are parties to that certain Loan Agreement dated as of August 16, 2018, as amended by that certain First Amendment to Loan Agreement dated as of August 8, 2019, as further amended by that certain Second Amendment to Loan Agreement dated as of August 6, 2020, as further amended by that certain Third Amendment to Loan Agreement dated as of August 5, 2021, and as further amended by that certain Fourth Amendment to Loan Agreement dated as of August 1, 2022 (the "Loan Agreement"), pursuant to which, *inter alia*, the Lender agreed, subject to the terms and conditions thereof, to advance Revolving Loans (as this and other capitalized terms used herein but not otherwise defined herein are defined in the Loan Agreement).

B. Principal and all accrued interest under the Revolving Loans are due and payable in full on August 3, 2023.

C. The Borrower has requested that the Lender agree to extend the Revolving Availability Termination Date under the Loan Agreement for three hundred sixty-four (364) days.

D. Subject to the terms and conditions of this Fifth Amendment, the Lender has agreed to such request.

**Agreements:**

NOW, THEREFORE, in consideration of the foregoing Recitals and the mutual agreements hereinafter set forth, the Borrower and the Lender hereby agree as follows:

**1. Amendments to Loan Agreement.**

(a) The defined term "Revolving Availability Termination Date" set forth in Section 1.01 of the Loan Agreement is hereby amended by deleting the words "August 3, 2023" and inserting the words "August 1, 2024" in their stead.

2. **Effective Date; Conditions Precedent.** The modifications to the Loan Agreement set forth in Paragraph 1, above, shall not be effective unless and until the date on which the Borrower has satisfied all of the following conditions precedent (such date of effectiveness being the "Fifth Amendment Effective Date"):

(A) The Lender shall have received counterparts of this Fifth Amendment executed by the Borrower.

(B) On the Fifth Amendment Effective Date and after giving effect to the amendments contained herein (i) there shall exist no Event of Default, and (ii) the representations and warranties of the Borrower under the Loan Agreement, as amended by this Fifth Amendment, shall be true and correct as of the Fifth Amendment Effective Date (except to the extent that any such representation and warranty refers to an earlier date, in which case such representation and warranty is true and correct as of such earlier date), subject only to variances therefrom acceptable to the Lender.

(C) All legal matters incident to this Fifth Amendment and the consummation of the transactions contemplated hereby shall be reasonably satisfactory to Squire Patton Boggs (US) LLP, Cleveland, Ohio, special counsel to the Lender.

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3. **Other Loan Documents.** Any reference to the Loan Agreement in any of the Loan Documents shall, from and after the Fifth Amendment Effective Date, be deemed to refer to the Loan Agreement, as modified by this Fifth Amendment.

4. **Confirmation of Debt.** The Borrower hereby affirms all of its liabilities and obligations to the Lender under the Loan Agreement, as modified hereby, and that such liabilities and obligations are owed to the Lender. The Borrower further acknowledges and agrees that as of the date hereof, it has no claims, defenses or set-off rights against the Lender of any nature whatsoever, whether sounding in tort, contract or otherwise; and there are no claims, defenses or set-offs to the enforcement by the Lender of the liabilities and obligations of the Borrower to the Lender under the Loan Agreement or any of the Loan Documents.

5. **Lender's Expense.** The Borrower agrees to reimburse the Lender promptly for its costs and expenses incurred in connection with this Fifth Amendment and the transactions contemplated hereby.

6. **No Other Modifications; Same Indebtedness.** Except as expressly provided in this Fifth Amendment, all of the terms and conditions of the Loan Agreement and the other Loan Documents remain unchanged and in full force and effect. The modifications effected by this Fifth Amendment and by the other instruments contemplated hereby shall not be deemed to provide for or effect a repayment and re-advance of any of the Revolving Loans now outstanding, it being the intention of the Borrower and the Lender hereby that the indebtedness owing under the Loan Agreement, as amended by this Fifth Amendment, be and hereby is the same indebtedness as that owing under the Loan Agreement immediately prior to the effectiveness hereof.

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7. **Governing Law; Binding Effect.** This Fifth Amendment shall be governed by and construed in accordance with the laws of the State of Ohio and shall be binding upon and inure to the benefit of the Borrower and the Lender and their respective successors and assigns.

8. **Counterparts.** This Fifth Amendment may be executed in separate counterparts, each of which shall be deemed to be an original, and all of which together shall be deemed a fully executed agreement.

[The remainder of this page is intentionally left blank.]

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IN WITNESS WHEREOF, the Borrower and the Lender have hereunto set their hands as of the date first above written.

**CBIZ BENEFITS & INSURANCE SERVICES,  
INC.**

By: /s/ Cynthia Sobe

Name: Cynthia Sobe

Title: Treasurer

**THE HUNTINGTON NATIONAL BANK**

By: /s/ Tim Wiegand

Name: Tim Wiegand

Title: Managing Director

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Exhibit 31.1

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER OF CBIZ, INC.**

I, Jerome P. Grisko, Jr., **President and Chief Executive Officer**, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of CBIZ, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and d) Disclosed in this report any change in the

registrant's internal control over financial reporting that occurred during the registrant's first fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

- a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **October 26, 2023** **April 25, 2024**

*/s/* JEROME P. GRISKO, JR.

Jerome P. Grisko, Jr.  
President and Chief Executive Officer

Exhibit 31.2

**CERTIFICATION OF CHIEF FINANCIAL OFFICER OF CBIZ, INC.**

I, Ware H. Grove, **Chief Financial Officer**, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of CBIZ, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's first fiscal quarter that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **October 26, 2023** **April 25, 2024**

*/s/* WARE H. GROVE

Ware H. Grove  
Chief Financial Officer

Exhibit 32.1

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER OF CBIZ, INC.**

This certification is provided pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, and accompanies the Quarterly Report on Form 10-Q for the period ended **September 30, 2023** **March 31, 2024** (the "Form 10-Q") of CBIZ, Inc. (the "Issuer") filed with the Securities and Exchange Commission on the date hereof.

I, Jerome P. Grisko, Jr., the President and Chief Executive Officer of the Issuer, certify that to the best of my knowledge:

- (i) the Form 10-Q fully complies with the requirements of Section 13(a) or Section 15(d) of the Securities Exchange Act of 1934; and
- (ii) the information contained in the Form 10-Q fairly presents, in all material respects, the financial condition and results of operations of the Issuer.

Date: **October 26, 2023** **April 25, 2024**

**/s/ JEROME P. GRISKO, JR.**

Jerome P. Grisko, Jr.  
President and Chief Executive Officer

Subscribed and sworn to before me on this 26th day of October, 2023.

**/s/ JOHN J. GEFFERT**

Name: **John J. Geffert**  
Title: **Notary Public & Attorney-At-Law**  
  
Registered in Cuyahoga County, Ohio  
No Expiration Date

Exhibit 32.2

**CERTIFICATION OF CHIEF FINANCIAL OFFICER OF CBIZ, INC.**

This certification is provided pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, and accompanies the Quarterly Report on Form 10-Q for the period ended **September 30, 2023** **March 31, 2024** (the "Form 10-Q") of CBIZ, Inc. (the "Issuer") filed with the Securities and Exchange Commission on the date hereof.

I, Ware H. Grove, the Chief Financial Officer of the Issuer, certify that to the best of my knowledge:

- (i) the Form 10-Q fully complies with the requirements of Section 13(a) or Section 15(d) of the Securities Exchange Act of 1934; and
- (ii) the information contained in the Form 10-Q fairly presents, in all material respects, the financial condition and results of operations of the Issuer.

Date: **October 26, 2023** **April 25, 2024**

**/s/ WARE H. GROVE**

Ware H. Grove  
Chief Financial Officer

Subscribed and sworn to before me on this 26th day of October, 2023.

**/s/ JOHN J. GEFFERT**

Name: **John J. Geffert**  
Title: **Notary Public & Attorney-At-Law**  
  
Registered in Cuyahoga County, Ohio  
No Expiration Date

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