

Rollins Inc. (ROL)



Rocky Mountain Model Investment Club

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Jane Nelson, Director

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More than a Century of Pest Services

We have over 100 years of providing superior pest control services under our belt. See how we have evolved into a global brand.

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The Evolution of Rollins, Inc.

The history of Rollins, Inc. dates back to the 19th century. We have evolved into one of the leading global pest control companies with brands that provide superior services to millions of customers on six continents. Delve into our rich history.

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Rollins Inc. (ROL)



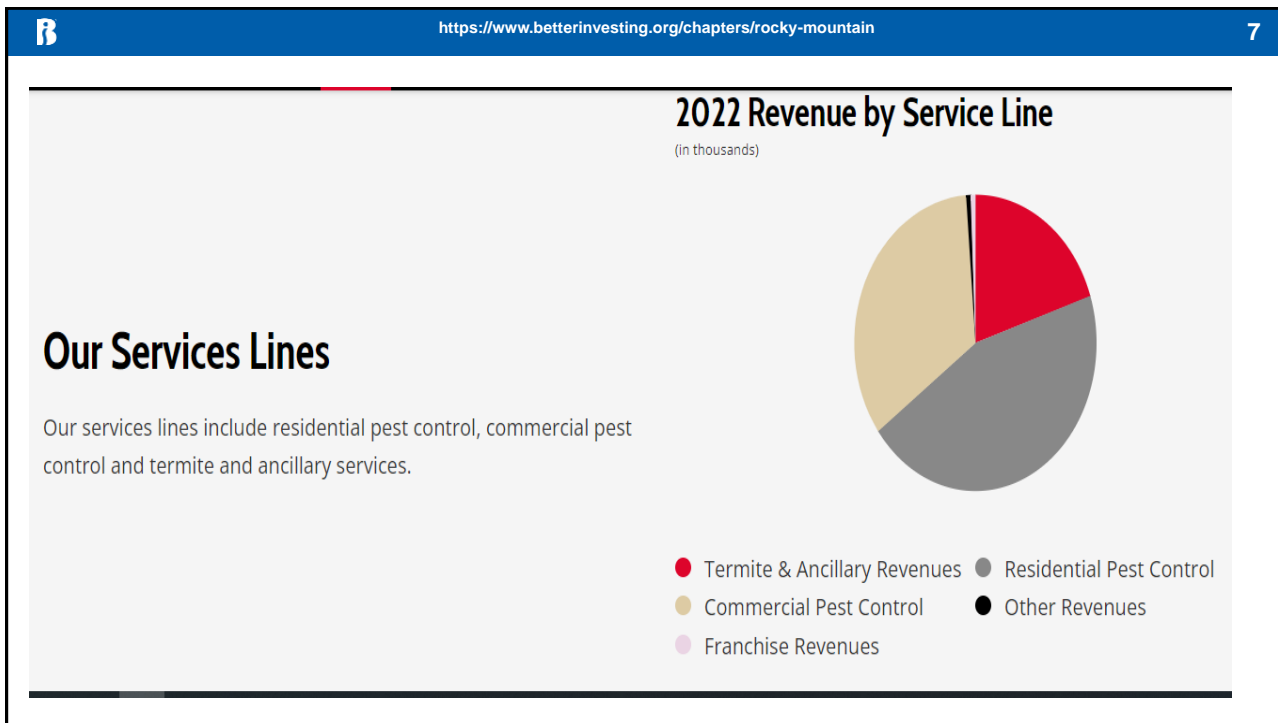
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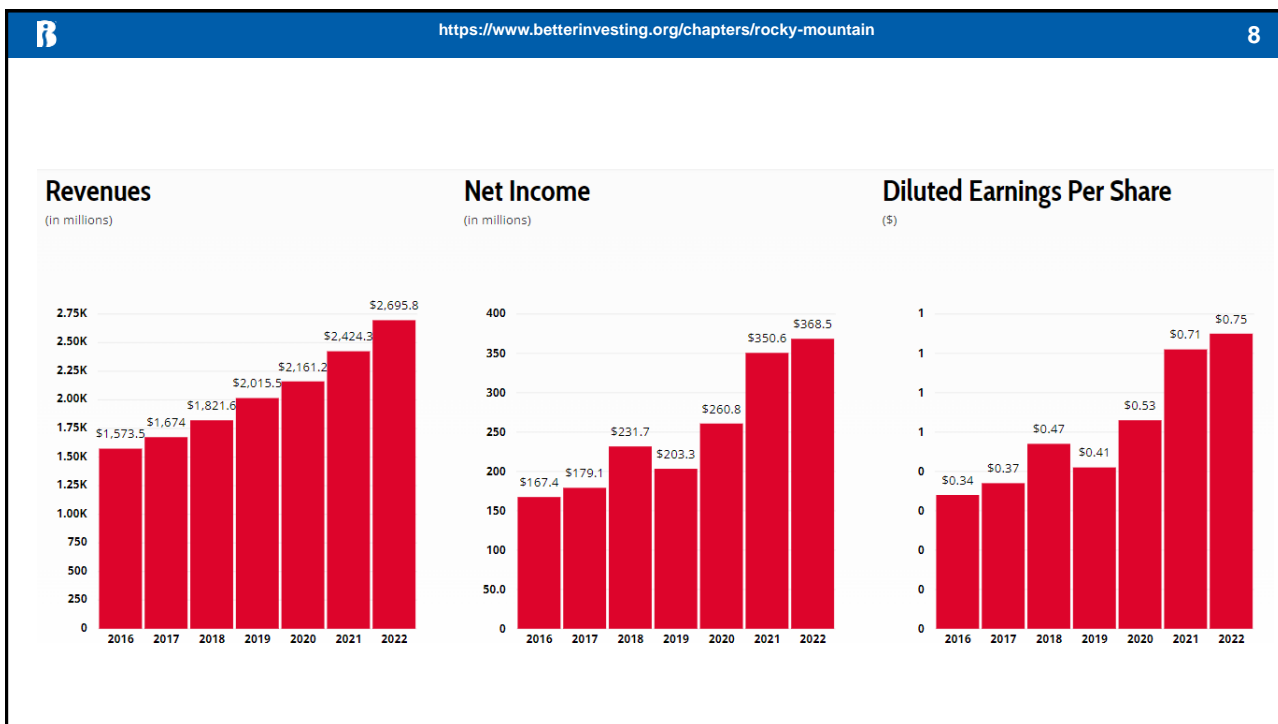
Rollins, Inc. is a premier global consumer and commercial services company headquartered in Atlanta, Georgia. Through our family of leading brands, our 18,000+ employees provide essential pest and wildlife control services and protection against termite damage, rodents and insects to more than 2.8 million customers from over 800 locations in over 70 countries.

At Rollins, we're obsessed with building the world's best service brands. As a parent company, we give our brands the support they need to serve their customers and their communities. Since 1964, Rollins has set the standard for service in the pest control industry. We're well-established, rapidly growing, publicly traded (NYSE: ROL) and our team has the chance to make a difference every day. Join us!

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Technology

- Improves customer satisfaction
- Reduces costs
- Increases efficiency
- Rollins uses:
 - BOSS
 - VRM
 - Orkin 2.0
 - BizSuite
 - InSite

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The Leader in Pest Control

Through our family of brands, we provide exceptional pest control services to 71 countries around the globe. These brands provide essential pest control, termite services and wildlife removal to residential and commercial customers alike.



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Sustainability

- Company's stated mission---
- Goal is to protect human life and property
- Rigorous safety protocols
- Comprehensive training programs
- Using emerging technology

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Sustainability--Atlanta Top Workplace



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Sustainability—Chemicals

- Integrated Pest Management
 - Reduce reliance on pesticides
 - Remote pest monitoring, & falconry and canine services
 - Research
- Minimize risks to human health & the environment
 - Target specific sites
 - Training teams
 - Reduce energy consumption

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Sustainability—Vehicles

- Reduce greenhouse gas emissions—(15,000 vehicles)
- Technology for routing and scheduling
- Upgrade fleet to hybrid vehicles
 - All managers cars
 - Adding specialized van and pickups as available

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Sustainability— Greenhouse gas emissions

- Facilities—go virtual if possible
- Field equipment
 - Battery operated (not gas)
 - LED insect trap lights
 - Bulk packaging from manufacturer

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SWOT—Strengths

- Long history and brand strength
- Strong management and succession planning
- Recession resistant
- Strong balance sheet
- Uses latest technology in both sides of business
- Sustainability

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SWOT—Weaknesses

- Selling, general and administrative costs higher
- Inflationary cost pressures
- Higher interest expenses for acquisitions (Fox-4/2023)
- Not sticky—easy for customer to move.
- Sustainability

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SWOT—Opportunities

- Has the money to expand services and territory via acquisitions
- Recession proof--Pests are never ending
- Expanding territory due to climate change

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SWOT—Threats

- Geopolitical disruption, especially war
- Acquisitions are expensive
- Further long-term inflation

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Now let's look at the SSG and see what you would do with it.

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Questions?

Thank you!

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