

An aerial photograph of a large, modern, light-colored building with a flat roof and a prominent white lattice-patterned canopy over a central courtyard. In the foreground, a large red sign with the word 'ROLLINS' in white capital letters is mounted on several white poles. Below it, a red diamond-shaped sign with the word 'ORKIN' in white capital letters is also mounted on the same poles. The background shows a lush green landscape with trees and a city skyline under a blue sky with scattered clouds.

ROLLINS

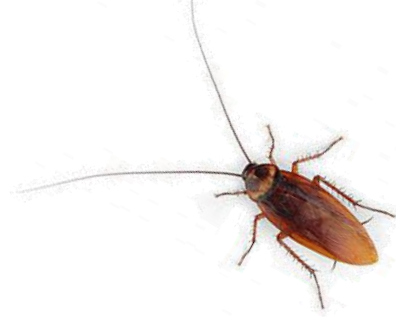
ORKIN
®

ROLLINS, INC

Investor Day

August 10, 2018

The leader in pest control
"Pest control down to a science"



Overview

Eddie Northen

Senior Vice President, Chief Financial Officer and Treasurer



Agenda

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2. Rollins Industry Focus
3. Financial Impact of Technology
4. Financial Update
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6. Q & A



Forward-Looking Statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, without limitation, the effect of the future adoption of recent accounting pronouncements on the Company's financial statements; statements regarding management's expectation regarding the effect of the ultimate resolution of pending claims, proceedings or litigation on the Company's financial position, results of operation and liquidity; the Company's belief that its current cash and cash equivalent balances, future cash flows expected to be generated from operating activities and available borrowings will be sufficient to finance its current operations and obligations, and fund expansion of the business for the foreseeable future; our expectation that the Company will continue to pay dividends; our intention to continue to grow the business in foreign markets in the future through reinvestment of foreign deposits and future earnings as well as acquisitions of unrelated companies and that repatriation of cash is not a part of the Company's business plan; possible defined benefit retirement plan contributions and their effect on the Company's financial position, results of operations and liquidity; the Company's expectation regarding capital expenditure for the remainder of the year; the Company's expectation to maintain compliance with debt covenants; and the Company's belief that interest rate exposure and foreign exchange rate risk will not have a material effect on the Company's results of operations going forward. The actual results of the Company could differ materially from those indicated by the forward-looking statements because of various risks and uncertainties including, without limitation, the possibility of an adverse ruling against the Company in pending litigation; general economic conditions; market risk; changes in industry practices or technologies; the degree of success of the Company's termite process and pest control selling and treatment methods; the Company's ability to identify and integrate potential acquisitions; climate and weather conditions; competitive factors and pricing practices; our ability to attract and retain skilled workers, and potential increases in labor costs; and changes in various government laws and regulations, including environmental regulations. All of the foregoing risks and uncertainties are beyond the ability of the Company to control, and in many cases the Company cannot predict the risks and uncertainties that could cause its actual results to differ materially from those indicated by the forward-looking statements. A more detailed discussion of potential risks facing the Company can be found in the Company's Report on Form 10-K filed with the Securities and Exchange Commission for the year ended December 31, 2017. The Company does not undertake to update its forward-looking statements.



Speakers

(in presentation order)



Gary Rollins
Chief Executive Officer, Vice Chairman



Julie Bimmerman
Vice President, Finance and Investor Relations

Speakers

(in presentation order)



Eddie Northen

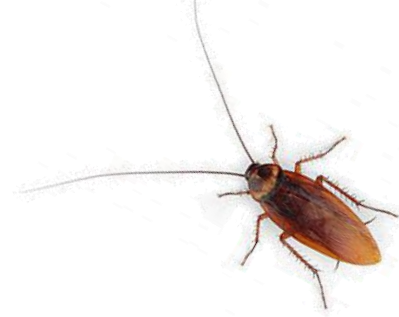
Senior Vice President, Chief Financial Officer and
Treasurer



John Wilson

President and Chief Operating Officer





Rollins Industry Focus

Gary Rollins

Vice Chairman and Chief Executive Officer









“You buy success with effort, the way you buy groceries with money.”

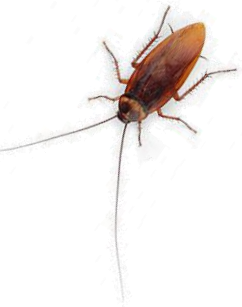
O. Wayne Rollins



ORKIN



ROLLINS



A FAMILY OF BRANDS



KESTREL PEST CONTROL LTD





World's Largest Pest Control Company

- Over 700 Company Owned Locations
- 232 Domestic and International Franchises









Financial Impact of Technology

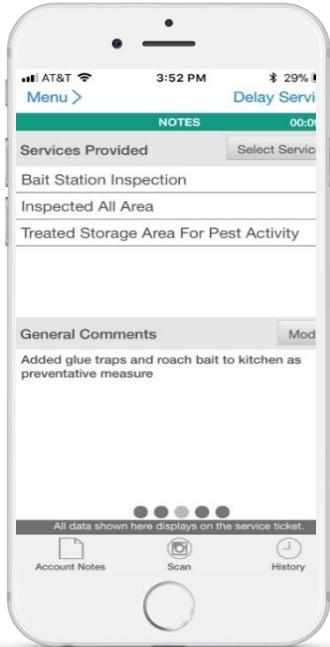
Julie Bimmerman

Vice President, Finance and Investor Relations



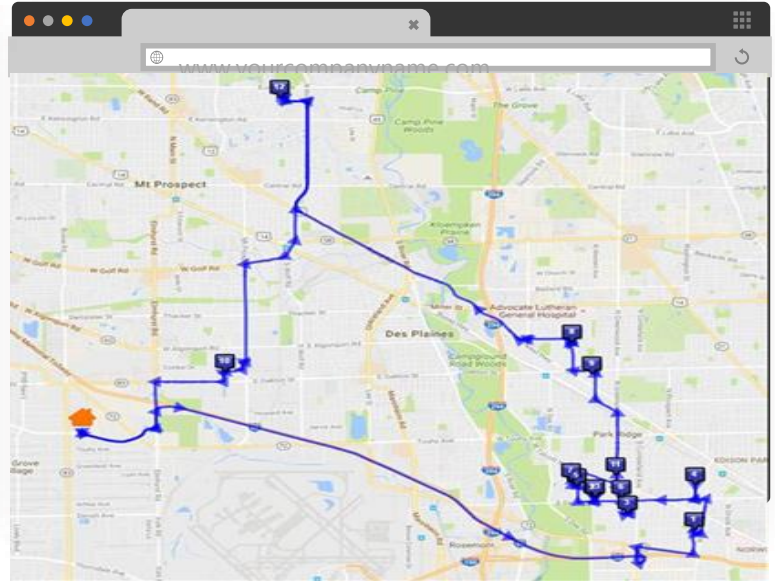
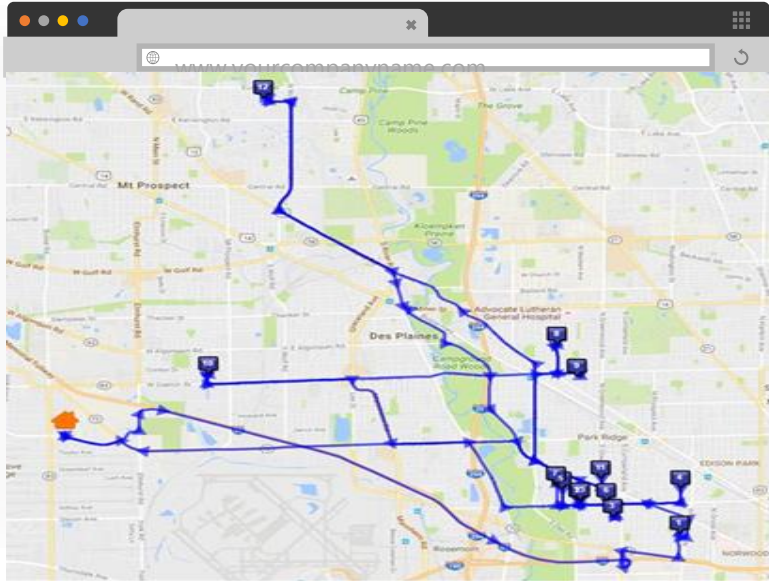
Technology

BOSS – Branch Operating Support System



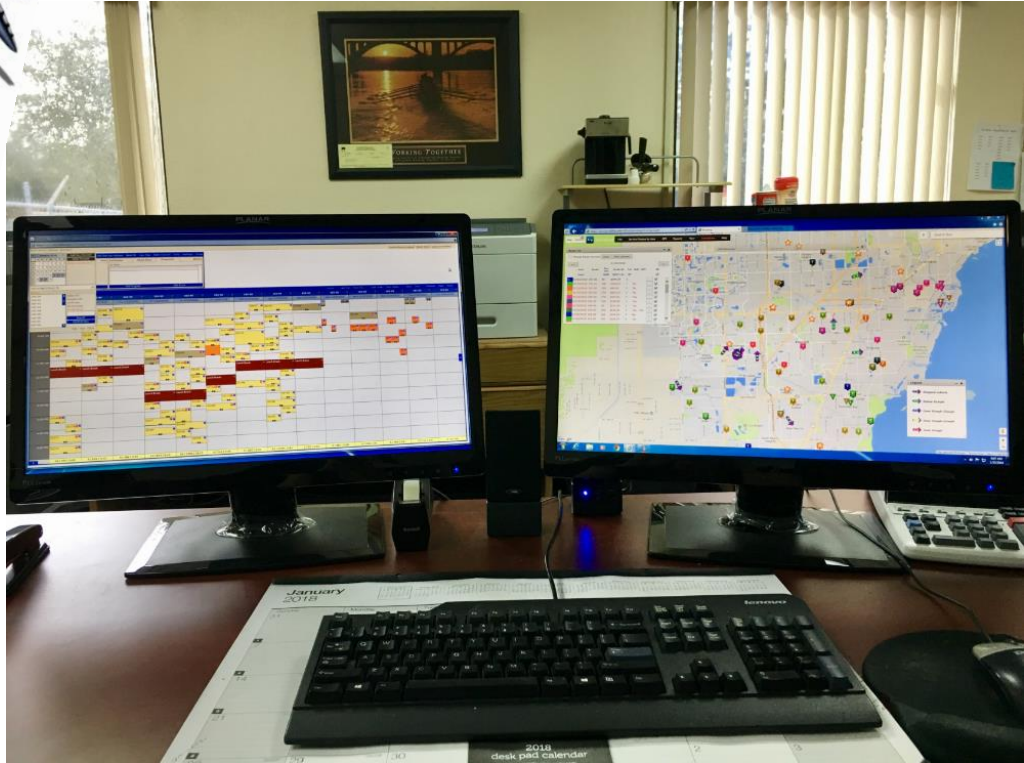
Technology

Virtual Route Management



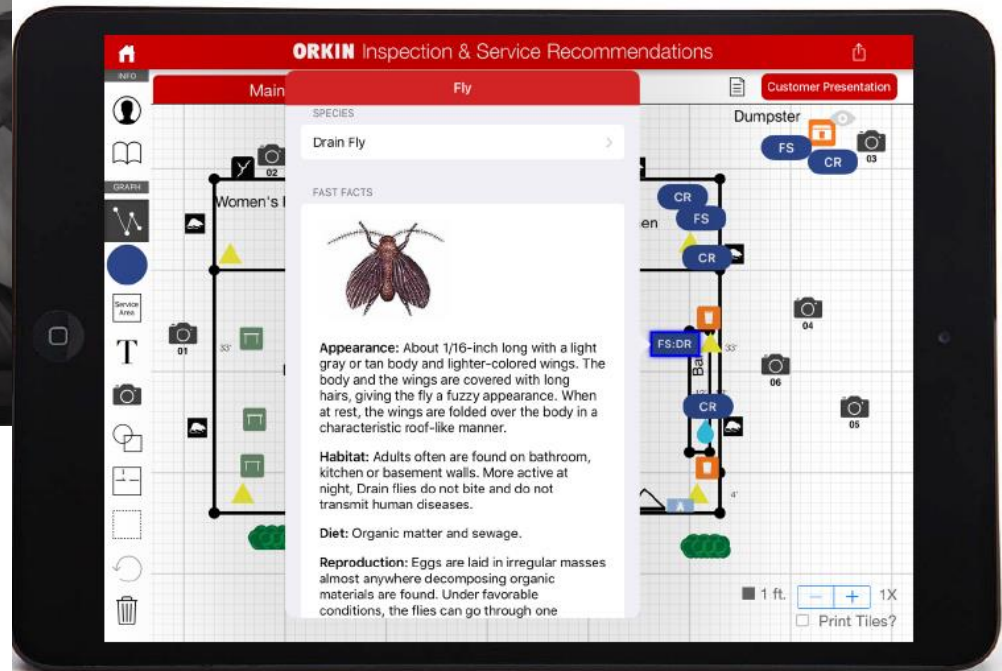
Technology

Orkin 2.0

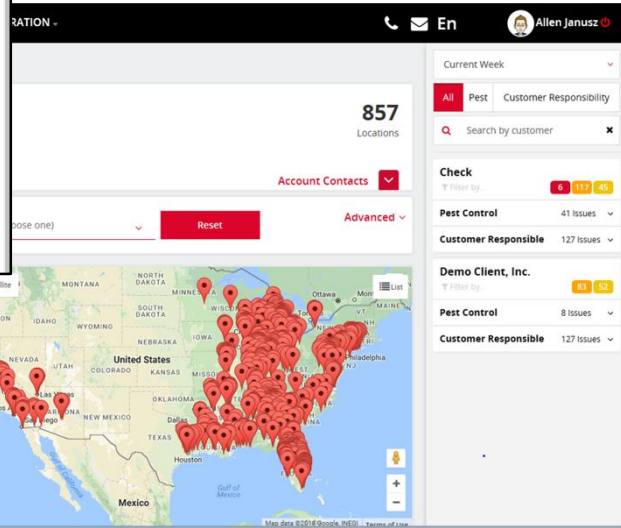
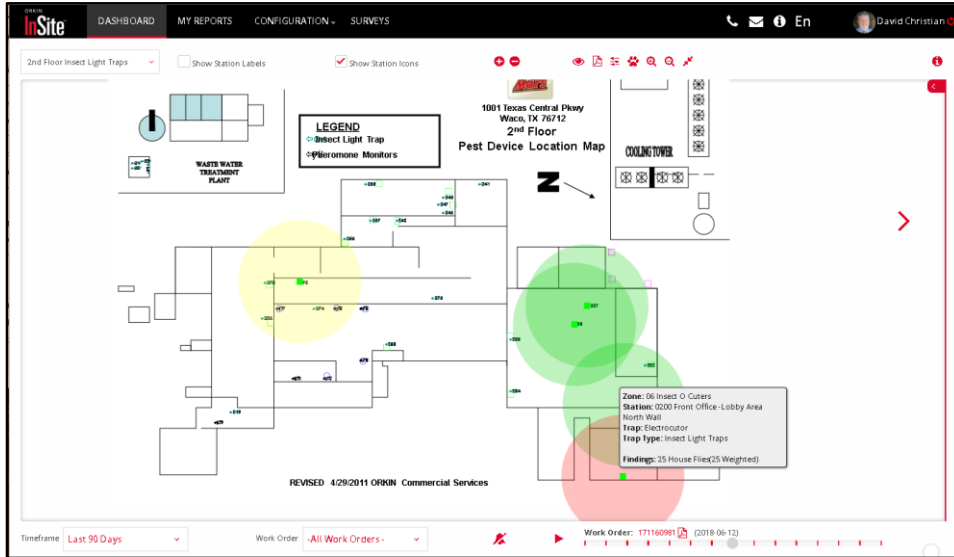
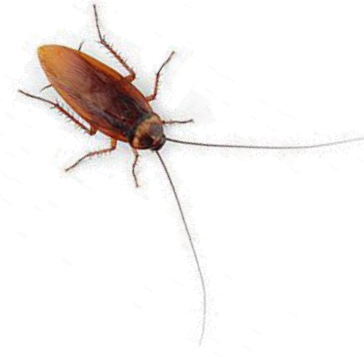


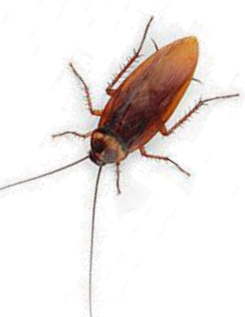
Technology

BizSuite



Technology InSite





Financial Update

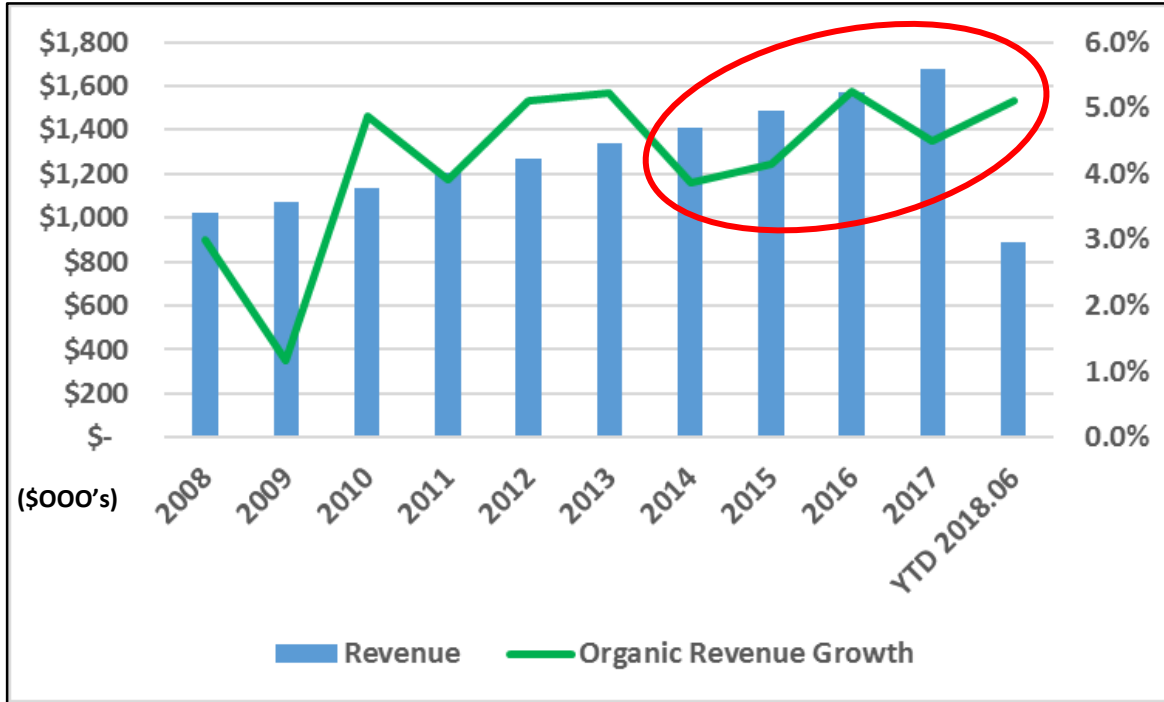
Eddie Northen

Senior Vice President, Chief Financial Officer and Treasurer



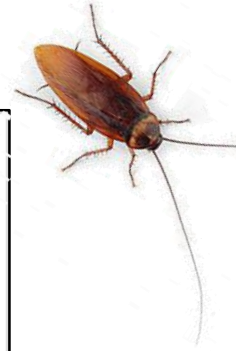
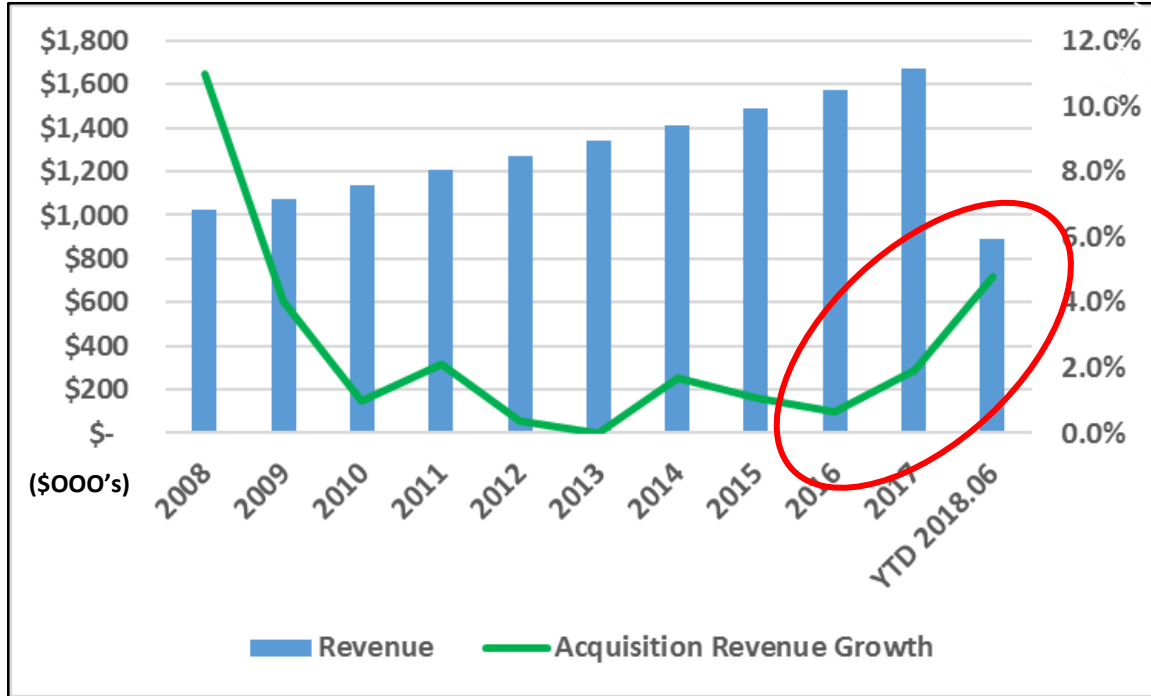
Financial Update

Revenue Growth – Organic Revenue Growth



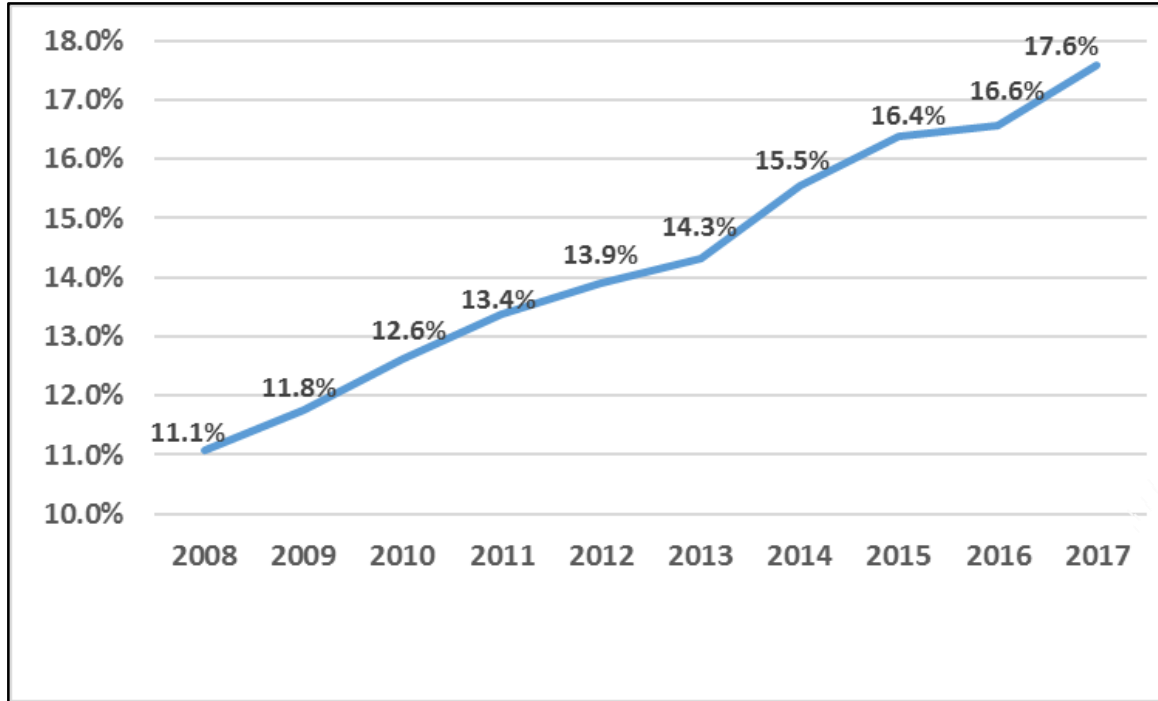
Financial Update

Revenue Growth – Acquisition Revenue Growth



Financial Update

Operating Profit Margin %





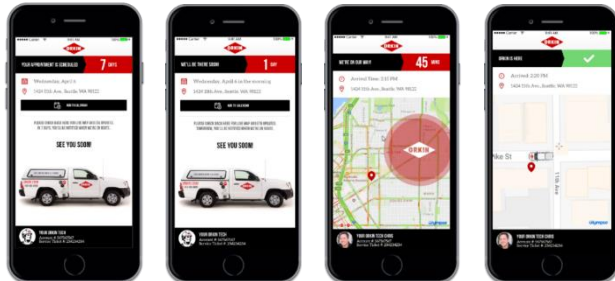
Growth and the Future of Rollins

John Wilson

President and Chief Operating Officer



Growth and the Future of Rollins



Growth and the Future of Rollins

Pest Opportunities



Growth and the Future of Rollins

Marketing



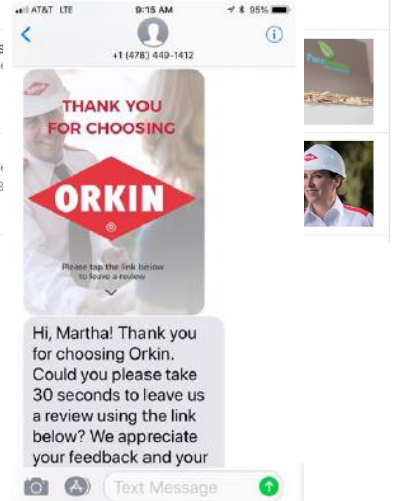
Rating - Hours -

Arrow Exterminators
5.0 ★★★★★ (61) · Pest Control Service
1137 Alpharetta St • (770) 645-9402
Open · Closes 5PM



PureDefense Pest Control Ros
5.0 ★★★★★ (23) · Pest Control S
(470) 595-3096
Open · Closes 5PM

Orkin Pest & Termite Control
4.8 ★★★★★ (69) · Pest Control S
1009 Mansell Rd Ste F • (877) 688-78
Open · Closes 12AM



Growth and the Future of Rollins Technology

Orkin Pest & Termite Control
1009 Mansell Rd Ste F, Roswell, GA

[Write a review](#)

4.8 ★★★★★ 69 reviews

Sort by: Most relevant ▾



Anthony Merati
7 reviews

★★★★★ 2 months ago

Incredible Service! They showed up on time. Sharp and very professional. I was very impressed about their performance. I highly recommend this company to everyone who needs excellent service for their property. Great customer service. Thank you!

👍 Like

Response from the owner 2 months ago
Anthony thank you for the great review.



Susie Isabell
1 review

★★★★★ a month ago

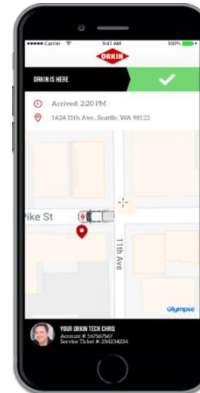
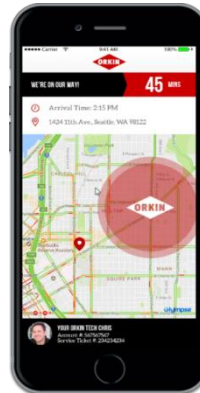
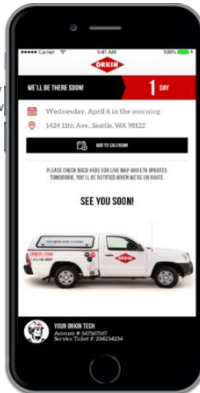
We've been with Orkins for over 7 years. Majority of the work is done by Kenneth. He is always professional, and he is the best! Thank you for keeping our home pest free. :)

👍 Like

Response from the owner a month ago
Susie thank you for the great comment for Kenneth.



company
his w



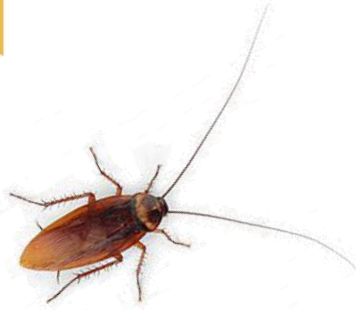
Growth and the Future of Rollins

People

**TOP
WORK
PLACES
2018**



**The Atlanta
Journal-Constitution**



training

**TOP
125**

2018 winner

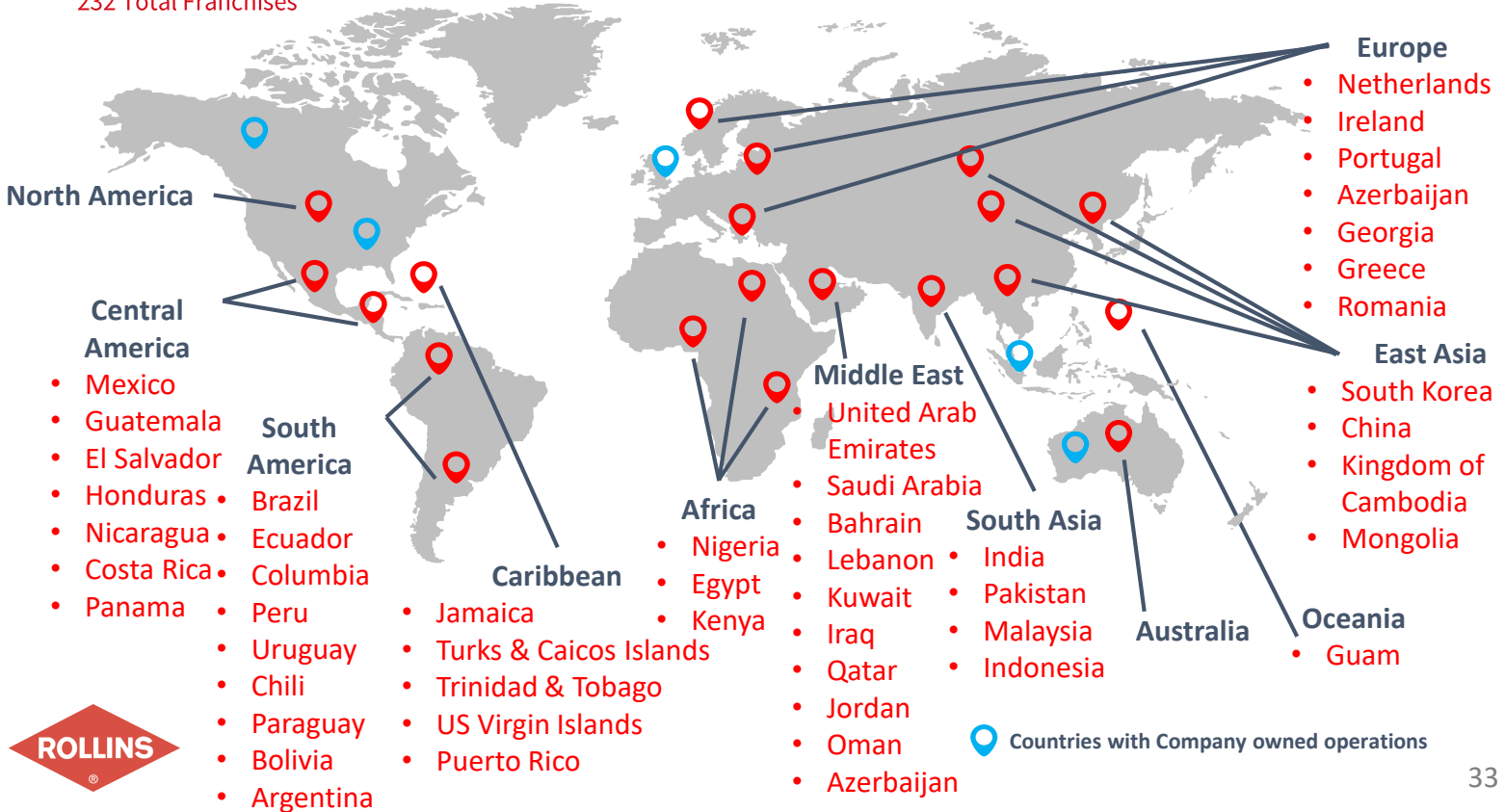
ROLLINS

Growth and Future of Rollins

Global Network

48 Orkin Domestic Franchises
 84 Orkin International Franchises
 11 Orkin Australia Franchises
 89 Critter Control Franchises
232 Total Franchises

23 North and South America
 28 Europe and Asia
 1 Australia
 3 Africa
55 Total Countries





Q & A

