## 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): October 24, 2007

## ROLLINS, INC

(Exact name of registrant as specified in its charter)
Delaware $\quad \mathbf{1 - 4 4 2 2} \quad \mathbf{5 1 - 0 0 6 8 4 7 9}$
(State or other jurisdiction of (Commission File Number) (I.R.S. Employer Identification No.) incorporation)

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))

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

On October 24, 2007, the Company issued a press release announcing its results for the third quarter ended September 30, 2007. The Company hereby incorporates by reference herein the information set forth in its Press Release dated October 24, 2007, 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 forwardlooking 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, 2006 filed with the Securities and Exchange Commission. The Company disclaims any obligation or duty to update or modify these forwardlooking statements.

ITEM 9.01. Financial Statements and Exhibits

## Exhibit No. Description

99.1 Press Release Dated October 24, 2007.

## 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: October 24, 2007
By: /s/ Harry J. Cynkus
Name: Harry J. Cynkus
Title: Chief Financial Officer and Treasurer
(Principal Financial and Accounting Officer)

## ROLLINS, INC.

## REPORTS THIRD QUARTER FINANCIAL RESULTS

## REVENUES INCREASED 4.5\%, EPS ROSE 12\%

ATLANTA, GEORGIA, October 24, 2007 -- Rollins, Inc. (NYSE:ROL), a premier North American consumer and commercial services company, today reported revenues for the third quarter ended September 30, 2007 grew $4.5 \%$ to $\$ 238.1$ million compared to $\$ 227.8$ million for the third quarter ended September $30,2006$.

Net income rose $10.1 \%$ to a record $\$ 18.8$ million or $\$ 0.28$ per diluted share for the third quarter 2007 , compared to $\$ 17.0$ million or $\$ 0.25$ per diluted share for the same period in 2006.

Commenting on the Company's results, Gary W. Rollins, President and Chief Executive Officer of Rollins, Inc. said, "We are pleased by the increased rate of organic revenue growth for the quarter. Our sales and service programs are working and have resulted in improvements in both recurring revenues and customer retention. Commercial pest control, which now represents $44 \%$ of our business, continued to accelerate during the second quarter and we expect this area to perform well going forward."
"We continued to expand our footprint globally this quarter having announced two international franchises: one in the Dominican Republic and another in South Korea. We have established four international franchises this year and expect to continue to develop our worldwide presence. Likewise, the Company's strong free cash flow supports our ability to pursue acquisition opportunities. We remain optimistic about having a successful 2007."

Rollins, Inc. is a premier North American consumer and commercial services company. Through its wholly owned subsidiaries, Orkin, Inc., PCO Services, Western Pest Services, and The Industrial Fumigant Company, 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, Mexico, Panama, Costa Rica, Honduras, the United Arab Emirates, the Dominican Republic and South Korea from over 400 locations. You can learn more about our subsidiaries by visiting our Web sites at www.orkin.com, www.westernpest.com, www.indfumco.com and www.rollins.com. You can also find this and other news releases atwww.rollins.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 $1995 . T h e s e ~ f o r w a r d-~$ looking statements include the Company's expectation that its commercial pest control area will perform well going forward, the Company's expectation to continue to develop its worldwide presence, and the Company's continuing optimism about having a very successful 2007. 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 reengineering 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, 2006.

## ROLLINS, INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(in thousands)

| At September 30, | $\begin{gathered} 2007 \\ \text { (unaudited) } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2006 \\ \text { (unaudited) } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |  |
| Cash and cash equivalents | \$ | 81,821 | \$ | 53,787 |
| Trade receivables, short-term |  | 61,430 |  | 57,817 |
| Materials and supplies |  | 8,244 |  | 8,398 |
| Deferred income taxes |  | 16,969 |  | 21,053 |
| Other current assets |  | 8,382 |  | 8,974 |
| Total Current Assets |  | 176,846 |  | 150,029 |
| Equipment and property, net |  | 77,633 |  | 72,090 |
| Goodwill |  | 126,577 |  | 125,536 |
| Other Intangible Assets |  | 9,167 |  | 9,219 |
| Customer Contracts |  | 65,641 |  | 66,801 |
| Deferred income taxes |  | 12,588 |  | 16,867 |
| Trade receivables, long-term |  | 8,921 |  | 9,111 |
| Other assets |  | 6,039 |  | 4,532 |
| Total Assets | \$ | 483,412 | \$ | 454,185 |
|  |  |  |  |  |
| LIABILITIES |  |  |  |  |
| Capital leases | \$ | 1,240 | \$ | 623 |
| Accounts payable |  | 22,589 |  | 14,092 |
| Accrued insurance |  | 13,277 |  | 16,633 |
| Accrued compensation and related liabilities |  | 42,533 |  | 42,813 |
| Other current liabilities |  | 26,627 |  | 31,759 |
| Unearned revenue |  | 90,191 |  | 88,945 |
| Total Current Liabilities |  | 196,457 |  | 194,865 |
| Capital leases, less current portion |  | 881 |  | 197 |
| Accrued pension |  | 6,946 |  | 15,651 |
| Long-term accrued liabilities |  | 54,466 |  | 44,593 |
| Total Liabilities |  | 258,750 |  | 255,306 |

STOCKHOLDERS' EQUITY

| Common stock |  | 67,456 |  | 67,783 |
| :---: | :---: | :---: | :---: | :---: |
| Retained earnings and other equity |  | 157,206 |  | 131,096 |
| Total Stockholders' Equity |  | 224,662 |  | 198,879 |
| Total Liabilities and Stockholders' Equity | \$ | 483,412 | \$ | 454,185 |

ROLLINS, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
FOR THE THIRD QUARTER AND NINE MONTHS ENDED SEPTEMBER 30
(in thousands except per share data)
(unaudited)

|  | Three Months ended September 30, |  |  |  | Nine Months ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2006 |  | 2007 |  | 2006 |  |
| REVENUES |  |  |  |  |  |  |  |  |
| Customer services | \$ | 238,116 | \$ | 227,816 | \$ | 678,966 | \$ | 654,225 |
| COSTS AND EXPENSES |  |  |  |  |  |  |  |  |
| Cost of services provided |  | 123,029 |  | 119,206 |  | 351,466 |  | 345,255 |
| Depreciation and amortization |  | 6,885 |  | 6,662 |  | 20,482 |  | 20,400 |
| Sales, general and administrative |  | 78,154 |  | 74,472 |  | 221,982 |  | 211,340 |
| (Gain)/loss on sales of assets |  | (17) |  | (17) |  | (113) |  | (15) |
| Interest income |  | (466) |  | (332) |  | $(1,540)$ |  | (968) |
|  |  | 207,585 |  | 199,991 |  | 592,277 |  | 576,012 |
| INCOME BEFORE TAXES |  | 30,531 |  | 27,825 |  | 86,689 |  | 78,213 |
| PROVISION FOR INCOME TAXES |  | 11,766 |  | 10,788 |  | 33,892 |  | 30,943 |
| NET INCOME | \$ | 18,765 | \$ | $\underline{17,037}$ | \$ | 52,797 | \$ | 47,270 |
|  |  |  |  |  |  |  |  |  |
| NET INCOME PER SHARE - BASIC | \$ | 0.28 | \$ | 0.25 | \$ | 0.79 | \$ | 0.70 |
| NET INCOME PER SHARE - DILUTED | \$ | 0.28 | \$ | 0.25 | \$ | 0.78 | \$ | 0.69 |
|  |  |  |  |  |  |  |  |  |
| Weighted average shares outstanding - basic |  | 66,608 |  | 67,068 |  | 66,966 |  | 67,184 |
| Weighted average shares outstanding - Diluted |  | 67,318 |  | 68,700 |  | 67,687 |  | 68,926 |

ROLLINS, INC. AND SUBSIDIARIES

## CONSOLIDATED STATEMENTS OF CASH FLOWS

 FOR THE NINE MONTHS ENDED SEPTEMBER 30,(in thousands)

|  | $\begin{gathered} 2007 \\ \text { (unaudited) } \\ \hline \end{gathered}$ |  | $\begin{gathered} 2006 \\ \text { (unaudited) } \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| OPERATING ACTIVITIES |  |  |  |  |
| Net Income | \$ | 52,797 | \$ | 47,270 |
| Adjustments to reconcile net income to net cash |  |  |  |  |
| provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 20,482 |  | 20,400 |
| Provision for deferred income taxes |  | 3,389 |  | 5,144 |
| Stock based compensation |  | 2,381 |  | $(1,357)$ |
| (Gain)/loss on sales of assets |  | (113) |  | (15) |
| Excess tax benefits from share-based payments |  | $(2,924)$ |  | (50) |
| Other, net |  | (113) |  | 3 |
| (Increase)/decrease in assets |  |  |  |  |
| Trade receivables |  | $(8,675)$ |  | $(9,747)$ |
| Materials and supplies |  | 276 |  | 685 |
| Other current assets |  | $(1,153)$ |  | 138 |
| Other non-current assets |  | $(2,593)$ |  | 735 |
| Increase/(decrease) in liabilities: |  |  |  |  |
| Accounts payable and accrued expenses |  | 850 |  | 3,461 |
| Unearned revenue |  | 10,751 |  | 8,955 |
| Accrued insurance |  | 488 |  | 1,398 |
| Accrual for termite contracts |  | (600) |  | $(3,900)$ |
| Accrued pension |  | - |  | $(5,000)$ |
| Long-term accrued liabilities |  | 3,295 |  | $(6,666)$ |
| Net cash provided by operating activities |  | 78,538 |  | 61,454 |
| INVESTING ACTIVITIES |  |  |  |  |
| Purchase of equipment and property |  | $(13,512)$ |  | $(15,657)$ |
| Acquisitions of companies |  | $(5,950)$ |  | $(5,050)$ |
| Cash from sales of franchises |  | - |  | 550 |
| Proceeds from sales of assets |  | 79 |  | 20 |
| Net cash used in investing activities |  | $(19,383)$ |  | $(20,137)$ |
| FINANCING ACTIVITIES |  |  |  |  |
| Dividends paid |  | $(15,274)$ |  | $(12,790)$ |
| Common stock purchased |  | $(30,895)$ |  | $(19,761)$ |
| Common stock options exercised |  | 1,379 |  | 435 |
| Principal payments on capital leases |  | $(1,532)$ |  | (566) |
| Excess tax benefits from share-based payments |  | 2,924 |  | 50 |
| Other |  | - |  | 1,430 |
| Net cash used in financing activities |  | $(43,398)$ |  | $(31,202)$ |
| Effect of exchange rate changes on cash |  | 2,720 |  | 607 |
| Net increase in cash and cash equivalents |  | 18,477 |  | 10,722 |
| Cash and cash equivalents at beginning of period |  | 63,344 |  | 43,065 |
| Cash and cash equivalents at end of period | \$ | 81,821 | \$ | 53,787 |

# CONFERENCE CALL ANNOUNCEMENT <br> Rollins, Inc. <br> (NYSE: ROL) 

Management will hold a conference call to discuss
Third Quarter results on:
Wednesday, OCTOBER 24, 2007 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 800-257-7087 domestic; 303-262-2131 international at least 5 minutes before start time.

REPLAY: available through October 31, 2007
Please dial 800-405-2236/303-590-3000, Pass code: 11099316 THIS CALL CAN ALSO BE ACCESSED THROUGH THE INTERNET AT www.viavid.net

Questions?
Contact Janet Jazmin at Financial Relations Board at 212-827-3777
Or email to jjazmin@frbir.com

