

# ABM Industries Announces Third Quarter 2011 Financial Results and Declares Quarterly Dividend

#### **Revenues Increase 24% Driven by Acquired Companies**

#### Weaker Economy Impacts Outlook

NEW YORK--(BUSINESS WIRE)-- ABM Industries Incorporated (NYSE:ABM):

(in millions,	т	hree Month July 3	nded	Increase	Nine Months En July 31,					Nine Months Ended July 31,				Increase
except per share data)		2011	 2010	(Decrease)		2011		2010	(Decrease)					
Revenues	\$	1,076.2	\$ 869.0	23.8%	\$	3,165.5	\$	2,594.4	22.0%					
Net cash provided by continuing operating activities	\$	51.0	\$ 35.2	44.9%	\$	82.6	\$	73.0	13.1%					
Income from continuing operations	\$	27.9	\$ 21.0	33.1%	\$	50.5	\$	42.4	19.1%					
Income from continuing operations per diluted share	\$	0.51	\$ 0.40	27.5%	\$	0.93	\$	0.80	16.3%					
Net income	\$	27.9	\$ 21.0	33.0%	\$	50.5	\$	42.3	19.2%					
Net income per diluted share	\$	0.51	\$ 0.40	27.5%	\$	0.93	\$	0.80	16.3%					
Adjusted income from continuing operations	\$	27.9	\$ 22.0	27.0%	\$	54.6	\$	47.9	13.9%					
Adjusted income from continuing operations per diluted share	\$	0.51	\$ 0.42	21.4%	\$	1.01	\$	0.91	11.0%					
Adjusted EBITDA	\$	54.9	\$ 45.9	19.7%	\$	132.7	\$	108.0	22.9%					

(This release refers to non-GAAP financial measures described as "Adjusted EBITDA", "Adjusted Income from Continuing Operations", and "Adjusted Income from Continuing Operations per Diluted Share" (or "Adjusted EPS"). Refer to the accompanying financial tables for supplemental financial data and corresponding reconciliation of these non-GAAP financial measures to certain GAAP financial measures.)

**ABM Industries Incorporated (NYSE:ABM)** today announced revenues for the third quarter of fiscal year 2011 of \$1.08 billion, a 23.8% increase compared to third quarter of fiscal year 2010 revenues of \$869.0 million. Income from continuing operations for the third quarter of fiscal year 2011 was \$27.9 million, a 33.1% increase from \$21.0 million in the third quarter of fiscal year 2010. Income from continuing operations per diluted share for the third quarter of fiscal year 2011 increased 27.5% to \$0.51 compared to income from continuing operations per diluted share of \$0.40 in the third quarter of fiscal year 2010. Income from continuing operations a result of a \$4.7 million after-tax increase in Divisional operating

profit, driven by the companies acquired in calendar 2010, \$4.7 million related to a re-measurement of certain unrecognized tax benefits and \$1.5 million after-tax from settling a dispute related to an acquisition. This year-over-year increase in income from continuing operations was partially offset by higher share-based compensation expense of \$2.2 million after-tax and a \$1.9 million after-tax increase in interest expense compared to the year-ago quarter.

"Our Divisions once again generated quarterly revenues exceeding \$1 billion, driven by the companies we acquired last year, and including slight organic growth," said Henrik Slipsager, president and chief executive officer, ABM Industries. "All four Divisions produced higher revenues year-over-year, consistent with prior quarters in the 2011 fiscal year. The higher revenues helped the Divisions' combined operating profit, excluding corporate, increase 15% to more than \$60.0 million. Janitorial operating profit increased 4.6%, despite year-over-year increases in fuel costs and state unemployment insurance expenses. Our Engineering and Parking segments generated double digit growth. Engineering profits were up 61.5%, reflecting the contribution from the Linc operations we acquired in the first quarter of the current fiscal year. Parking achieved year-over-year growth of 23.1%, primarily related to operating profit associated with lots acquired in the L&R acquisition. Even as we produced higher revenues and profit in the quarter, we also saw clear signs that the current slow to no growth economy is causing clients to take additional cost containment measures, leading to further price reductions in an already compressed market. This erosion, combined with the shift in revenues from delayed federal appropriations, impacts our view of the fourth quarter."

"In the third quarter, net income and adjusted income from continuing operations both increased to nearly \$28 million and \$0.51 per diluted share as items impacting comparability did not significantly influence the quarter's results. As noted, our results included the \$4.7 million related to a re-measurement of certain unrecognized tax benefits compared to the year-ago quarter, partially offset by the \$2.2 million after-tax increase in share-based compensation expense. Adjusted EBIDTA increased to \$54.9 million, up nearly 20%, and our adjusted EBITDA margin increased sequentially 114 basis points to 5.1%. We grew our cash from continuing operations, increasing nearly 45% to \$51.0 million, compared to the third quarter of fiscal year 2010."

Excluding items impacting comparability, adjusted income from continuing operations was \$27.9 million, or \$0.51 per diluted share, for the third quarter of fiscal year 2011. This compares to adjusted income from continuing operations of \$22.0 million, or \$0.42 per diluted share, in the third quarter of fiscal year 2010.

The Company's adjusted EBITDA (earnings before interest, taxes, depreciation and amortization, and excluding discontinued operations and items impacting comparability) for the third quarter of fiscal year 2011 was \$54.9 million, a 19.7% increase compared to \$45.9 million in the third quarter of fiscal year 2010.

Net cash from continuing operations was \$51.0 million in the third quarter of fiscal year 2011, a 44.9% increase compared to \$35.2 million in the third quarter of fiscal year 2010.

The Company reported revenues for the nine months ended July 31, 2011 of \$3.17 billion, driven by the companies acquired in calendar 2010, a 22.0% increase compared to year-ago revenues of \$2.59 billion. Income from continuing operations for the first nine months of fiscal year 2011 was \$50.5 million, or \$0.93 per diluted share, compared to \$42.4 million, or \$0.80 per diluted share, for the first nine months of fiscal year 2010. Adjusted income from continuing operations for the first nine months of fiscal year 2010. Adjusted share, compared to \$47.9 million, or \$0.91 per diluted share, for the first nine months of fiscal year 2010. Adjusted EBITDA for the first nine months of fiscal year 2011 was \$132.7 million, a 22.9% increase compared to \$108.0 million for the first nine months of fiscal year 2010. Net cash from continuing operation increased to \$82.6 million for the first nine months of fiscal year 2011, a 13.1% increase compared to \$73.0 million for the first nine months of fiscal year 2010.

The Company also announced that the Board of Directors has declared a fourth quarter cash dividend of \$0.14 per common share payable on November 7, 2011 to stockholders of record on October 6, 2011. This will be ABM's 182<sup>nd</sup> consecutive quarterly cash dividend.

#### Guidance

Slipsager concluded: "Through the first two quarters, our performance was essentially in line with our expectations. During the third quarter, it became clear that the U.S. economy will be weaker than anticipated, impacting our clients and resulting in further price compression, particularly in our Janitorial business. Further, as we have previously discussed, the delay in passing federal appropriations had an adverse impact on the timing of awarding contracts to Linc Government Services, which we expect to shift the start of projects from fiscal year 2011 to fiscal year 2012. Taken together, along with higher unemployment insurance expense and fuel and related costs, we are lowering our expectations for the fourth quarter."

The Company now estimates that income from continuing operations per diluted share for the full 2011 fiscal year will be in the lower end of the range of \$1.23 to \$1.33 and is revising the range for adjusted income from continuing operations per diluted share, for the same period, to \$1.32 to \$1.42.

#### **Earnings Webcast**

On Friday, September 9, 2011, at 9:00 a.m. (EDT), ABM will host a live webcast of remarks by President and Chief Executive Officer Henrik Slipsager and Executive Vice President and Chief Financial Officer James Lusk.

The webcast will be accessible at: http://investor.abm.com/eventdetail.cfm?eventid=101716

Listeners are asked to be online at least 15 minutes early to register, as well as to download and install any complimentary audio software that might be required. Following the call, the webcast will be available at this URL for a period of 90 days.

In addition to the webcast, a limited number of toll-free telephone lines will also be available for listeners who are among the first to call 877-664-7395 within 15 minutes before the event. Telephonic replays will be accessible during the period from two hours to seven days after the call by dialing 855-859-2056 and then entering ID #94700142.

#### **Earnings Webcast Presentation**

In connection with the webcast to discuss earnings (see above), a slide presentation related to earnings and operations will be available at the Company's website at <u>www.abm.com</u> and can be accessed through the Investor Relations portion of ABM's website by clicking on the "Presentations" tab.

#### **About ABM Industries Incorporated**

ABM Industries Incorporated (NYSE:ABM), which operates through its subsidiaries (collectively "ABM"), is a leading provider of integrated facility services. With fiscal 2010 revenues of approximately \$3.5 billion and nearly 100,000 employees, ABM provides commercial cleaning and maintenance, facility engineering, energy efficiency, parking and security services for thousands of commercial, industrial, government and retail clients across the United States and various international locations. ABM's business services include ABM Janitorial Services, ABM Facility Services, ABM Engineering Services, Ampco System Parking and ABM Security Services. For more information, visit www.abm.com.

#### Cautionary Statement under the Private Securities Litigation Reform Act of 1995

This press release contains forward-looking statements that set forth management's anticipated results based on management's current plans and assumptions. Any number of factors could cause the Company's actual results to differ materially from those anticipated. These factors include but are not limited to the following: (1) risks relating to our acquisition of Linc, including risks relating to reductions in government spending on outsourced services as well as payment delays, may adversely affect a significant portion of revenues generated by government contracts, and political and compliance risks, both domestically and abroad, may adversely impact our operations; (2) our acquisition strategy may adversely impact our results of operations; (3) intense competition can constrain our ability to gain business, as well as our profitability; (4) we are subject to volatility associated with high deductibles for certain insurable risks; (5) an increase in costs that we cannot pass on to clients could affect our profitability; (6) we provide our services pursuant to agreements which are generally cancelable by either party upon 30 to 90 days' notice; (7) our success depends on our ability to preserve our long-term relationships with clients; (8) we incur significant accounting and other control costs that reduce profitability; (9) a decline in commercial office building occupancy and rental rates could affect our revenues and profitability; (10) deterioration in economic conditions in general could further reduce the demand for facility services and, as a result, reduce our earnings and adversely affect our financial condition; (11) financial difficulties or bankruptcy of one or more of our major clients could adversely affect results; (12) we are subject to risks relating to foreign currency fluctuations and foreign exchange exposure; (13) our ability to operate and pay our debt obligations depends upon our access to cash; (14) because we conduct our business through operating subsidiaries, we depend on those entities to generate the funds necessary to meet financial obligations; (15) that portion of our revenues which are generated from international operations are subject to political risks and changes in socio-economic conditions, laws and regulations, including labor, monetary and fiscal policies, which could negatively impact our ability to operate and grow our business in the international arena; (16) future declines or fluctuations in the fair value of our investments in auction rate securities that are deemed other-than-temporarily impaired could negatively impact our earnings; (17) uncertainty in the credit markets may negatively impact our costs of borrowings, our ability to collect receivables on a timely basis, and our cash flow; (18) any future increase in the level of debt or in interest rates can affect our results of operations; (19) an impairment charge could have a material adverse effect on our financial condition and results of operations; (20) we are defendants in several class and representative actions or other lawsuits alleging various claims that could cause us to incur substantial liabilities; (21) since we are an attractive employer for recent émigrés to this country and many of our jobs are filled by such, changes in immigration laws or enforcement actions or investigations under such laws could significantly adversely affect our labor force, operations and financial results as well as our reputation; (22) labor disputes could lead to loss of revenues or expense variations; (23) federal health care reform legislation may adversely affect our business and results of operations; (24) we participate in multiemployer defined benefit plans that could result in substantial liabilities being incurred; and (25) natural disasters or acts of terrorism could disrupt our services.

Additional information regarding these and other risks and uncertainties the Company faces is contained in the Company's Annual Report on Form 10-K for the year ended October 31, 2010 and in other reports the Company files from time to time with the Securities and Exchange Commission.

#### **Use of Non-GAAP Financial Information**

To supplement ABM's consolidated financial information, the Company has presented income from continuing operations, as adjusted for items impacting comparability, for the third quarter of fiscal years 2011 and 2010. The Company also presents guidance for fiscal year 2011, as adjusted. These adjustments have been made with the intent of providing financial measures that give management and investors a better understanding of the underlying operational results and trends and ABM's marketplace performance. In addition, the Company has presented earnings before interest, taxes, depreciation and amortization and excluding discontinued operations and items impacting comparability (adjusted EBITDA) for the third quarter of fiscal years 2011 and 2010. Adjusted EBITDA is among the indicators management uses as a basis for planning and forecasting future periods. The presentation of these non-GAAP financial measures is not meant to be considered in isolation or as a substitute for financial statements prepared in accordance with generally accepted accounting principles in the United States. (See accompanying financial tables for supplemental financial data and corresponding reconciliations to certain GAAP financial measures.)

#### **Financial Schedules**

#### ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES

#### CONDENSED CONSOLIDATED INCOME STATEMENT INFORMATION (UNAUDITED)

		ly 31,	Increase		
(In thousands, except per share data)		2011		2010	(Decrease)
Revenues	\$	1,076,247	\$	869,029	23.8%
Expenses	Ψ	1,070,247	Ψ	005,025	20.070
Operating		952,844		776,224	22.8%
Selling, general and administrative		76,356		54,697	39.6%
Amortization of intangible assets		6,314		2,782	127.0%
Total expenses		1,035,514		833,703	24.2%
Operating profit		40,733	· · · · ·	35,326	15.3%
Income from unconsolidated affiliates, net		1,166		-	NM*
Interest expense		(4,114)		(1,149)	258.1%
Income from continuing operations		( ,, )		(1,110)	
before income taxes		37,785		34,177	10.6%
Provision for income taxes		(9,874)		(13,204)	(25.2)%
Income from continuing operations		27,911		20,973	33.1%
Loss from discontinued operations, net of taxes		(36)		(10)	NM*
Net Income	\$	27,875	\$	20,963	33.0%
Net Income Per Common Share - Basic		· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·	
Income from continuing					
operations	\$	0.52	\$	0.40	30.0%
Loss from discontinued					
operations		-		-	NM*
Net Income	\$	0.52	\$	0.40	30.0%
Net Income Per Common Share - Diluted					
Income from continuing					
operations	\$	0.51	\$	0.40	27.5%
Loss from discontinued					
operations		-		-	NM*
Net Income	\$	0.51	\$	0.40	27.5%
* Not Mooningful					
* Not Meaningful					
Average Common And Common Equivalent Sha	ares				
Basic		53,207		52,149	
Diluted		54,201		52,996	
Dividends Declared Per Common Share	\$	0.140	\$	0.135	

## ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES

#### CONDENSED CONSOLIDATED INCOME STATEMENT INFORMATION (UNAUDITED)

	Ν	Increase			
(In thousands, except per share data)		2011		2010	(Decrease)
Revenues	\$	3,165,499	\$	2,594,374	22.0%
Expenses	φ	3,105,499	φ	2,594,574	22.0%
Operating		2,821,672		2,330,299	21.1%
Selling, general and administrative		242,406		182,743	32.6%
Amortization of intangible assets		17,273		8,251	109.3%
Total expenses		3,081,351		2,521,293	22.2%
Operating profit		84,148		73,081	15.1%
		04,140		73,001	15.1%
Other-than-temporary impairment losses on auction rate security:					
Gross impairment losses				(114)	NM*
•		-		(114)	INIVI
Impairments recognized in other comprehensive income				(12)	NM*
Income from unconsolidated affiliates, net		- 2,785		(13)	NM*
Interest expense		(12,477)		- (3,541)	252.4%
· · · · · · · · · · · · · · · · · · ·		(12,477)		(3,341)	252.4%
Income from continuing operations before income taxes		74 456		60 412	7.3%
Provision for income taxes		74,456		69,413 (26,081)	
		(23,940)		(26,981)	(11.3)%
Income from continuing operations		50,516		42,432	19.1% NM*
Loss from discontinued operations, net of taxes		(60)		(117)	
Net Income	\$	50,456	\$	42,315	19.2%
Net Income Per Common Share - Basic					
Income from continuing operations	\$	0.95	\$	0.81	17.3%
Loss from discontinued operations		-		-	NM*
Net Income	\$	0.95	\$	0.81	17.3%
Net Income Per Common Share - Diluted					
Income from continuing operations	\$	0.93	\$	0.80	16.3%
Loss from discontinued operations		-		-	NM*
Net Income	\$	0.93	\$	0.80	16.3%
* Not Meaningful					
Average Common And Common Equivalent Shares					
Basic		53,051		51,992	
Diluted		54,084		52,754	

#### ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES

#### SELECTED CONSOLIDATED CASH FLOW INFORMATION (UNAUDITED)

**Dividends Declared Per Common Share** \$ 0.420 \$ 0.405

	Thr	ed July 31,		
(In thousands)		2011		2010
Net cash provided by continuing operating activities		51,028		35,219
Net cash provided by discontinued operating activities		631		748
Net cash provided by operating activities	\$	51,659	\$	35,967
Net cash (used in) investing activities	\$	(4,840)	\$	(36,193)

Proceeds from exercises of stock options

(including income tax benefit)		1,788	3,121
Dividends paid		(7,444)	(7,037)
Borrowings from line of credit		179,000	69,500
Repayment of borrowings from line of credit	(	(210,000)	(64,500)
Changes in book cash overdrafts		6,160	11,101
Net cash (used in) provided by financing activities	\$	(30,496)	\$ 12,185

	Ni	Nine Months Ende				
(In thousands)		2011		2010		
Net cash provided by continuing operating activities		82,552		72,959		
Net cash provided by discontinued operating activities		2,285		7,331		
Net cash provided by operating activities	\$	84,837	\$	80,290		
Acquisition of Linc (net of cash acquired)		(290,253)		-		
Other investing		(12,312)		(47,932)		
Net cash used in investing activities	\$	(302,565)	\$	(47,932)		
Proceeds from exercises of stock options						
(including income tax benefit)		9,519		6,166		
Dividends paid		(22,278)		(21,051)		
Deferred financing costs paid		(4,991)		-		
Borrowings from line of credit		740,500		298,500		
Repayment of borrowings from line of credit		(516,000)		(321,000)		
Changes in book cash overdrafts		11,146		3,776		
Net cash provided by (used in) financing activities		217,896	\$	(33,609)		

#### ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES

## CONDENSED CONSOLIDATED BALANCE SHEET INFORMATION (UNAUDITED)

(In thousands)	July 31, 2011			
Assets				
Cash and cash equivalents	\$	39,614	\$	39,446
Trade accounts receivable, net		565,267		450,513
Prepaid income taxes		4,187		1,498
Current assets of discontinued operations		2,954		4,260
Prepaid expenses		46,615		41,306
Notes receivable and other		56,923		20,402
Deferred income taxes, net		40,256		46,193
Insurance recoverables		9,240		5,138
Total current assets		765,056		608,756
Non-current assets of discontinued operations		322		1,392
Insurance deposits		35,860		36,164
Other investments and long-term receivables		3,273		4,445
Deferred income taxes, net		42,479		51,068
Insurance recoverables		61,557		70,960
Other assets		43,223		37,869
Investments in auction rate securities		15,148		20,171
Investments in unconsolidated affiliates, net		15,911		-
Property, plant and equipment, net		62,055		58,088
Other intangible assets, net		135,119		65,774
Goodwill		746,832		593,983
Total assets	\$	1,926,835	\$	1,548,670
Liabilities	¢	400.070	¢	70.000
Trade accounts payable	\$	129,076	\$	78,928

equity	\$ 1,926,835	\$ 1,548,670
Total liabilities and stockholders'	 704,130	 7 39,025
Stockholders' Equity	784,138	 739,025
Total liabilities	1,142,697	809,645
Insurance claims	262,463	271,213
Retirement plans and other	39,134	34,626
Line of credit	365,000	140,500
Income taxes payable	33,791	29,455
Total current liabilities	442,309	333,851
Income taxes payable	 728	977
Other	114,549	70,119
Insurance claims	79,316	77,101
Taxes - other than income	20,141	17,663
Compensation	98,499	89,063
Accrued liabilities		

#### ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES

## **REVENUES AND OPERATING PROFIT BY SEGMENT (UNAUDITED)**

	Th	ree Months	ed July 31,	Increase	
(In thousands)		2011		2010	(Decrease)
Revenues					
Janitorial	\$	598,697	\$	575,204	4.1%
Engineering		236,213		94,383	150.3%
Parking		153,323		114,222	34.2%
Security		87,736		84,900	3.3%
Corporate		278		320	(13.1)%
	\$	1,076,247	\$	869,029	23.8%
Operating Profit					
Janitorial	\$	40,144	\$	38,380	4.6%
Engineering		9,878		6,118	61.5%
Parking		7,171		5,823	23.1%
Security		2,813		2,026	38.8%
Corporate		(19,273)		(17,021)	(13.2)%
Operating profit		40,733		35,326	15.3%
Income from unconsolidated affiliates, net		1,166		-	NM*
Interest expense		(4,114)		(1,149)	258.1%
Income from continuing operations					
before income taxes	\$	37,785	\$	34,177	10.6%

## **REVENUES AND OPERATING PROFIT BY SEGMENT (UNAUDITED)**

	Ν	Increase		
(In thousands)		2011	2010	(Decrease)
Revenues				
Janitorial	\$	1,783,557	\$ 1,717,537	3.8%
Engineering		658,058	285,716	130.3%
Parking		462,316	340,813	35.7%
Security		260,630	249,209	4.6%
Corporate		938	1,099	(14.6)%
	\$	3,165,499	\$ 2,594,374	22.0%
Operating Profit				
Janitorial	\$	104,942	\$ 101,040	3.9%
Engineering		24,170	16,415	47.2%
Parking		16,799	16,033	4.8%

Security	5,011	4,313	16.2%
Corporate	(66,774)	(64,720)	(3.2)%
Operating profit	84,148	73,081	15.1%
Other-than-temporary impairment losses			
on auction rate security:			
Gross impairment losses	-	(114)	NM*
Impairments recognized in			
other comprehensive income	-	(13)	NM*
Income from unconsolidated affiliates, net	2,785	-	NM*
Interest expense	(12,477)	(3,541)	252.4%
Income from continuing operations			
before income taxes	\$ 74,456	\$ 69,413	7.3%

\* Not Meaningful

## ABM Industries Incorporated and Subsidiaries Reconciliations of Non-GAAP Financial Measures (Unaudited)

(in thousands, except per share data)

	Three	Months Ende	d July	/ 31,	N	line Months	Ended	July 31,
	20	)11		2010		2011		2010
Reconciliation of Adjusted Income from Operations to Net Income	n Continuin	g						
Adjusted income from continuing operations Items impacting comparability, net of	\$	27,882	\$	21,952	\$	54,585	\$	47,917
taxes		29		(979)		(4,069)		(5,485)
Income from continuing operations		27,911		20,973		50,516		42,432
Loss from discontinued operations		(36)		(10)		(60)		(117)
Net income	\$	27,875	\$	20,963	\$	50,456	\$	42,315
Reconciliation of Adjusted Income from Operations to Income from Continuing Adjusted income from continuing operations		-	\$	21,952	\$	54,585	\$	47,917
Items impacting comparability:								
Linc purchase accounting Corporate initiatives and other (a) Insurance adjustment Litigation and other settlements Acquisition costs Total items impacting comparability Income taxes (expense) benefit Items impacting comparability, net of taxes		(140) (328) (1,079) 1,967 (385) 35 (6) 29		- (1,006) (552) (1,558) 579 (979)		(838) (328) (1,079) 1,047 (5,312) (6,510) 2,441 (4,069)		- (1,869) - (5,406) (1,658) (8,933) 3,448 (5,485)
Income from continuing operations	\$	27,911	\$	20,973	\$	50,516	\$	42,432

#### **Reconciliation of Adjusted EBITDA to Net Income**

Adjusted EBITDA	\$ 54,937	\$ 45,912	\$ 132,684	\$ 107,959
Items impacting comparability	35	(1,558)	(6,510)	(8,933)
Discontinued operations	(36)	(10)	(60)	(117)
Income tax	(9,874)	(13,204)	(23,940)	(26,981)
Interest expense	(4,114)	(1,149)	(12,477)	(3,541)
Depreciation and amortization	 (13,073)	 (9,028)	 (39,241)	 (26,072)
Net income	\$ 27,875	\$ 20,963	\$ 50,456	\$ 42,315

(a) Corporate initiatives for the three and nine months ended July 2011 includes the integration costs associated with The Linc Group (TLG). Corporate initiatives for the three and nine months ended July 2010 includes: (i) costs associated with the implementation of a new payroll and human resources information system, (ii) the upgrade of the Company's accounting system, (iii) the completion of the corporate move from San Francisco, (iv) the integration costs associated with OneSource.

#### (Continued)

### Reconciliation of Adjusted Income from Continuing Operations per Diluted Share to Income from Continuing Operations per Diluted Share

	Three Months Ended July 31,				Nine Months Ended July 31,			
	2011		2010		2011		2010	
Adjusted income from continuing operations per diluted share	\$	0.51	\$	0.42	\$	1.01	\$	0.91
Items impacting comparability, net of taxes Income from continuing operations				(0.02)		(0.08)		(0.11)
per diluted share	\$	0.51	\$	0.40	\$	0.93	\$	0.80
Diluted shares		54,201		52,996		54,084		52,754

#### **ABM Industries Incorporated and Subsidiaries**

## Reconciliation of Estimated Adjusted Income from Continuing Operations per Diluted Share to Income from Continuing Operations per Diluted Share for the Year Ending October 31, 2011

	Year Ending October 31, 2011					
	Low Estimate			High Estimate		
	(per diluted share)					
Adjusted income from continuing operations per diluted share	\$	1.32	\$	1.42		
Adjustments to income from continuing operations (a)		(0.09)		(0.09)		
Income from continuing operations per diluted share	\$	1.23	\$	1.33		

(a) Adjustments to income from continuing operations are expected to include transaction and integration costs associated with the acquisition of The Linc Group (TLG) and other unique items impacting comparability.

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Source: ABM Industries Incorporated

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