## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### FORM 8-K

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

Date of Report (Date of earliest event reported): July 26, 2017

# **ROLLINS, INC.**

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

1-4422 (Commission File Number) **51-0068479** (I.R.S. Employer Identification No.)

**2170 Piedmont Road, N.E., Atlanta, Georgia 30324** (Address of principal executive offices) (Zip code)

Registrant's telephone number, including area code: (404) 888-2000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

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.

#### Item 2.02. Results of Operations and Financial Condition.

On July 26, 2017, the Company issued a press release announcing its unaudited financial results for the second quarter and six months ended June 30, 2017. The Company hereby incorporates by reference herein the information set forth in its Press Release dated July 26, 2017, a copy of which is attached hereto as Exhibit 99.1. Except as otherwise provided in the press release, the press release speaks only as of the date of such press release and such press release shall not create any implication that the affairs of the Company have continued unchanged since such date.

Except for the historical information contained in this report, the statements made by the Company are forward-looking statements that involve risks and uncertainties. All such statements are subject to the safe harbor created by the Private Securities Litigation Reform Act of 1995. The Company's future performance could differ significantly from the expectations of management and from results expressed or implied in the Press Release. See the risk factors contained in the Press Release for a discussion of certain risks and uncertainties that may impact such forward-looking statements. For further information on other risk factors, please refer to the "Risk Factors" contained in the Company's Form 10-K for the year ended December 31, 2016 filed with the Securities and Exchange Commission. The Company disclaims any obligation or duty to update or modify these forward-looking statements.

#### Item 9.01. Financial Statements and Exhibits

#### Exhibit No. Description

99.1 Press Release Dated July 26, 2017

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#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, Rollins, Inc. has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: July 26, 2017

#### ROLLINS, INC.

By: <u>/s/ Paul Edward Northen</u> Name: Paul Edward Northen Title: Vice President, Chief Financial Officer and Treasurer (Principal Financial and Accounting Officer)

### **ROLLINS, INC. REPORTS SECOND QUARTER AND SIX MONTHS 2017 FINANCIAL RESULTS**

#### Company posts 45<sup>th</sup> consecutive quarter of improved revenue and earnings

ATLANTA, GEORGIA, July 26, 2017: Rollins, Inc. (NYSE:ROL), a premier global consumer and commercial services company, reported unaudited financial results for its second quarter and six months ended June 30, 2017.

The Company recorded second quarter revenues of \$433.6 million, an increase of 5.5% over the prior year's second quarter revenue of \$411.1 million. Rollins' net income increased 12.4% to \$53.7 million or \$0.25 per diluted share for the second quarter ended June 30, 2017, compared to \$47.8 million or \$0.22 per diluted share for the same period in 2016.

Rollins' revenues rose 5.9% for the first six months of 2017 to \$808.8 million compared to \$763.9 million for the prior year. Net income for the first six months of 2017 was \$94.0 million, an increase of 17.9%, or \$0.43 per diluted share compared to \$79.7 million or \$0.36 per diluted share for the same period last year.

Commenting on the Company's financial results, Gary W. Rollins, Vice Chairman and Chief Executive Officer of Rollins, Inc. stated, "This quarter reflects a record performance in revenue and profits. Our revenue growth reflects contributions from all of our businesses. As you would expect, we are pleased with the results from our operational initiatives and their impact on customer and employee retention, as well as the bottom line."

Rollins, Inc. is a premier global consumer and commercial services company. Through its wholly owned subsidiaries, Orkin LLC., HomeTeam Pest Defense, Orkin Canada, Western Pest Services, Critter Control, Inc., The Industrial Fumigant Company, Trutech LLC., Rollins Australia, Waltham Services LLC., PermaTreat, Rollins UK, and Crane Pest Control, the Company provides essential pest control services and protection against termite damage, rodents and insects to more than two million customers in the United States, Canada, Central America, South America, the Caribbean, the Middle East, Asia, the Mediterranean, Europe, Africa, Mexico, and Australia from more than 700 locations. You can learn more about Rollins and its subsidiaries by visiting our web sites at www.orkin.com, www.pestdefense.com, www.westernpest.com, www.orkincanada.ca, www.crittercontrol.com, www.indfumco.com, www.trutechinc.com, www.allpest.com.au, www.walthamservices.com, www.permatreat.com, www.cranepestcontrol.com, www.safeguardpestcontrol.co.uk, and www.rollins.com. You can also find this and other news releases at www.vollins.com by accessing the news releases button.

#### CAUTION CONCERNING FORWARD-LOOKING STATEMENTS

This release contains statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. 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, economic and competitive conditions which may adversely affect the Company's business; the degree of success of the Company's pest and termite process, and pest control selling and treatment methods; the Company's ability to identify and integrate potential acquisitions; climate and weather trends; competitive factors and pricing practices; the Company's ability to attract and retain skilled workers, and potential increases in labor costs; uncertainties of litigation; 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, 2016.

ROL-Fin

#### ROLLINS, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (in thousands)

At June 30, (unaudited) 2017 2016 ASSETS \$ 194,837 \$ 126,465 Cash and cash equivalents 96,959 Trade accounts receivables, net 101,229 Financed receivables, net 16,834 15,263 Materials and supplies 15,507 14,635 Other current assets 33,219 33,265 Total Current Assets 361,626 286,587 Equipment and property, net 131,443 133,519 Goodwill 258,263 254,001 156,997 Customer contracts and other intangible assets, net 164,604 34,403 Deferred income taxes, net 34,203 Financed receivables, long-term, net 19,467 16,617 Other assets 15,870 18,527 Total Assets 905,601 \$ 980,526 \$ LIABILITIES Accounts payable \$ 33,777 \$ 27,628 Accrued insurance, current 27,118 25,636 Accrued compensation and related liabilities 72,013 71,564 Unearned revenue 112,973 109,733 Other current liabilities 41,216 36,738 Total Current Liabilities 287,097 271,299 Accrued insurance, less current portion 33,144 31,333 Accrued pension 2,132 9,459 Long-term accrued liabilities 35,190 40,691 Total Liabilities 363,064 347,281 STOCKHOLDERS' EQUITY Common stock 217,991 218,300 Retained earnings and other equity 340,020 399,471 Total stockholders' equity 617,462 558,320 Total Liabilities and Stockholders' Equity 980,526 905,601 \$ \$

# CONDENSED CONSOLIDATED STATEMENTS OF INCOME (in thousands except per share data) (unaudited)

		Three Months Ended June 30,			Six Months Ended June 30,				
		2017		2016		2017		2016	
REVENUES									
Customer services	\$	433,555	\$	411,133	\$	808,802	\$	763,869	
COSTS AND EXPENSES									
Cost of services provided		204,480		195,943		393,643		373,745	
Depreciation and amortization		13,547		12,350		27,317		23,990	
Sales, general and administrative		129,667		126,545		244,821		238,800	
Gain on sale of assets, net		(88)		(579)		(113)		(668)	
Interest income, net		(190)		(88)		(263)		(138)	
		347,416		334,171		665,405		635,729	
INCOME BEFORE INCOME TAXES		86,139		76,962		143,397		128,140	
PROVISION FOR INCOME TAXES		32,450		29,179		49,438		48,429	
NET INCOME	\$	53,689	\$	47,783	\$	93,959	\$	79,711	
NET INCOME PER SHARE - BASIC AND DILUTED	<u>\$</u>	0.25	\$	0.22	\$	0.43	\$	0.36	
Weighted average shares outstanding - basic and diluted		218,002		218,437		217,987		218,562	

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(NTSE: ROL)



Management will hold a conference call to discuss Second Quarter 2017 results on

> Wednesday, July 26, 2017 at: 10:00 a.m. Eastern 9:00 a.m. Central 8:00 a.m. Mountain 7:00 a.m. Pacific

# TO PARTICIPATE: Please dial 877-397-0298 domestic; 719-325-4810 international at <u>least 5</u> minutes before start time.

REPLAY: available through August 2, 2017 Please dial **888-203-1112/719-457-0820**, Passcode: 4118006 *THIS CALL CAN ALSO BE ACCESSED THROUGH THE INTERNET AT* www.viavid.com

Questions? Contact Samantha Alphonso at Financial Relations Board at 212-827-3746 Or email to salphonso@mww.com