UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF
THE SECURITIES EXCHANGE ACT OF 1934
Date of Report (Date of earliest event reported): July 27, 2005

ROLLINS, INC.
(Exact name of registrant as specified in its charter)

| Delaware | 1-4422 | 51-0068479 |
| :---: | :---: | :---: |
| (State or other jurisdiction |  |  |
| of incorporation) | (Commission File Number) | (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


#### Abstract

Check the appropriate box below if the Form $8-\mathrm{K}$ 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 $14 a-12$ under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule $14 \mathrm{~d}-2(\mathrm{~b})$ 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))

ITEM 2.02. Results of Operations and Financial Condition
The information provided pursuant to this Item 2.02 is to be considered "filed" under the Securities Exchange Act of 1934 ("Exchange Act") and incorporated by reference into those filings of Rollins, Inc (the "Company") that provide for the incorporation of all reports and documents filed by the Company under the Exchange Act.

On July 27, 2005, the Company issued a press release announcing its results for the quarter ended June 30, 2005. The Company hereby incorporates by reference herein the information set forth in its Press Release dated July 27, 2005, 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 financial 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 filed March 11, 2005 with the Securities and Exchange Commission. The Company disclaims any obligation or duty to update or modify these forward-looking statements.

Included in Exhibit 99.1, as attached, are the following non-GAAP financial measures:

- Revenue, excluding revenue attributable to Western Pest Services, Rollins Supply and Dettelbach*
$\circ$
Adjusted income and earnings per share for the second quarter of 2004,

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which exclude gains on sale of assets **
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o Adjusted income and earnings per share for the second quarter of 2005 , which exclude adjustments arising from pension plan curtailment and gains on sale of assets**

* Revenue, excluding that attributable to Western Pest Services, Rollins Supply and Dettelbach, is presented and deemed useful by management in order to present the Company's 2005 results as more readily comparable to its 2004 results. The Company's 2004 numbers do not include revenue attributable to the Western operations prior to April 30, 2004, the date it was acquired, and include revenue attributable to Rollins Supply, which was partially divested during the third quarter 2004 and Dettelbach, which was divested during the third quarter of 2004.
** Adjusted income and earnings per share are presented and deemed useful by management in order to present the company's 2005 results as more readily comparable to its 2004 results.

The reconciliation is included at Exhibit 99.1.

Item 9.01. Financial Statements and Exhibits

| Exhibit No. | Description |
| ---: | :--- |
| 99.1 | Press Release Dated July 27, 2005. |

## 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.

ROLLINS, INC.

Date: July 27, 2005
By: /s/ Harry J. Cynkus
-----------------------------------------------
Name: Harry J. Cynkus
Title: Chief Financial Officer and Treasurer

FOR IMMEDIATE RELEASE

ROLLINS, INC. REPORTS CONTINUED IMPROVEMENT IN QUARTERLY EARNINGS

- Net Income for the quarter was $\$ 18.7$ million compared to $\$ 20.9$ million for the same period in 2004, a 10.6\% decrease
- After adjustment for gains on sales of assets and pension plan curtailment, adjusted income for the quarter increased $24.2 \%$ from $\$ 12.8$ to $\$ 15.9$ million, representing the 22 nd consecutive quarter of earnings improvement
- Earnings Per Share was $\$ 0.27$ for 2005 compared to $\$ .30$ in 2004. After the adjustment, EPS rose $21.1 \%$ to $\$ 0.23$ from $\$ 0.19$ in 2004
- Revenue rose 5.7\%; excluding Western, revenues rose by $2.5 \%$
- Balance Sheet remains strong; cash builds to $\$ 65.8$ million

ATLANTA, GEORGIA, July 27, 2005: Rollins, Inc. (NYSE:ROL), a premier North American consumer and commercial services company, today reported that revenue for the second quarter grew $5.7 \%$ to $\$ 214.3$ million compared to $\$ 202.7$ million for the second quarter ended June 30, 2004. Western Pest Services, acquired April 30, 2004, had second quarter 2005 revenues of $\$ 21.2$ million versus $\$ 14.3$ million in 2004. Excluding Western Pest Services, revenues increased by $2.5 \%$.

The Company recorded net income of $\$ 18.7$ million or $\$ 0.27$ per diluted share for the second quarter ended June 30,2005 , compared to $\$ 20.9$ million or $\$ 0.30$ per diluted share for the same period in 2004. In the second quarter of 2005, the Company curtailed Rollins, Inc.'s pension plan effective June 30, 2005 and recognized an additional $\$ 2.5$ million, net of taxes, or $\$ 0.04$ per diluted share in the quarter. In second quarter 2004, the Company recorded gains from sale of assets, net of taxes, of $\$ 8.1$ million or $\$ 0.11$ per diluted share. Excluding the impacts of the pension curtailment in 2005 and the gains on sale of assets, the Company's adjusted income for second quarter 2005 was $\$ 15.9$ million, or $\$ 0.23$ per diluted share, an increase of $21.1 \%$, compared to adjusted income of $\$ 12.8$ million, or $\$ 0.19$ per diluted share for the same period last year. See attached detailed reconciliation.

Rollins' balance sheet remains strong with total assets increasing to \$444.2 million and stockholders' equity increasing to $\$ 175.2$ million. Total cash and cash equivalents rose to $\$ 65.8$ million.

Commenting on the Company's results, Gary W. Rollins, President and Chief Executive Officer of Rollins, Inc. said, "We've continued to make headway this year in growing our revenues and increasing our profitability. The strength of the Orkin brand nationwide, the breadth of our service initiatives, and our dedication to providing extraordinary customer service are contributing to our success."
"We are also proud of the progress of our relationship with the Centers for Disease Control and Prevention (CDC). Approximately one year ago, we began this initiative with the CDC on several public education programs involving health risks associated with household pests. This collaboration has gone extremely well, and our most recent activity involved assisting an Arizona community that was experiencing an outbreak of tick-transmitted Rocky Mountain Spotted-Fever. Together with the CDC and other volunteer organizations, we spent three and a half days providing the services needed to control the ticks in the area. We are extremely pleased to have been part of this effort to protect human lives from this dangerous disease and look forward to our ongoing work with the CDC."
"We are positive about our progress and we expect 2005 to be another successful year for the Company and our shareholders."

Rollins, Inc. is a premier North American consumer and commercial services company. Through its wholly owned subsidiaries, Orkin, Inc. and Western Pest Services, the Company provides essential pest control services and protection against termite damage, rodents and insects to approximately 1.7 million customers in the United States, Canada and Mexico from over 400 locations. You can learn more about Orkin by visiting our Web sites at www.orkin.com, www.westernpest.com and www.rollins.com. You can also find this and other news releases at www.rollins.com by accessing the news releases button.

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS
The above release contains statements that constitute "forward-looking
statements" within the meaning of the Private Securities Litigation Reform Act of 1995.These include statements regarding the success of 2005 for the Company and its shareholders, and the ongoing work with the CDC. 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, general economic conditions; market risk; changes in industry practices or technologies; the degree of success of the Company's pest and termite process reforms 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; expected benefits of the commercial re-engineering project may not be realized, 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, 2004.

ROLLINS, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
(In thousands)

2005
(Unaudited)

2004
(Unaudited)

| At June 30 | $\begin{gathered} 2005 \\ \text { (Unaudited) } \end{gathered}$ |  | 2004(Unaudited) |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and Cash Equivalents | \$ | 65,179 | \$ | 21,865 |
| Marketable Securities |  | 629 |  | 0 |
| Total Cash and Marketable Securitie |  | 65,808 |  | 21,865 |
| Trade Receivables Short-Term, Net |  | 48,556 |  | 51,941 |
| Materials and Supplies |  | 8,120 |  | 12,157 |
| Deferred Income Taxes |  | 29,496 |  | 30,123 |
| Other Current Assets |  | 10,979 |  | 10,441 |
| Current Assets |  | 162,959 |  | 126,527 |
| Equipment and Property, Net |  | 57,873 |  | 45,313 |
| Goodwill and Other Intangible Assets |  | 190,085 |  | 196,019 |
| Trade Receivables Long-Term, Net |  | 10,604 |  | 10,824 |
| Deferred Income Taxes |  | 18,544 |  | 5,617 |
| Prepaid Pension |  | 0 |  | 24,964 |
| Other Assets |  | 4,142 |  | 5,944 |
| Total Assets | \$ | 444,207 | \$ | 415,208 |
| LIABILITIES |  |  |  |  |
| Accounts Payable | \$ | 12,405 | \$ | 14,698 |
| Accrued Insurance |  | 16,437 |  | 13,050 |
| Accrued Payroll |  | 36,618 |  | 33,370 |
| Unearned Revenue |  | 84,448 |  | 84,936 |
| Other Current Liabilities |  | 41,939 |  | 44,944 |
| Current Liabilities |  | 191,847 |  | 190,998 |
| Accrued Pension |  | 27,291 |  | 0 |
| Long-Term Accrued Liabilities |  | 49,867 |  | 62,608 |
| Total Liabilities |  | 269,005 |  | 253,606 |
| STOCKHOLDERS' EQUITY |  |  |  |  |
| Common Stock |  | 68,603 |  | 68,457 |
| Retained Earnings and Other Equity |  | 106,599 |  | 93,145 |
| Total Stockholders' Equity |  | 175,202 |  | 161,602 |
| Total Liabilities and |  |  |  |  |
| Stockholders' Equity | \$ | 444,207 | \$ | 415,208 |

<TABLE>

ROLLINS, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
FOR THE SECOND QUARTER AND SIX MONTHS ENDED JUNE 30
(In thousands except per share data)
---------
2004
(Audited)
---------

\section*{<S>}

REVENUES
363,141
----------
COSTS AND EXPENSES
191,964 Cost of Services Provided
10,421 Depreciation and Amortization
121,918 Sales, General and Administrative
\begin{tabular}{l}
\((14,142)\) (Gain)/Loss on Sales of Assets \\
Pension Curtailment \\
\((198) \quad\) Interest Income
\end{tabular}

TOTAL COSTS AND EXPENSES
309,963
----------
INCOME BEFORE INCOME TAXES
53,178
PROVISION FOR INCOME TAXES
22,421

INCOME BEFORE CUMULATIVE EFFECT CHANGE IN ACCOUNTING PRINCIPLE 30,757

CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE, NET \((6,204)\)
\(\qquad\)
NET INCOME
24,553
\(=============\)

NET INCOME PER COMMON SHARE-BASIC: INCOME BEFORE CUMULATIVE EFFECT CHANGE IN ACCOUNTING PRINCIPLE
0.45

CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE, NET (0.09)
_-_-_--_-_
NET INCOME PER COMMON SHARE-BASIC
0.36
\(============\)
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{3}{|c|}{Second Quarter} & \multicolumn{3}{|r|}{Six Months} \\
\hline 2005 & & 2004 & & 2005 & \\
\hline (Unaudited) & (Un & udited) & (Un & adited) & \\
\hline <C> & <C> & & <C> & & <C> \\
\hline \$ 214,326 & \$ & 202,725 & & 398,241 & \$ \\
\hline
\end{tabular}
\begin{tabular}{|c|}
\hline 110,594 \\
\hline 6,045 \\
\hline 71,294 \\
\hline (546) \\
\hline \((4,176)\) \\
\hline (354) \\
\hline
\end{tabular}
\begin{tabular}{rr}
105,422 & 209,232 \\
5,764 & 12,008 \\
69,150 & 131,577 \\
\((14,143)\) & \((544)\)
\end{tabular}
\((4,176)\)
(816)
\(\qquad\)
\begin{tabular}{|c|c|c|}
\hline 182,857 & 166,145 & 347,281 \\
\hline
\end{tabular}
\(31,469 \quad 36,580\)
50,960

20,639
-------------- ---

18,724
20,891
30,321
------------- --------------- \(\qquad\)
\$ 18,724 \$ 20,891 \$ 30,321 \$
\(\qquad\)
\(\qquad\)
\begin{tabular}{lllllll}
\(\$\) & 0.28 & \(\$\) & 0.31 & \(\$\) & 0.45
\end{tabular}

CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING PRINCIPLE, NET (0.09)

\author{
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}

NET INCOME PER COMMON SHARE-DILUTED 0.35
\(============\)

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Net Cash Provided by (Used In) Investing Activities \((69,572)\)
\(\qquad\)
Financing Activities

Dividends Paid
\((6,858)\)
\((5,451)\)
Common Stock Purchased
\((11,105)\)
Other
1,563
-----------

Net Cash Used in Financing Activities
\((3,888)\)
-----------

Effect of Exchange Rate Changes on Cash
13
\(\qquad\)
Net Increase/(Decrease) in Cash and Cash Equivalents
\begin{tabular}{|c|c|}
\hline & \((15,689)\) \\
\hline & \((6,858)\) \\
\hline & \((11,105)\) \\
\hline & 4,446 \\
\hline & \((13,517)\) \\
\hline & (844) \\
\hline & 8,442 \\
\hline & 56,737 \\
\hline \$ & 65,179 \\
\hline & 9,071 \\
\hline & 56,737 \\
\hline \$ & 65,808 \\
\hline
\end{tabular}

\section*{\((37,675)\) \\ Cash and Cash Equivalents at Beginning of Year} 59,540
\(\qquad\)
Cash and Cash Equivalents at End of Period 21,865
\(\qquad\)
Net Increase/(Decrease) in Cash and Marketable Securi \((59,541)\)

Cash and Marketable Securities at Beginning of Year 81,406

Cash and Marketable Securities at End of Period 21,865
\(============\)
</TABLE>
FRB WEBER SHANDWICK
FINANCIAL COMMUNICATIONS
CONFERENCE CALL
Rollins, Inc. (NYSE: ROL)


Income Before Income Taxes, Adjusted Income and Earnings Per Share, Excluding One-Time Gain on Sale of Assets and Pension Plan Curtailment
\%B/ (W)
------
<S>
<C>
Income Before Income Taxes
(14.0) \%

Less:
Pension Curtailment
Gain on Sale of Assets
------

Income Before Income Taxes, Excluding Gain on Sale of Assets amd Pension Plan Curtailment
19.2 \%

Net Income
(10.4) \%

Less:
Gain on Sale of Assets
Pension Curtailment
Provision for Income Taxes on Gains
------
Adjusted Income, Excluding Gain on Sale of Assets and Pension Plan Curtailment
24.2 \%
$\qquad$

Earnings Per Share - Diluted
(10.0) \%

Less:
Gain on Sale of Assets
Pension Curtailment
Provision for Income Taxes on Gains
$\$ \quad 0.27$ \$ 0.30 (0.03)
------

Earnings Per Share - Diluted, Excluding Gain on Sale of Assets and Pension Plan Curtailment
21.1
$============================================================$
Average Shares Outstanding - Diluted
</TABLE>

<TABLE>
<CAPTION>

70,180
(151)
</TABLE>
<CAPTION>

Revenue Excluding Western Pest Services and Rollins Supply and Dettelbach

Less:
Rollins Supply and Dettelbach

|  | 32 | 840 | (808) |
| :---: | :---: | :---: | :---: |

Revenue Excluding Western Pest Services and Rollins Supply and Dettelbach \$ 2.9 \%

