

An aerial photograph of a large, modern, white building with a flat roof and a prominent white lattice canopy over a 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 poles. The building is surrounded by green trees and a parking lot. A semi-transparent grey box is overlaid on the bottom left of the image, containing white text.

ROLLINS

ORKIN

ROLLINS, INC
Julie Bimmerman
VP Finance and Investor
Relations

The Rollins Brand



Continued Growth

- 22 consecutive years of improved earnings
- Dividend increased a minimum of 12% for 17 consecutive years
- 5% or greater revenue growth each of the last 10 years

Our Company

- Leading pest and termite control company
- Powerful ORKIN brand name – world renown
- Over 2.3 million residential and commercial customers
- Over 800 locations and 200 franchises worldwide



Key Events in Our History

1901

Orkin began operations; Otto Orkin “The Rat Man”
sold poison door to door

1964

Rollins buys Orkin for \$62 million

1968

Rollins begins trading on the NYSE

1999

Orkin acquires Canadian Based PCO Services
Entry into International Market

2015

Rollins acquires Critter Control, Inc.

2019

Rollins acquires Clark Pest Control





A FAMILY OF BRANDS



Industry



Growth

\$18 billion industry globally with an expected growth rate of 4-5% annually; \$12+ billion US



Awareness

Increasing health awareness



Customers

US, roughly 70% residential US and 30% commercial



Market

US market is 20,000 companies; Highly fragmented market



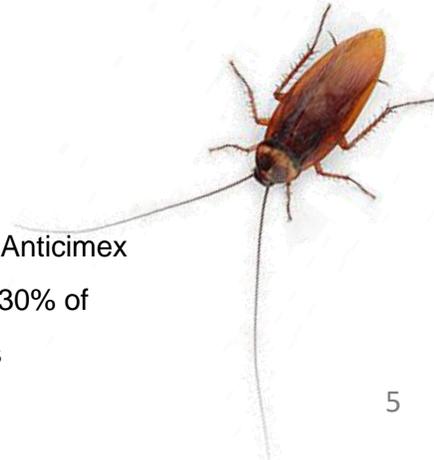
Competitors

3 largest public competitors:
ServiceMaster (NYSE:SERV)
Rentokil (LSE:RTO)
Ecolab (NYSE:ECL)



Evolution

Rollins, Terminix, Rentokil, Anticimex
& Ecolab generate over 30% of industry revenues



Solid track record of Shareholder Value creation

Rollins Value Proposition



Competitive Advantage

Brand and best in class customer experience



Recession Resistant

80+% of revenues are recurring



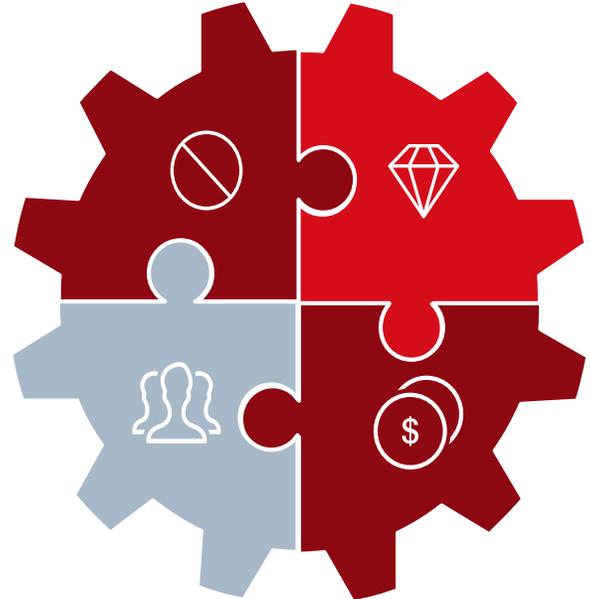
Significant Insider Ownership

Strong management and excellent depth

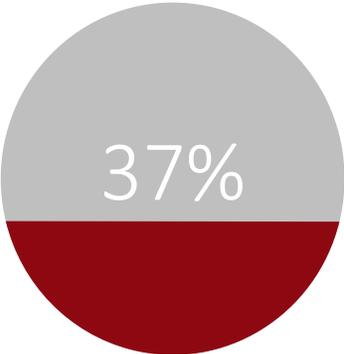


Strong Balance Sheet

Focus on sustained profitable growth

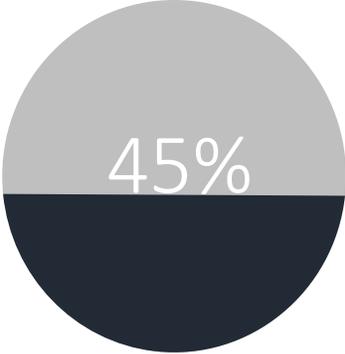


Revenue & Retention by Business Line



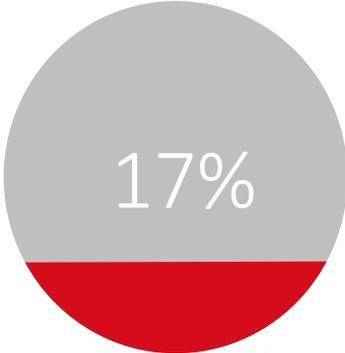
Commercial

Retention 88% - 90%



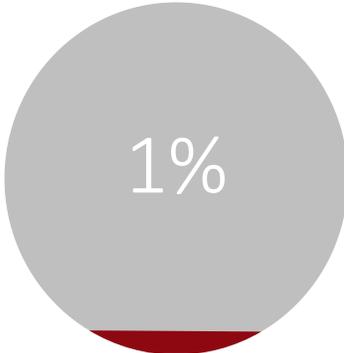
Residential

Retention 76% - 85%

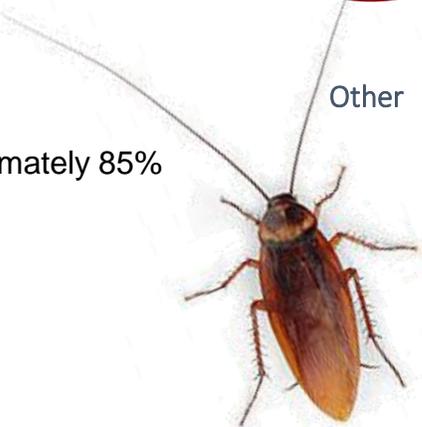


Termite

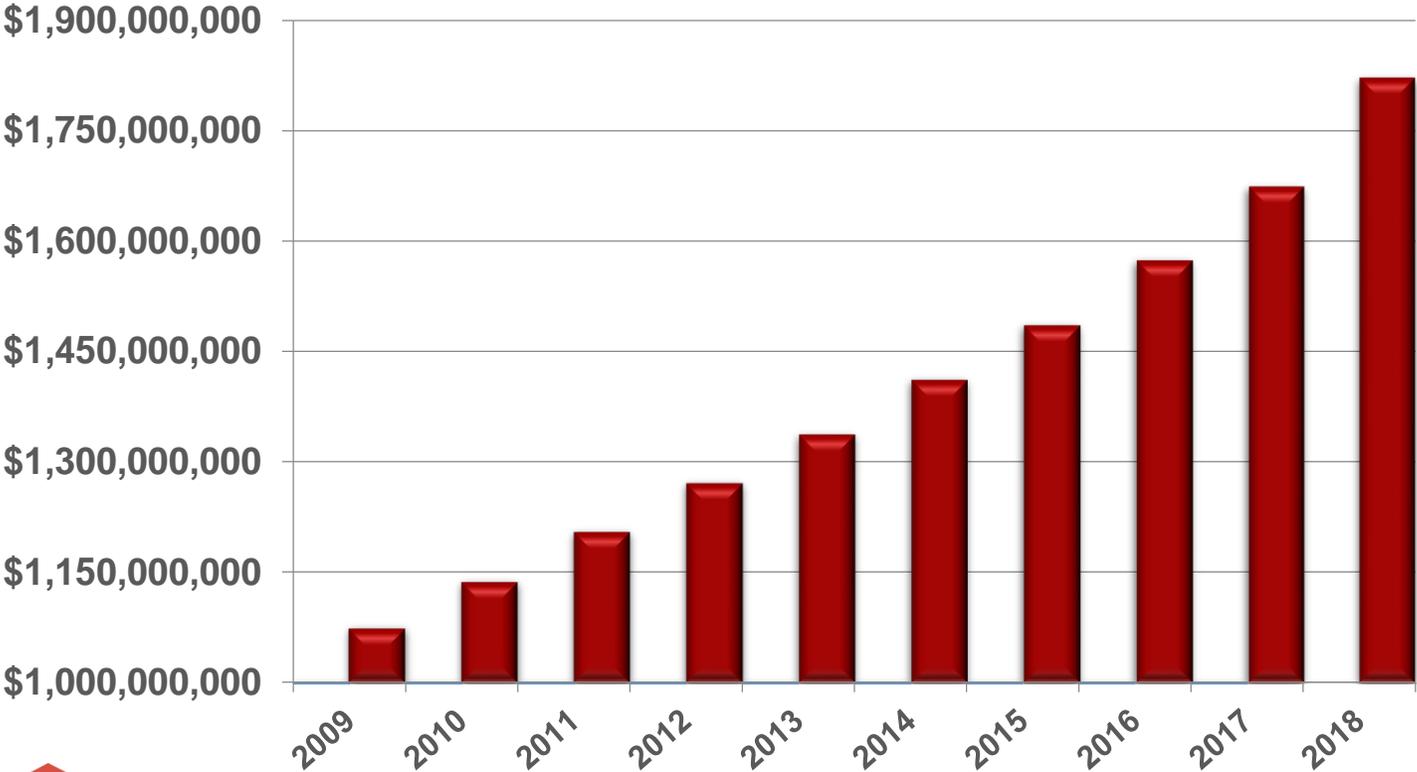
Retention approximately 85%



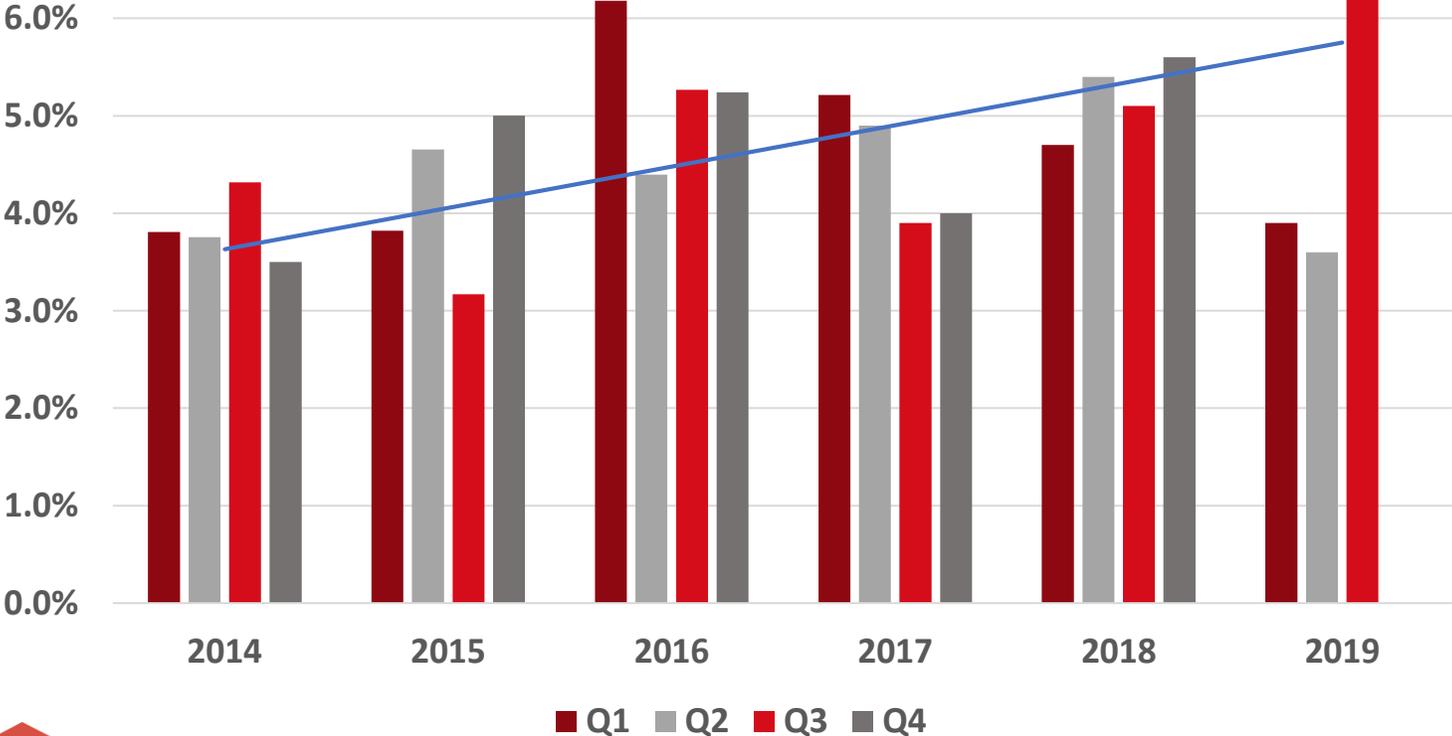
Other



Revenue Growth 2009-2018



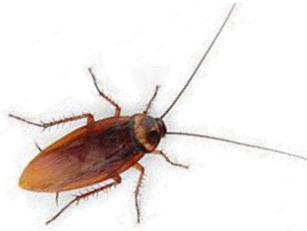
Organic Revenue Growth



People – Our Greatest Asset

**TOP
WORK
PLACES**
2019

**The Atlanta
Journal-Constitution**



Commitment to Training



Named to *Training Magazine*
“Top 125 Training
Companies” for the past 13
years



Attracts regulators,
educators, & university
researchers



27,000 sq. ft. state of the art
Learning & Training Center
unique to pest control
industry, including Termite &
Commercial training facility



Global Training Communication

Web-based employee training network utilized by employees and franchises worldwide

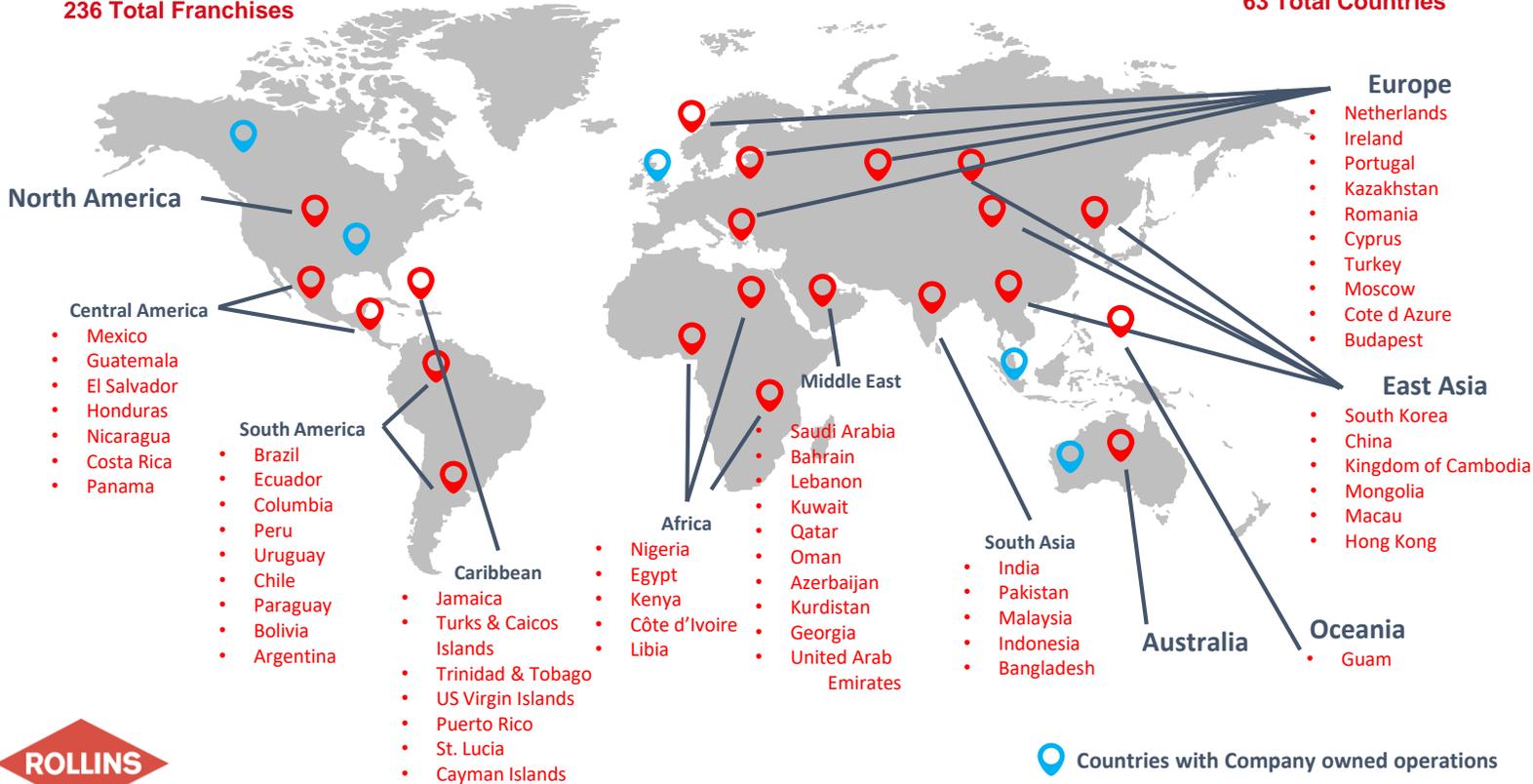


Global Strategic Franchises

Worldwide

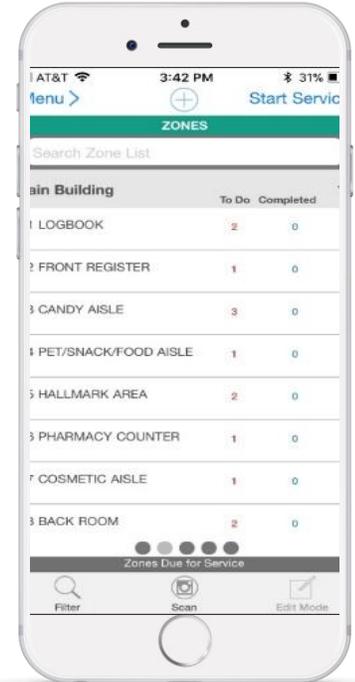
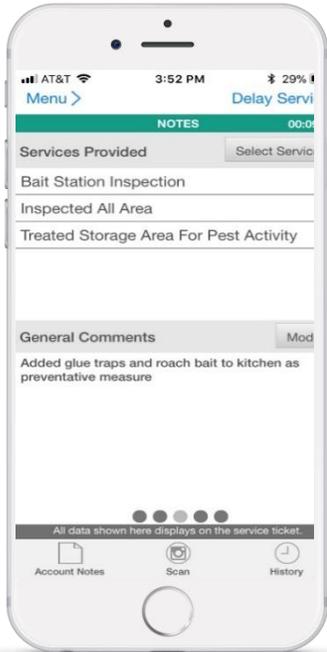
49 Orkin Domestic Franchises
 94 Orkin International Franchises
 10 Orkin Australia Franchises
 83 Critter Control Franchises
236 Total Franchises

23 North & South America
 34 Europe & Asia
 1 Australia
 5 Africa
63 Total Countries



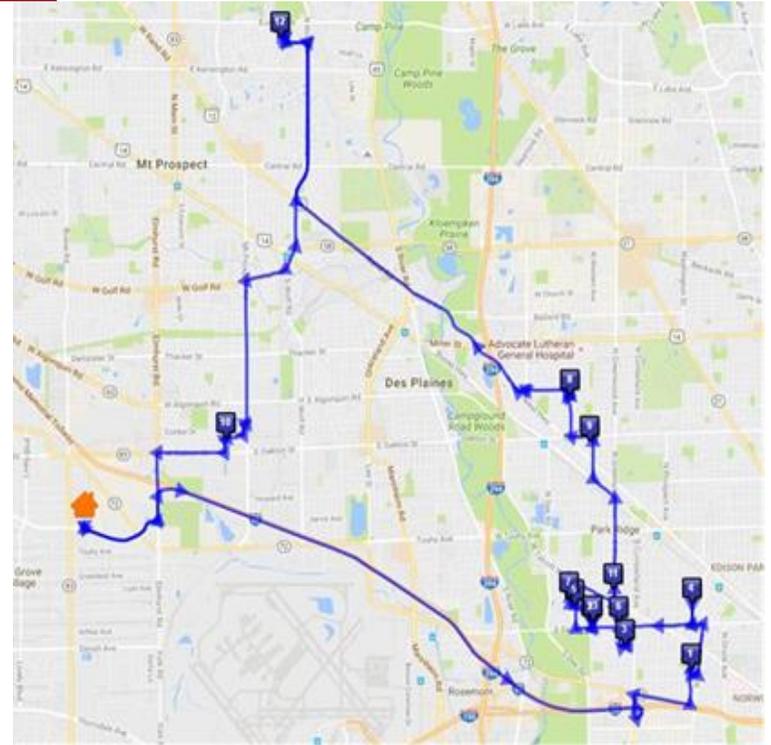
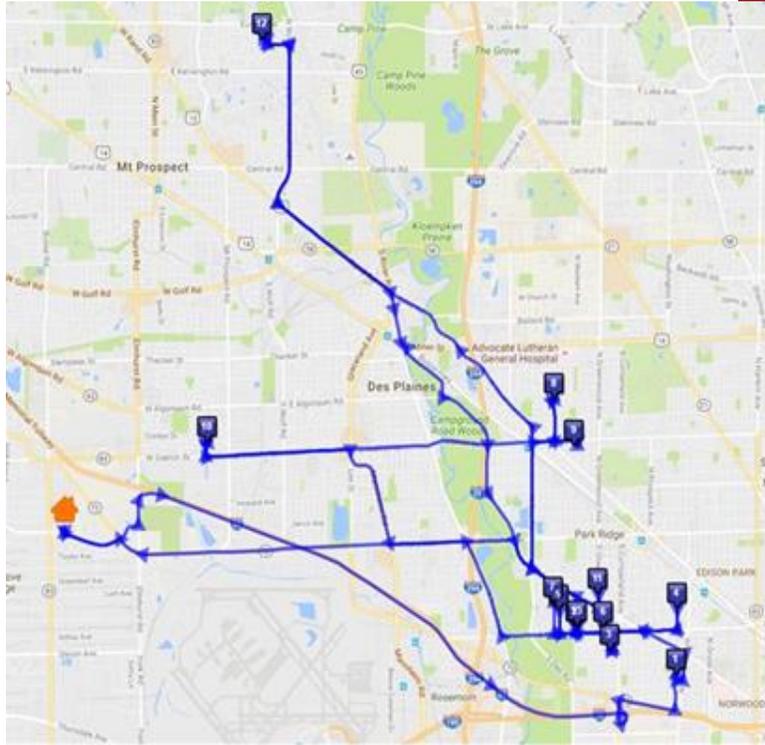
Technology

BOSS – Branch Operating Support System



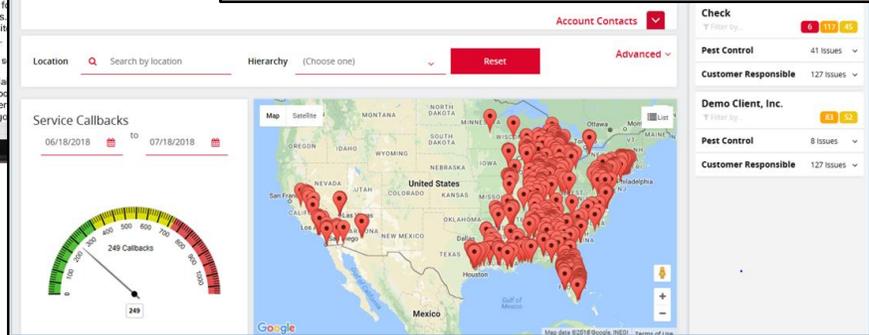
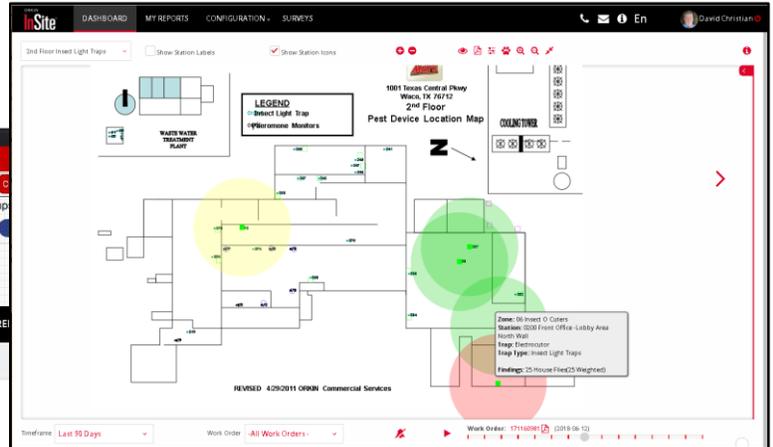
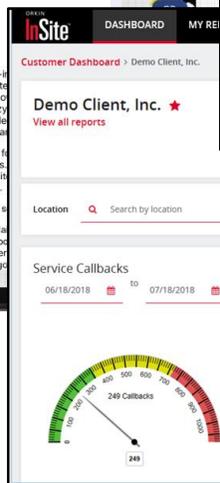
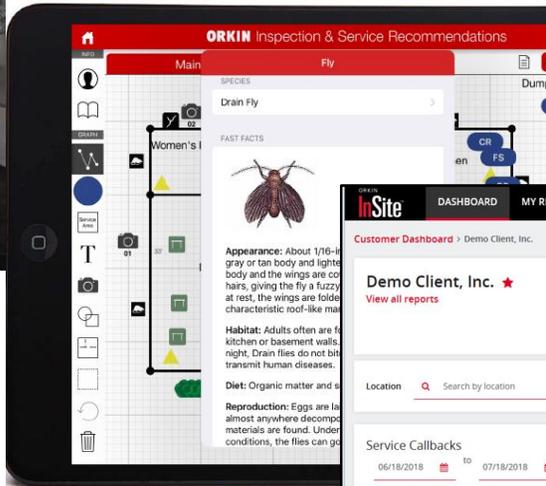
Technology

Virtual Route Management

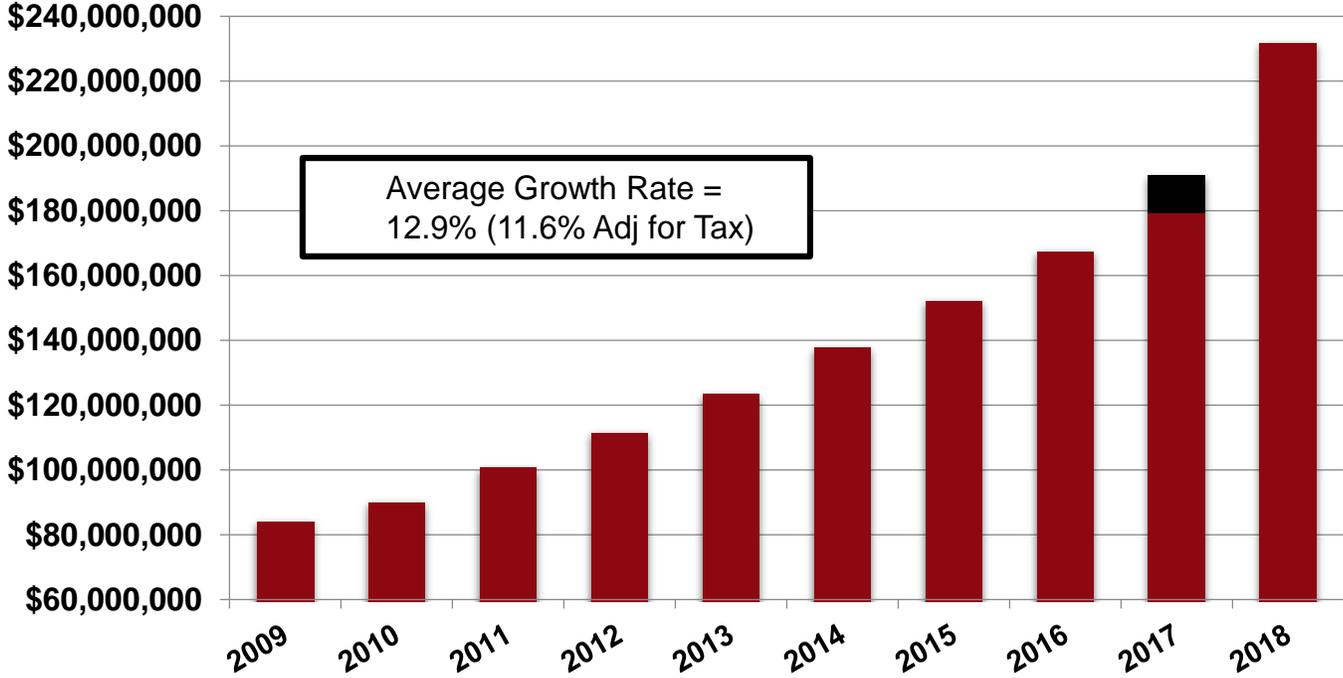


Technology

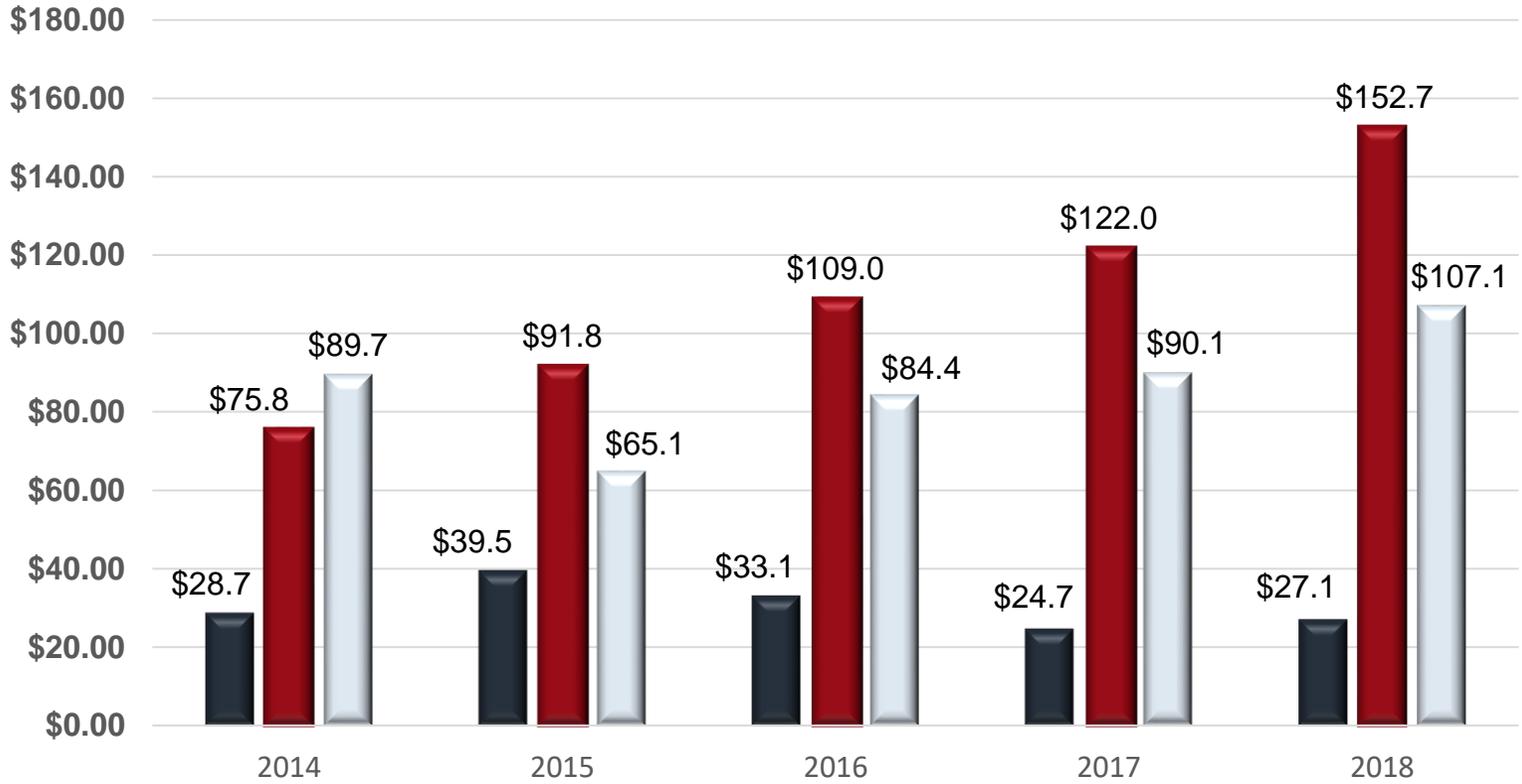
BizSuite, InSite



Net Income 2009-2018

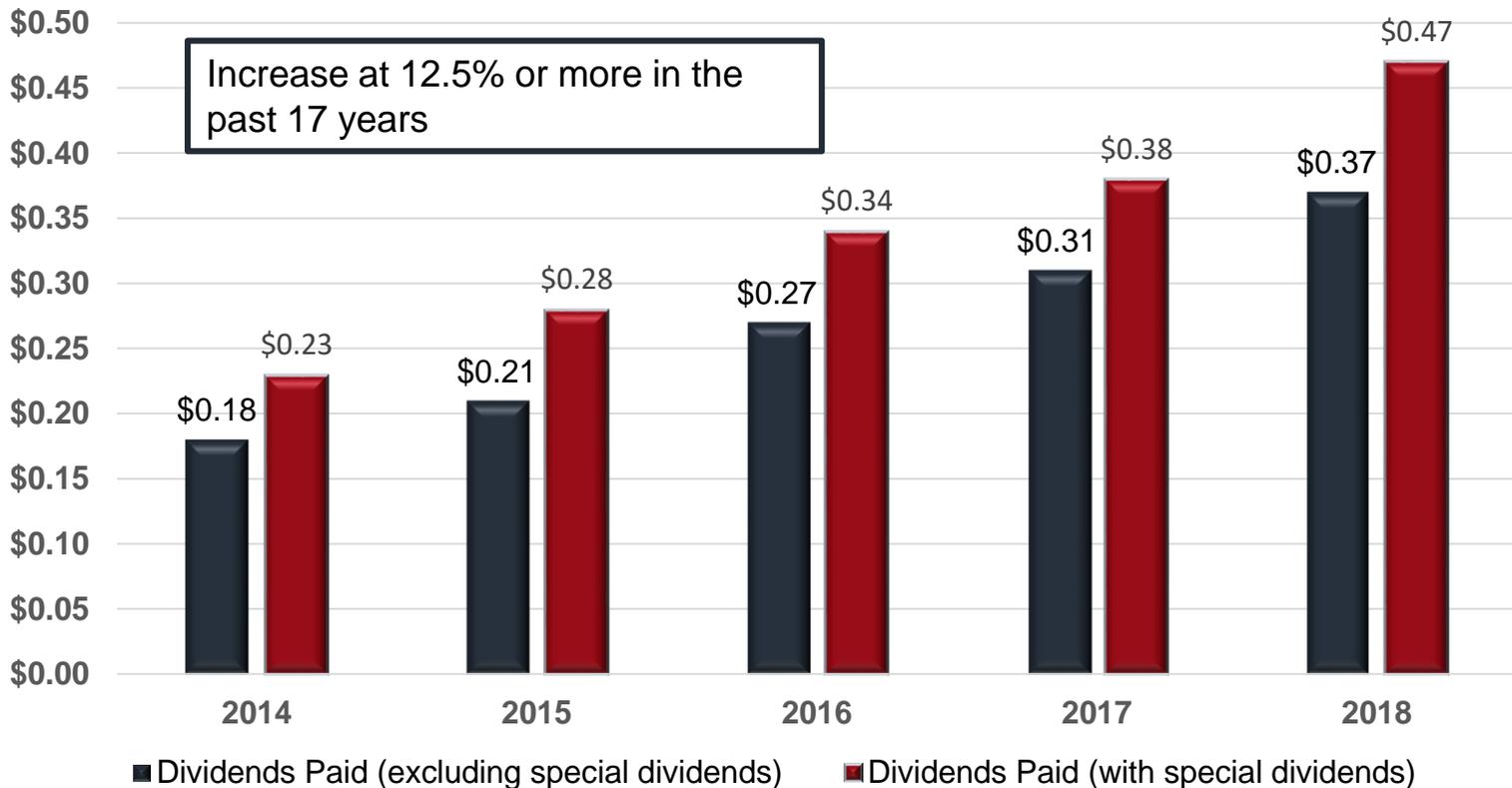


Strong Free Cash Flows Growth



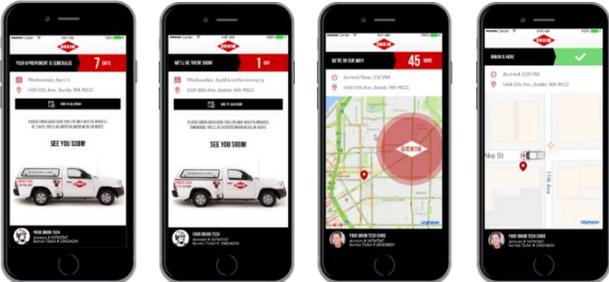
■ Capital Expenditures ■ Dividend Payout ■ Free Cash Flow

Dividend Record



All dividend data is presented post-split for the three-for-two stock split effective March 10, 2015 and November 9, 2018 for shareholders of record February 10, 2015 and December 10, 2018.

Growth and the Future of Rollins



Sustainability Mission

At Rollins, we are committed to sustaining our people and communities, our environment, and our business.



- Consolidated and unified our community volunteer efforts through the creation of “Rollins United”.
- Encouraged and supported our veterans’ hiring program.
- Continued our employee emergency assistance efforts through the Rollins Employee Relief Fund.



- Increased our mileage and fuel savings with improved routing and scheduling.
- Expanded our “Green Services” across multiple brands.
- Enhanced our honeybee relocation efforts.

- Successfully integrated # new companies into our family.

- Reinforced transparency to our employees through quarterly State of the Company meetings.



Thank You

For questions, please reach out to Julie Bimmerman

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