UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 10-Q
(Mark One)
[X] Quarterly report pursuant to section 13 or $15(d)$ of the Securities Exchange Act of 1934 For the quarterly period ended June 30, 1998.
[ ] Transition report pursuant to section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

For the transition period from $\qquad$ to $\qquad$
Commission file number 1-4422

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

| Delaware <br> (State or other | $\begin{gathered} 51-0068479 \\ \text { (I.R.S. Employer } \end{gathered}$ |
| :---: | :---: |
| jurisdiction of | Identification No.) |
| incorporation or organization) |  |
| 2170 Piedm (Address of | Georgia 30324 ices) (Zip Code) |
| Telephon (Registrant's t | ng area code) |

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes [X] No [ ]
At June 30, 1998, there were $32,629,551$ shares of Common Stock $\$ 1$ Par Value, outstanding.

ROLLINS, INC. AND SUBSIDIARIES

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ITEM 1. FINANCIAL STATEMENTS
STATEMENTS OF FINANCIAL POSITION
(In thousands except share data)
<CAPTION>
(Unaudited)
June 30, \begin{tabular}{r} 
December 31, \\
1998 \\
1997
\end{tabular}\(\quad<\mathrm{C}>\)
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{ASSETS} \\
\hline Cash and Short-Term Investments & \$ & 40,756 & \$ & 125,842 \\
\hline Marketable Securities & & 124,385 & & 75,037 \\
\hline Trade Receivables, Net & & 47,916 & & 49,166 \\
\hline Materials and Supplies & & 16,252 & & 15,010 \\
\hline Deferred Income Taxes & & 27,347 & & 24,826 \\
\hline Other Current Assets & & 12,296 & & 11,737 \\
\hline Current Assets & & 268,952 & & 301,618 \\
\hline Equipment and Property, Net & & 35,963 & & 34,639 \\
\hline Intangible Assets & & 39,529 & & 39,383 \\
\hline Deferred Income Taxes & & 44,601 & & 49,072 \\
\hline Other Assets & & 7,533 & & 7,968 \\
\hline Total Assets & \$ & 396,578 & \$ & 432,680 \\
\hline \multicolumn{5}{|l|}{LIABILITIES} \\
\hline Capital Lease Obligations & \$ & 3,236 & \$ & 3,138 \\
\hline Accounts Payable & & 17,940 & & 25,420 \\
\hline Accrued Insurance Expenses & & 18,254 & & 21,225 \\
\hline Accrued Payroll & & 18,988 & & 17,913 \\
\hline Unearned Revenue & & 16,643 & & 13,831 \\
\hline Other Expenses & & 59,366 & & 49,191 \\
\hline Current Liabilities & & 134,427 & & 130,718 \\
\hline Capital Lease Obligations & & 7,595 & & 9,239 \\
\hline Long-Term Accrued Liabilities & & 127,198 & & 147,079 \\
\hline Total Liabilities & & 269,220 & & 287,036 \\
\hline
\end{tabular}

Commitments and Contingencies
STOCKHOLDERS' EQUITY
Common Stock, par value \(\$ 1\) per share; authorized
99,500,000 shares; \(32,629,551\) shares issued in 1998 ;
33,279,281 shares issued in \(1997 \quad 32,630 \quad 33,279\)
Earnings Retained 94,728 112,365

Total Stockholders' Equity 127,358 145,644
Total Liabilities and
Stockholders' Equity \$ 396,578 \$ 432,680
The accompanying notes are an integral part of these statements.
</TABLE>
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$$

<TABLE>
ROLLINS, INC. AND SUBSIDIARIES
STATEMENTS OF INCOME AND EARNINGS RETAINED
(In thousands except share data)
(Unaudited)
<CAPTION>


| NET INCOME |  | 6,913 |  | 6,319 |  | 5,149 |  | 11,463 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNINGS RETAINED |  |  |  |  |  |  |  |  |
| Balance at Beginning of Period |  | 104,030 |  | 146,734 |  | 112,365 |  | 155,696 |
| Cash Dividends |  | $(4,969)$ |  | $(5,059)$ |  | $(9,957)$ |  | $(10,252)$ |
| Common Stock Purchased and Retired |  | $(11,280)$ |  | $(7,741)$ |  | $(12,876)$ |  | $(16,573)$ |
| Other |  | 34 |  | 312 |  | 47 |  | 231 |
| BALANCE AT END OF PERIOD | \$ | 94,728 | \$ | 140,565 | \$ | 94,728 | \$ | 140,565 |
| EARNINGS PER SHARE |  |  |  |  |  |  |  |  |
| Continuing operations | \$ | 0.21 | \$ | 0.19 | \$ | 0.16 | \$ | 0.34 |
| Discontinued operations |  | - |  | - |  | - |  | - |
| EARNINGS PER SHARE - BASIC AND |  |  |  |  |  |  |  |  |
| DILUTED | \$ | 0.21 | \$ | 0.19 | \$ | 0.16 | \$ | 0.34 |
| WEIGHTED SHARES OUTSTANDING - BASIC |  | 33,078,672 |  | 33,807,036 |  | 33,173,701 |  | 34,135,825 |
| WEIGHTED SHARES OUTSTANDING - DILUTED |  | 33,109,672 |  | $33,815,036$ |  | 33,197,701 |  | 34,143,325 |

The accompanying notes are an integral part of these statements. </TABLE>

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<TABLE>

> ROLLINS, INC. AND SUBSIDIARIES STATEMENTS OF CASH FLOWS
> (In thousands)
> (Unaudited)
<CAPTION>
Six Months Ended
June 30,
<C> $1998 \quad 1997$
<S>
OPERATING ACTIVITIES
Net Income

Adjustments to Reconcile Net Income to Net
Cash Provided by (Used in) Operating Activities:
Depreciation and Amortization 4,261 3,924
Provision (Credit) for Deferred Taxes 4,460 (2,648)
Discontinued Operations, Net of Taxes (149)
Other, Net 646 1,488
(Increase) Decrease in Assets:
Trade Receivables $\quad 1,266 \quad(3,424)$
Materials and Supplies (1,229) (4,330)
Other Current Assets $\quad(3,553) \quad 1,090$ Other Non-Current Assets 1,258 (3,508)
Increase (Decrease) in Liabilities: Accounts Payable and Accrued Expenses 6,182
Unearned Revenue $\quad 2,812 \quad 504$
Long-Term Accrued Liabilities (19,881) 5,280

Net Cash Provided by (Used in) Operating
Activities
$(4,146) \quad 14,872$

INVESTING ACTIVITIES

| Purchases of Equipment and Property | $(5,756)$ |  |
| :--- | ---: | ---: |
| Net Cash Used for Acquisition of | $(4,930)$ |  |
| Companies | $(870)$ | $(1,056)$ |
| Marketable Securities, Net | $(49,306)$ | 14,783 |

Marketable Securities, Net (49,306) 14,783
Net Cash Provided by (Used in) Investing
Activities
$(55,932) \quad 8,797$

FINANCING ACTIVITIES

| Dividends Paid | $(9,957)$ <br> Common Stock Purchased and Retired <br> Payments on Capital Lease <br> Other | $(10,252)$ <br> $(17,495)$ <br> $(1,264)$ <br> Net Cash Used in Financing Activities <br> Net Cash Provided by (Used in) <br> Discontinued Operations |
| :--- | ---: | ---: |
| Net Increase (Decrease) in Cash <br> and Short-Term Investments | $(25,008)$ | $(28,814)$ |
| Cash and Short-Term Investments <br> at Beginning of Period | - | $(18)$ |
| Cash and Short-Term Investments <br> at End of Period | $(85,086)$ | $(5,163)$ |

The accompanying notes are an integral part of these statements. </TABLE>

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ROLLINS, INC. AND SUBSIDIARIES
NOTES TO FINANCIAL STATEMENTS
(Unaudited)

NOTE 1. BASIS OF PREPARATION
The consolidated financial statements included herein have been prepared by the Registrant, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission. Footnote disclosures normally included in the financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to such rules and regulations.

These consolidated financial statements should be read in conjunction with the financial statements and related notes contained in the Registrant's annual report on Form $10-\mathrm{K}$ for the year ended December 31, 1997.

Prior year amounts have been restated to reflect the 1997 divestitures of the Company's Rollins Protective Services division and its Lawn Care and Plantscaping businesses.

In the opinion of management, the consolidated financial
statements included herein contain all normal recurring adjustments necessary to present fairly the financial position of of the Registrant as of June 30, 1998 and December 31, 1997, and the results of operations and cash flows for the six months ended June 30, 1998 and 1997. Operating results for the quarter ended June 30, 1998 or the six months ended June 30, 1998 are not necessarily indicative of the results that may be expected for the year ended December 31, 1998.

NOTE 2. PROVISION FOR INCOME TAXES
The book provision for income taxes includes the liability for state income taxes, net of the federal tax benefit. The deferred provision arises from the changes during the year in the Company's net deferred tax asset or liability.

NOTE 3. EARNINGS PER SHARE
Pursuant to the provisions of Statement of Financial Accounting Standards No. 128, "Earnings Per Share," the number of weighted averge shares used in computing basic and diluted earnings per share (EPS) are as follows (in thousands):

## <TABLE>

<CAPTION>


## </TABLE>

No adjustments to net income available to common stockholders were required during the periods presented.

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NOTE 4. NEW ACCOUNTING PRONOUNCEMENTS
Effective January, 1998, the Company adopted Statement of Financial Accounting Standards No. 130 (SFAS 130), "Reporting Comprehensive Income," which establishes standards for the presentation and disclosure of other comprehensive income. For the second quarter and six months ended June 30, 1998, comprehensive income is not materially different from net income and, as a result, the impact is not reflected in the attached Statements of Income and Earnings Retained or Statements of Financial Position.

Statement of Financial Accounting Standards No. 132, "Employers' Disclosures about Pension and Other Postretirement Benefits," will be adopted effective with the year-end financial statements dated December 31, 1998.

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ROLLINS, INC. AND SUBSIDIARIES
PART I. ITEM 2. FINANCIAL INFORMATION MANAGEMENT 'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE SECOND QUARTER ENDED JUNE 30, 1998

RESULTS OF OPERATIONS

The divestitures of the Orkin Lawn Care and Plantscaping divisions in July, 1997 marked the Company's return to a single operational focus. Accordingly, the results of operations are presented on a continuing operations basis.

Revenues for the second quarter ended June 30, 1998 increased $0.4 \%$ to $\$ 155.1$ million. Net income increased $9.4 \%$ to $\$ 6.9$ million. Basic and diluted earnings per share were 21 cents compared to 19 cents last year, a 10.5\% increase.

Year-to-date, revenues decreased $1.2 \%$ to $\$ 278.0$ million with net income decreasing $55.1 \%$ to $\$ 5.1$ million for an earnings per share of 16 cents compared to 34 cents last year.

For the quarter, pest control revenue and customer base increased substantially. The number of pest control contracts sold grew at a double-digit rate over last year. The positive trend in pest control revenue is a direct effect of the success of the Company's new marketing, sales and customer service programs. Termite revenue continues to lag due to more restrictive sales policies. The Company continues to undertake proactive measures in its termite business and believes these measures will contribute to its long-term revenue growth and profitability. Net income improved due to higher revenues and margin improvement.

Revenue and income from discontinued operations after income taxes for the second quarter ended June 30,1997 were $\$ 23.4$ million and $\$ 100,000$, respectively. Year-to-date revenue and income from discontinued operations for 1997 were $\$ 46.9$ million and $\$ 149,000$, respectively.

FINANCIAL CONDITION
<TABLE>
<CAPTION>

```
June 30, December 31,
``` 19981997
(In thousands)
<S>
Cash and Short-Term
Investments
Marketable Securities

Working Capital
\begin{tabular}{lrlr} 
<C> & & <C> & \\
& & & \\
\$ & 40,756 & \(\$\) & 125,842 \\
& 124,385 & & 75,037 \\
\$ & 165,141 & \(\$\) & 200,879 \\
& & & \\
\$ & 134,525 & \(\$\) & 170,900 \\
& 2.0 & & 2.3
\end{tabular}

Current Ratio
2.02 .3

\section*{</TABLE>}

Rollins, Inc.'s financial position remained solid. The Company's operations have historically provided a strong positive cash flow which represents the Company's principal source of funds. Management believes that this liquidity, along with expected cash from operations, will support the Company's continued growth, capital expenditures, cash dividends, and share repurchases.

Interest income increased \(111.3 \%\) for the six months ended June 30,1998 as compared to the same period in 1997 due to the increase in average cash invested in short-term investments and marketable securities as a result of the 1997 divestitures.

Net trade receivables decreased \(\$ 1.3\) million or \(2.5 \%\) at June 30,1998 compared with December 31, 1997. Trade receivables include installment receivables which are due subsequent to one year from the balance sheet date. These amounts were approximately \(\$ 15.4\) million and \(\$ 13.9\) million at June 30, 1998 and December 31, 1997, respectively. The decrease in receivables is primarily the result of decreased financed sales in the termite business.

Over the past several years, the termite treatment division of the pest control industry has faced great challenges in solving property owners' termite problems. Some of the reasons for the increased difficulty in protecting structures have been changes in building practices and materials that have increased the property owners' potential for termites, the loss of Chlordane from the market in 1987 which resulted in the use of termiticides that may only last for a few years under some conditions, and laws and regulations restricting certain retreatment practices. All of the above factors have subjected termite service providers to experience elevated levels of claims. The Company's response to the industry-wide conditions is to undertake broad changes in its own termite processes. New quality control and field training programs, more thorough communication to customers concerning conducive conditions, and restrictions on the sale of certain structures were initiated during 1997. As a result of the factors described above and new information which became available in 1997, a Provision for Termite Contracts of \(\$ 117.0\) million was recorded at December 31,1997 related to the anticipated costs of reinspections, repair obligations, and associated labor, chemicals, and other costs incurred relative to termite work performed prior to December 31, 1997. The Company believes the related accrued liabilities are still reasonable at June 30, 1998.

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During the six month period ended June 30, 1998, the Company invested \(\$ 6.6\) million in capital expenditures and acquisitions. Also, \$10.0 million was paid out in cash dividends. The Company maintains a \(\$ 40.0\) million unused line of credit. This source of funds has not been used, but is available for future acquisitions and growth, if needed.

During the quarter ended June 30,1998 , the Company repurchased 587,000 shares of its common stock, confirming management's and the Board of Director's confidence in the Company's future. For the six months ended June 30, 1998, 669,000 shares have been repurchased.

During the fourth quarter of 1997, Orkin received a letter from the Federal Trade Commission (FTC) advising of their investigation of the pest control industry - more specifically, the termite control
practices of the industry. The FTC has requested certain information voluntarily from Orkin and they have been advised of our intention to cooperate fully with their investigation. At this point in time, it is too early to determine the impact, if any, of the investigation.

\section*{MANAGEMENT CHANGES}

In the second quarter of 1998 , the Company announced two senior management changes. Harry J. Cynkus, age 48, was appointed as the Company's new Vice President of Finance, Chief Financial Officer and Treasurer. Also, Michael W. Knottek, age 53, Vice President of Corporate Administration, was elected to the office of Vice President and Secretary.

This Form 10-Q contains forward-looking statements as defined in 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, general economic conditions, changes in industry practices or technologies, climate and weather trends, competitive factors and pricing pressures, 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.

ITEM 1. LEGAL PROCEEDINGS

None

ITEM 2. CHANGES IN SECURITIES

None
ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None
ITEM 4. SUBMISSION OF MATTER TO A VOTE OF SECURITY HOLDERS
The Annual Stockholders' Meeting was held on April 28, 1998.
The stockholders elected Bill J. Dismuke and Wilton Looney
as Class III Directors for the three year term expiring in
2001. The 1998 Employee Stock Incentive Plan was approved by shareholders.

ITEM 5. OTHER INFORMATION
With respect to the Company's annual meeting of stockholders to be held in 1999, all stockholder proposals submitted outside the stockholder proposal rules contained in Rule \(14 a-8\) promulgated under the Securities Exchange Act of 1934, as amended, which pertains to the inclusion of shareholder proposals in a Company's proxy materials, must be received by the Company by March 14, 1999, in order to be considered timely. With regard to such stockholder proposals, if the date of the next annual meeting of stockholders is advanced or delayed by more than 30 calendar days from April 28, 1999, the Company shall, in a timely manner, inform its stockholders of the change, and the date by which such proposals must be received. As set forth in the Company's Proxy Statement dated March 24, 1998, shareholders who wish to avail themselves of the provisions of Rule \(14 a-8\) must submit their proposals no later than November 24, 1998.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
(a) Exhibits
(3) (i) The Company's Certificate of Incorporation is incorporated herein by reference to Exhibit (3)(i) as filed with its Form \(10-\mathrm{K}\) for the year year ended December 31, 1997.
(ii) By-laws of Rollins, Inc. are incorporated herein by reference to Exhibit 3 (b) as filed with its Form \(10-\mathrm{K}\) for the year ended December 31, 1993. (27) Financial Data Schedule
(b) Reports on Form 8-K

None

SIGNATURES

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

Rollins, Inc.
(Registrant)

Gary W. Rollins
President and Chief
Operating Officer
(Member of the Board of
Directors)

Harry J. Cynkus
Chief Financial Officer
and Treasurer
(Principal Financial and
Accounting Officer)

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

Date: August 13, 1998

Rollins, Inc.
(Registrant)

Gary W. Rollins Gary W. Rollins President and Chief Operating Officer (Member of the Board of Directors)

Harry J. Cynkus
Harry J. Cynkus
Chief Financial Officer
and Treasurer
(Principal Financial and Accounting Officer)
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