

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):

January 18, 2018

ABM Industries Incorporated

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

1-8929

(Commission File Number)

94-1369354

(IRS Employer Identification No.)

**One Liberty Plaza, 7th Floor
New York, New York**

(Address of principal executive offices)

10006

(Zip Code)

Registrant's telephone number, including area code

(212) 297-0200

N/A

(Former name or former address if changed since last report)

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:

- 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 7.01 Regulation FD Disclosure

On January 18, 2018, ABM Industries Incorporated (the “Company”) held an Investor Day presentation during which it provided information to investors about the Company, its business fundamentals, strategy, financials and estimate of the impact of the 2017 Tax Reform Act. Exhibit 99.1 is a copy of the slides furnished at, and posted on, the Company’s website in connection with the presentation.

The slides are being furnished pursuant to Item 7.01, and the information contained therein shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, or otherwise subject to the liabilities under that Section. Furthermore, the information contained in Exhibit 99.1 shall not be deemed to be incorporated by reference into the filings of the Company under the Securities Act of 1933.

Item 9.01 Financial Statements and Exhibits.

[99.1 Slides of ABM Industries Incorporated, dated January 18, 2018.](#)

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 hereunto duly authorized.

ABM INDUSTRIES INCORPORATED

Dated: January 18, 2018

By: /s/ Barbara L. Smithers
Barbara L. Smithers
Vice President, Deputy General Counsel and Assistant
Secretary



ABM INVESTOR DAY 2018



2020 Vision IN FOCUS

January 18, 2018

1

2018 Investor Day Agenda

Time	Speaker & Topic	
9:00 a.m.	NYSE – Welcome & Ceremony	Continental Breakfast
9:30 a.m.	NYSE – Opening Bell	
9:45 a.m.	Susie A. Choi, Investor Relations	Introductions, Agenda, and Moment for Safety
9:50 a.m.	Scott Salmirs, President and Chief Executive Officer	2020 Vision - Making History
10:10 a.m.	Scott Giacobbe, Chief Operating Officer	Understanding the New ABM
10:45 a.m.	Break	
10:55 a.m.	Dave Goodes, Chief Human Resources Officer	Strength Through our People
11:15 a.m.	Anthony Scaglione, Chief Financial Officer	Driving our Future / Financial Outlook
11:50 a.m.	Scott Salmirs, President and Chief Executive Officer	Closing
12:00 p.m.	Q&A	

Moment for Safety



Safe Harbor Statement

Cautionary Statement under the Private Securities Litigation Reform Act of 1995

Our Investor Day presentation and discussions during our Investor Day presentation contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current beliefs and expectations of the management of ABM Industries Incorporated and are subject to significant risks and uncertainties. For us, particular uncertainties that could cause our actual results to be materially different from those expressed in our forward-looking statements include: (1) we may not realize the growth opportunities and cost synergies that are anticipated from the acquisition of GCA Services Group ("GCA"); (2) we have incurred a substantial amount of debt to complete the acquisition of GCA, and to service our debt we will require a significant amount of cash; (3) changes in our businesses, operating structure, financial reporting structure or personnel relating to the implementation of our 2020 Vision, may not have the desired effects on our financial condition and results of operations; (4) our success depends on our ability to gain profitable business despite competitive pressures and on our ability to preserve long-term client relationships; (5) our business success depends on our ability to attract and retain qualified personnel and senior management; (6) our use of subcontractors or joint venture partners to perform work under customer contracts exposes us to liability and financial risk; (7) our international business involves risks different from those we face in the United States that could have a negative effect on our results of operations and financial condition; (8) unfavorable developments in our class and representative actions and other lawsuits alleging various claims could cause us to incur substantial liabilities; (9) we insure our insurable risks through a combination of insurance and self-insurance and we retain a substantial portion of the risk associated with expected losses under these programs, which exposes us to volatility associated with those risks, including the possibility that changes in estimates of ultimate insurance losses that could result in a material charge against our earnings; (10) our risk management and safety programs may not have the intended effect of reducing our liability for personal injury or property loss; (11) impairment of goodwill and long-lived assets could have a material adverse effect on our financial condition and results of operations; (12) changes in general economic conditions could reduce the demand for facility services and, as a result, reduce our earnings and adversely affect our financial condition; (13) our business may be materially affected by changes to fiscal and tax policies and negative or unexpected tax consequences could adversely affect our results of operations; (14) we could be subject to cyber-security risks, information technology interruptions, and business continuity risks; (15) a significant number of our employees are covered by collective bargaining agreements which could expose us to potential liabilities in relationship to our participation in multiemployer pension plans, requirements to make contributions to other benefit plans, and the potential for strikes, work slowdowns or similar activity and union-organizing drives; (16) if we fail to maintain proper and effective internal control over financial reporting in the future, our ability to produce accurate and timely financial statements could be negatively impacted, which could harm our operating results, investors' perceptions, and the value of our common stock; (17) our business may be negatively impacted by adverse weather conditions; (18) catastrophic events, disasters, and terrorist attacks could disrupt our services; and (19) actions of activist investors could disrupt our business. The list of factors above is illustrative and by no means exhaustive. Additional information regarding these and other risks and uncertainties we face is contained in our Annual Report on Form 10-K for the year ended October 31, 2017 and in other reports we file from time to time with the Securities and Exchange Commission (including all amendments to those reports). We urge you to consider these risks and uncertainties in evaluating our forward-looking statements. We caution you not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law.

Non-GAAP Financial Information

The presentations and discussions during our Investor Day include references to certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles (GAAP). 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 as well as ABM's marketplace performance. 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 accounting principles generally accepted in the United States of America. Reconciliations of non-GAAP financial measures that may be discussed to the most directly comparable GAAP financial measure can be found at the end of this presentation and in supplemental material posted to the investor relations section of our website at www.abm.com.

ABM INVESTOR DAY 2018



2020 Vision Making History

Scott Salmirs
President & Chief Executive Officer

2020 Vision
IN FOCUS ▶

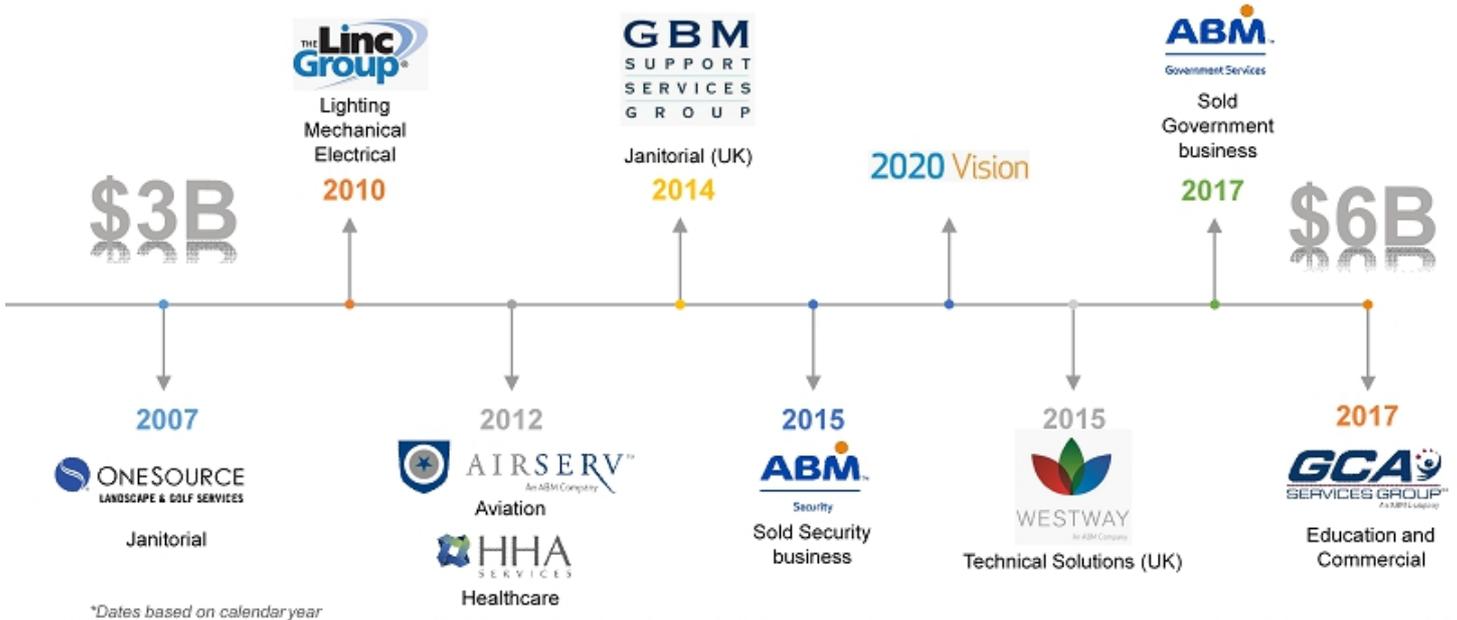
January 18, 2018

6



From 1909 to Today...

Growth to \$6B+



*Dates based on calendar year

Services We Perform



Janitorial

- Building Cleaning & Maintenance
- Green Cleaning and Recycling Services
- Hard Surface Floor & Carpet Care
- Clean Room and GMP Cleaning
- Staffing and Specialty Services



Parking & Transportation

- On and Off-Street Parking Management
- Shuttle and Transportation Services
- Valet Parking and Special Event Services



Electrical & Mechanical

- Repairs, Replacements and Upgrades
- Predictive and Preventative Maintenance
- Low to High-Voltage Testing
- Electrical Engineering and Commissioning
- Chiller Services
- Mechanical Systems Operations



Energy Solutions

- HVAC, Central Plants, Lighting and Controls
- EV Charging Stations
- 24/7/365 Facility Operation
- Energy Audits & Optimization
- Infrastructure Upgrades



Aviation Services

- Aircraft Interior & Exterior Cleaning
- Cargo Services
- Terminal Cleaning
- Wheelchair Assistance
- Ambassador Services
- Queue/Lobby Management



Landscape & Turf

- Landscape and Grounds Maintenance
- Golf Course Maintenance and Renovations
- Athletic and Sports Field Maintenance
- Irrigation Maintenance & Management
- Exterior Pest & Fertility Management



Building Technical Administration

- Mail, Logistics & Print Room
- Furniture Movement
- Supplier Management
- Reception & Switchboard/Help Desk
- Audio Visual

Unparalleled Clientele



J.P.Morgan



2015: An Organizational Structure That Did Not Meet Our Clients' Needs



2015: An Inefficient Operating Framework

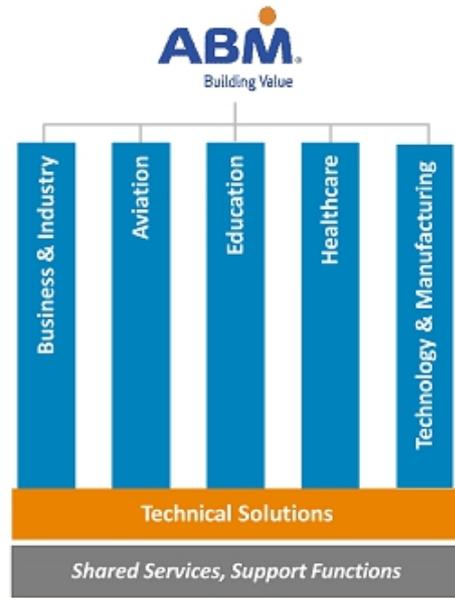
- 14 accounting centers
- No central procurement
- Inconsistent IT approach
- No operating leverage

2015: The Start of Our 2020 Vision Journey

	FY2015
Revenue	\$4.9B
Adj. EBITDA Margin	3.8%
Market Cap	\$1.6B
Cash Returned to Shareholders (Past 3 Years)	\$155M

FY15 adjusted EBITDA margin recal to reflect insurance reset and bonus accrual reversal from fiscal 2015
Cash Returned to Shareholders calculated as dividends plus share repurchases

Today: 2020 Vision Reorganization



Today: 2020 Vision Process Improvements Underway

- Shared Services in Houston
- Centralized procurement initiative
- Strategic investments in cloud-based HRIS, CRM, Financial Analytics
- The ABM Way (SOPs)

Today: 2020 Vision Progress

	FY2015	FY2017	2-Year Change
Revenue	\$4.9B	\$5.5B	+12%
Adj. EBITDA \$ % of Revenue	\$185 3.8%	\$237 4.3%	+28%
Market Cap	\$1.6B	\$2.4B	+50%
Cash Returned to Shareholders (Prior 3 Years)	\$155M	\$198M	+28%

FY15 adjusted EBITDA margin recast to reflect insurance reset and bonus accrual reversal from fiscal 2015
Cash Returned to Shareholders calculated as dividends plus share repurchases

Management Team



Scott Salmirs
President and Chief Executive Officer



Scott Giacobbe
Chief Operating Officer



D. Anthony Scaglione
Chief Financial Officer



Andrea Newborn
General Counsel and
Corporate Secretary



Dave Goodes
Chief Human Resources Officer



Cary Bainbridge
Chief Marketing Officer



Anthony Piniella
Chief Communications Officer



Andy Donnell
Chief Innovation Officer

ABM INVESTOR DAY 2018



Understanding The New ABM

Scott Giacobbe
Chief Operating Officer

2020 Vision
IN FOCUS ▶

January 18, 2018

18

First 100 Days

STRENGTHS

2020 Vision Excitement

Core Capabilities
& Unique Solutions

Client Loyalty

Leadership Focus



OPPORTUNITIES

Accelerate and Scale Best Practices

Underscore Differentiation

Leverage Cross-Selling/Up-Selling

Commit to Results & Growth

Alignment of Key Priorities



Strategically Focused on Industries Where We Can Win



Business & Industry

Enhancing the workplace experience through end-to-end solutions

Market Size
\$100B



ABM Business & Industry:

Approx. Revenue Size
\$2.8B

Employees
50,000+

Fortune 500 ABM clients
50%+

Sports & Entertainment
events serviced
4,000+

Commercial properties serviced (sq. ft.)
1B+



Janitorial



Facilities
Engineering



Integrated
Facility
Services



Parking &
Transportation



Landscape &
Turf



Specialty
Services



Electrical
& Lighting



Energy

Sources: US Dept of Commerce, US Dept of Energy, CoStar, First Research; Internal Company Data

Business & Industry: Services We Offer

Parking & Transportation (15%)

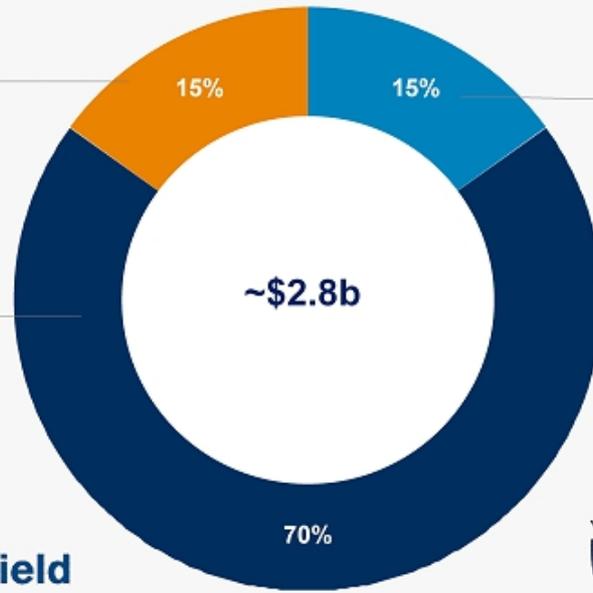
- Shuttle & Transportation Services
- Valet Parking & Special Event Services
- On & Off-Street Parking Management

Janitorial (70%)

- General Maintenance
- Cleaning & Recycling Services
- Carpet & Floor Care
- Staffing & Specialty Services

IFS & Facilities Engineering (15%)

- Facility Operations & Maintenance
- Central Plant Operations & Maintenance
- Mechanical Maintenance
- Total Facility & Spend Management



Brookfield



Business & Industry: Industry Dynamics

MARKET TRENDS

Predominantly outsourced market

3rd party, multi-tenant facilities continue to prioritize cost

Owner-occupied and owner-managed facilities focus on employee/tenant experience

Innovation on the horizon (i.e. Internet of Things)

COMPETITIVE LANDSCAPE

Smaller, regional service providers

Single service providers

Global IFS companies

Business and Industry: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth	 <p>Focus on healthy organic growth</p>	<ul style="list-style-type: none"> - Target growth in margin-accretive industry segments - Leverage IFS capabilities to expand services in existing accounts - Focus on targeted growth of Parking business - Expand tag work with the 'Tag Pricer'
The ABM Way	 <p>Focus on standardization, account planning and safety</p>	<ul style="list-style-type: none"> - Continue to deploy standard operating practices throughout business, and increase usage in account planning, labor management and safety
Operating Contribution	 <p>Optimize margin profile through efficiencies</p>	<ul style="list-style-type: none"> - Leverage volume to increase profit dollars through labor management, equipment and technology, producing strong cash flow and earnings

Education

Enhancing the learning environment through end-to-end solutions

Market Size
\$25B



ABM in Education:

Approx. Revenue Size
\$800M

Employees
25,000+

K-12 schools
cleaned annually (sf)
500M+

Higher Education
campuses serviced
150+

Reduced avg. energy use in
schools we serve
29%



Custodial



Facilities
Engineering



Landscape &
Grounds



Turf
Management



Parking &
Transportation



HVAC &
Mechanical



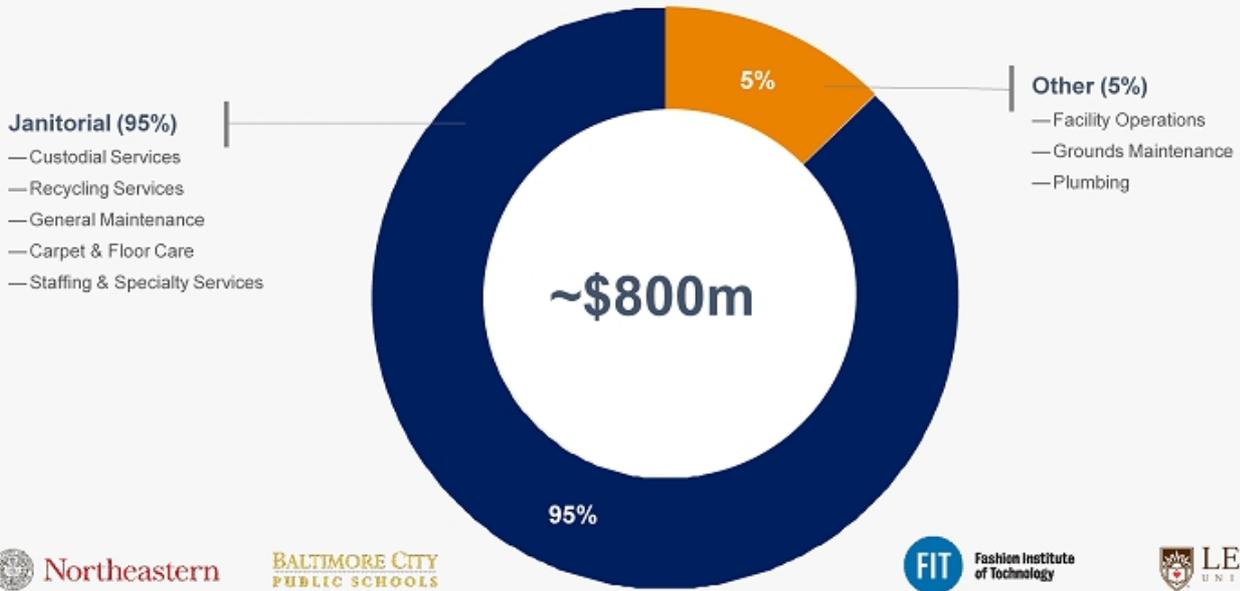
Electrical
& Lighting



Energy

Source: Parthenon Analysis; Internal Company Data; NCES; IPEDS

Education: Services We Offer



Education: Industry Dynamics

MARKET TRENDS

Aging infrastructures and budget pressures are driving increased desire to outsource

Sustainability and technology continue to be a focus

COMPETITIVE LANDSCAPE

Food-based service providers

Local and regional companies

Education: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth	 Leverage GCA to drive higher organic growth	<ul style="list-style-type: none">- Establish post-acquisition strategy as the "Industry Leader"- Focus on cross-selling of Technical Solutions in key markets
The ABM Way	 Establish standard operating procedures	<ul style="list-style-type: none">- Leverage GCA playbook and establish/standardize best practices to drive margin (e.g. labor)- Establish account plans and client business review process
Operating Contribution	 Pursue greater growth and margin opportunity	<ul style="list-style-type: none">- Expand organic growth and margin through cross-selling and standardized practices across combined entity

Aviation

Enhancing the passenger experience through end-to-end solutions

Market Size
\$45B+



ABM in Aviation:

Approx. Revenue Size
\$1B

US/UK Employees
25,000+

Serving Airports Globally
100+

Aircrafts Cleaned Annually
1M+

Annual Wheelchair Requests
5M+

Airport Operations Bus Fleet
800+



Janitorial



Retail



Passenger Services



Aircraft Services



Facility Maintenance Services



Electrical & Lighting



Parking & Transportation



Energy

Source: ACI, First Research, Grandview

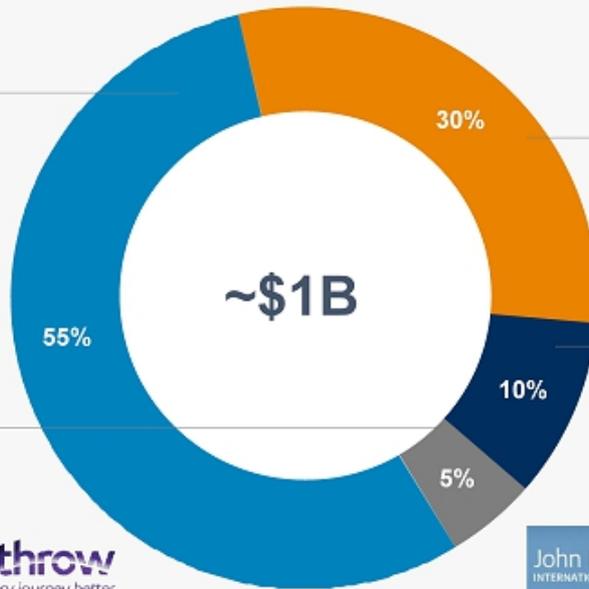
Aviation: Services We Offer

Airport/Airline Services (55%)

- Passenger/Wheelchair Services
- Cabin Services
- Baggage Services
- Travel Retail
- Catering Services
- Cargo/Security
- Warehouse/Ramp

Facilities Engineering (5%)

- Mechanical Maintenance
- Plumbing, Carpentry & Locksmith
- Facility Operations & Maintenance
- Central Plant Operations & Maintenance



Parking & Transportation (30%)

- Parking Management
- Valet Parking
- Ground Transportation & Taxi Dispatch
- Shuttle & Busing Services
- Mobile Phone & Web-based Solutions

Janitorial (10%)

- Cleaning & Recycling Services
- General Maintenance
- Carpet & Floor Care

Aviation: Industry Dynamics

MARKET TRENDS

Predominantly outsourced market

Increasing focus on passenger experience

Emerging innovations to drive traffic

COMPETITIVE LANDSCAPE

Smaller, regional airline service providers

Single service providers

Global IFS companies

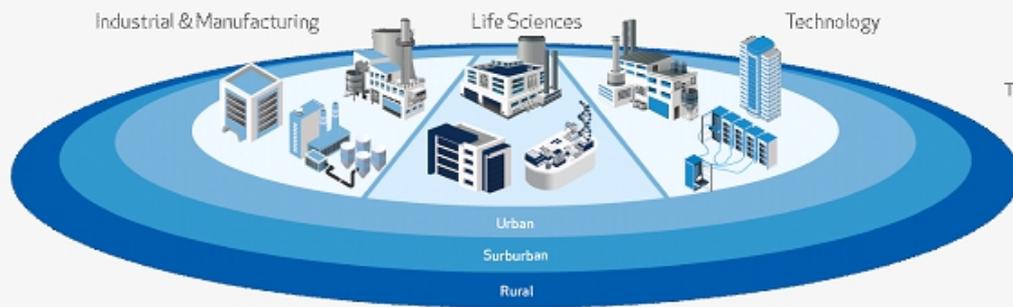
Aviation: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth	 Increase market share by expanding domestic and global density	<ul style="list-style-type: none">—Capitalize on existing domestic presence for cross-selling in key airports—Build on UK presence to expand airline client and service portfolio
The ABM Way	 Differentiate service lines through standardization	<ul style="list-style-type: none">—Establish best-in-class service lines through SOPs—Reduce safety & risk claims—Optimize labor through technology
Operating Contribution	 Optimization through efficiencies	<ul style="list-style-type: none">—Support fixed cost infrastructure through scale—Leverage parking business to produce strong cashflow and earnings

Technology & Manufacturing

Enhancing innovation through end-to-end solutions

Market Size
\$20B



ABM Technology & Manufacturing:

Approx. Revenue Size
\$900M

Employees
20,000+

Technology clients serviced (sf)
80M+

U.S. Nuclear Power
Stations serviced
25%

Data Centers maintained (sf)
35M+


Janitorial &
Clean Room
Maintenance


GMP Cleaning


Plant
Sanitation


Staffing/
Managed
Services


Integrated
Facilities
Services


Landscape &
Grounds


Parking &
Transportation


Electrical &
Lightning


Mission Critical

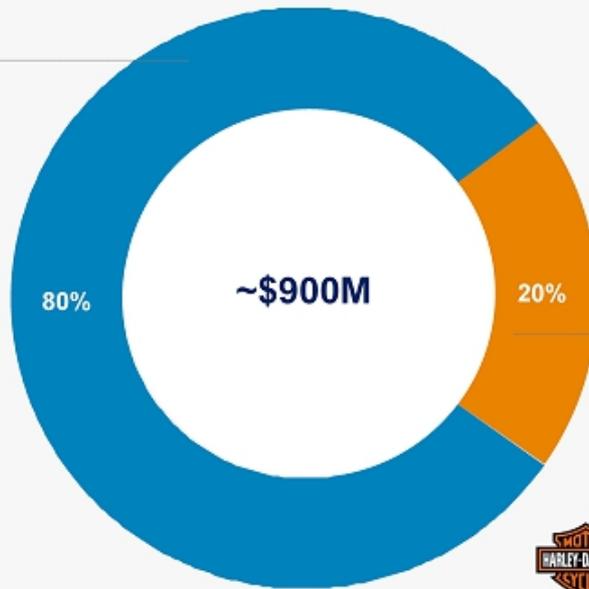

Energy

Source: Boston Consulting Group; Internal Company Data

Technology & Manufacturing: Services We Offer

Janitorial (80%)

- General Maintenance
- Cleaning & Recycling Services
- Clean Room and Specialized Facility Cleaning
- Sanitation Services
- Managed Staffing
- Landscape & Grounds



Facility Services (20%)

- Facility Operations & Maintenance
- Mechanical Maintenance
- Supplier Management
- Office/Mail Services



Technology & Manufacturing: Industry Dynamics

MARKET TRENDS

Greater demand for onsite presence

Increasing demand for Integrated Facilities Services

Increased focus on modernization and compliance

COMPETITIVE LANDSCAPE

National and regional facility service providers

Engineering and construction firms

Technology & Manufacturing: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth	Accelerate organic growth through targeted sub-segments	<ul style="list-style-type: none"> - Establish post-acquisition, new operational structure to build strong growth culture and sales pipeline - Identify & execute cross selling initiatives
The ABM Way	Establish and deploy standard operating procedures	<ul style="list-style-type: none"> - Post-acquisition establishment of standard operating procedures - Identify the ABM Way leadership to accelerate deployment and compliance
Operating Contribution	Focus on high-growth segments and optimize efficiencies	<ul style="list-style-type: none"> - Focus training on growth - Leverage systems and processes to accelerate growth and identify optimization opportunities

Healthcare

Enhancing the patient experience through end-to-end solutions

Market Size
\$20B+



ABM Healthcare:

Approx. Revenue Size
\$275M

Employees
5,000+

Hospitals & Medical offices serviced
300+ and 700+

Cars parked annually
22.8M+

Healthcare space cleaned (sf)
125M

Laundry processed annually (lbs.)
15M+

- 
Environmental Services
- 
Facilities Management
- 
Food & Nutrition Services
- 
Laundry & Linen Services
- 
Patient Transportation
- 
Patient Observation
- 
Parking & Transportation
- 
Hospitality & Valet
- 
Clinical Engineering
- 
Energy

Source: Boston Consulting Group; Internal Company Data

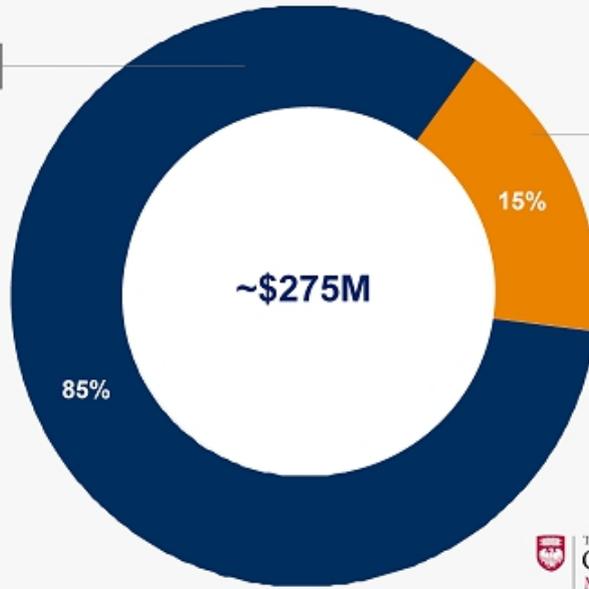
Healthcare: Services We Offer

Patient Experience Services (85%)

- Environmental Services
- Food & Nutrition Services/Senior Dining
- Patient Transportation
- Laundry/Linen
- Parking/Valet/Shuttle

Technical Services (15%)

- Facility Management
- Healthcare Technologies (Clinical Engineering)



Healthcare: Industry Dynamics

MARKET TRENDS

Consolidation among large acute care hospital systems

Non-acute segment continues to grow

Traditional competitors rooted in nutrition services

COMPETITIVE LANDSCAPE

Nutrition-led, global facilities services providers

Non-acute, smaller regional specialty healthcare service providers

Single service providers

Healthcare: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth	 Target growth as a niche player	<ul style="list-style-type: none">- Target growth at smaller to mid-size hospital systems and University systems- Expand market share in emerging non-acute markets in select regions
The ABM Way	 Capitalize on efficiencies through scale	<ul style="list-style-type: none">- Customize standard operating procedures to unique Healthcare environment- Focus on efficiencies through labor management- Drive safety compliance
Operating Contribution	 Drive growth and optimize efficiencies	<ul style="list-style-type: none">- Establish account planning to target the right renewals and expansions- Drive safety results

Technical Solutions

Providing end-to-end solutions

Market Size
\$100B



ABM Technical Solutions:

Approx. Revenue Size
\$450M

Employees
1,000+

Service and maintain heating and cooling systems
78,000+

Installed EV Charging ports across the U.S.
8,000+

Reduced clients' avg. energy use by
23%



Controls



Water Conservation



Solar Energy Solutions



Acceptance Testing



Electrical Solutions



Mechanical Solutions



Lighting Solutions



Pre/Pro Maintenance



Guaranteed Energy Savings



Battery Technology



EV Charging

Sources: Boston Consulting Group, TechNavio, Internal Company Data

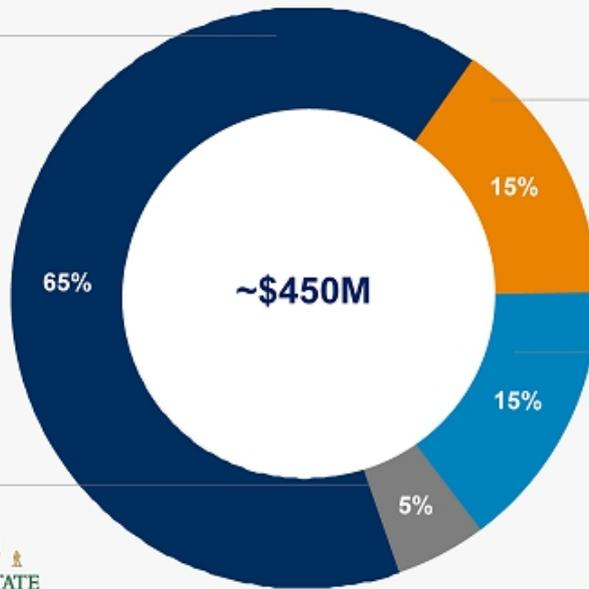
Technical Solutions: Services We Offer

Mechanical & Energy (65%)

- Preventive & Proactive Maintenance
- Repairs, Retrofits & Replacements
- Guaranteed Energy Saving Programs
- Energy Efficient Solutions
- Sustainable Solutions

Franchising (5%)

- Proven Selling, Training, & Operational Systems
- Premier Franchisor for Mechanical & Electrical companies
- 269 locations across 18 countries
- Support 1,000+ Service Techs & 550+ Sales Reps



Electrical & Lighting (15%)

- Repairs, Replacements, & Upgrades
- High Efficiency Lighting Improvements
- Predictive & Preventive Maintenance
- Electrical Engineering & Commissioning

Power (15%)

- Reliability Testing
- EV Charger Installation & Services
- Acceptance Testing
- Preventive Maintenance
- Facility System Risk Assessment



Technical Solutions: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth	Expand growth	<ul style="list-style-type: none"> - Invest in salespeople to build pipeline - Identify and target cross-sell opportunities among legacy ABM clients and post-acquisition Education market
The ABM Way	Drive sales through engaged people	<ul style="list-style-type: none"> - Focus on employee engagement to attract talent and retain talent to support sales culture - Continue driving safety culture
Operating Contribution	Accelerate growth and maintain strong margin profile	<ul style="list-style-type: none"> - Target expansion in high potential Industry Groups and key regions - Optimize efficiencies through employee retention and safety & risk

Summary



Sales – Organic Growth

Leverage Enterprise & Unique Offerings

Implement Standard Operating Practices

Technology Leadership

The People Business

ABM INVESTOR DAY 2018



2020 Vision IN FOCUS ▶

January 18, 2018

46

ABM INVESTOR DAY 2018



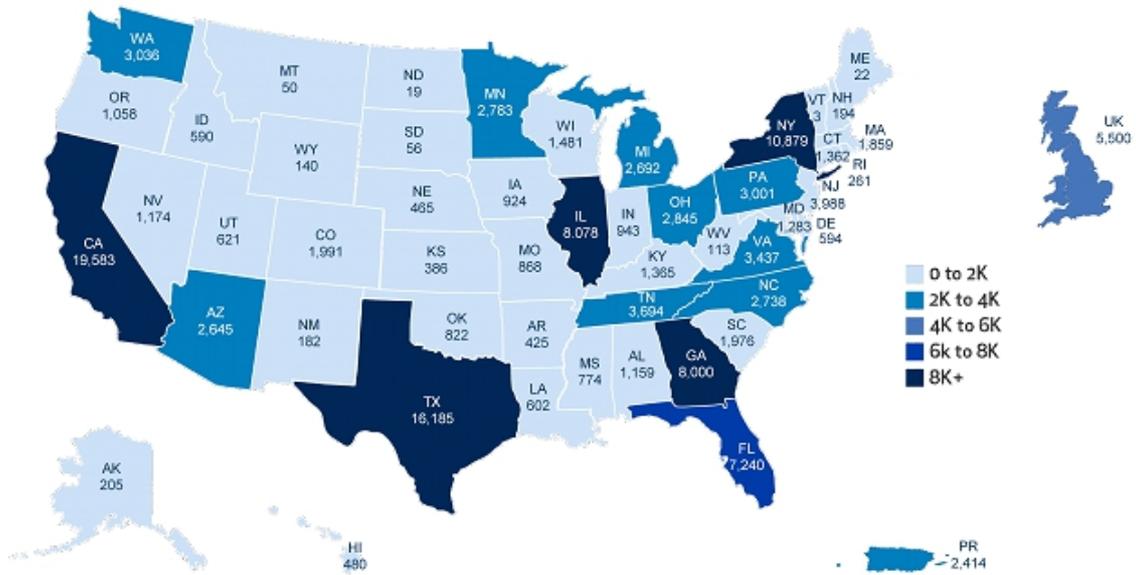
Strength Through Our People

Dave Goodes
Chief Human Resources Officer

2020 Vision
IN FOCUS ▶

January 18, 2018

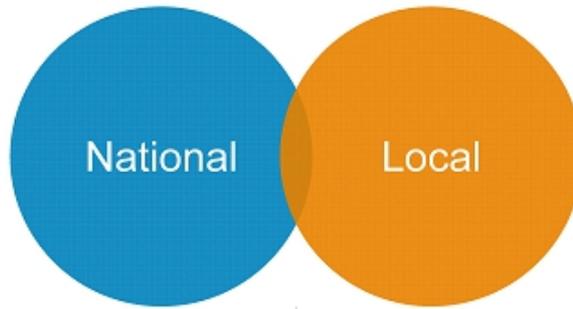
ABM Has ~130K+ Employees



Source: ABM internal employee data

Labor Trends Differ on National and Local Level

We have historically navigated federal policy changes and national labor trends



Local trends can be more impactful than federal and national trends

NATIONAL LANDSCAPE

Lower unemployment
Immigration reform
Strong economy

LOCAL LANDSCAPE

Changing labor policies
Higher minimum wage
Differences by region (i.e. unemployment, unions, etc.)

Industry Group Dynamics Exist for Labor

	 Aviation	 Education	 Business & Industry	 Healthcare	 Technology & Manufacturing	 Technical Solutions
CHALLENGE	Complex TSA Clearance	Longer Cycle Background Check	Large Union Presence	Lower Wage	Increasing Demand for Skilled Workforce	Increasing Demand for Skilled Workforce

Industry Group dynamics underscore the need for best-in-class technology and efficient systems

We Are Better Equipped to Address Labor Under our 2020 Vision



Job Align

Centralizes and streamlines application process tied to Industry Group and client needs

Sterling Talent Solutions

Faster and more efficient pre-employment screening

Oracle HCM

Best-in-class, cloud-based HRIS system

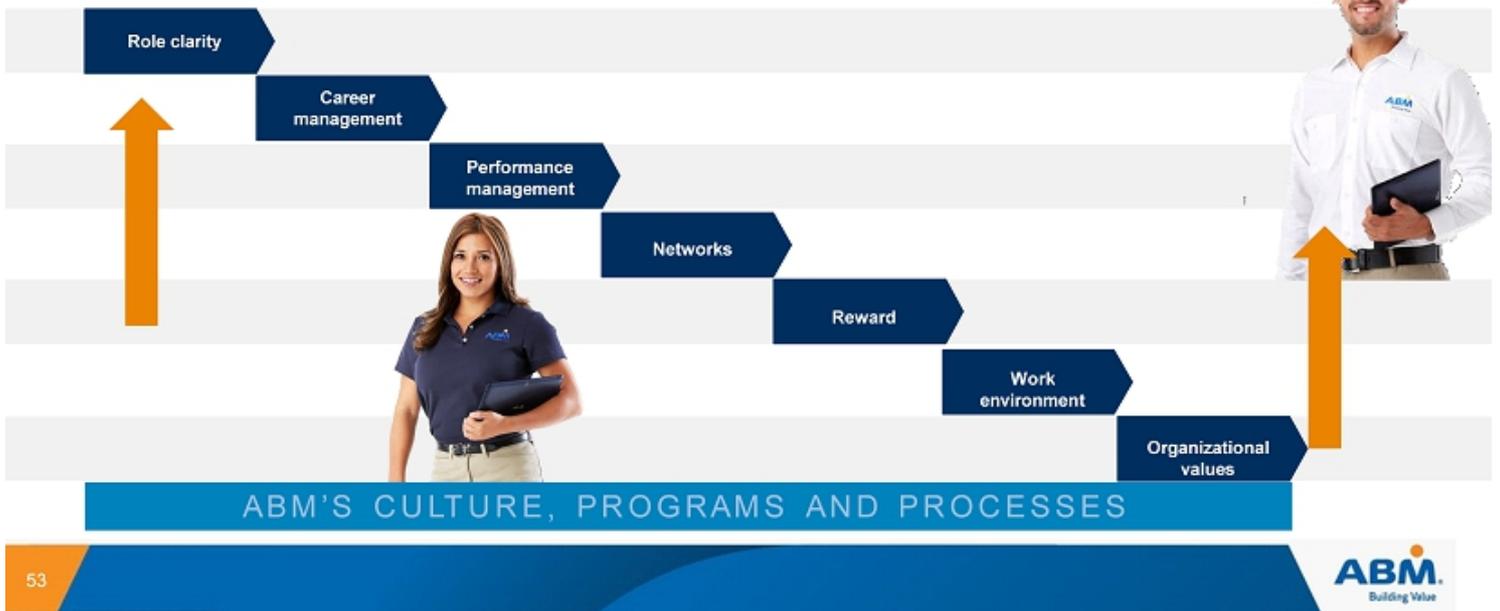
Reduce time to hire

Drive productivity earlier on from candidates

Reduces administration tasks and time due to digitization (mobile/text vs. paper)

Improving Employee Engagement

Engagement driver



2020 Vision: HR Priority

➤ Enablers to achieve our 2020 Vision Objectives

- Scale to stay ahead of market dynamics
- Best-in-class HR processes
- Tools and technology
- Fully engaged workforce

ABM INVESTOR DAY 2018



Driving our Future

D. Anthony Scaglione
Chief Financial Officer

2020 Vision
IN FOCUS ▶

January 18, 2018

54

Supporting the New ABM and Driving our Future



FINANCE

- Incentive Alignment
- Capital Allocation

SHARED SERVICES

- Centralized Back Office Operations
- Focus on End-to-End Process

PROCESS

- Procurement
- Safety & Risk

TECHNOLOGY

- Customer Relationship Management (CRM)
- Proprietary vs. Third Party Tools

BUILDING A PAY-FOR-PERFORMANCE CULTURE

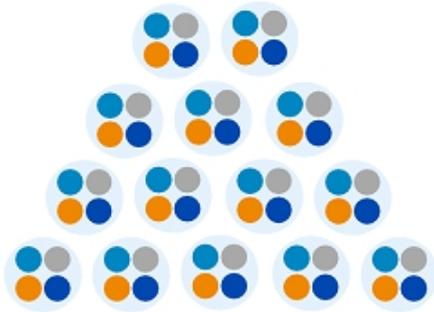


Prioritized Capital Allocation Framework



Establishing a Shared Services Center

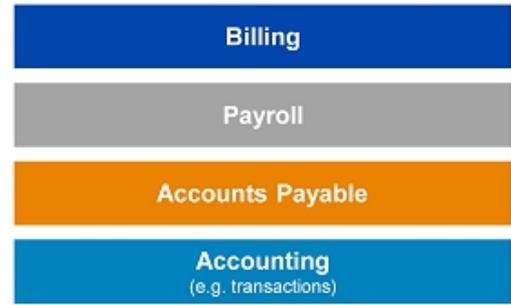
Functions Scattered in the Field



- Non-Dedicated Resources
- Poor Job Mobility
- Multiple Invoice Templates
- Costly Methods of Payroll
- Disparate Processes



Shared Services Center



- Singular Focus
- Career Pathing
- Standardized Templates
- Consistent Processes
- More Efficient
- One TEAM

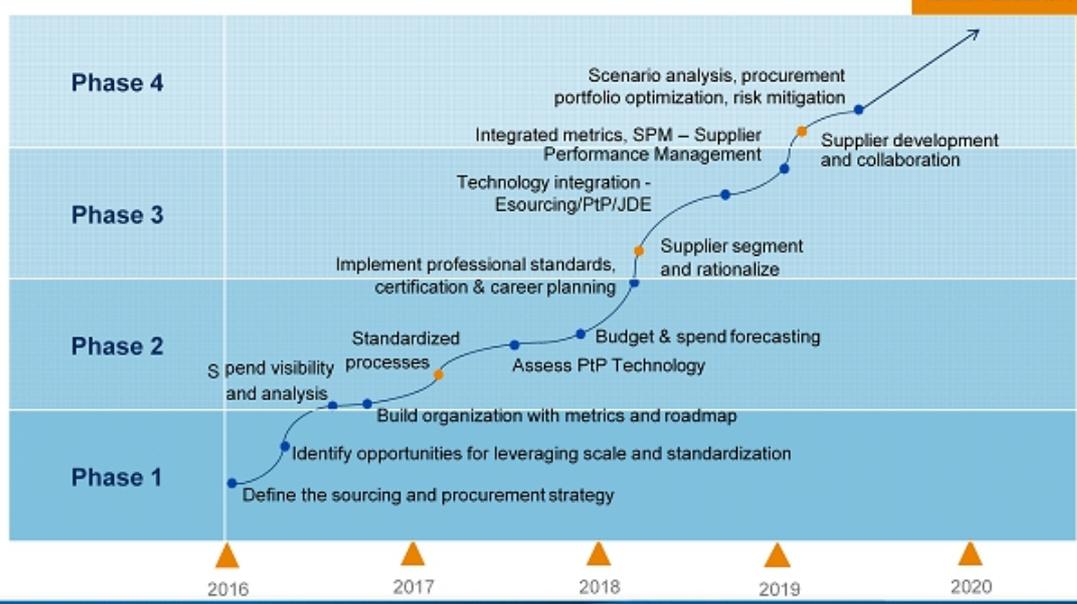
Further Optimizing the Shared Services Center

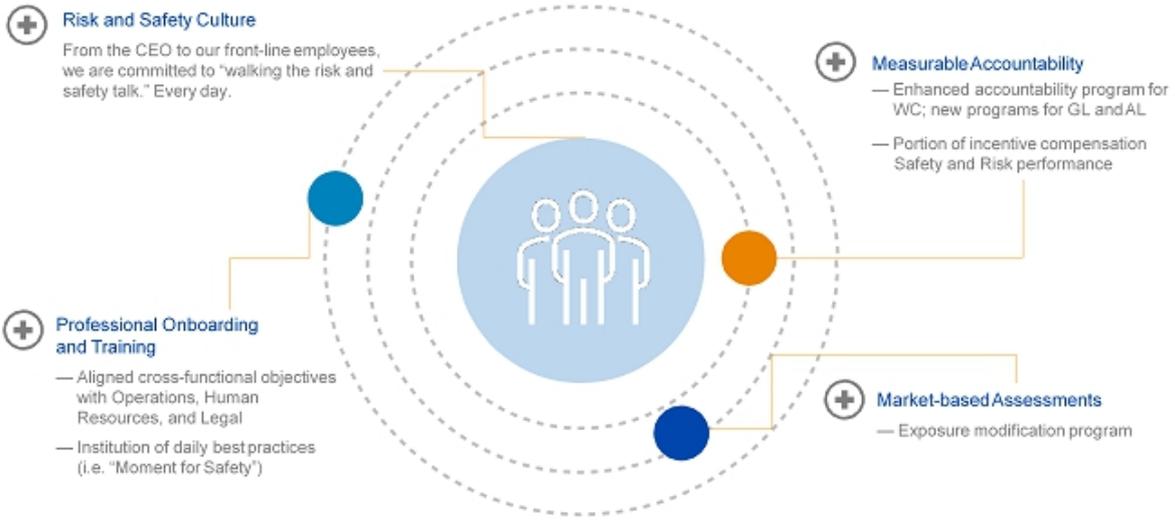


Other focus areas

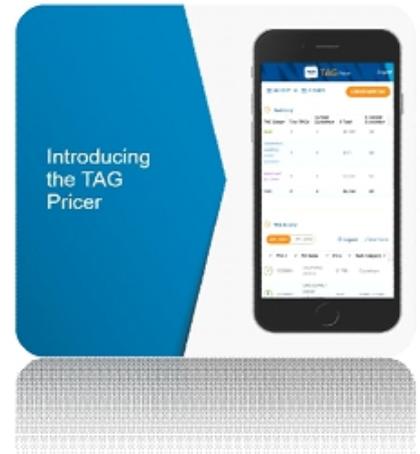
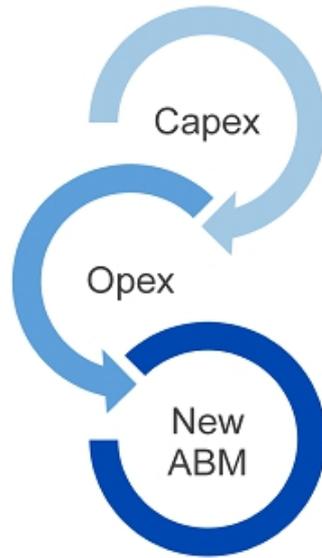
A Multi-Year Procurement Process with Increasing Benefits

World-class Procurement function across all Verticals

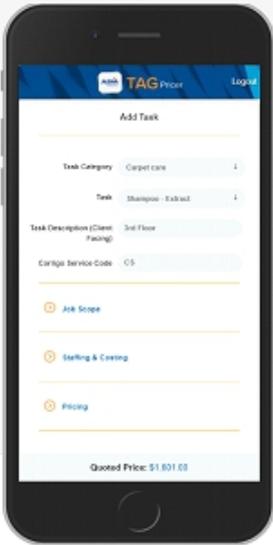




Evolving Technology to Support the New ABM



Internal Development of Tools Unique to ABM



INTRODUCING THE TAG PRICER



Scope, cost, price new TAG



Create work order for billing



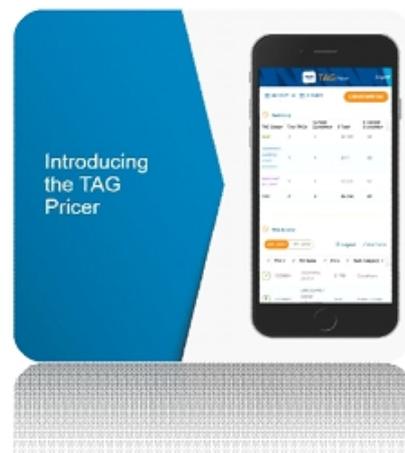
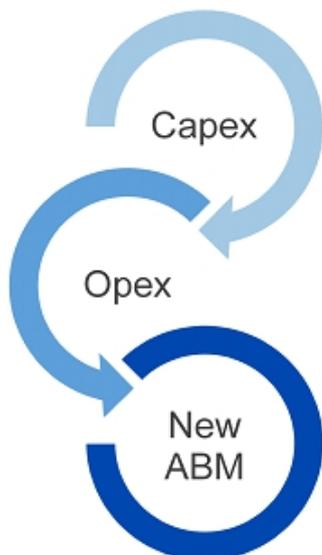
Send proposal to client



Manage TAG pipeline

TAGPricer

Evolving Technology to Support the New ABM



ABM INVESTOR DAY 2018



Financial Outlook

D. Anthony Scaglione
Chief Financial Officer

2020 Vision
IN FOCUS ▶

January 18, 2018

66

Fiscal 2018 Outlook (Pre-Tax Reform)

Metric	Amount
Income from Continuing Operations per Diluted Share ¹	\$1.33 - \$1.43
Adjusted Income from Continuing Operations per Diluted Share ¹	\$1.70 - \$1.80
Depreciation	\$50m - \$60m
Amortization*	\$60m - \$70m
Interest Expense	\$50m - \$53m
Capital Expenditures	\$55m - \$65m
Adjusted EBITDA Margin	5.3% to 5.5%

* Amortization increasing significantly in FY18 due to the acquisition of GCA Services Group with an anticipated EPS impact of approximately \$0.40.

¹ With the exception of the 2018 Work Opportunity Tax Credits and ASU 2016-09, this guidance does not include any potential benefits associated with certain other discrete tax items and other unrecognized tax benefits.

Tax Reform Update

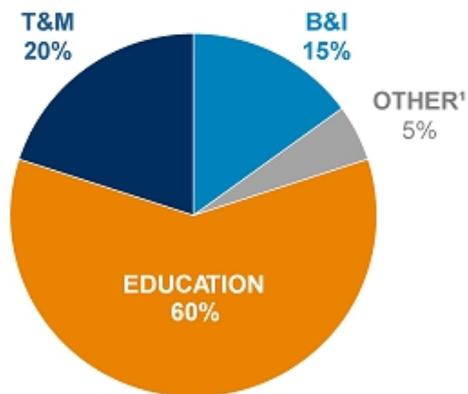
Current FY18 Outlook (Pre-Tax Reform)	Amount
Current Tax Rate ¹	38% - 40%

Preliminary Assessment of New Tax Legislation in FY18	Amount
Potential Revised Tax Rate ¹	28% - 30%
Potential Impact to Current Outlook for GAAP Income from Continuing Operations per Diluted Share	\$0.40 - \$0.50
Potential Impact to Current Adjusted Income from Continuing Operations per Diluted Share	\$0.28
Incremental Cash Benefit Associated with Lower Effective TaxRate	\$12m - \$17m

¹ This guidance does not include any potential benefits associated with certain other discrete tax items and other unrecognized tax benefits including WOTC and ASU 2016-09.

GCA Integration Update

Approximate Revenue Mapping



¹ 'Other' represents Aviation and Healthcare Industry Groups

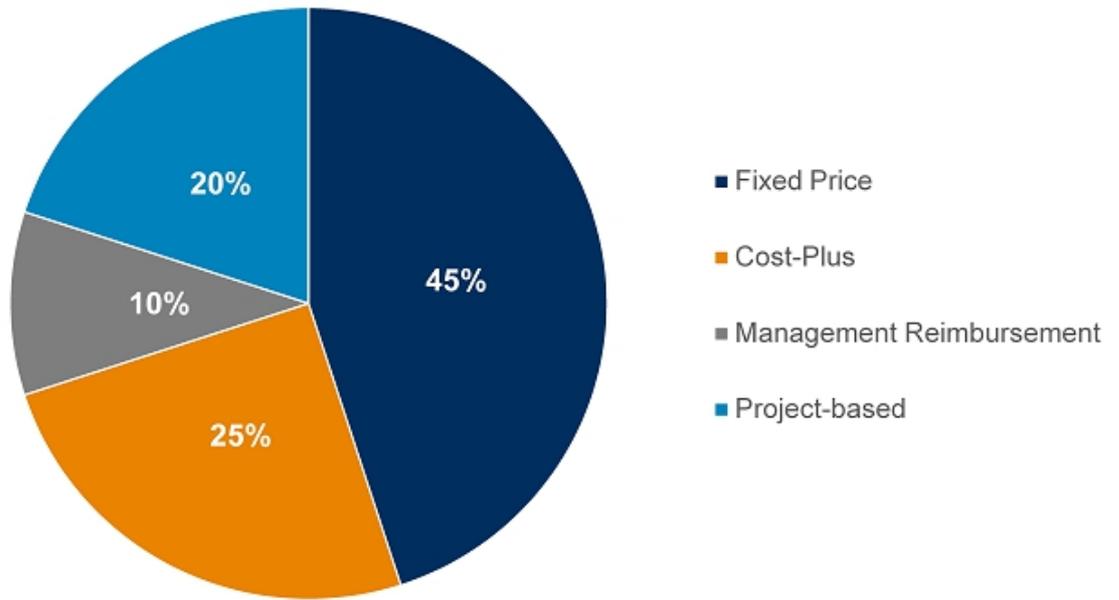
PROGRESS TO DATE

- Remapped operations to new Industry Group format
- Targeted organizational realignment by end-Q1/early-Q2
- Initiated rebranding of GCA to ABM
- Aligned on systems and back-office convergence
- Net synergies: \$20m - \$30m by Year 2

Fiscal 2018 – Preliminary Segment Structure

SEGMENT DESCRIPTIONS	
B&I	B&I, our largest segment, encompasses janitorial, facilities engineering, and parking services for commercial real estate properties, and sports and entertainment venues.
Aviation	Aviation includes services supporting airlines and airports ranging from parking and janitorial to passenger assistance, catering, air cabin maintenance, and transportation.
Education	Education provides custodial, landscaping and grounds, facilities engineering, and parking services for public school districts, private schools, colleges, and universities.
T&M	T&M combines our Industrial & Manufacturing ("I&M") business, which was previously included in our B&I segment, with our High Tech industry group. Services include janitorial, facilities engineering, and parking services for clients in these industries.
Technical Solutions	Technical Solutions provides specialized mechanical and electrical services. These services can also be leveraged for cross-selling across all of our industry groups, both domestically and internationally.
Healthcare	Services in the healthcare industry group include janitorial, environmental services, facilities management, clinical engineering, food & nutrition, laundry & linen, parking & guest services, and patient transportation at traditional hospitals and non-acute facilities.

Diversified Portfolio with Differing Profit Profiles



Fiscal 2018 – Preliminary Segment Structure

(\$ in millions)

Segment	FY17 Revenues ¹	FY18 Operating Profit Margin % ²
Business & Industry	~ \$2.8B	low 5%
Aviation	~ \$1.0B	mid 3%
Education	~ \$800M	low 5%
Healthcare ³	~ \$275M	low 5%
Technology & Manufacturing	~ \$900M	low 8%
Technical Solutions	~ \$450M	high 8%

¹ Based on GCA contribution on TTM basis as of October 2017

² Operating profit includes acquisition-related amortization stemming from GCA.

³ Currently evaluating the remapping of Healthcare based on business attributes

Reaching Our 2020 Vision

	Over FY19 - FY20
ORG. REVENUE	GDP+
ADJ. EBITDA %	+50bps-60bps Expansion
ADJ. EPS	Mid-Teens Growth
ANNUAL FCF CONVERSION	~40%-50% of Adj. EBITDA
LEVERAGE	~2.5x to ~3.0x

Key Takeaways

- Leading market positions and technical know-how underpin durable growth; overall business conditions in our served markets remain strong
- Fragmented competitive landscape provides significant opportunity for organic and acquisitive growth potential
- Focused business development and structural improvements are designed to drive market share gains and ongoing margin expansion
- Strong free cash flow and benefits of tax reform will be deployed to de-leverage the balance sheet
- Management team fully aligned with key revenue and profitability objectives

ABM INVESTOR DAY 2018



Closing

Scott Salmirs
President & Chief Executive Officer

2020 Vision
IN FOCUS ▶

January 18, 2018

Looking Beyond 2020

- Diversified end markets and contract structures, along with a balanced array of services provide visibility and resilience to changes in the macro environment
- In each of our chosen verticals, there is substantial runway to capture incremental revenue growth, pairing organic opportunities with an accelerated acquisition program
- Earnings per share growth to continue to significantly outpace revenue growth, thanks to more favorable services mix and ongoing cost savings
- Strong balance sheet will provide important financial flexibility to continue to invest in growth initiatives

ABM INVESTOR DAY 2018



Q&A

2020 Vision
IN FOCUS ▶

January 18, 2018

Appendix

Unaudited Reconciliation of Non-GAAP Financial Measures

2020 Vision
IN FOCUS ▶

January 18, 2018

Unaudited Reconciliation of non-GAAP Financial Measures

ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)

(\$ in millions)

	Years Ended October 31,	
	2017	2015
Reconciliation of Income from Continuing Operations to Adjusted Income from Continuing Operations		
Income from continuing operations	\$ 78.1	\$ 54.1
Items impacting comparability(a)		
Prior year self-insurance adjustment(b)	22.0	38.9
U.S. Foreign Corrupt Practices Act investigation(c)	(3.2)	0.2
Restructuring and related(d)	20.9	11.7
Acquisition costs	27.0	0.9
Litigation and other settlements	12.9	8.1
CEO/CFO change (f)	-	4.6
Rebranding	-	0.7
Onsite realignment	-	1.2
Impairment recovery	(18.5)	-
Total items impacting comparability	61.0	66.3
Income tax benefit(e)(g)	(37.7)	(27.5)
Items impacting comparability, net of taxes	23.3	38.8
Adjusted income from continuing operations	\$ 101.9	\$ 92.9

(a) The Company adjusts income from continuing operations to exclude the impact of certain items that are unusual, non-recurring, or otherwise do not reflect management's view of the underlying operational results and trends of the Company.

(b) Represents adjustments to our self-insurance reserve for general liability, workers' compensation and automobile claims related to prior period accident years. Management believes these prior period reserve changes do not illustrate the performance of the Company's normal ongoing operations given the current year's insurance expense is estimated by management in conjunction with the Company's outside actuary to take into consideration past history and current costs and regulatory trends. Once the Company develops its best estimate of insurance expense premiums for the year, the Company fully allocates such costs out to the business leaders to hold them accountable for the current year costs within operations. However, since these prior period reserve changes relate to claims that could date back many years, current management has limited ability to influence the ultimate development of the prior year changes. Accordingly, including the prior period reserve changes in the Company's current operational results would not depict how the business is run as the Company holds its management accountable for the current year's operational performance. The Company believes the exclusion of the self-insurance adjustment from income from continuing operations is useful to investors by enabling them to better assess our operating performance in the context of current year profitability.

(c) FY17 represents reimbursement of previously expensed legal and other costs incurred in connection with an internal investigation into a foreign entity affiliated with a former joint venture partner.

(d) Represents costs for 2020 Vision Transformation initiative, net of the reversal of certain share-based compensation costs.

(e) The Company's tax impact is calculated using the federal and state statutory rate of 40.7% for YTD FY17, and 41.4% for YTD FY15. The tax impact of the impairment recovery and gain on sale related to the Company's Government Services business was calculated using a 20.0% tax rate for all periods presented. We calculate tax from the underlying whole-dollar amounts, as a result, certain amounts may not recalculate based on reported numbers due to rounding.

(f) Represents severance and other costs related to the departure of our former CEO and CFO.

(g) FY17 YTD includes a tax benefit of \$14.6M related to expiring state-of-limits and \$2.8M tax charge related to non-deductible acquisitions costs.

Unaudited Reconciliation of non-GAAP Financial Measures

ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES (UNAUDITED)

(\$ in millions)

Reconciliation of Net Income to Recasted Adjusted EBITDA

	Years Ended October 31,	
	2017	2015
Net income	\$ 3.8	\$ 76.3
Items impacting comparability	61.0	66.3
Net loss (income) from discontinued operations	74.3	(22.2)
Income tax provision	8.8	18.3
Interest income from energy efficient government buildings(h)	(0.4)	-
Interest expense	19.2	10.2
Depreciation and amortization	70.1	57.1
Adjusted EBITDA	236.7	206.0
EBITDA recast adjustment to reflect insurance reset and bonus accrual reversal	-	(20.8)
Recasted adjusted EBITDA	\$ 236.7	\$ 185.2

(h) Adjusted EBITDA does not include interest income for certain long term energy contracts, in which case a gross up of both interest income and interest expense is being recorded.

Unaudited Reconciliation of non-GAAP Financial Measures

ABM INDUSTRIES INCORPORATED AND SUBSIDIARIES 2018 GUIDANCE (Excluding 2017 Tax Reform Act Impact)

	Year Ending October 31, 2018	
	Low Estimate	High Estimate
Reconciliation of Estimated Income from Continuing Operations per Diluted Share to Estimated Adjusted Income from Continuing Operations per Diluted Share		
Income from continuing operations per diluted share (a)	\$ 1.33	\$ 1.43
Adjustments (b)	0.37	0.37
Adjusted Income from continuing operations per diluted share (a)	\$ 1.70	\$ 1.80

2018 GUIDANCE (Including 2017 Tax Reform Act Impact)

	Year Ending October 31, 2018	
	Low Estimate	High Estimate
Reconciliation of Estimated Income from Continuing Operations per Diluted Share to Estimated Adjusted Income from Continuing Operations per Diluted Share		
Previously announced income from continuing operations per diluted share (a)	\$ 1.33	\$ 1.43
Impact from 2017 Tax Reform Act change in federal tax rate and one-time related items	0.40	0.50
Revised income from continuing operations per diluted share	1.73	1.93
Adjustments (b)	0.45	0.45
Deduct impact from 2017 Tax Reform Act one-time items Adjusted	(0.20)	(0.30)
Income from continuing operations per diluted share (a)	\$ 1.98	\$ 2.08

(a) With the exception of the 2018 Work Opportunity Tax Credits and ASU 2016-09, this guidance does not include any potential benefits associated with certain other discrete tax items and other unrecognized tax benefits.

(b) Adjustments include costs associated with the Company's strategic review and realignment, acquisition-related integration and transaction costs, legal settlements, adjustments to self-insurance reserves pertaining to prior year's claims and other unique items impacting comparability.

ABM INVESTOR DAY 2018



2020 Vision IN FOCUS ▶

January 18, 2018

82